

Ujemi svet! / Catch the World!
Si.mobil 2003



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Svet lovi: Si.mobil telekomunikacijske storitve, d.d.

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matična številka: 1196332, številka registrskega vložka: 1/29430/00 Ljubljana,
osnovni kapital: 9.300.000.000 SIT

Izvajanje izletov in potovanj pod geslom: Ujemi svet!

Posebna ponudba: V trenutku kamorkoli

Vodiči: Lea Benedejčič, direktorica Naročniškega sektorja • Marko Lukšič, tehnični direktor •
Alexander Sperl, direktor Marketinga in prodaje • Milan Zaletel, finančni direktor

Organizatorja potovanj: Bojan Dremelj, predsednik uprave • Kurt Luescher, član uprave

Potovalne programe preverjajo in potrjujejo: Hannes Ametsreiter, član • Stefano Colombo, član •
Erich Gnad, namestnik predsednika Nadzornega sveta • Boris Nemšič, predsednik Nadzornega sveta

Catching the World: Si.mobil telekomunikacijske storitve, d.d.

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Registration entry number: 1196332, Company identification number: 1/29430/00 Ljubljana,
Share capital: SIT 9,300,000,000

Execution of field trips and travel under the name: Catch the World!

Special offer: Instantly anywhere

Tour Guides: Lea Benedejčič, Customer Service Director • Marko Lukšič, Technical Director •
Alexander Sperl, Marketing and Sales Director • Milan Zaletel, Finance Director

Travel managers: Bojan Dremelj, CEO • Kurt Luescher, COO

Travel programs reviewed and confirmed by: Hannes Ametsreiter, Member • Stefano Colombo, Member •
Erich Gnad, Deputy Chairman of the Supervisory Board • Boris Nemšič, Chairman of the Supervisory Board

Mobilkom 75,00001%

Odgovorni za izvajanje potovalnih programov / Responsible for carrying out travel programs:

- Mobilkom Beteiligungsgesellschaft mbH
- Istrabenz holdinška družba, d.d.
- Intereuropa Globalni logistični servis, d.d.
- Iskratel Telekomunikacijski sistemi, d.o.o.
- Medaljon upravljanje drugih družb d.d.
- Probanka d.d.
- Telemach družba za komunikacijske storitve, d.o.o.

Uprava Si.mobila / Si.mobil Management Board

Istrabenz 8,24%

Intereuropa 5,48%

Iskratel 5,46%

Medaljon 2,35%

Probanka 2,35%

Telemach 1,12%





mag. Bojan Dremelj

Svet v dlani

Potnike vabimo, da se pustijo razvajati in skupaj z nami ujamejo svet.

Leto 2003 smo začeli z vstopom v globalne povezave, zaključili pa z vstopom v tretjo generacijo mobilne telefonije.

Prve dni januarja smo podpisali partnersko pogodbo z enim največjih mobilnih operaterjev na svetu, Vodafonom, in postali globalni igralec na lokalnem trgu. Svojo globalnost smo krepili s skupino mobilkom austria in tako skupaj še povečali moč najmočnejše skupine v prostoru Srednje Evrope.

Pri tem smo razvijali domačo ponudbo in svojim uporabnikom širili obzorja z mnogimi storitvami, ki so jih deležni milijoni po Evropi in svetu.

Slovenski trg je ostal zahteven in neizprosni. Konkurenčna bitka se je odvijala iz meseca v mesec, le regulativa se je nekako vrtela v krogu.

Medtem smo svojo moč osredotočali na uporabnika in produkte ter storitve, ki prinašajo več, so prijazne in dajejo več za ponujeno vrednost.

Vlagali smo v ljudi, v svoje ime in nenazadnje tudi v svojo blagovno znamko. Danes smo visoko prepoznavni pod imenom Si.mobil - Vodafone, nosimo blagovno znamko, ki pomeni kakovost, vrednost za ceno, bistro produkte in globalni doseg. Ob popolnem letu je bil zaključek več kot fenomenalen.

Tlakovali smo pot v tretjo generacijo mobilne telefonije. Učinkovito in s preudarno investicijo smo napovedali nadgradnjo obstoječega omrežja s tehnologijo EDGE (Enhanced Data Rates for Global Evolution). S tem korakom smo svojemu kakovostnemu omrežju zagotovili varno prihodnost,

uporabnikom pa hitrejši prenos podatkov, popolnoma primerljive storitve z ostalimi tehnologijami tretje generacije. Med prvimi v Evropi,

tega ne gre zanemariti! V prihodnost korakamo močni in evropskih ter svetovnih nazorov. Skupaj z državo Slovenijo se veselimo 1. maja 2004.

mag. Bojan Dremelj, predsednik uprave

The World in Our Hands

Passengers are invited to let themselves be pampered and catch the world with us.

We began 2003 by entering global connections and finished it by entering the third generation of mobile telephony.

In the first days of January we signed a partnership agreement with Vodafone, one of the biggest mobile operators in the world and thereby became a global player in the local market. Together with the mobilkom austria group we strengthened our global approach and added to the strength

of the most powerful group in Central Europe. We have developed our offer and broadened our customers' horizons with many services that are used by millions across Europe and worldwide. The Slovenian market remained demanding and inexorable.

The battle between the competitors was fought from one month to another, while regulation was spinning around in circles.

In all of this time we concentrated on both our customers and products and services, which bring more, are friendly and give greater value for money.

We invested in people, our name and our brand. Si.mobil - Vodafone stands for quality, value for money, smart products and global reach.

The conclusion of this perfect year was more than phenomenal. We paved the way to the third generation of mobile telephony.

Through effective and clever investments we announced the upgrade of the existing network with EDGE (Enhanced Data Rates for Global Evolution) technology. In doing this, we ensured a safe future for our existing network and at the same time enabled faster data transfer for our customers

which is comparable to other technologies of the third generation. We are one of the first in Europe, and this should not be overlooked.

We are firmly headed for the future with European and world views. Together with Slovenia we are looking forward to 1 May 2004.

Mag. Bojan Dremelj, CEO





mag. Bojan Dremelj, Kurt Luescher

Svet je naš

Upoštevalo dejstvo, da napredovati pomeni iti naprej, deliti znanje z najboljšimi in izkoriščati sinergije, tudi svojim potnikom ponujamo samo najboljše.

Leto 2003 je bilo za nas leto globalnosti. Ekskluzivno partnerstvo z Vodafonom, enim največjih na svetu, se je izkazalo kot zelo uspešno in odlično sprejeto na slovenskem trgu.

Po mnogih raziskavah trga in všečnosti blagovne znamke smo se septembra odločili, da začrtamo nove smernice v strategiji ter se predstavimo pod novo blagovno znamko Si.mobil - Vodafone.

Izkazalo se je, da je ime Vodafone v Sloveniji visoko cenjeno in da je privilegij partnerstva naša velika konkurenčna prednost.

