

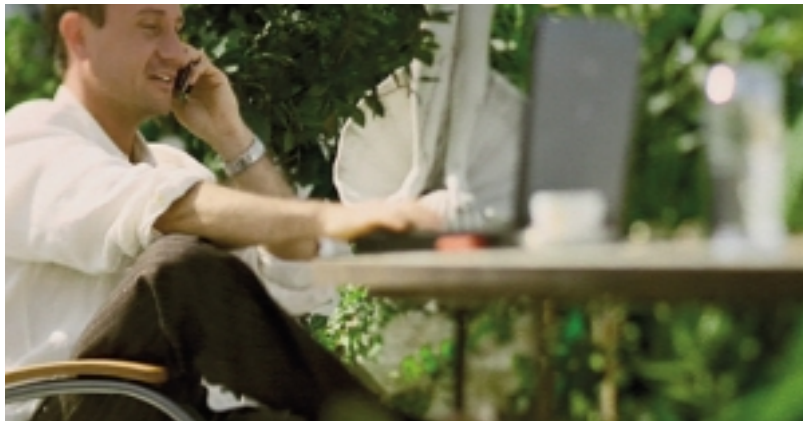


Letno poročilo 2006 Annual Report 2006



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Začuti Si.mobil Sense Si.mobil



1. Osebna izkaznica
1. Corporate Information

Osebna izkaznica

Si.mobil, telekomunikacijske storitve, d.d.
Šmartinska cesta 134b
SI-1000 Ljubljana
Tel: 080 40 40 40, 040 443 000
Faks: 040 443 099
E-pošta: info@simobil.si
TRR: 29000-059800357
ID za DDV: SI60595256
Matična številka: 1196332
Številka registrskega vložka: 1/29430/00 Ljubljana
Osnovni kapital: 9.300.000.000 SIT

Uprava:

Andreas Maierhofer, predsednik uprave
Dejan Turk, član uprave
Milan Zaletel, član uprave

Direktorji:

Marko Lukšič, direktor Tehničnega sektorja
Nataša Zakotnik Šmidovnik, direktorica Naročniškega sektorja

Lastnik:

Mobilkom Beteiligungsgesellschaft mbH – 100,00%

Nadzorni svet:

Boris Nemšič, predsednik Nadzornega sveta
Erich Gnad, namestnik predsednika Nadzornega sveta
Hannes Ametsreiter, član
Alfred Gattringer, član
Josef Vinatzer, član
Zoran Thaler, član

Corporate information

Si.mobil, telekomunikacijske storitve, d.d.
Šmartinska cesta 134b
SI-1000 Ljubljana
Tel: 080 40 40 40, 040 443 000
Fax: 040 443 099
E-mail: info@simobil.si
Bank account: 29000-059800357
VAT ID: SI60595256
Registration entry number: 1196332
Company identification number: 1/29430/00 Ljubljana
Share capital: SIT 9,300,000,000

Management board:

Andreas Maierhofer, Chief Executive Officer (CEO)
Dejan Turk, Chief Marketing Officer (CMO)
Milan Zaletel, Chief Financial Officer (CFO)

Directors:

Marko Lukšič, Technical Director
Nataša Zakotnik Šmidovnik, Customer Service Director

Ownership:

Mobilkom Beteiligungsgesellschaft mbH – 100.00%

Supervisory Board:

Boris Nemšič, Chairman of Supervisory Board
Erich Gnad, Member, vice chairman of Supervisory Board
Hannes Ametsreiter, Member
Alfred Gattringer, Member
Josef Vinatzer, Member
Zoran Thaler, Member

Razvoj izbranih kazalcev poslovanja v zadnjih letih na podlagi slovenskih računovodskih standardov (2006) je prikazan v spodnji preglednici:

Overall, the financial development (according to Slovene Accounting Standards 2006) is as follows for the past years:

		2006	2005 (novi SRS za 2006) • 2005 (new SAS 2006)
Izkaz poslovnega izida • Statement of Income			
Celotni poslovni prihodki • Total operating revenues	Mio. SIT Mio. EUR	29.911 124,8	23.384 97,6
Poslovni izid iz poslovanja pred amortizacijo • EBITDA	Mio. SIT Mio. EUR	8.371 34,9	6.268 26,2
Poslovni izid iz poslovanja • EBIT	Mio. SIT Mio. EUR	925 3,9	1.211 5,1
Finančni izid • Financial items, net	Mio. SIT Mio. EUR	-689 -2,9	-508 -2,1
Čisti poslovni izid • Net Income	Mio. SIT Mio. EUR	2.235 9,3	707 3
Bilanca stanja • Balance sheet			
Sredstva • Total balance	Mio. SIT Mio. EUR	38.177 159,3	33.609 140,2
Opremetena osnovna sredstva • Property, plant and equipment	Mio. SIT Mio. EUR	14.586 60,9	16.570 69,1
Kratkotočna sredstva • Current assets	Mio. SIT Mio. EUR	8.952 37,4	7.351 30,7
Obveznosti • Liabilities	Mio. SIT Mio. EUR	28.537 119,1	26.676 111,3
Kapital • Shareholder's equity	Mio. SIT Mio. EUR	7.814 32,6	5.579 23,3
Izbrani kazalci • Key ratios			
EBITDA/celotni poslovni prihodki • EBITDA margin	%	28%	27%
Investicije v osnovna sredstva • Investments in Property, plant and equipment, net	Mio. SIT Mio. EUR	5.160 21,5	3.055 127
Povprečno število zaposlenih • Average number of employees		312	289
Število zaposlenih, konec leta • Employees year end		320	304
Število uporabnikov konec leta • Subscribers, year end		420.887	359.560
Od tega pogodbenih uporabnikov • Hereof contract subscribers		242.110	176.681

*Vrednosti v EUR so samo informativne narave, uporabljen je bil tečaj 1 EUR = 239,64 SIT



2. Nagovor predsednika uprave
2. Introduction by the Chairman of the Management Board

Nagovor predsednika uprave

Živimo v materialnem svetu, ki ga gradijo spomini in pričakovanja. Vse, kar zares imamo, je trenutek. Pomembno je, da popolnost sedanjega trenutka gradimo na jasnih podobah prihodnosti in pozitivnih spominih preteklih izkušenj. Razumemo, kaj hočemo, trdo delamo in verjamemo, da smo na pravi poti. Znamo ujeti trenutek. Začutimo ga in občutimo zadovoljstvo.

Naša najvišja vrednota so vedno ljudje. Zadovoljstvo uporabnika in popolnost uporabniške izkušnje sta začrtani smernici vseh naših prizadevanj. V preteklem letu smo ponudili številne nove izdelke in storitve, ki so odrazili želje trga. Rezultati so pokazali, da so bile naše odločitve pravilne. Leto je zaznamoval zaključek strateško načrtovane združitve s skupino mobilkom austria, največjo skupino ponudnikov mobilne telefonije v srednji Evropi. V zabaviščnem centru Arena Vodafone live! smo odprli novo nakupovalno središče in svojim uporabnikom ponudili edinstveno uporabniško izkušnjo z novim nakupovalnim konceptom, Si.mobil – Vodafone LAB.

Naša jasna strateška usmerjenost vodi k številnim izboljšavam ponudbe izdelkov in storitev, širjenju prodajnih mrež in iskanju najboljše ponudbe za svoje uporabnike.

Prepričani smo, da najboljšo uporabniško izkušnjo prinaša zadovoljen kolektiv sposobnih in motiviranih zaposlenih. Naše poslovne povezave nam omogočajo dostop do najnaprednejših svetovnih znanj na vseh področjih našega dela. Izobraževanje je del našega vsakdanjika. V Si.mobilu se zavedamo pomembnosti dobrega počutja in osebnega zadovoljstva vsakega posameznika, zato veliko aktivnosti namenjamo povezovanju kolektiva z različnimi družabnimi in športnimi aktivnostmi. Verjamemo, da družina predstavlja osnovo za zdrav razvoj vsake družbe, zato smo začeli s projektom "Družini prijazno podjetje".

Introduction by the Chairman of the Management Board

We live in a world made up of memories and expectations. All we have is the moment, and it is important that we build our ideal of the present moment on a clear vision of the future and positive memories of the past. We know what we want, we work hard, and we are confident that we are on the right path. We know how to capture the moment, sense it, and feel satisfied.

Our biggest value are people. Ensuring customer satisfaction and providing a complete user experience govern all our efforts. In 2006, we launched a number of new products and services that meet the demands of the market. Our results show that we have made the right decisions. An important milestone was reached by the strategic acquisition of Si.mobil by mobilkom austria group, the largest group of mobile providers in Central Europe. We opened a new store in the Arena Vodafone live! complex and created a new store concept – Si.mobil Vodafone LAB – to offer a unique experience to our customers. We have a clear strategy and create the best product selection for our customers.

We are confident that our talented and motivated employees create the best user experience. Our business partners give us access to the most advanced expertise in all areas of our work. education is an integral part of our ethic. At Si.mobil, we are aware of the importance of personal satisfaction and the well-being of each individual employee. We work hard to promote team spirit in our organization through various social and sports activities. We also believe that the family is the basis for the healthy development of any company, so we launched our "family-friendly company" project to support our employees and their family lives.

Razumemo pomembnost širšega družbenega zadovoljstva. Aktivno sodelujemo pri številnih akcijah dobrodelnega značaja. V želji, da še povečamo učinkovitost naših humanitarnih aktivnosti, smo pričeli z usmerjenim načrtovanjem vseh družbeno odgovornih dejavnosti. Pri tem je, v skladu z našo tržno usmeritvijo, posebna pozornost namenjena mladim.

V letu 2007 bomo nadaljevali z uresničevanjem zastavljene rasti pozitivnih trendov. Slovenski trg mobilne telefonije je dozorel, kar bo pričakovano privabilo nove konkurenčne ponudnike. Naš cilj je, da tudi v bodočih tržnih pogojih zadržimo zvestobo obstoječih uporabnikov in hkrati povečamo število novih. Naša pričakovanja so visoka, vendar verjamemo, da bomo še naprej znali prepoznati potrebe uporabnikov in jih s kakovostno storitvijo prepričati v svoje prednosti. V skladu s strateškimi usmeritvami bomo nadaljevali z utrjevanjem svoje blagovne znamke tako na vsebinskih kot na komunikacijskih ravneh.