Znova se je izkazala tudi strategija lokalnega pristopa skupine mobilkom austria, saj smo edini v skupini, ki smo na lokalnem trgu uvedli dvojno blagovno znamko, saj ta na tem trgu predstavlja veliko prednost. Zaupanje največjega lastnika, ki je vedno podkrepljeno tudi z zaupanjem slovenskih lastnikov, nas dela močne in samozavestne.

Sinergija, ki jo črpamo iz najmočnejše skupine mobilnih operaterjev v Srednji Evropi, pa je v hitro razvijajočem se svetu mobilnih komunikacij neprecenljiva.

Že v prvi polovici leta smo uporabnikom ponudili globalno storitev Eurocall, enotno tarifo za gostovanje v 29 državah po vsej Evropi.

Nadaljevali smo z uvedbo storitve Virtual Home Environment, ki za uporabnika predstavlja enostavno gostovanje v tujini, z vsemi storitvami, ki jih ima tudi doma. Skozi celo leto smo večali mrežo gostovanj naših uporabnikov, s posebnim poudarkom na GPRS gostovanjih ter CAMEL, gostovanjih za predplačnike. Jeseni smo na slovenski trg prinesli novost, prvo enotno tarifo za klice v vsa slovenska omrežja.

Prvi pa smo storitev GPRS ponudili tudi svojim predplačnikom.

Trg je še naprej ostajal zelo zahteven, uporabniki vedno bolj globalno osveščeni, regulativa pa neučinkovita.

Konec leta smo znova prejeli Status operaterja s pomembno tržno močjo, orodje, ki naj bi sicer vodilo k demonopolizaciji trga, v Sloveniji pa se ga žal ne uporablja v skladu z evropskimi merili. Vodilni operater ima še vedno veliko prednost v tržnem deležu, nič se ni spremenilo tudi v odnosih in pogojih medomrežnih povezav z edinim fiksnim operaterjem v Sloveniji.

Zadovoljni pa smo z uvedbo asimetričnih cen medomrežnega povezovanja mobilnih operaterjev.

Nov zakon o elektronskih komunikacijah, usklajen z evropsko zakonodajo, se pripravlja zelo hitro. Vliva nam upanje, če bo le tudi zakonodaja implementirana v skladu z evropsko prakso.

Glede na visoko razširjenost mobilne telefonije na slovenskem trgu je tri odstotna rast števila uporabnikov v primerjavi z letom poprej, ob dejstvu, da smo se osredotočili na pridobivanje in ohranjanje kakovostnih uporabnikov mobilne telefonije, zadovoljiva,

The World is Ours

To improve means to go forward.

That is why we share knowledge with the best, grasp synergies and offer only the best to our travellers.

The year 2003 was a year of globality for us. Our exclusive partnership with Vodafone, one of the biggest mobile operators in the world, turned out to be very successful and well accepted in the Slovenian market. After several market researches, we decided to follow new strategic directions and introduced ourselves under the new brand Si.mobil - Vodafone in September. It was clear that the name Vodafone is highly respected in Slovenia and that the benefit of the partnership is our great competitive advantage.

Thanks to the 'think globally act locally' approach of the mobilkom austria group we are the only ones in the group to have introduced a dual brand. We are convinced this is a great advantage in this particular market.

The trust of our biggest owner and trust from our Slovenian owners makes us strong and self-confident.

The synergies we seize from the most powerful group of mobile operators in Central Europe are invaluable in this fast growing world of mobile communications.

Already in the first half of the year we offered the first global Vodafone service.

Eurocall is a unique tariff for roaming in more than 29 countries all around Europe.

We continued by introducing the Virtual Home Environment for easier roaming abroad, where all services are available to our customers just like at home. We improved the roaming services with a special emphasis on GPRS roaming and CAMEL roaming for pre-paid users. We were also the first in Slovenia to offer GPRS service to our pre-paid users.

The market remained very challenging, users became more globally oriented and demanding, while penetration was very high and regulation ineffective. At the end of the year we regained the Status of Operator with the Significant Market Power.

This is supposed to be a tool for demonopolising the market but it is not being used in Slovenia according to European standards.

The leading operator still has a great advantage in market share and nothing has changed in the relations and conditions of interconnection with the only fixed operator in Slovenia. We are pleased with the introduction of asymmetrical interconnection prices between mobile operators. A new Law on Electronic Communications, which shall be adjusted to the European legislation, is in preparation.

This gives us some hope, if only the legislation is implemented in accordance with the European practice.

Growth in the customer base in 2003 was three percent compared to the previous year.

This is satisfactory given the high penetration of mobile telephony in Slovenia and heading towards an improvement of the quality of the customer base. We are concentrating more on gaining and maintaining a qualitative customer base.

Ob koncu leta smo zabeležili 361.466 uporabnikov, kar predstavlja 23,6-odstotni tržni delež.

Dejstvo, da je baza naših uporabnikov kakovostna, potrjujejo tudi finančni podatki.

Prihodki so v letu 2003 znašali 19.128 milijonov slovenskih tolarjev, kar predstavlja sedemodstotno rast v primerjavi z letom 2002. Obdržali smo trend pozitivnega poslovnega rezultata pred amortizacijo, ki smo ga dosegli v letu 2002. Dobiček pred plačilom obresti, davkom in amortizacijo (EBITDA) je v letu 2003 znašal 3.059 milijonov slovenskih tolarjev, kar predstavlja občutno rast.

Tudi v letu 2003 smo nadaljevali z visokimi investicijami predvsem v nadgradnjo in optimizacijo omrežja.

Nadaljevali smo z gradnjo baznih postaj, vpeljavo novih storitev in optimizacijo prenosnega omrežja.

Eden najpomembnejših ciljev ostaja kakovost in za dosego le-tega načrtujemo nadgradnjo nadzornega sistema, ki bo omogočal še učinkovitejše zagotavljanje nemotenega delovanja. Ena najbolj preudarnih investicij pa je bila zagotovo investicija v nadgradnjo obstoječega omrežja s tehnologijo EDGE. Investicija, ki poleg zagotavljanja storitev po meri tretje generacije mobilne telefonije, zagotavlja tudi zavarovanje vseh dosedanjih vlaganj v omrežje.

Slovenskemu trgu smo kot prvi v Sloveniji in med prvimi v Evropi predstavili EDGE, tehnologijo tretje generacije.

Uporabnikom ponujamo več za enako vsoto denarja, kar dovoljuje tudi sama vrednost investicije.

Za pokritost Ljubljane in Maribora le-ta znaša 3,5 milijona evrov.

Poslovni izid iz poslovanja po EBIT-u je konec leta znašal -837 milijonov slovenskih tolarjev, kar predstavlja kar 232-odstotno izboljšanje rezultata v primerjavi z letom 2002.

Največji lastnik, mobilkom austria, je konec decembra del svojih posojil v višini 85 milijonov evrov prenesel v kapitalske rezerve naše družbe. S temi spremembami vsota celotnega kapitala za poslovno leto 2003 znaša 4.370 milijonov SIT.

Tako sta se izboljšali kapitalska struktura in likvidnost naše družbe.

Ob tem, da smo danes trdno zasidrani v zavesti Slovencev, da smo pomemben igralec na slovenskem telekomunikacijskem trgu in da dobro poslujemo, smo pripravljeni na izzivov poln jutri.

Svojo moč, ki jo imamo v odličnih in predanih zaposlenih, odlični prodajni mreži, prijaznem pristopu in v mednarodnih povezavah, smo še okrepili.

V evropsko leto vsopamo povsem pripravljeni.

Pripravljeni smo na zadovoljevanje zahtev svojih uporabnikov ter na zagotavljanje kakovosti in bistrnih rešitev po sprejemljivi ceni.

In pripravljeni na tretjo generacijo mobilnih komunikacij ter na vse prihodnje generacije, ki že trkajo na vrata.

Uprava Si.mobila

We had 361,466 users at the end of the year, representing a 23.6-percent market share.

Our financial results also confirm the quality of our customer base. Revenues amounted to 19,128 million tolar, representing growth of 7 percent compared to 2002. We kept the trend of a positive operating result before amortisation, as was achieved in 2002. In 2003 earnings before interest, taxes, depreciation and amortisation (EBITDA) amounted to 3,059 million Slovenian tolar, which presents a substantial increase.

In 2003 we continued our significant investments mostly in upgrading and optimising the network.

We also continued building base stations, implementing new services and optimising the mobile network.

Quality remains one of our main goals. Therefore, we are planning to upgrade the monitoring system to prevent disturbances even more effectively.

One of the most prudent investments was the investment in the upgrading of our current network with EDGE technology.

This is an investment that not only ensures services in line with the third generation of mobile telephony but also secures all previous investments in the network. We are the first in Slovenia and one of the first in Europe to introduce it.

It allows us to offer more to our customers for the same money.

For coverage of the cities Ljubljana and Maribor are investing 3.5 million euros.

Earnings before income and taxes (EBIT) in the 2003 financial year cumulated -837 million Slovenian tolar, which represents a 232 percent improvement on the results of 2002. Our major owner mobilkom austria has transferred part of its loans amounting to 85 million euros to the capital reserves of our company.

With these changes the total amount of equity for the 2003 financial year is SIT 4,370 million.

Therefore, the capital structure and liquidity of our company have improved.

Given that we are firmly grounded in the consciousness of Slovenian people, that we are an important player in the Slovenian telecommunications market and that we are operating well, we are ready for the challenges of tomorrow.

Overall, we have strengthened our position in the Slovenian market by virtue of our excellent and loyal employees, exceptional sales network, friendly approach and international connections.

We are entering the European year fully prepared. We are ready to fulfil our customers' demands, to ensure quality and further develop smart products at a reasonable price. We are also prepared for the third generation of mobile communications and for all upcoming generations knocking on our door.

Si.mobil Management Board

Širimo obzorja

Kdor želi, lahko z nami ujame svet, saj znamo na najboljše načine in polni izvirnih rešitev v trenutku biti kjerkoli. In to še ni vse ...

V trenutku kjerkoli

Svoje potnike lahko v vsakem trenutku popeljemo kamorkoli želijo, in jim hkrati omogočamo ohranjati stik z njihovimi najdražjimi.

Z mislijo na svoje uporabnike smo sklenili partnersko sodelovanje z Vodafonom in tako postali del globalnega sveta.

V Slovenijo smo pripeljali vrsto globalnih storitev in produktov, ki so jih deležni milijoni po vsej Evropi. Takšna je na primer storitev Eurocall, s katero lahko naši uporabniki gostujejo v 29 evropskih državah po enotnih, preglednih in nižjih tarifah, ki vključujejo pogovore in SMS sporočila.

Pa tudi paket storitev Virtual Home Environment (VHE), z dostopom do klicnega centra in osebne tajnice od koderkoli v državi, ki je del Vodafonove skupnosti. Tako se lahko naši uporabniki, ki potujejo v tujino, in obiskovalci Slovenije vedno počutijo kot doma.

Ponujamo široko mrežo mednarodnih gostovanj. Svojim naročnikom omogočamo gostovanje pri 163 operaterjih v 86 državah. Gostovanje za predplačnike CAMEL je možno pri 28 operaterjih v 21 državah po vsej Evropi. Uporabniki GPRS pa gostujejo pri 21 operaterjih v 18 državah.

Nam je pomemben vsak, zato si želimo in se trudimo, da bi se tako kot naši uporabniki v tujini, tudi tuji obiskovalci v Sloveniji počutili sproščeno, prijetno, domače. S prenovljeno celostno podobo, simbolično združitvijo Si.mobilovega in Vodafonovega logotipa, vsem Vodafonovim uporabnikom jasno sporočamo, da bomo za njih poskrbeli enako, kot so navajeni drugod po svetu.

Na najboljši način

Ljudje dobro vedo, kaj je dobro. In prav na tem temeljijo vsebine in izvajanja naših potovanj, na katerih svoje potnike razvajamo z vsemi najpomembnejšimi elementi kakovosti.

Visoko kakovost omrežja zagotavljamo s 24-urnim nadzorom nad vsakim elementom v omrežju in s skrbno analizo vseh relevantnih podatkov. Tudi v letu 2003 smo nadaljevali z gradnjo baznih postaj in optimizacijo prenosnega omrežja. V letu 2004 pa načrtujemo nadgradnjo nadzornega sistema, ki bo še povečal zanesljivost naših storitev. Za varnost svojih uporabnikov v tujini skrbimo tudi s številnimi nadgradnjami IT-platfom in podatkovnih baz.

Konec leta 2003 smo vstopili v novo generacijo mobilne telefonije. Prvi v Sloveniji in med prvimi v Evropi smo predstavili novo tehnologijo EDGE, ki bistveno poveča zmogljivosti omrežij GSM/GPRS in tako omogoča tudi do štirikrat hitrejši prenos podatkov.

Pomembno je tudi, da uvedba tehnologije EDGE ne predstavlja izjemno visokih vlaganj, saj gre le za nadgradnjo obstoječe mrežne infrastrukture.

S tem pa lahko svojim uporabnikom ponudimo več za isto ceno.

Kakovost naših storitev je odvisna od nas, zato se neprestano izobražujemo, razvijamo komunikacijske spretnosti in strokovna znanja.

Gradimo pa tudi na svojem dobrem počutju in zadovoljstvu. Dokaz za to so naše Si.mobiliade, na katerih pooblaščen prodajalci in naše prodajno osebje v zabavnem in sproščenem vzdušju izmenjujejo izkušnje in pridobivajo nova znanja.