Veselimo se trenutkov, ki prihajajo. Vsak opravičuje zaupanje naših pričakovanj in potrjuje pozitivne izkušnje preteklih spominov. Svet je na naši dlani, začutimo ga.

Andreas Maierhofer,
predsednik uprave



We also understand the importance of wider-ranging social satisfaction, so we are actively participating in a number of charity campaigns. To improve the effectiveness of our humanitarian activities, we started to coordinate all our corporate responsible activities. As our market orientation is toward youth, these programs pay special attention to young people.

In 2007, we are continuing on our path to growth. The Slovene telecommunication market has grown up and is expected to attract new competition. Our goal is to maintain the loyalty of our existing customers and attract new ones. Our expectations are high, but we are convinced that we will continue to meet the needs of our customers and satisfy them with the quality of our services. In line with our market strategy, we will continue to build our brand on content and communication.

We are looking forward to the future. Each moment brings greater faith in our prospects, and confirms our past positive experience. The world is in our hand, sense it.

Andreas Maierhofer,
Chairman of the Management Board





3. Poročilo Nadzornega sveta
3. Supervisory Board Report



Poročilo Nadzornega sveta družbe Si.mobil d.d. o letnem poročilu družbe za poslovno leto 2006

Nadzorni svet je na svojih rednih sestankih izpolnil svojo pravno in zakonsko obveznost nadzora nad upravljanjem družbe v poslovnem letu 2006. 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 2006 sestavljajo poročilo posloводства družbe, računovodski izkazi ter pojasnila k računovodskim izkazom. Računovodski izkazi so bili revidirani s strani revizijske družbe KPMG Slovenija d.o.o., ki je izdala mnenje brez pridržka, da računovodski izkazi zagotavljajo resnično in pošteno sliko finančnega položaja družbe na dan 31.12.2006, njenih poslovnih rezultatov in denarnih tokov v skladu s slovenskimi računovodskimi standardi. Revizijska družba KPMG se je seznanila tudi z ostalimi podatki in informacijami letnega poročila ter ni poročala o nobenih neskladnostnih letnega poročila z računovodskimi izkazi.

V skladu s 282. členom veljavnega Zakona o gospodarskih družbah **Nadzorni svet zato potrjuje letno poročilo družbe za poslovno leto 2006.**

Ljubljana, 19. 02. 2007

Predsednik Nadzornega sveta
Dr. Boris Nemšič



The Report Of The Supervisory Board On Si.mobil d.d. Annual Report For The Financial Year 2006

The Supervisory Board has fulfilled its legal and statutory obligation to supervise the work of the management of the company during the financial year 2006. 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 2006 is comprised of the management report, the financial statements and explanatory notes. The financial statements were audited by KPMG 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 31 December, 2006, and of the results of its operations and its cash flows in accordance with Slovenian Accounting Standards. Other information included in the Annual report was reviewed by KPMG Slovenija d.o.o. and no inconsistencies were reported.

According to the Article 282 of the Companies Act in force, the **Supervisory Board confirms the company's Annual Report for the financial year 2006.**

Ljubljana, 19 February 2007

Chairman of the Supervisory Board
Dr. Boris Nemšič





4. V družbi Si.mobil
4. Inside Si.mobil

A. Skrb za zaposlene

Podoba vsakega podjetja gradijo ljudje. Podoba uspešnega podjetja pa ustvarjajo uspešni, zagnani in zadovoljni ljudje. V Si.mobilu vsi zaposleni sestavljamo trden, uspešen in sproščen kolektiv, ki svoje znanje in veselje izžareva na vseh področjih svojega dela.

Pri nas dela trenutno en tujec in številni obiskovalci, ki so k nam napoteni začasno. Trije delavci so bili napoteni na delo v tujino. V podjetju so zaposleni trije invalidi.

V letu 2006 smo zabeležili veliko število horizontalnih in vertikalnih napredovanj obstoječih zaposlenih, odstotek fluktuacije pa je znašal 7,65. Na vodilnih položajih je bilo 4,38% žensk in 4,69% moških.

V preteklem letu smo izvedli skupno 596 dni izobraževanj, kar znaša približno dva dni na zaposlenega letno. Na podlagi internega razpisa smo sklenili pet novih pogodb za študij ob delu. Za zaposlene smo organizirali interni seminar za varstvo osebnih podatkov, sedem usposabljanj za varstvo pri delu in obvezen tečaj za delo na višini ter uvedli redno pregledovanje varovalne opreme. Pripravili smo novo oceno tveganja na delovnem mestu, sprejeli nov pravilnik o varstvu in zdravju pri delu ter izdali dve študiji navodil za varno delo na višini in za delo v elektroenergetskih prostorih.

Poleg nudenja strokovnih možnosti pa svoje zaposlene razvijamo tudi z različnimi ugodnostmi, ki pripomorejo k ustvarjanju prijetne klime na delovnem mestu. Naklonjenost družinskim vrednotam potrjujemo s pristopom k razvojnemu projektu "družini prijazno podjetje". Tako ob rojstvu novorojenčka podarimo bon za mamice in očke, ob rojstnih dnevih in drugih prijetnih dogodkih razveselimo zaposlene s čestitko, organiziramo pa tudi cepljenja proti gripi. V sodelovanju z zavarovalnico Slovenica svojim zaposlenim omogočamo ugodna

A. Employee Care

People are the heart of every company. And successful, passionate and satisfied people are at the heart of successful companies. The employees at Si.mobil are a tight-knit, successful and relaxed team that invests its expertise and enthusiasm into every aspect of its work.

We currently employ one foreign citizen and a number of temporary employees. Three of our employees were transferred to positions outside Slovenia. Si.mobil also employs three persons with disabilities.

In the past year, we carried out 596 days of training in total, an average of 2 days per employee. We internally signed five agreements to fund part-time studies. We organized an internal seminar on protecting personal information for our employees. We carried out seven courses on occupational safety and a mandatory course on work at heights, and implemented a program of regular safety equipment checks. We also prepared a new workplace risk assessment, adopted new workplace health and safety regulations and published two instruction studies on safe work at heights and work in environments with electromagnetic fields.

In addition to developing our employee expertise, we also offer a variety of benefits that help improve the atmosphere in the workplace. Our high regard for family values is underscored in our development project called "a family-friendly company". For every newborn child, we give parents a gift certificate, we send out greeting cards for birthdays and other happy occasions, and we also organize influenza vaccinations. By partnering with the insurance company Slovenica, we provide our employees with access to cost-effective accident insurance. We also organize picnics, New Year parties and other social events. Other personal benefits include free coffee, mobile phone plans and access to new devices under better conditions, and to improve the mobility of our

nezgodna zavarovanja. Pripravljamo piknike, novoletne in druge zabave, zaposlenim pa so na voljo tudi brezplačni kavni napitki ter telefonski pogovori in aparati pod ugodnimi pogoji. Za večjo mobilnost svojim zaposlenim omogočamo uporabo službenih avtomobilov in parkirnih mest.

B. Zadovoljstvo naročnikov

Rezultati našega dela se zrcalijo v zadovoljstvu naših naročnikov. Pri iskanju novih smeri se zanašamo na želje uporabnikov. Z izobraževanji, optimizacijo delovnih procesov in osebnimi izkušnjami vsakega od nas težimo k popolnosti. Vsako vprašanje, ki pride do nas, hitro dobi svoj odgovor.

V želji, da postanemo še hitrejši, smo v preteklem letu svoje delo izboljšali z nekaterimi novostmi. Uvedli smo MAX, nov sistem za upravljanje odnosov s strankami. Sistem vsebuje podatke o uporabnikih, ki potrebujejo našo pomoč, zgodovino vseh stikov s Si.mobilom in celoten nabor informacij, potrebnih za samostojno delo agenta. Sistem MAX uporabljajo vsi naši centri in pooblaščen prodajalci, kar nam zagotavlja enoten pristop k strankam na vseh vstopnih točkah. Z agenti smo na novo postavili informacijsko drevo, ki omogoča enostaven dostop do podatkov in izvedbo sprememb. Sistem nam omogoča tudi nadzorovanje vsebine klicev in vodenje natančne statistike. Predstavlja temelj za odločitve klicnega centra in istočasno pomeni osnovo za preverjanje uresničevanja strateških ciljev podjetja. Za boljše storitveno izkušnjo smo oblike dopisov za obveščanje uskladili z željami in predlogi strank. Pripravili smo tudi knjigo standardov, ki omogoča standardizacijo in poenotenje postopkov in je hkrati dobrodošel pripomoček zaposlenim pri obravnavi reklamacij ter komunikaciji s strankami.

Lani smo v klicni center prejeli 1.334.995 klicev, kar je 37,3% več kot preteklo leto, in izvedli 105.663 odhodnih klicev. Od teh jih je bilo 44,9% s področja telemarketinga, 22,2% klicev dobrodošlice in 32,9% povratnih klicev. Naši uporabniki so vse bolj ciljno usmerjeni in glasovne storitve ne izpolnjujejo več njihovih potreb povezanih z mobilno telefonijo. Zato smo se usmerili v razširitev in posodobitev skupine za tehnično podporo, ki deluje znotraj klicnega centra. Dva dodatna operativna strokovnjaka sta omogočila hitrejši proces dela. Zaradi zahtevnosti uporabnikov se je obseg dela na tem področju v primerjavi z letom 2005 dvignil za 70,12%. V klicnem centru smo omogočili dodatno brezplačno številko za uporabnike M mobila (080 40 40 90). Od avgusta do konca leta smo na to številko prejeli 15.050 klicev, ki smo jih obdelali povprečno v 22,3 sekundah.

employees, we offer them access to company cars and parking spots.

B. Customer Satisfaction

Our efforts are mirrored in customer satisfaction. In seeking out new directions, we are focused on customers' wishes. Through employee training, business process optimization and personal experience of each and everyone employed at Si.mobil, we strive for perfection. Any question addressed to us is answered quickly.