Broadening our Horizons

Anyone who wishes can come with us and Catch the World.

We know the best ways and have original solutions to be in anytime anywhere. And that's not all...

Instantly Anywhere

We instantly bring our passengers to any destination they wish and make sure they remain in contact with their loved ones.

Bearing in mind our customers' needs, we signed the partnership agreement with Vodafone and became part of the global world.

We have brought many global services and products to Slovenia that are already being used by millions across Europe. By using Eurocall, our customers can roam in 29 European countries at unique, transparent and lower tariffs while making calls and sending SMS. Another service is the Virtual Home Environment (VHE), a package of services with access to a local Call Centre and voice mail from anywhere in any network, which is a part of the Vodafone group. In this way our users who travel abroad and visitors to Slovenia can always feel like they are at home.

We offer GSM roaming in 86 countries with 163 operators. CAMEL roaming for pre-paid users is possible in 21 countries with 28 operators all around Europe and GPRS roaming in 18 countries with 21 operators.

Every customer is important to us. That is why we make the effort to ensure that our users abroad feel like they are at home, while we also take care of foreign visitors in Slovenia. We want their visits to be pleasant and free of worry. Through the symbolic combination of the Si.mobil and Vodafone logo, we are informing all Vodafone users visiting Slovenia that we will take care of them in the same way they are accustomed to anywhere else in the world.

In the Best Way

People know what's good. The content and implementation of our journeys is based on this fact.

We pamper our passengers with every important element of quality.

The high quality of our network is guaranteed by 24-hour monitoring of all elements in the network and through a careful analysis of all relevant data. We continued building base stations and optimising the mobile network. In 2004 we plan to upgrade the monitoring system to further improve the reliability of our services. We are also taking care of our users' safety abroad with numerous upgrades of IT-platforms and databases.

In 2003 we entered a new generation of mobile telephony. We were the first in Slovenia and among the first in Europe to represent new EDGE technology, which fundamentally increases the capacities of GSM/GPRS networks and enables up to four times faster data transfer.

Introduction of EDGE technology does not involve a high investment since it is an upgrade of the existing network infrastructure.

We can thereby offer our customers more for the same price.

Because the quality of our services depends on us, we are constantly educating ourselves, developing communication skills and expertise.

We are also building on our well-being and satisfaction. Proof of this is our Si.mobiliada annual event at which our dealers and sales personnel exchange their experiences and gain new knowledge in a fun and relaxed atmosphere.

Izvirno in pestro

Svojim potnikom omogočamo, da posamezne cilje dosežejo na različne načine, za vse po vrsti pa je značilna izrazita izvirnost, kar naredi vsako naše potovanje kar se da pestro in zanimivo.

Tako z Izi paketom ponujamo prvo pravo enotno tarifo za klice v vsa slovenska omrežja. Naši uporabniki lahko z MMS razglednico v trenutku pošljejo osebni pozdrav kamorkoli. Paket Free, ki je brez mesečne naročnine, pogojuje občutek svobode. Predplačnikom pa smo kot prvim v Sloveniji omogočili storitev GPRS.

In to še ni vse

Svojim potnikom želimo ponuditi največ in najboljšo. Želimo, da ima njihov denar pri nas pravo vrednost. Zato je tisto, kar ponujamo, več kot vredno svoje cene.

Tako ima naš Orto paket od junija pet brezplačnih MMS-ov, septembra pa je imel namesto 30 kar 300 brezplačnih SMS sporočil.

Z Izi paketom lahko kličete v vsa slovenska omrežja do 56 odstotkov ceneje. To in še marsikaj lahko potrdijo na primer naši predplačniki, ki so z Zimskim HALO Bonusom v omrežju Si.mobil - Vodafone lahko klepetali le za deset tolarjev na minuto, in naši naročniki, ki bodo imeli na razpolago celih pet mesecev brezplačnih pogovorov, saj jim bomo povprečje štirimesečnih pogovorov kar petkrat obračunali kot brezplačno.

Original and Colourful

Our passengers are able to reach their goals in different ways.

And for every way there is distinctive originality, which makes every journey special and interesting.

In the Izi package we are offering the first tariff with unique flat rates for calls to all Slovenian networks. Our customers can send a personal message with the MMS to postcard anytime. The Free package, without any monthly subscription, gives the feeling of freedom.

And our pre-paid users are the first in Slovenia to have access to GPRS service.

And That's Not All

We wish to offer the most and best to our passengers.

We want their money to enjoy true value. The things we offer are more than worth the price.

Since June our Orto package has included five free MMSs and in September it included 300 instead of 30 free SMS messages.

With our Izi package you can call up to 56 percent cheaper to any Slovenian network. That and much more can be confirmed by our pre-paid users who could, with the Winter HALO bonus, talk for just ten tolar a minute within the Si.mobil network. Also our customers can confirm this, as they will have five months of free talks. Five times the average of four months' talks will be free of charge.



Perpetuum mobile

Dobro se zavedamo kakšen pomen ima pri vsaki stvari človeški faktor, posamezniki, ki tvorijo skupnost in njen značaj, njeno osebnost. Naša se kaže kot neusahljiv vrelec življenjske energije, hudomušnosti in veselja, izzivalnosti in samozavesti. In ves čas z mislijo na svoje potnike. Ja, z nami se res da ujeti svet.

Energetski vrelec

Neprestano se veselimo potovanj, spoznavanja novih ljudi, novih krajev. To nas polni z vedno novo energijo. Vsak je lahko deležen življenjske radosti nas tristo zaposlenih, povprečno starih le malo nad trideset let. V vsakega se lahko pretoči energija, ki izžareva na naših piknikih pri igranju odbojke na mivki, malega nogometa in vlečenju vrvi; ali na vsakoletnem pohodu na Šmarno goro, simbolu Si.mobilovega rojstnega dne; lahko tudi na nepozabni novoletni zabavi ali ob tekanju naše zeleno obarvane nogometne ekipe. Skozi nas in naše dejavnosti se lahko vsak prepozna v Si.mobil - Vodafone ligi, prvi slovenski nogometni ligi, in Slovenski nogometni reprezentanci. Smo namreč dolgoletni sponzor obeh. Kot generalni sponzor smo bili zraven, ko se je prvič v Sloveniji predstavil MTV in z njim MTV Dance Floor Chart Party. Naši promotorji pa so nepozabne trenutke lovili s kamero Nokie 7650. Mi se nikoli ne ustavimo.

Perpetuum mobile

We are aware of the importance of the human factor, the impact of individuals who create a community, its character and personality. Our personality is reflected in an inexhaustible well of life energy, waggishness and joy, provocativeness and self-confidence. Whatever we do, we do it with our passengers in mind. Yes, you really can Catch the World with us.

Bursting Full of Energy

We are constantly looking forward to journeys, meeting new people and new places. This fills us with new energy. Anyone can feel the joy of life of the three hundred of us, the Si.mobil employees. Our average age is just a little over thirty. Anyone can sense the energy that radiates at our picnics while playing volleyball and football. Then again you might see it at our annual walk to Šmarna gora, the symbol of Si.mobil's birthday, or at our annual New Year's party or perhaps even in our green football team. Anyone can recognise themselves through us and our activities in the Si.mobil - Vodafone league, the first Slovenian football league and the Slovenian national football team. We have been sponsoring them for several years. When MTV introduced the MTV Dance Floor Chart Party in Slovenia we were there as a general sponsor. Our promoters caught the unforgettable moments there with the camera of Nokia 7650. We never take a rest.



Dolgčas - kaj je to?

Nam in z nami ni nikoli dolgčas. Neznansko se namreč zabavamo že pri samem pripravljanju potovanj za svoje potnike ...

V okviru aplikacij zabavne narave, bolj znanih kot Totalna zabava, tako najprej sami preizkusimo in ocenimo Java™ igrice vodilnih svetovnih proizvajalcev. Ker vemo, da na dobro razpoloženje vpliva tudi dobra glasba, se naši mobilni aparati oglašajo z melodijami najnovejših glasbenih uspešnic. Do zdaj smo na zimskih in letnih dogodkih poskrbeli za zabavo tisočev Slovencev, ki so preko igre spoznavali našo najnovejšo ponudbo; ali pa ko smo po celi Sloveniji iskali Orto MMS Facio in Klapo in z Limbo plesom ter klicem presenečenja popestrili zimsko sivino.

Radi imamo pestrost, raznolikost, spremembe; pa hudomušnost in originalnost.

V tem duhu je tudi naše nagovarjanje javnosti: kot recimo v našem velikem oglasu za MMS razglednico, ki smo ga odkrivali čisto počasi, po koščkih, kar je povzročilo kar nekaj ugibanja o njegovi vsebini; tudi med nami so padale stave.

Izzivalna drugačnost

Naši programi so rezultat drugačnega, neustaljenega, lahko bi rekli naprednega razmišljanja, in prav zaradi tega smo privlačni.

S svojimi storitvami želimo Slovenijo zblížati z Evropo, pa naj bo z Eurocallom, VHE ali z Izi paketom.

Predrzno in revolucionarno, kakor so predrzni naši oglasi, s katerimi tu in tam kršimo družbene norme.

Kot recimo Orto paket - upokojenci, ki stavkajo, ker ne morejo do njega;

na ulicah po vsej Sloveniji pa promotorji na rolerjih v iskanju največje MMS Orto Face.

Kot največji sponzor slovenskega nogometa smo podprli tudi dobrodelno nogometno tekmo zvezdnikov med ekipama Nazionale Piloti, ki so jo sestavljali pretežno vozniki Formule 1 z Michaelom Schumacherjem na čelu, in All Stars, sestavljeno iz vidnih osebnosti iz javnega življenja.

Svojo naklonjenost drugačnosti in svobodnemu odločanju vsakega posameznika pa izražamo tudi z izbiro motivov v naših oglaševalskih akcijah.

Življenje je lepo

Vsi, ki sodelujemo pri pripravi potovanj, imamo preprosto radi življenje.

Da je lepo, znamo poskrbeti tudi sami. In to želimo deliti s svojimi potniki.

Delamo v mednarodnem okolju. Dnevno komuniciramo s tujino, imamo prednost učiti se od sosedov, združevati izkušnje z največjimi na svetu in potovati, potovati. Nikoli ni bilo tako enostavno biti neprekinjeno v stiku s svojimi najdražjimi in hkrati deliti izkušnje s 130 milijoni uporabnikov po celem svetu.

Biti del tega sveta in imeti hkrati občutek individualnosti - tudi za to znamo poskrbeti. Na brezplačnih telefonskih linijah našega Klicnega centra, ki je našim uporabnikom na razpolago noč in dan, smo zabeležili skoraj milijon in pol klicev. Preko 200.000 pa smo jih poklicali mi, jih pozdravili v svojem omrežju, jim ponudili dodatne storitve ali nove aparate in jim pomagali pri izbiri posebej zanje pripravljenih izdelkov.

Boredom - What's That?

We are never bored, and similarly you cannot be bored when you are with us. We already have lots of fun preparing journeys for our passengers...

As part of fun applications, better known as Total Fun, we are the first to test and evaluate Java™ games of the world's leading producers.

Because good music has a positive effect on people's well-being, our mobile phones are ringing with the melodies of the latest music hits.

Thousands of Slovenians have fun with us at our winter and summer events. At the same time they have the opportunity to get to know our latest offers while playing the games. We have also been searching for the Orto MMS Face and Coolest group all around Slovenia.

We are putting some colour into the winter greyness with limbo dancing and a surprise call.

We like variety, diversity, changes, some cheekiness and a lot of originality.

Our public approach is similar to that spirit; like the billboard for the MMS postcard that was revealed slowly,

bit by bit and which created a lot of guesses as to its final content. We also made some bets.

Encouraging diversity

Our programs are the result of different, flexible and advanced thinking. This makes us attractive.

With our services we want Slovenia to move closer to Europe, either with Eurocall, Virtual Home Environment or Izi packages.

The revolutionary and daring approach of our advertising sometimes breaks conventions.

A perfect example of this is the Orto package advertisement showing older people on strike because they cannot qualify for the Orto package.

Or promoters on rollerblades on every street in Slovenia searching for the biggest MMS Orto Face.

As the biggest sponsor of Slovenian football we supported the charity football match of stars involving the teams Nazionale Piloti and All Stars.

The Nazionale Piloti team mostly consisted of Formula One drivers including famous Michael Schumacher.

Important people from public life participated in the All Stars team.

By choosing the images in our advertising campaigns we express an affection for diversity and the free choice of all individuals.

Life is Beautiful

All of us who participate in travel arrangements simply adore life. We can make it beautiful and we want to share this beauty with our passengers.

We work in an international environment and communicate abroad on a daily basis. We have the opportunity to learn from our neighbours, to live the experience of the biggest in the world and to travel. It has never been easier to be in contact with our loved ones and to share the experience with 130 million people worldwide at the same time.

To be part of this world and have a feeling of individuality - this is something we know how to accomplish!

One million and half calls were taken on our 24-hour free of charge phone lines in the Call Centre. We called more than 200,000 of our customers, greeted them in our network, offered them additional services or new phones. We helped them select products prepared especially for them.

Odprtih oči, odprtih src

Zaupanje potnikov gradimo tudi s svojim odnosom do okolja in občutkom za posameznika, za ljudi.

Skrb za zaposlene je pri nas zelo pomembna.