In order to improve our responsiveness, we introduced several new additions to our business operations in 2006. We implemented the MAX CRM system. The system stores information about customers requiring our help, the history of all their interactions with Si.mobil and the entire range of information required by agents to perform their work. MAX is used by all Si.mobil shops and authorized resellers, enabling us to ensure a consistent level of service in all our interactions with customers. By working closely with our sales agents, we revamped the organization of information, enabling users to easily access data and enter changes. The system also enables us to monitor support calls and gives us detailed statistics reports. It is the foundation for all decisions related to the call centre and represents the basis for achieving the company's strategic goals. To improve the customer experience, we tailored the form of all communications to our customers' wishes and recommendations. We also prepared a book of standards, which enables the standardization and unification of business processes, and represents a useful tool for employees when resolving complaints and communicating with customers.

Last year, our call centre received 1,334,995 calls, a 37.3% increase over 2005. In that same period we made 105,663 outgoing calls. 44.9% of the outbound calls were telemarketing calls, 22.2% were welcome calls and 32.9% were call-backs. Our users are becoming increasingly goal oriented and voice services alone cannot fulfil their mobile phone requirements. To meet these requirements we expanded and modernized the technical support group that operates within the call centre. Two additional specialists enabled us to streamline our operations. Due to increased customer requirements, the workload in this department rose by 70.12% compared to 2005. We also opened a new toll-free line for Mmobil users (080 40 40 90). Between August and the end of the year, we received 15,050 calls to this number. The average resolution time for a call was 22.3 seconds.

V letu 2006 smo skupno odgovorili na 21.546 zahtevkov. Povprečno je reševanje reklamacij trajalo od 3 do 6 dni za fizične in 2 do 4 dni za pravne osebe. Po elektronski pošti smo skupno odgovorili na 23.412 vprašanj. Naš cilj in želja je, da na vsako elektronsko naslovljeno vprašanje odgovorimo kar najhitreje, najkasneje v roku štiriindvajsetih ur. Naš odzivni čas med delavnikom je manj kot 60 minut, med tednom (brez vikendov) pa za odgovor povprečno potrebujemo 3 ure. Pri naročnikih smo uredili 93.967 sprememb in 4.672 prenosov lastništev, poslali 10.965 dopisov ter opravili več kot 30.000 telefonskih kontaktov. Naši uporabniki so največkrat spremenili naslove, pakete ali želeli vklopiti možnosti Partner bonus in Opcijo mobilni.

V preteklem letu se je v oddelku za izterjave in preprečevanje zlorab zgodilo mnogo sprememb poslovnih procesov. S tržno raziskavo smo preverili, kaj naše stranke menijo o trenutni obliki računov, in na podlagi pridobljenih informacij izvedli kopico sprememb, ki uporabniku pomagajo lažje identificirati pomembne elemente računa. Poleg tega smo račun še dodatno razvili v nosilec komunikacijskega sporočila, s katerim uporabnike obveščamo o spremembah in novih ponudbah ali pa jim približamo katero izmed storitev. Uporabnikom so na voljo tri možnosti prejemanja računov: samo klasični račun, samo elektronski račun in kombinacija obeh. Večina ostalih aktivnosti na našem področju je bila zaznamovana z menjavo sistema za obračunavanje storitev in s prehodom na evro. Osnovna cilja vseh sprememb sta bila izkoristiti nove možnosti, ki so se nam ponudile, hkrati pa vse prilagoditve izvesti neopazno za uporabnika.

C. Omreženi s prodajo

Dobra prodaja je pogoj za uspešen zaključek poslovnega leta. Izbiramo najboljše ljudi, iščemo najprimernejše prodajne lokacije in razvijamo nove prodajne metode. V vsakem trenutku je naš cilj doseči več. In v vsakem trenutku smo svojemu cilju bližje. Bližino svojih potencialnih uporabnikov iščemo tako v realnem prostoru kot v dojemanju sodobnih tržnih pristopov.

Naši prodajni centri Si.mobil – Vodafone se nahajajo v vseh večjih slovenskih mestih. Trenutno imamo tri centre v Ljubljani ter po enega v Mariboru, Kopru, Celju, Kranju in Novem mestu. V naših centrih naročniki sklenejo kar 40% vseh novih naročniških razmerij. Svoje storitve in izdelke tržimo tudi preko razvejane prodajne mreže pooblaščenih prodajalcev. Naša celotna ponudba je kupcem dostopna na 109

In 2006, we responded to 21,546 claims. On average, complaints resolution time was between 3 to 6 days for residential users, and 2 to 4 days for business users. We responded to 23,412 queries sent by e-mail. Our goal and wish is to respond to every e-mail query as soon as possible, at least within 24 hours. Our response time during working hours is less than 60 minutes and on work days we need 3 hours to provide an answer. In the past year, we carried out 93,967 plan changes, 4,672 account transfers, sent 10,965 memos and made over 30,000 phone contacts. The most requested services were the change of address or subscriber package, and adding the Partner bonus or Opcija mobilni.

During the past year, several business process changes were implemented in the Fraud department. We used a market survey to gather our customers' feedback on the current invoice form and used the information to introduce a number of changes that help customers more easily identify the most important invoice elements. In addition to these changes, we transformed invoices into communication vehicles through which we can communicate changes to our customers, offer them new products or present additional services. Our customers have three options of receiving invoices: paper invoice only, electronic invoice only or both types of invoices. The majority of our activities in this department were marked by the migration to a new billing system and euro adoption. The main goal of these changes was to use new opportunities and to ensure the customers are not affected by these changes.

C. Networked in Sales

Good sales results are the precondition for a successful conclusion of the fiscal year. We choose the best people, search for the most suitable locations for our sales offices and develop new sales methods. At any given moment, our goal is to achieve more. And in every given moment, we are one step closer to this goal. We are trying to get close to our customers in the real world and through modern marketing approaches.

Our Si.mobil-Vodafone shops are located in all major cities in Slovenia. We currently operate three stores in Ljubljana and individual stores in Maribor, Koper, Celje, Kranj and Novo mesto. As many as 40% of all new subscription contracts are signed in our shops. We market our services and products through an extended network of authorized resellers. Our entire

prodajnih mestih, predplačniška ponudba Halo pa na več kot 1300 prodajnih mestih.

Za boljše izkustvo uporabnikov smo, v sodelovanju različnih oddelkov, pripravili knjigo standardov. Z njo bomo poenotili pristop k uporabniku na vseh točkah v neposredni prodaji in vzporedno tudi na ostalih točkah stika z uporabnikom. Na eni strani bomo uporabnikom sčasoma zagotovili vedno enako visoko raven storitev, s čimer bodo podzavestno definirali lastna pričakovanja. Na drugi strani bodo naši sodelavci na prodajnih mestih bolje poznali in razumeli naše vrednote in pričakovanja. Knjiga je namenjena standardizaciji najpomembnejših operativnih aktivnosti v centrih, hkrati predstavlja uporaben pripomoček pri učenju ter pomoč svetovalcem in vodjem v centrih. V njej so nazorno opisani vsi komunikacijski elementi in situacije, ki bodo v prihodnosti postali nujno potrebno znanje. Knjiga zagotavlja izboljšanje komunikacij s strankami na vseh točkah stika.

D. Dotik tehnike

Naša storitev je neločljivo povezana s tehniko. Živimo v času, ko vsak dan prinese tehnični napredek, vsaka ura spremeni potrebe trga in vsaka minuta pokoplje zastarele tehnologije. V tem hitrem času si želimo iti še hitreje. Prehiteti danes in na nivoju preteklih izkušenj soustvarjati kazalce prihodnosti. S pomočjo partnerjev in čiste vizije pripravljamo izdelke, ki zrcalijo jutrišnji dan.

V želji po zagotavljanju visoke kakovosti omrežja in storitev smo v letu 2006 pripravili številne novosti. Zaradi povečanega prometa smo izvedli razširitve omrežja na vseh tehnoloških področjih. V preteklem letu smo pridobili koncesijo za UMTS in začeli s potrebno nadgradnjo jedrnih elementov Si.mobilovega omrežja na novo različico UCR4.0. Sklenili smo komercialno gostovanje GPRS z 38 novimi operaterji iz 18 držav.

Vključili smo funkcionalnost MNP, ki omogoča prenos mobilnih števil med mobilnimi operaterji. Svoje omrežje smo priklopili na vse centrale SX (centrale drugega nivoja) našega partnerja in s tem znatno zmanjšali operativne stroške. Uporabnikom smo omogočili bolj prijazno in enostavno uporabo glasovne pošte z nadgradnjo sistema VMS v Easy VMS in trgu ponudili novo storitev SMS zgrešeni klic. Izvedli smo migracijo sistema za obračunavanje na novo moderno in bolj prilagodljivo platformo, pripravili račune naročnikov v elektronskem formatu in vzpostavili enoten sistem za upravljanje odnosov s strankami, ki nudi celovit pregled nad našimi naročniki. Pripravili

portfolio of products and services is available through 109 POS locations and the pre-paid packages are available on 1,300 locations.

In order to improve the customer experience, a number of our departments collaborated on a book of standards. It will enable us to provide consistent customer service through all direct sales channels and other points of contact with our customers. On the one hand, these efforts will ensure consistent levels of service and subconsciously define customer expectations. On the other hand, our sales points colleagues will better understand our values and expectations. The book is designed to standardize the most important operations in our shops. At the same time, it is a useful learning tool for assistants and shop managers. It describes all communication elements and scenarios that will become core sales competencies in the future. The book of standards ensures better communication with customers at all points of contact.

D. A Touch of Technology

Our services are inextricably connected to technology. We live in a world where each day brings new technology advancements, each hour changes market demands and each minute is a tombstone for obsolete technologies. In these fast-moving times we wish to move faster. We want to get ahead of today and use our past experience to shape the future. By working with our partners and building on our pure vision, we are developing products that mirror tomorrow.

In our desire to ensure the high quality of our network, we introduced a number of new additions in 2006. To follow the increase in traffic we expanded our network in all areas of technology. We were awarded the UMTS license and initiated the necessary upgrades of the Si.mobil network to the UCR4.0 version. We signed GPRS roaming contracts with 38 new operators from 18 countries.

We implemented MNP functionalities that enable mobile number portability between mobile operators. We connected our network to all SX centrals (second-level centrals) of our partner, substantially reducing our operating costs. By upgrading our VMS system to Easy VMS, we ensured a more user-friendly and simple use of voice mail. We also offered the new SMS zgrešeni klic (Missed call) functionality to the market. We migrated our billing system to a more modern and flexible platform, provided electronic bills to our customers and implemented a single CRM system that gives us comprehensive insight into our customer

smo tudi možnost uporabe dveh novih klicnih centrov.