Da bi naši zaposleni lahko bili pravi ambasadurji naših storitev, smo jim podarili nove Nokie 3100. Ker spodbujamo zdrav duh v zdravem telesu, smo podprli športne aktivnosti in številne dopolnilne dejavnosti, od nogometa pa do plesa. Zagrizenim kolesarjem smo uredili varno kolesarnico.

Za prijetno izmenjavo idej in mnenj ob kavici pa smo preuredili četrto nadstropje.

Našo skrb za okolje lahko prepoznate v ponovljeni akciji recikliranja starih telefonov in v pomoči pri čiščenju Ljubljane. Poleg tega smo v letu 2003 v okviru akcije Zadihajmo skupaj pomagali pri nakupu dihalnega aparata za novorojenčke v Mariboru.

Svojo pozornost dokazujemo tudi s tem, da smo podprli ustanovitev Foruma elektromagnetnih sevanj, saj želimo svojim uporabnikom in širši slovenski javnosti zagotoviti dostop do strokovnih in neodvisnih mnenj o vplivih mobilne telefonije na okolje in ljudi.

With Open Eyes and Open Hearts

We are building up the trust of our passengers with our approach to the environment, through our ability to listen to the individual, and to people in general.

Taking care of our employees is very important to us.

To make them real ambassadors of our services, we have given them the Nokia 3100. Because we encourage a healthy spirit in a healthy body, we have supported many sporting events and numerous other activities from football to dancing. We have made a secure bicycle shed for our keen cyclists and rearranged the fourth floor for the pleasant exchange of ideas and opinions while having a cup of coffee.

You can see our environmental awareness in the renewed campaign for recycling old phones and in our sponsoring of efforts to clean the Ljubljana river.

In 2003 we donated to the campaign "Let's breathe together" and in so doing helped buy a new respirator for newborn babies in Maribor.

We are also demonstrating our attention by supporting the establishment of the Forum on Electromagnetic Radiation.

We want our customers and wider Slovenian public to have expert and independent opinions on mobile telephony's effects on people and the environment.



Kdor zna, pač zna

Potnikom ponuditi kar največ, pomeni iskati nove, še neodkrite poti, pomeni vizionarstvo in odločnost uspeti.

Z rezultati svojega dela vedno znova dokazujemo, da so naši strokovnjaki gonilna sila napredka,

saj so sposobni prvi predstaviti storitve, ki bodo zaživele šele v prihodnosti.

Tako smo javnost že spomladi seznanili s televizijo v živo preko mobilnega aparata, varno in popolno mobilno komunikacijo preko IP-VPN za poslovne uporabnike,

Si.mobilovo spletno pošto, ponudili smo oWLAN, ki omogoča širokopasovni dostop do medmrežja.

Lahko se pohvalimo, da smo prvi v Sloveniji predstavili vedno bolj popularno MMS razglednico in prvi pričeli svoje GSM omrežje nadgrajevati s tehnologijo EDGE.

Vse prijazno vabimo, da z nami odpotujete v tretjo generacijo mobilne telefonije.

The One Who Knows, Knows

Offering the most to our travellers requires searching for new, undiscovered ways, it means visionary and the determination to succeed.

Our results once again show that our experts are the driving force behind our progress.

They are capable of developing services which will become alive in the future.

In spring we showed live TV over a mobile device, secure and complete mobile communication via IP-VPN for business users as well as Si.mobil web mail and oWLAN, which enables broadband access to the Internet.

We are proud we were the first in Slovenia to present the popular MMS to postcard.

And as the first in Slovenia to do so we upgraded our GSM network with EDGE technology.

We invite all of you to join us on the journey to the third generation of mobile telephony.





Daleč je blizu

Radi potujemo daleč, radi se učimo in rastemo. A radi se tudi vračamo, pametnejši, z novimi spoznanji. In to nas dela najboljše.

Izkoristiti največ, kar ti ponuja priložnost, pomeni pametno in preudarno dejanje.

Si.mobil je to storil in močna skupina mobilkom austria, katere pomemben del je, je to sprejela z navdušenjem.

Zamenjati blagovno znamko, prilagoditi smernice delovanja ter okrepiti vrednote je veliko delo in velika sprememba, ki se je izkazala kot odlična odločitev že v enem samem poslovnem četrtletju.

Si.mobil je s svojo prenovljeno blagovno znamko na tako posebnem trgu, kot je slovenski, danes zares globalni igralec.

Kljub težkim razmeram, veliki razširjenosti mobilne telefonije in zasičenosti trga prodira močno in samozavestno.

Za skupino mobilkom slovenski Si.mobil pomeni most med severom in jugom, vzhodom in zahodom. Pomemben most, katerega uspešno negujemo in gradimo. Skupina pa ostaja uspešna zaradi svojih najmanjših delov. Pusti jim, da gradijo sodeč po lastni presoji in lokalnih specifikah. Morda je to prava spremna beseda tudi za državo Slovenijo, ki vstopa v Evropsko unijo.

Postati globalen pomeni veliko, vendar ob tem ne gre zanemariti lastnega praga.

dr. Boris Nemšič, predsednik Nadzornega sveta

Far is Close

We enjoy travelling far, we love to learn and grow.

But, of course, we also like to return smarter and with new leaning. And that is what makes us the best.

To seize the most from an opportunity is smart and prudent act.

Si.mobil has done it, and the mobilkom austria group, which Si.mobil forms an important part of, has accepted this with enthusiasm. To change the brand, adjust directions and strengthen values involves significant effort and great change.

This has proved to be an excellent decision already in just one business quarter.

With its renewed brand Si.mobil is now a global player in the Slovenian market. It is moving ahead strongly and self-confidently, despite the difficult conditions, high penetration of mobile telephony and market saturation in Slovenia.

Si.mobil is a bridge between North and South, East and West for the mobilkom austria group. It is an important bridge, one we are successfully nurturing and building. The group remains successful because of its smallest parts.

It allows them to grow according to their own judgment and local specifics.

Perhaps this is also the right course for Slovenia, a country that is about to join the European Union.

It means a lot to become global; however this does not mean one can neglect their own doorstep.

Dr. Boris Nemšič, Chairman of the Supervisory Board



Vse je v meri in številu

Rezultati merjenja uspešnosti našega dela lahko prepričajo tudi najzahtevnejše, da se odločijo potovati z nami.

V letu 2003 smo v Si.mobilu pripravili naslednje letne računovodske izkaze: računovodske izkaze v skladu s slovenskimi računovodskimi standardi (SRS), skupinski poročevalski paket v skladu z računovodskimi standardi ZDA (US GAAP), prvič pa tudi računovodske izkaze v skladu z mednarodnimi računovodskimi standardi (MRS).