V letu 2006 smo postavili 46 novih baznih postaj (BTS) in s tem dodatno izboljšali kakovost svojih storitev za uporabnike. S signalom EDGE smo dosegli 85-odstotno pokritost prebivalstva. Dodatno pokritost smo zagotovili tudi z novimi ojačevalci (repetitorji), ki so ekonomična rešitev za demografsko redko poseljena področja. Z odkupom dela infrastrukture od bivšega operaterja Vega smo dodatno izboljšali kakovost storitev in zmogljivost omrežja. Integrirali smo nekatere nove tehnologije, kot sta glasovalni sistem (televoting) in tehnologija MPLS na hrbteničnem omrežju.

Na področju informacijskega sistema smo izboljšali interno omrežje, strojno opremo ter varnost in zmogljivost sistemov. Izvedli smo tudi vrsto nadgradenj in novih implementacij ter pripravili vse potrebno, da so vsi Si.mobilovi poslovni sistemi in procesi pripravljeni na prehod na novo denarno valuto evro. V skladu z novimi potrebami in zahtevami pa smo izvedli reorganizacijo sektorja.

base. We also prepared the ground for two new call centres.

In 2006, we also rolled out 46 new Base Transceiver Stations and further improved the quality of service for our customers. The EDGE network now covers 85% of population. We ensured additional coverage by adding new repeaters to our network. Repeaters are a cost-effective solution for extending coverage in sparsely populated areas. By buying a portion of the infrastructure from Vega, we additionally improved the quality of service and increased network capacities. We integrated new technologies, such as the televoting system and MPLS technology, in the backbone network.

We improved our internal network, hardware, security and IT systems performance, and implemented a number of upgrades and new systems. We ensured that all Si.mobil business systems were prepared for the adoption of the euro. In line with our new requirements and needs, we also completed the reorganization of our technical sector.





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5. Poslovne povezave
5. Business Partnerships

A. V popolni zvezi

S pravi partnerjem iščemo meje inovativnosti in kakovosti. Hitreje raziskujemo področja strateških regij. Znotraj skupine velikodušno prenašamo znanja in izkušnje. Delimo sanje postati vodilni mobilni operater med Bodenskim jezerom in Črnim morjem.

V letu 2006 je mobilkom austria dokupil preostali delež Si.mobila. Z odkupom 7,812-odstotnega deleža od podjetij Medaljon in Iskratel je mobilkom austria zaključil načrtovani nakup in postal stoddostni lastnik Si.mobila. Od prevzema večinskega deleža je Si.mobil uspešno utrdil svoj položaj na slovenskem trgu. V Sloveniji je penetracija trga mobilne telefonije dosegla 81,3 odstotka. Si.mobil je ob koncu prvega četrletja 2006 zabeležil 23-odstotni tržni delež in 370.000 uporabnikov. Februarja letos je mobilkom austria proslavil uspešno petletno sodelovanje s slovenskim Si.mobilom.

Skupino mobilkom austria (brezžični segment skupine Telekom Austria) sestavljajo operaterji mobilkom austria (Avstrija), Si.mobil (Slovenija), VIPnet (Hrvaška), mobilkom liechtenstein (Liechtenstein) in Mobiltel (Bolgarija). V letu 2005 je skupina mobilkom austria dosegla dobiček v višini 2.489,2 milijona evrov, EBITDA je znašal 969 milijonov evrov in EBIT 552,2 milijona evrov. Temeljna usmeritev skupine mobilkom austria group je težnja k tehnološkemu napredku. Skupno 6.000 zaposlenih skrbi za skoraj deset milijonov uporabnikov v petih državah. V novembru 2006 je mobilkom austria izpolnil vse pogoje in postal tretji mobilni operater v Srbiji s skupno vrednostjo naložbe 320 milijonov evrov. Investicija v vrednosti 100 milijonov evrov bo v letu 2007 omogočila več kot tristo zaposlitev.

A. In Perfect Sync

Together with the right partners, we are searching for the limits to innovation and quality. We are accelerating our search for regions suitable for strategic investments. Within the group, we generously transfer our knowledge and experience. We share the vision of becoming the leading mobile network operator between Lake Constance (Bodensee) and the Black Sea.

In 2006, mobilkom austria acquired the remainder of Si.mobil's outstanding shares. By purchasing the 7.812% share from Medaljon and Iskratel, mobilkom austria completed the planned acquisition and became the sole owner of Si.mobil. Since the acquisition of a majority share, Si.mobil has successfully asserted itself on the Slovenian market. In Slovenia, the penetration rate for mobile communications has reached 81.3 percent. At the end of the first quarter of 2006, Si.mobil had 23% market share and 370.000 users. In February of this year, mobilkom austria celebrated the fifth year of its collaboration with Si.mobil.

The mobilkom austria group includes the mobile communications providers mobilkom austria and its subsidiaries Mobiltel in Bulgaria, Vipnet in Croatia, Si.mobil in Slovenia and mobilkom liechtenstein. In 2005, mobilkom austria group revenues reached 2,489.2 million euros, adjusted EBITDA was 969 million euros and the operating income reached 552.2 million euros. mobilkom austria group's strategic direction focused on technology development. A total of 6,000 employees provide services for almost 10 million users in 5 countries. In November 2006, mobilkom austria fulfilled all conditions to become the third mobile operator in Serbia. The total value of investment will be 320 million euro. The 100 million euro investment in 2007 will create over 300 jobs.

B. Življenje z Vodafonom

Razvoj zahtevnih izdelkov in storitev s področja telekomunikacij, v strateškem partnerstvu z Vodafonom, omogoča konkurenčnost na globalni ravni. V skladu s skupno tržno strategijo se je Si.mobil na slovenskem trgu telekomunikacij uspešno uveljavil kot cenovni vodja. Svojim uporabnikom nudimo inovativne izdelke in storitve po privlačnih in transparentnih cenah. Naši uporabniki lahko okusijo prednosti globalnih Vodafonovih izdelkov.

Vodafone je največji globalni ponudnik mobilnih telekomunikacijskih storitev na svetu. Njegove izdelke uporablja vsak četrti naročnik brezžičnih telefonskih storitev ali skupno preko 510 milijonov uporabnikov. Svoja podjetja ima Vodafone na petih celinah v 27 državah, partnerske mreže pa v 31 državah iz vsega sveta.

V letu 2003 smo z Vodafonom vstopili v ekskluzivno partnerstvo za sodelovanje na avstrijskem, slovenskem in hrvaškem trgu. Sodelovanje je bistveno povečalo nabor obstoječih izdelkov in rešitev. To partnerstvo prinaša velike prednosti na področjih gostovanja, nabave, razvoja novih izdelkov in storitev, tehničnih platform, globalnega upravljanja odnosov z velikimi strankami ter skupnih tržnih pobud. Svojim uporabnikom tako nudimo širok nabor možnosti, ki jih omogoča portal Vodafone live! in najrazličnejše privlačne storitve.

V Sloveniji Si.mobil nastopa z blagovno znamko Si.mobil – Vodafone, ki uporabnikom predstavlja občutek globalne prisotnosti. To obljubo Si.mobil uresničuje z razvejano partnersko mrežo in najbolj ugodnimi cenami gostovanj za vse uporabnike. Dodatno prednost pa prinaša transparenten cenik storitev Vodafone World in storitev Eurocall. V prihodnosti na podlagi partnerstva pričakujemo dostop do velikih poslovnih strank, ki so že Vodafonovi uporabniki.

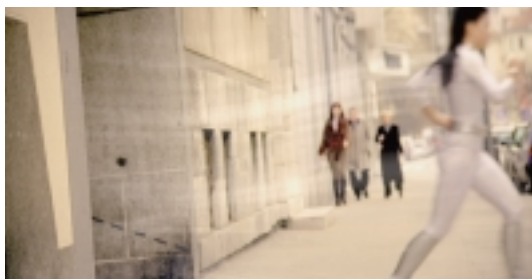
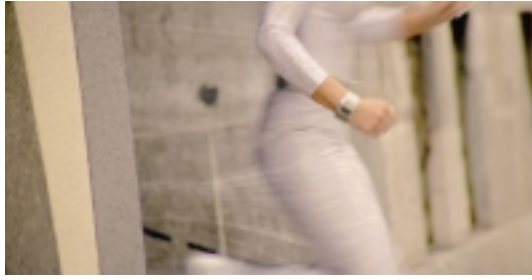
B. Living with Vodafone

Strategic partnership with Vodafone in the development of advanced telecommunications products and services enables us to be globally competitive. In line with the common market strategy, Si.mobil has established itself as the price leader in the telecommunications market. We offer competitively and transparently priced innovative products and services to our users. Our customers can enjoy the benefits of global Vodafone products.

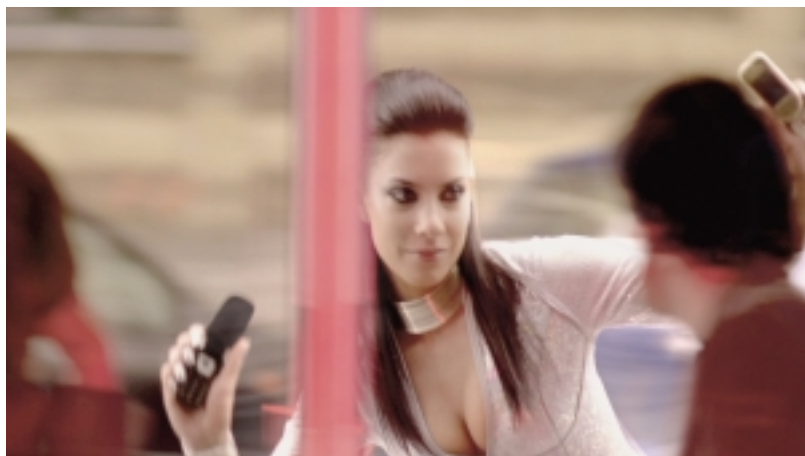
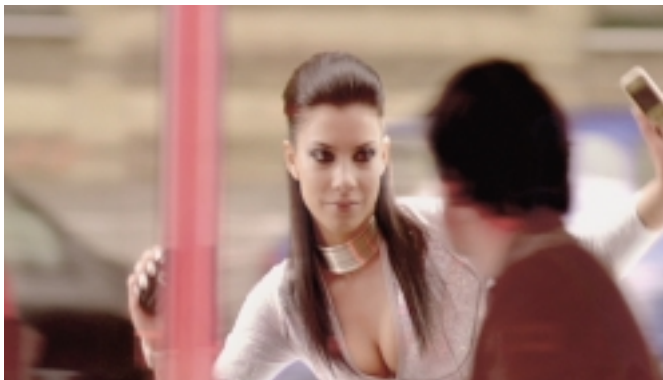
Vodafone is the largest global mobile telecommunication service provider. The company's products are used by 510 million users or by one out of four mobile subscribers. Vodafone has subsidiaries in 27 countries on five continents. The group also has partner networks in 31 other countries.