Skupinski poročevalski paket pripravljamo, ker Telekom Austria (matična družba podjetja mobilkom austria) kotira na newyorški borzi, kjer morajo vsa uvrščena podjetja poročati vlagateljski javnosti v skladu z računovodskimi standardi US GAAP.

Tudi sicer mesečno poročamo mobilkomu austria po standardih US GAAP.

To so standardi, ki jih uporabljajo mnoga telekomunikacijska podjetja po vsem svetu, zato smo jih tudi mi izbrali za svoj poslovni informacijski sistem za namene načrtovanja in napovedovanja.

Bilanco stanja, izkaz poslovnega izida in izkaz finančnega izida zato predstavljamo v skladu s temi standardi. Izkaze je revidirala KPMG Slovenija in so v taki obliki vključeni v konsolidirane računovodske izkaze mobilkoma austria.

KPMG Slovenija je revidirala tudi računovodske izkaze, pripravljene v skladu s slovenskimi računovodskimi standardi, in izdala revizijsko mnenje brez pridržka.

V letu 2003 smo nadaljevali pozitiven razvojni trend, ki se je začel v letu 2002 (ko smo prvič dosegli pozitivni EBITDA - dobiček pred obrestmi, davki in amortizacijo), in še izboljšali poslovne rezultate.

Prihodki so znašali 19.128 milijonov SIT (7 % več kot v letu 2002), EBITDA pa 3.059 milijonov SIT, kar je 613-odstotno povečanje v primerjavi z letom 2002. Kazalnik EBIT (rezultat pred obrestmi in davki) je znašal -837 milijonov SIT (leta 2002 je znašal -2.777 milijonov SIT), kar je 232-odstotno izboljšanje v primerjavi z letom 2002, čista izguba je znašala -5.215 milijonov SIT (-7.249 milijonov SIT v letu 2002). V letu 2003 smo znižali vrednost sredstev oblikovanih za odložene terjatve za davek v skupni vrednosti 1.959 milijonov SIT. Konec leta 2003 so dolgoročno oblikovana sredstva iz naslova odloženih terjatev za davek tako znašala 984 milijonov SIT in izražajo pričakovani prihodnji razvoj Si.mobilovega obdavčljivega dobička, kot je zastavljen v poslovnem načrtu družbe za obdobje od 2004 do 2007.

V letu 2003 smo nadaljevali z načrtom vlaganj, saj smo za naložbe v osnovna sredstva skupno porabili 3.936 milijonov SIT. Investicije smo usmerili predvsem v optimizacijo omrežja, razširitev prisotnosti na trgu, kakovost omrežja in uvedbo novih storitev.

V letu 2003 smo vztopili v 3G, saj smo na slovenskem trgu prvi uvedli tehnologijo EDGE.

V letu 2003 smo zmanjšali potrebo po zunanjem financiranju, zato nova posojila lastnika Si.mobilu znašajo le 27 milijonov evrov. Konec leta se je mobilkom austria odločil, da bo del svojih terjatev iz posojil lastnika v višini 85 milijonov evrov zamenjal v kapitalske rezerve.

Rezultat tega je pozitiven kapital, ki je konec decembra 2003 znašal 4.370 milijonov SIT.

It's All in Measures and Numbers

The results of our work can convince even the most demanding passengers to travel with us.

In 2003 we prepared the following financial statements for the business year: Financial Statements according to the Slovenian Accounting Standards ("SAS"), a Group Reporting Package according to United States Generally Accepted Accounting Principles ("US GAAP") and in 2003 we introduced for the first time Financial Statements according to IFRS.

We are preparing a group Reporting Package due to the fact that Telekom Austria (the parent company of mobilkom austria) is listed on the New York Stock Exchange (NYSE) where all listed companies report to the investing public in accordance with US GAAP.

We also report on a monthly basis to mobilkom austria using the same US GAAP principles.

As US GAAP standards are standards used by many telecommunication companies all over the world

We also use these standards for planning and budgeting purposes for our Management Information System.

For these reasons we are presenting the Balance Sheet, Income Statement and Cash Flow Statement according to these standards.

These figures were audited by KPMG Slovenia and are as such included in the Consolidated Financial Statements of mobilkom austria.

In addition to this, KPMG Slovenia audited our Financial Statements according to SAS resulting in an unqualified audit opinion.

In 2003 we continued the positive trends that started in 2002

(where for the first time we achieved a positive EBITDA) and further improved our financial results.

Revenues in 2003 amounted to SIT 19,128 million (7% above 2002).

EBITDA in 2003 amounted to SIT 3,059 million, which is an improvement of 613% compared to 2002,

EBIT amounted to SIT -837 million (in 2002 it was SIT -2.777 million) or 232% better than in 2002,

Net income amounted to SIT -5,215 million (in 2002 it was SIT -7,249 million).

In 2003 we further expensed our deferred tax assets in the total amount of SIT 1,959 million.

Deferred tax assets at the end of 2003 amounted to SIT 984 million and reflect expectations of the future development of Si.mobil's profits as presented in the company's business plan for the period 2004 - 2007.

In 2003 we continued our investment plan where we spent a total SIT 3,936 million for Capex.

In 2003 we focused our investments on network optimisation, roll out, the quality of our network and the introduction of new services.

In 2003 we joined 3G by introducing EDGE for the first time in the Slovenian market.

In 2003 we reduced our need for external financing. New shareholder loans given to Si.mobil amounted to € 27 million.

At year's end mobilkom austria decided to swap part of its claims in the amount of € 85 million

deriving from shareholder loans to stockholders' equity. As a result, our equity became positive and amounted

to SIT 4,370 million as at the end of December 2003.

Bilanca stanja na dan 31. 12. 2003 in 2002 v skladu z US GAAP

Balance Sheet as of 31 December 2003 and 2002 in accordance with US GAAP

v '000 SIT / in '000 SIT	31/12/2003	31/12/2002
GIBLJIVA SREDSTVA / CURRENT ASSETS		
Denarna sredstva in kratkoročne finančne naložbe / Cash and cash equivalents	780,944	285,650
Kratkoročne terjatve do kupcev / Accounts receivable net of allowance	2,800,170	2,697,297
Kratkoročne terjatve do kupcev v skupini / Due from related parties	221,066	45,378
Zaloge / Inventory	820,996	1,817,880
Aktivne časovne razmejitev / Prepaid expenses	1,102,334	1,221,764
Kratkoročno odložene terjatve za davek / Short-term deferred tax assets	0	122,571
Ostale kratkoročne terjatve iz poslovanja / Other current assets	554,125	1,503,306
Skupaj gibljiva sredstva / Total current assets	6,279,635	7,693,846
STALNA SREDSTVA / LONG-TERM ASSETS		
Dolgoročne finančne naložbe / Long-term investments	0	65,444
Neopredmetena dolgoročna sredstva / Intangible assets	4,227,539	4,654,599
Opredmetena osnovna sredstva / Property, plant and equipment	20,067,315	19,602,319
Ostala dolgoročna sredstva / Other assets	220,926	345,467
Dolgoročno odložene terjatve za davek / Long-term deferred tax assets	984,236	2,496,753
Skupaj stalna sredstva / Total long-term assets	25,500,016	27,164,582
SKUPAJ SREDSTVA / TOTAL ASSETS	31,779,651	34,858,428