In 2003, we signed an exclusive partnership with Vodafone to collaborate on the Slovenian, Croatian and Austrian markets. The collaboration enabled us to significantly increase the range of our existing products and services. This partnership brings attractive roaming services, procurement synergies, the development of new products and services, technical platform development, key account management and joint marketing initiatives. It also enables us to offer our customers a broad range of options enabled by the Vodafone live! portal and a host of attractive services.

In Slovenia, Si.mobil is present under the Si.mobil – Vodafone brand, which gives the users a sense of global presence. This promise is fulfilled by Si.mobil's broad partner network and the best roaming prices for all users. Additional value is created by the transparent pricing of Vodafone World and the Eurocall service. We expect that the partnership will open access to large enterprise customers that are already Vodafone's customers.



Si.mobil občutek The Si.mobil Sense



1. Tržne usmeritve
1. Market Focus

A. Strateške smernice

Pri pozicioniranju svoje blagovne znamke upoštevamo našo osnovno obljubo, ki zagotavlja več zabave in uspeha na globalni ravni. V svoji podobi in tržnih komunikacijah izražamo energijo, radoživost ter zabavo, drznost, pozornost in samozavest. S svojim globalnim partnerjem Vodafonom skrbimo za kakovostne in bistre rešitve globalnega dosega. Naša vizija je bogatiti življenje z močjo mobilnih storitev brez meja. Nosilci našega uspeha so naši zaposleni. Skupaj soustvarjamo dinamično in strokovno delovno okolje. Spodbujamo skupinsko delo ter izmenjavo znanj na domači in mednarodni ravni. Svojim uporabnikom želimo ponudimo najboljše in najbolj uporabne storitve mobilne telefonije. Zato svoje znanje nenehno razvijamo in nadgrajujemo. Predani smo kakovosti in zanesljivosti. Naše vrednote so: za uporabnike, strast in odkritost. Z našimi usmeritvami uresničujemo želje uporabnikov. Za nami je uspešno leto, rezultati pa potrjujejo pravilnost naših odločitev.

Si.mobil – urbani koncept novih prodajnih centrov

V preteklem letu smo za naše uporabnike pripravili doživetje mobilne telefonije novih razsežnosti. Na Čopovi ulici v središču Ljubljane smo odprli nov prodajni center, ki postavlja v ospredje izkušnjo uporabnika z mobilno telefonijo, hitre in kakovostne storitve ter prilagojeno ponudbo. Koncept novega centra bo osnova za razvoj prodajnih centrov Si.mobil – Vodafone. Uporabniki lahko v novem centru preizkusijo vse razstavljene izdelke in ponujene storitve v štirih produktivnih kotičkih. Tako se seznanijo s celotno ponudbo naročniških in predplačniških paketov, z globalnim izdelkom Vodafone live! z zabavno in informativno vsebino ter naprednimi storitvami, kot so BlackBerry, Vodafone Mobile Connect Card in Si.Navigator. Oblikovna drugačnost skozi estetiko in toplino prostora zagotavlja uporabnikom dobro počutje. Kotički prodajnih mest so razdeljeni po funkciji. V pritličju se na stoječih prodajnih mestih izvajajo hitre storitve in plačilo

A. Strategic Guidelines

In building our brand, we are living up to our commitment of providing more entertainment and success on a global level. Our image and marketing communications express energy, vivacity, fun, boldness, thoughtfulness and confidence. Together with our global Vodafone partners, we ensure global availability of high quality and smart solutions. Our vision is to enrich the lives of our customers with the power of mobile services without limits. The success of our company is based on our employees. Together we are creating a dynamic and professional work environment. We promote team work and knowledge sharing on a local and international level. We wish to provide our customers with the best and the most useful mobile telephony services. To achieve this, we are constantly developing and expanding our expertise. We are dedicated to quality and reliability. Our values are customer oriented, passion, and openness. By following these guidelines, we are fulfilling the wishes of our customers. We have had a successful year. The results confirm the decisions we made were the right ones.

Si.mobil – The Urban Concept of Our New Shops

Over the last year, we have enabled our customers to experience a new level of mobile telephony. We opened a new shop on Čopova street in the centre of Ljubljana, which emphasizes the user's mobile telephony experience, fast and quality service and personalized offers. The concept of the new shop will be the foundation for new Si.mobil - Vodafone shops. The shop provides four product areas where users can try out the available products and services. This way they can familiarize with the entire range of subscription and prepaid packages, the entertaining and informative content on the global Vodafone live! product, and advanced services such as BlackBerry, Vodafone Mobile Connect Card and Si.Navigator. The different design creates an aesthetical atmosphere of warmth and ensures a pleasant customer experience.

računov. Sklepanju naročniških razmerij in svetovanju so namenjena sedeča prodajna mesta v ločenem predelu centra v prvem nadstropju. Informacije o ponudbi so podane na optimalen način, z brošurami in letaki na urejenih in hitro dostopnih mestih, večpredstavne informacije pa na LCD-zaslonu. Do najprimernejšega naročniškega paketa in mobilnega telefona bo obiskovalce popeljal interaktivni Vedeževalec.

Si.mobil – Vodafone LAB v Areni Vodafone live!

Ponosni smo, da smo v preteklem letu uspešno predstavili nov prodajno-zabavni in informativni center v zabaviščnem centru Arena Vodafone live! Center, novost v Sloveniji, je ustvarjen po meri stranke in predstavlja odgovor v iskanju optimalne uporabniške izkušnje.

Naše stranke so v centru Si.mobil – Vodafone LAB deležne osebnega pristopa in prilagojene ponudbe. Privlačna in svojevrstna podoba centra ustvarja dinamični trgovinski splet. Center je namenjen predvsem predstavitvi in preizkusu novosti ter raziskovanju. Si.mobil – Vodafone LAB se nahaja v Areni Vodafone live!, na idealni lokaciji, ki združuje zabavo in prosti čas, nove generacije uporabnikov mobilne telefonije ter napredne tehnologije. Si.mobil – Vodafone LAB je zasnovan v dveh etažah na skoraj 300 kvadratnih metrih. Pritličje in prvo nadstropje sta arhitekturno povezana, a vsebinsko ločena. Arhitekturna zasnova centra je navzven in navznoter prepoznavna kot blagovna znamka Si.mobil – Vodafone, s konstrukcijo v obliki logotipa ter s povezavo zunanjih in notranjih stopnic. Pritličje je namenjeno uporabnikovi izkušnji z izdelki in storitvami iz ponudbe. Skozi svet Vodafone live!, zasnovan v posebnih koticah, lahko obiskovalci uživajo v glasbi, slikah in igrah s portala Vodafone live!. Skozi točke, razmeščene na interaktivnem zemljevidu, lahko obiskovalec spozna prostor, preden stopi vanj. Prvo nadstropje je namenjeno prodajnemu delu, sklepanju naročniških razmerij in izbiri komunikacijske opreme. Sestavljeno je iz hitrega prodajnega mesta in ločenega prostora, namenjenega sklepanju novih naročniških razmerij ter svetovanju strankam. Si.mobil – Vodafone LAB je opremljen z moderno tehnologijo in najnaprednejšimi aplikacijami, ki omogočajo obiskovalcem iskanje informacij o ponudbi. Tehnologije pa omogočajo inovativen način interakcije z obiskovalci.

Vodafone live!

Pri vsebinah na portalu Vodafone live! smo v letu 2006 sledili strateškim usmeritvam, sprejetim na ravni

Sales corners are divided according to their functions. Sales counters on the ground floor offer fast services and enable customers to pay their bills, while the counters on the first floor provide customer assistance and the opportunity for customers to subscribe to our service. Information about our offering can be found in easily accessible brochures and leaflets, and is also displayed in multimedia format on the shop's LCD screens. Our interactive Fortune teller will guide the visitors to their preferred subscription packages and mobile phone offers.

Si.mobil – Vodafone LAB in the Arena Vodafone live! Entertainment Complex

We are proud to say that in the past year, we successfully opened our new store and information centre in the Arena Vodafone live! entertainment complex. The centre is the first of its kind in Slovenia. It was designed to meet customer demands and is an answer to the challenge of providing the ultimate user experience. The Si.mobil – Vodafone LAB shop offers our customers a personal approach and a customized offering. Its attractive and unique interior creates a dynamic shopping environment. The shop offers a unique new experience and chance for exploration. The Si.mobil – Vodafone LAB is located in the Arena Vodafone live! entertainment complex. This is an ideal location that brings together entertainment and leisure, new generations of mobile telephony users and advanced technologies. It is designed in two floors with a total area of almost 300 square meters. The ground and first floor are architecturally connected and conceptually separate. The architectural design of the centre is recognizable from inside and outside as the Si.mobil - Vodafone brand, with the construction imitating the shape of the logo and a connection of the outside and inside stairways, which symbolically express communication. The ground floor offers our visitors the opportunity to experience our products and services. Through the Vodafone live! world, designed in special corners, visitors can enjoy music, pictures and games directly from the Vodafone live! portal. An interactive map showing different points of interest allows the visitor to explore the room before entering. On the first floor, customers can subscribe to our service or choose communication equipment. It is divided into a fast sales counter and a separate area, where customers can get assistance or subscribe to our service. The Si.mobil - Vodafone LAB is equipped with state-of-the-art technology and the most advanced applications to help users find the information about our product offering. The technology gives us an innovative way to interact with the visitors.

podjetja. Izbirali smo vsebine, ki prinašajo najvišje prihodke. Ob tem smo omogočili brezplačen prenos podatkov GPRS za deskanje po Vodafone live! in prost dostop do nekaterih vsebin ter znižali cene številnih storitev. Prepolovili smo cene sporočil MMS na 40 SIT. Poseben poudarek smo namenili melodijam, slikam, igram in erotičnim vsebinam. Ob tem bi radi poudarili, da nam je do konca leta uspelo podpisati pogodbe z vrsto največjih glasbenih založb (Sony BMG Music Entertainment, Warner/WEA International Inc in EMI Records Limited) za neposreden dostop do najkakovostnejših in najbolj atraktivnih tujih mobilnih melodij. Uporabnikom smo ponudili igre najmočnejših in najprepoznavnejših blagovnih znamk. Erotični del portala je nedvomno najbogatejši te vrste pri nas in je v primerjavi s konkurenčnimi portali na višji ravni po pestrosti izbire in ponudbi blagovnih znamk. Med velike zaključene projekte sodi sklop licenčnih vsebin UEFA Champions League, ki smo jih ob začetku nogometne sezone ponudili uporabnikom portala Vodafone Live!. Nogometni navdušenci lahko v živo prejemajo rezultate s tekem ter si že med tekmo ogledajo posnetke doseženih golov v obliki MMS in video MMS. Kot novost smo na portal vključili tudi možnost prenašanja video vsebin. Odločitev, da v začetku ponudimo le erotične vsebine, se je izkazala za pravilno, saj je število nakupov že v prvih tednih presegló vsa pričakovanja. Dostop do teh vsebin omogočamo le polnoletnim osebam. S prihodom spletne videoteke iTIVI, ki omogoča izposojajo DVD-jev od doma, smo ponudili ekskluzivno storitev mobilna DVDteka iTIVI z enako funkcionalnostjo kot na internetu. Uporabniki si DVD-je lahko enostavno izposojajo na portalu Vodafone live!. Glavni namen poletne kampanje Vodafone live! je bil ohraniti prepoznavnost samega portala in dvigniti zavedanje o posameznih vsebinah. V času izjemno agresivnega komuniciranja s strani konkurenčnih ponudnikov je bila pomembna prav pravilna izbira vsebin, ki smo jih izpostavili v kampanji. Za svoje uporabnike smo lani ponudili storitvi Brezplačni namigi in MMS šola za lažjo uporabo portala Vodafone live!. Nadgradili smo svojo uspešno storitev Chat in ji z "smeškoti" omogočili še bolj prijazno uporabo. Mejnik v preteklem letu zagotovo predstavlja odprtje centra Si.mobil – Vodafone LAB, ki temelji na realni izkušnji uporabnika in predstavlja nov koncept trgovine.

Nadgrajena Predigra

Že do sedaj priljubljeno storitev Predigra smo nadgradili ter tako strankam omogočili, da standardni zvok, ki označuje klicanje, prilagodijo svojim željam in potrebam. Dopolnili smo pester izbor melodij, ki jih lahko uporabniki spreminjajo glede na časovno obdobje, klicatelja ali pa se jih naključno predvaja z

Vodafone live!

Throughout 2006, we were implementing company-wide strategic guidelines in our approach to Vodafone live! content. We chose the content with high profit margins. In addition to lowering the prices of numerous services, we enabled free GPRS data transfer for accessing Vodafone live! and free access to some of the content. We halved the price of MMS messages to SIT 40. Special emphasis was placed on ringtones, images, games and erotic content. By the end of the year, we succeeded in signing contracts with several major record labels (Sony BMG Music Entertainment, Warner/WEA International Inc and EMI Records Limited) to provide our customers with direct access to the highest quality and the most popular mobile tunes in the world. Our users also have access to games produced by the largest and best trusted publishers. The portal undoubtedly provides the largest selection of erotic content in Slovenia and enables access to a wider variety of brands than any offering by our competitors. One of our most important projects was providing our Vodafone Live! users with licensed content of UEFA Champions League from the beginning of the football season. Football fans can receive match results in real time and watch MMS video and images of the scored goals while the match is still taking place. A new feature on the portal is the video download service. The decision to only offer erotic content turned out to be the right one, as the number of purchases in the first few weeks exceeded all expectations. The content can only be accessed by customers over 18. With the arrival of iTIVI, an online DVD rental service, we prepared an exclusive Mobile DVDteka iTIVI service, offering the same functionality as the online service. Users can now easily rent DVDs through the Vodafone live! portal. The main goal of the Vodafone live! summer campaign was to maintain brand recognition of the portal and raise the awareness of individual content types. In the period of aggressive marketing by our competition, choosing the right content for our campaign was of great importance. Last year, we introduced two new services - Brezplačni namigi (Free tips) and MMS šola (MMS school) - to facilitate the use of Vodafone live! We upgraded our successful Chat service and enabled an even friendlier experience by introducing "smiles". An important milestone in 2006 was undoubtedly the opening of the Si.mobil – Vodafone LAB shop, which is based on real user experience and represents a new store concept.

Upgraded Predigra (Ring Back Tone)

We upgraded the already popular caller tune service Predigra and enabled our customers to personalize

uporabo funkcije Mešalna lista. Zdaj lahko uporabniki melodije Predigre pred nakupom poslušajo na spletni strani, pa tudi kupujejo jih lahko prek spleta ali pa s kodami SMS.

Mail posrednik

Za zahtevne mobilne uporabnike smo v tretjem četrtletju ponudili storitev Mail posrednik. Strankam omogoča prejetje in odgovarjanje na elektronsko pošto preko vsakega telefona, ki omogoča povezavo WAP. Da je storitev zelo priljubljena, dokazuje število uporabnikov, ki je v samo nekaj mesecih doseglo število uporabnikov sicer zahtevnejše in dražje storitve BlackBerry.

Gostovanja

Z gostovanji, ki jih omogočamo v povezavi Si.mobil z Vodafonom, naši uporabniki lahko resnično začutijo svet. Široka mreža partnerskih gostovanj se razteza po vsej zemeljski obli. Pri tem smo v skladu s prednostmi naših strank povečali število partnerjev v tujini. Znatno smo povečali število omrežij, kjer lahko s storitvijo CAMEL gostujejo predplačniki, in število omrežij z gostovanjem GPRS za zahtevnejše poslovne uporabnike. Z oglaševanjem storitve Roaming smo utrjevali blagovno znamko kot zanesljivega globalnega operaterja in kot partnerja največjega mobilnega operaterja na svetovni ravni. V letu 2006 smo uspešno zaključili kar nekaj oglaševalskih kampanij, ki so sporočale prednosti naših gostovanj. Tako oglasi Roaming Visitor nagovarjajo uporabnike tujih operaterjev, da ob obisku Slovenije preklopijo na Si.mobil – Vodafone kot zanesljivega lokalnega partnerja z ugodnimi tarifami klicev ("Vodafone World Tariff"). Z oglasi Roaming Customer smo nagovarjali naše uporabnike, ki potujejo po svetu. Z izbiro partnerskega omrežja lahko tako naročniki kot uporabniki predplačniškega paketa Halo storitve v tujini uporabljajo enako kot doma. Storitev Eurocall in GRPS gostovanje omogoča ugodnejše klice in prenos podatkov, s čimer omogočamo našim uporabnikom jasen in ugoden način uporabe naših storitev tudi v tujini. S sloganom "Kamor koli greste, mi smo že tam" smo utrjevali podobo blagovne znamke Si.mobil – Vodafone kot zanesljivega in ugodnega partnerja največjega svetovnega operaterja.

VEGA

Preteklo leto je na slovenskem trgu mobilne telefonije prenehal delovati mobilni operater Vega. Uporabniki Vege so bili prisiljeni zamenjati operaterja. V tem času smo pripravili prodajno kampanjo s ciljem pridobiti čim več novih, predvsem bivših Veginih uporabnikov.

their ringing tones. We added a wide selection of melodies, which can be set by the user to correspond to the time of day or caller, or to be randomly played by choosing the Shuffle function. Users can now listen to the Predigra tunes online before buying them. The tunes can be bought online or by using SMS codes.

Mail posrednik (Mail Forwarding)

In the third quarter of the year, we introduced the Mail posrednik service for more demanding mobile users. It allows customers to receive and respond to e-mail on any WAP-enabled mobile phone. The popularity of this service is proven by the number of users, which matched the number of users of our more advanced and more expensive BlackBerry service in just a few months.

Roaming

With the roaming service, brought to our users in cooperation with Vodafone, they can really "sense the world". A wide partner network offering roaming services is available across the globe. We increased the number of our foreign partners to respond to the needs of our customers. We significantly increased the number of mobile networks where our prepaid customers can use the CAMEL service, and the number of networks that offer GPRS roaming for our more demanding business users. By advertising our Roaming service, we strengthened our brand as a reliable global operator and partner of the largest global mobile operator. In 2006, we successfully concluded several marketing campaigns, emphasizing the advantages of our roaming services. Our Roaming Visitor ads address users of foreign mobile networks, inviting them to switch to Si.mobil – Vodafone while visiting Slovenia, and choose a reliable local partner providing low call rates ("Vodafone World Tariff"). Our Roaming Customer ads were targeted at our users that travel across the world. By choosing a partner network, our subscribers and Halo package users have access to the same services as they would in the home network. The Eurocall service and GPRS roaming offer more cost effective calls and data transfers, giving our users a transparent and efficient way of using our services abroad. Using the "No matter where you go, we are already there" slogan, we strengthened the Si.mobil – Vodafone brand as a reliable and cost effective partner of the world's largest mobile operator.

VEGA

Last year, the mobile operator Vega ceased its operation on the Slovene telecommunication market.

Ti so gostovali na Mobitelovem omrežju in večinoma klicali Mobitelove uporabnike. Zato je bila nujna direktna in udarna kampanja, s katero smo predstavili lastne prednosti, ki so obenem predstavljale ugodnosti za potencialne naročnike. Poleg osnovnih prednosti smo potencialnim naročnikom ponudili 22 SIT za klice v druga omrežja brez doplačila za Opcijo mobilni za obdobje enega leta, pol leta brez mesečne naročnine ter sklenitev naročniškega razmerja brez plačila priključnine in širok izbor mobilnih telefonov. Naša kampanja je bila zelo opažena, saj smo zanjo prejeli priznanje strokovne javnosti za učinkovito komuniciranje – srebrno nagrado Effie.