KRATKOROČNE OBVEZNOSTI / CURRENT LIABILITIES

Kratkoročne obveznosti iz financiranja / Short-term debt and current maturities of long-term debt	2,481,867	2,511,752
Kratkoročne obveznosti do dobaviteljev / Accounts payable	5,291,110	9,972,664
Kratkoročno vnaprej vračunani stroški / Accrued liabilities	404,274	209,475
Kratkoročne obveznosti do dobaviteljev v skupini / Related parties	22,193	48,405
Ostale kratkoročne obveznosti iz poslovanja / Other current liabilities	236,211	157,031
Kratkoročno odloženi prihodki / Deferred income	380,952	352,874
Kratkoročno odložene obveznosti za davek / Short-term deferred tax liability	73,013	0
Skupaj kratkoročne obveznosti / Total current liabilities	8,889,620	13,252,201

DOLGOROČNE OBVEZNOSTI / LONG TERM LIABILITIES

Dolgoročne obveznosti iz financiranja / Long-term debt	18,439,227	31,794,851
Dolgoročne obveznosti iz finančnega najema / Long-term lease obligations	6,011	0
Dolgoročne obveznosti do zaposlenih / Employee benefit obligations	20,651	80,112
Druge dolgoročne obveznosti / Other long-term liabilities	54,290	0
Skupaj dolgoročne obveznosti / Total long-term liabilities	18,520,179	31,874,963

KAPITAL / SHAREHOLDERS' EQUITY

Osnovni kapital / Common stock	9,300,000	9,300,000
Kapitalske rezerve / Additional paid-in capital	21,245,747	1,136,489
Prenesena izguba iz preteklih let / Retained earnings	-25,982,887	-20,767,543
Popravek kapitala / Other comprehensive income	-193,008	62,318
Skupaj kapital / Total shareholders' equity	4,369,852	-10,268,736
SKUPAJ OBVEZNOSTI IN KAPITAL / TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	31,779,651	34,858,428

Izkaz poslovnega izida za leto 2003 in 2002 v skladu z US GAAP

Income Statement for the years 2003 and 2002 in accordance with US GAAP

v '000 SIT / in '000 SIT	2003	2002
Prihodki iz poslovanja / Operating revenues	15,347,167	14,143,007
Prihodki iz naslova medomrežnih povezav / Interconnection revenues	3,781,128	3,745,859
Skupaj prihodki iz poslovanja / Revenues	19,128,295	17,888,866
Stroški blaga in materiala / Material expenses	-2,907,069	-3,925,504
Stroški dela / Employee costs	-2,133,525	-1,932,314
Stroški iz naslova medomrežnih povezav / Interconnection costs	-2,596,993	-2,527,043
Stroški drugih storitev / Other operating expenses	-8,431,915	-9,074,891
Rezultat iz poslovanja pred amortizacijo, obrestmi in davki / Operating result (EBITDA)	3,058,793	429,114
Amortizacija opredmetenih osnovnih sredstev / Depreciation	-3,417,624	-2,893,780
Amortizacija neopredmetenih dolgoročnih sredstev / Amortization	-478,343	-311,857
Rezultat iz poslovanja pred obrestmi in davki / Net operating result	-837,174	-2,776,523
Ostali prihodki in odhodki / Other income - net	-685,406	-1,198,151
Prihodki iz obresti in drugi prihodki financiranja / Interest income	162,543	195,619
Odhodki iz obresti in drugi odhodki financiranja / Interest expense	-2,053,927	-1,756,824
Rezultat pred obdavčitvijo / Net result before taxes	-3,413,964	-5,535,879
Odloženi davek iz dobička / Deferred income tax	-1,795,252	-1,713,018
Čisti dobiček ali izguba pre izrednimi postavkami / Income before extraordinary items	-5,209,216	-7,248,897
Učinek spremembe računovodskih načel / Effect of change in accounting principles	-6,127	0
Čisti dobiček ali izguba / Net income	-5,215,343	-7,248,897
Sprememba popravka kapitala / Other comprehensive income	-255,326	-155,087
Čisti dobiček ali izguba po spremembi popravka kapitala / Comprehensive income	-5,470,669	-7,403,984

Izkaz finančnega izida za leto 2003 in 2002 v skladu z US GAAP

Cash Flow Statement for the years 2003 and 2002 in accordance with US GAAP

v '000 SIT / in '000 SIT	2003	2002
Finančni tok iz poslovanja / Cash flow from operations	-2,062,012	-2,621,904
Čisti dobiček ali izguba / Net income	-5,215,343	-7,248,897
Amortizacija / Depreciation and amortization	3,895,966	3,205,638
Dobiček ali izguba pri prodaji opreme / Result from sale of equipment	156	28,645
Spremembe pri dolgoročnih rezervacijah / Change in long-term provisions	-59,460	21,866
Spremembe obveznosti iz poslovanja in PČR / Change in operating liabilities and accruals	-4,390,057	978,443
Spremembe terjatev iz poslovanja in AČR / Change in operating receivables and deferrals	914,590	-973,330
Spremembe vrednosti zalog / Change in inventory	996,884	-347,287
Spremembe odloženih davkov / Change in deferred taxes	1,795,252	1,713,018
Finančni tok iz investiranja / Cash flow from investing activities	-3,826,007	-9,942,751
Naložbe v opredm. osnovna sredstva in neopredm. dolgoročna sredstva / Capital expenditures	-3,936,403	-9,946,636
Pritoki iz prodaje osnovnih sredstev / Proceeds from sale of equipment	44,952	3,885
Dolgoročne finančne naložbe / Purchase of investments - long-term	65,444	0
Finančni tok iz financiranja / Cash flow from financing activities	6,383,313	12,685,091
Odplačilo glavnice obveznic / Principal payment on bonds	-227,869	0
Pritoki iz povečanja dolgoročnih obveznosti iz financiranja / Proceeds from issuance of long-term debt	6,390,532	13,348,676
Sprememba kratkoročnih obveznosti iz financiranja / Change in bank overdrafts and short-term debt	1,925,808	-245,844
Odplačilo glavnice dolgoročnega dolga / Principal payments on long-term debt	-1,705,158	-417,741
Finančni izid / Net change in cash and cash equivalents	495,294	120,436
Začetno stanje denarnih sredstev / Cash and cash equivalents at beginning of period	285,650	165,214
Končno stanje denarnih sredstev / Cash and cash equivalents at end of period	780,944	285,650