B. Zasebna razmerja

Naročniki

Vsako razmerje je pomembno. Nekatera pa so posebna. Naši naročniki nam s svojo odločitvijo izražajo zaupanje in lojalnost. To cenimo, zato delamo vse, da bi upravičili pozornost, ki nam jo izkazujejo. Našo hvaležnost izražajo izdelki in storitve, ki jih nudimo. Vsaka izkušnja pa prinaša nova spoznanja, ki jih upoštevamo pri pripravi bodočih storitev.

SMART

Si.mobil – Vodafone ponuja izdelke Smart, odločitev je na strani uporabnika. V preteklem letu smo izboljšali predvsem vsebine in dodane vrednosti našim paketom. Odločilna prednost paketov Smart je cenovno ugoden položaj na trgu – samo 5 SIT/min za klice znotraj omrežja Si.mobil – Vodafone in 22 SIT/min za klice v druga omrežja. Ob doplačilu storitev Opcija mobilni in Partner Bonus, ki mesečne naročnine uporabnikov, povezanih v skupine do štiri, zniža do 30 odstotkov, so paketi Smart zagotovo modra izbira za uporabnike mobilne telefonije. Komunikacijo paketov Smart so prevzeli specialni agenti. S kampanjo smo potencialnim uporabnikom sporočili, da nas vse več plačuje vse manj za vse boljše storitve. Naše glavne tarifne elemente, ki obenem predstavljajo tudi glavne prednosti uporabnikom, smo posebili ter jih postavili v vlogo reševalcev pred črno-belim in z minutami omejenim svetom.

ORTO SMART

Naša strategija, usmerjena v mlade. Sledimo trendom, prepoznavamo potrebe in ponujamo tisto, kar mladi želijo. Paket Orto Smart je bil v letu 2006 najbolj znan izdelek med mladimi na slovenskem

Vega's customers were forced to change operators. In that period, we launched a sales campaign to attract as many new customers as possible, especially those transferring from Vega. Vega used Mobitel's network and most of its customers communicated with Mobitel's users. A direct and aggressive campaign was necessary to introduce our advantages and benefits to potential customers. In addition to our basic benefits, potential customers were offered the rate of SIT 22 for calls made to different networks without additional payment for the Opcija Mobilni for the period of one year, a free subscription for 6 months, no connection fee and a wide selection of mobile phones. Our campaign was highly visible and received the silver Effie award for effective communication.

B. Residential Customers

Subscribers

Every relationship is important. Some are special. By choosing us, our subscribers have shown their trust and loyalty. We value this and are working hard to justify their trust and show our gratitude through our products and services. We learn from each experience and use this knowledge to create new services.

SMART

Si.mobil – Vodafone offers Smart products. All the customer has to do is choose. In the past year, we have significantly improved the content and added value to our subscriber packages. Smart subscriber packages distinguish themselves by being the market price leaders. Subscribers only pay SIT 5 per minute for calls within the Si.mobil – Vodafone network and only SIT 22 per minute for calls to all other networks. With the Opcija Mobilni and the Partner Bonus service (the service lowers monthly subscriptions by 30 percent for subscriber groups of up to four people), Smart packages are the smart choice for mobile users. The Smart packages marketing has been handed over to specialized agencies. Our campaign was designed to inform potential users that an increasing number of people are paying less for a better service. We personified the main tariff elements, which also represent the main benefits for the customer. We gave them the role of a rescue team in a black and white world governed by minutes.

ORTO SMART

Our strategy is focused on the youth population. By tracking trends, we recognize the needs of young

trgu. Z ugodnimi tarifami klicev – 5 SIT/min in 5 SIT/SMS – ter z izredno nizko mesečno naročnino predstavlja paket idealno izbiro za mlade. Oglaševanje Orto Smart je prepoznavno po svojem specifičnem glasbenem in oblikovnem stilu. V jesenski kampanji smo še poslednjič izpostavili številko 5 kot tipični element paketa Orto Smart, saj smo z novim letom in z uvedbo evra kot ceno tarife dobili povsem novo cifro.

Glasovanje preko USSD

Svojim strankam smo ponudili možnost glasovanja v različnih televizijskih in radijskih oddajah. To omogoča uporaba ukaznega niza USSD, ki omogoča uporabniku prijazen način glasovanja, vendar ne obremenjuje SMS-centra. Tako smo dosegli večjo izpostavljenost blagovne znamke Si.mobil – Vodafone v trenutno zelo popularnih resničnostnih in drugih oddajah.

SMS zgrešeni klic

Tudi zgrešeni klici najdejo naše uporabnike. Da bi povečali zadovoljstvo strank in število opravljenih klicev, smo predstavili brezplačno storitev SMS zgrešeni klic. Sistem strankam, ki so začasno nedosegljive, ob ponovni prijavi v omrežje sporoči zgrešene klice v tem času. Storitev je integrirana s storitvijo Odzivnik, kar preprečuje dvojno obveščanje o enem klicu. Storitev SMS zgrešeni klic tako predstavlja komplementarno storitev Odzivniku, na voljo pa je vsem uporabnikom, tudi tistim, ki odzivnika ne uporabljajo.

Si.Navigator

Našim uporabnikom je postala vsaka pot domača. Lani smo poskusno predstavili storitev Si.navigator. Že v prvi polovici leta smo jo nadgradili z izjemno kakovostnimi zemljevidi Slovenije in s široko komercialno ponudbo. Storitev je uporabnikom dostopna z vsemi boljšimi telefonskimi aparati.

SMS Glasnik

Preteklo leto smo zabeležili porast nakupa vsebin pri zunanjih ponudnikih. Da bi lažje sledili povečanemu številu zunanjih ponudnikov, smo nadgradili storitev SMS Glasnik z uvedbo samostojne številke za zunanje ponudnike. Tako ti dosežejo večjo prepoznavnost in enostavnejšo komunikacijo na trgu.

HALO uporabniki

Glavni cilj naših komunikacijskih aktivnosti, namenjenih predplačnikom, je usmerjen v izgradnjo prepoznavnega videza in razločujočo dodano vrednost predplačniškemu paketu HALO. V letu 2006 se je na

people and are able to offer the services they want. The Orto Smart package was the most recognizable product among young people on the Slovene market in 2006. With low rates of SIT 5 per minute and SIT 5 per SMS, and very low monthly subscription fee, the package is ideal for young customers. Orto Smart-related advertising is recognizable by its specific music style and design. The autumn marketing campaign was the last time we used number 5 as a recognizable element of the Orto Smart package, as the adoption of euro brought new rates.

USSD Voting Service

We offered our customers the opportunity to vote in various TV and radio shows by using the user-friendly USSD commands, which do not increase the workload on the SMS centre. Through this addition we increased the visibility of the Si.mobil – Vodafone brand in popular reality and other TV shows.

SMS zgrešeni klic (Missed Call SMS)

Even missed calls always reach our customers. To increase customer satisfaction and the number of successful calls, we launched the free SMS zgrešeni klic. If a user is unavailable at the time s/he receives a call, the system sends him/her an SMS with the list of missed calls, when s/he logs into the network again. The service is integrated with the Voice Mail feature, preventing double alerting of customers. SMS zgrešeni klic alerts service complements Service odzivnik (Voice Mail) and is available to all customers, regardless of whether they use Voice Mail or not.

Si.Navigator

To our customers, every road is a familiar one. Last year, we performed a pilot roll-out of the Si.Navigator service. In the first half of the year, we added high quality maps of Slovenia and made them broadly available to our customers. The service is accessible to all users with modern mobile phones.

SMS Glasnik (SMS Messenger)

Last year, we witnessed an increase in the amount of content purchased from third party providers. To better accommodate the increased number of third party providers, we upgraded the SMS Glasnik service by implementing a dedicated number for third party providers. This way, they can increase their visibility and communicate with the market more easily.

trgu pojavilo kar nekaj konkurentov. To pa nas je le spodbudilo, da smo predplačniškim paketom HALO dodali nove, uporabnikom privlačne vrednosti in vsebine.

Paket HALO

S poletno kampanjo in sloganom "Reci HALO in zgodilo se bo" smo vpeljali nov položaj predplačniškega paketa HALO. V zaznavanju potrošnika naj bi predplačniški paket HALO zasedel položaj predplačniškega sistema telefoniranja, ki poleg osnovnih lastnosti predplačniškega paketa ponuja tudi možnost izbire tarif, dodatnih storitev in nagrajuje stalne uporabnike. Tako uporabnik plača pošteno ceno za vse možnosti, ki se mu z uporabo predplačniškega paketa HALO odpirajo. Spremenjena celostna grafična podoba je pospremila to spremembo tudi vizualno. V sredini preteklega leta smo za obstoječe uporabnike predplačniških tarif HALO ponudili program nagrajevanja HALO BONUS KLUB. Ta storitev dopolnjuje ponudbo brezplačnih sporočil SMS za kupce vrednostnic za 2.500 in 5.000 SIT. Z obema ponudbama želimo zagotoviti zvestobo najboljših uporabnikov paketa HALO in pritegniti tiste nove uporabnike, ki kupujejo vrednostnice višje vrednosti.

HALO 36

Med predplačniškimi tarifami postaja vse bolj priljubljena enotna tarifa HALO 36, ki omogoča enotno ceno klicev v vsa omrežja. HALO 36 je predvsem priljubljen pri strankah, ki pogosteje telefonirajo, a se vseeno ne želijo odreči osnovni prednosti anonimnosti in popolnega nadzora nad stroški.

Storitev POLNI

V prvem delu leta smo uvedli polnjenje računa HALO preko spletne strani www.simobil.si, kjer lahko vsi uporabniki napolnijo svoj ali drug račun HALO. Plačilo je mogoče z uporabo kreditnih kartic ali elektronskega bančništva največje slovenske banke, Klik NLB. Poleg uporabne vrednosti za stranke nam to omogoča tudi zmanjšanje stroškov provizij za prodajo vrednostnic. Nadaljevali smo tudi s povezovanjem naše naročniške in predplačniške ponudbe. Korak v pravo smer je bila storitev POLNI, ki omogoča naročnikom polnjenje računa HALO s plačilom preko naročniškega računa. Poleg tega storitev POLNI omogoča tudi polnjenje računa HALO z drugega računa HALO.

HALO Users

The main goal of our marketing activities targeted at the pre-paid market was building a recognizable image and communicating the clear added value of the Halo pre-paid packages. In 2006, several new competitors entered the market. This motivated us to offer new and attractive value and content to Halo pre-paid packages.

HALO Package

Our summer campaign, with the "Say HALO and it will happen" slogan, was designed to reposition the Halo pre-paid package on the market. We set out to create the customer perception of HALO packages as the prepaid choice that offers not only the basic prepaid services, but also the possibility of choosing between different rates, additional services and rewards for users. This way, the customer pays a fair price for all additional options that are available through HALO packages. A change in the corporate identity also brought visual changes. In the middle of 2006, we launched a reward program called HALO BONUS KLUB for existing HALO prepaying customers. This service offers free SMS messages to consumers that purchase prepaid cards with the credit of 2.500 SIT or 5.000 SIT. With both offerings we wish to ensure the loyalty of our best HALO users and attract new users that tend to buy higher value prepaid cards.

HALO 36

HALO 36 has a single rate for calls to all networks and is becoming increasingly popular among customers, especially those that make frequent phone calls but do not wish to give up the core advantages of anonymity and complete control over costs.

POLNI (refill) Service

We introduced a feature that enables our HALO prepaying customers to refill their accounts online at www.simobil.si. Customers can refill their own accounts or other HALO accounts. They can make the payment by credit cards or through the e-banking service, KLIK, provided by the largest Slovenian bank NLB. In addition to the comfort provided to the customers, this service also enables us to reduce the costs of fees paid to card resellers. We also continued with our efforts to integrate our subscriber and prepaid offerings. One of the steps we made was providing the POLNI service, which enables subscribers to charge HALO refills to their subscriber accounts. In addition, the POLNI service enables refilling HALO accounts for other HALO users.

M mobil

V sodelovanju z družbo Mercator d.d. smo avgusta predstavili novo predplačniško ponudbo pod blagovno znamko M mobil. Ponudba predstavlja komplementarno ponudbo tarifam HALO. Namenjena je vsem obiskovalcem trgovskih centrov Mercator, največje trgovske verige v Sloveniji, še posebej članom kluba Mercator Pika.

C. Poslovni uporabniki

Poslovni uporabniki predstavljajo najzahtevnejši segment naših uporabnikov. Naša želja in cilj je, da jim ponudimo izdelke in storitve najvišjega kakovostnega razreda. Ponudbe neprestano usklajujemo s potrebami in izzivi trga. V preteklem letu smo za področje poslovnega segmenta pripravili oglaševalski kampanji, namenjeni povečanju prepoznavnosti blagovne znamke Si.mobil – Vodafone in utrditvi Si.mobila kot najprimernejšega partnerja za mala in srednja velika podjetja. V prvem delu leta smo nagovarjali širšo poslovno javnost, saj je bil glavni cilj povečanje zavedanja blagovne znamke v poslovnem segmentu. V tem času smo vzpostavili tudi ločevanje med komunikacijo, namenjeno poslovni javnosti, in komunikacijo, namenjeno splošni javnosti. Jesenska oglaševalska kampanja pa je bila manj obsežna, predvsem pa bolj ozko usmerjena v mala podjetja ter samostojne podjetnike. Za posamezne ciljne skupine smo s pomočjo raziskave definirali glavne potrebe, v komunikaciji pa poudarili rešitve.

Business Smart

Paketi Smart so se v letu 2006 popolnoma uveljavili in postali zaščitni znak blagovne znamke Si.mobil – Vodafone. To nam priznavajo tudi poslovne stranke, ki se v vse večjem številu odločajo za paket Business Smart, nadgrajen z navideznim poslovnim omrežjem (VPN).

Vodafone Mobile Connect Card

Naša kartica za brezžični prenos podatkov Vodafone Mobile Connect Card s podporo EDGE predstavlja enostaven, hiter in zanesljiv dostop do elektronske pošte, svetovnega spleta ali intraneta na poljubni lokaciji. Da predstavlja naša ponudba najboljše razmerje med kakovostjo in ceno storitev, nam je priznala tudi javna uprava, ki je na razpisu izbrala našo rešitev za mobilno povezavo prenosnih računalnikov z internetom.

M mobil

In collaboration with Mercator d.d., we launched a new prepaid offering in August under the brand M mobil. The offering complements the HALO packages. It is aimed at all Mercator customers with a particular focus on customers that are members of the Mercator Pika loyalty program. Mercator is the largest retail chain in Slovenia.

C. Business Customers

Business customers are the most demanding segment of our users. Our wish and goal is to offer them products and services of the highest quality. We are constantly moving to tailor our offering to market demands and challenges. In the past year, we launched two business-focused marketing campaigns to improve Si.mobil – Vodafone brand awareness and to position Si.mobil as the best partner for small and medium-sized businesses. In the first half of the year, we communicated with the broader business audience to raise brand awareness in the business segment. During this period, we also began distinguishing between marketing activities targeted at businesses and those targeted at residential customers. The autumn campaign was less extensive and more focused on small businesses and entrepreneurs. We used market research to define the needs of individual target groups and presented our solutions in our marketing materials.

Business Smart

In 2006, Smart packages established themselves firmly on the market and became a trademark of the Si.mobil – Vodafone brand. This has been acknowledged by our business customers, who increasingly choose the Business Smart package with the Virtual Private Network (VPN) option.

Vodafone Mobile Connect Card

Our EDGE-enabled Vodafone Mobile Connect Card provides our customers with a simple, quick and reliable access to e-mail, web sites or the internet from any location. Our best price/performance ratio was even recognized by the Slovene public administration, which chose our solution to provide mobile internet access for their laptops. Si.mobil was chosen in a public tender.

BlackBerry® iz Vodafona

Na področju naprednih storitev za zahtevne poslovne uporabnike smo utrdili našo ponudbo storitve BlackBerry®, v ponudbo aparatov smo dodali najnovejši izdelek BlackBerry 8700v, ki omogoča še enostavnejšo in polnejšo izkoriščanje vseh prednosti storitve BlackBerry.

Poleg tega smo nadgradili funkcionalnost internetne rešitve BlackBerry®, kar omogoča uporabnikom skoraj vse funkcionalnosti, ki so bile že na voljo uporabnikom korporativne rešitve.

Podpora poslovnim uporabnikom

Na oddelku za pravne osebe obravnavamo poslovne uporabnike posebej natančno. V preteklem letu smo izvedli 1.824 menjav paketov, 988 prenosov lastništev, 3.666 poslovnih skupin, 4.226 sprememb nazivov in sedežev podjetij ter 49.560 ostalih sprememb. Poslali smo 5.332 dopisov, preverili 2.581 računov in posredovali okoli 12.000 kontaktov.

BlackBerry® from Vodafone

We expanded our advanced BlackBerry service for our demanding business users, adding the latest BlackBerry 8700v phone, which gives users a simple way to enjoy all the benefits of the BlackBerry service. We also upgraded the functionalities of the BlackBerry internet solution, giving users access to almost all the features that were already available to enterprise users.

Business Customer Support

Our department for legal person relationships pays special attention to the needs of our business customers. Last year, we carried out 1,824 plan changes, 988 account transfers, 3,666 business group account transfers, 4,226 changes of company names and addresses, and 49,560 other changes. We sent out 5,332 memos, checked 2,581 invoices and forwarded 12,000 contacts.





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2. Družbena odgovornost
2. Corporate Responsibility

A. Podarjeni nasmehi

Podarjen nasmeh vsakomur polepša dan. Nekaterim pa se življenje nasmehne redkeje. Želimo si, da bi bili vsi vedno srečni. To je videti nemogoče, vendar smo z vsakim drobnim dejanjem in kančkom energije, ki jo usmerimo v prave cilje, bližje zelenemu. To zavedanje nas vodi naprej, novim nasmehom naproti.

V letu 2006 smo pomagali pri različnih kulturnih, športnih in izobraževalnih projektih, predvsem za mlade. Tako smo nadaljevali zapisano pot naše blagovne znamke. Na področju sponzorstev smo razvili konceptualno vsebinsko povezanost, ki omogoča učinkovitejšo izrabo donacijskih sredstev. Na brezplačnem open air festivalu DiscoNautica na koprski plaži in izbranih lokacijah na slovenski obali smo julija 2006 podprli valilnico idej, v sklopu katere so obetajoči in tudi že uveljavljeni ustvarjalci dobili možnost za predstavitev in podporo pri nadaljnjem razvoju. Del programa ustvarjalnih delavnic je bil natečaj Heroj prihodnosti, katerega zmagovalec je bil DJ Sylvain in nova Si.mobilova skladba – Stop the World.

Podporo športnim dejavnostim in promociji športnikov smo lani izkazali v sodelovanju na Svetovnem mladinskem prvenstvu v smučarskih skokih v Kranju. Že tretjič zapored smo sponzorirali Slovenski pokal v deskanju na snegu – Snowboard tour Slovenia 2006 – in dva Freestyle desanta. Drugič zapored smo sodelovali v državnem tekmovanju v odbojki na mivki. Podprli smo tudi promocijo alternativnih športnih dejavnosti na dogodku Vročica betona v Mariboru.

Žur z razlogom za promocijo SMS donatorstva

Žur z razlogom je zabavna in dobrodelna prireditev, ki smo jo pripravili z namenom, da ob vrhunski zabavi mlade osveščamo o odgovornosti in skrbi za vrstnike. V letu 2006 smo v ljubljanskem parku Tivoli pripravili brezplačno zabavo za mlade, imenovano Žur z

A. The Gift of a Smile

A smile is a gift that can brighten anybody's day. Unfortunately, some people do not get a smile from life very often. We want to make everybody happy all the time. It seems impossible. Yet with each small gesture and a little effort focused on the right causes, we move closer to this goal. This knowledge leads us forward, towards new smiles.

In 2006, we sponsored various cultural, sports and educational projects, mainly focused on young people. This way, we followed the path outlined for our brand. In order to facilitate a more efficient use of donations, we developed a conceptual connection on a content level. At the free July open-air festival DiscoNautica on Koper beach and other chosen locations on the Slovenian coast we sponsored an idea hatchery, where both promising and established artists were given an opportunity to exhibit their works and obtain support for further growth. A part of the creative workshop programme was also the Heroj prihodnosti (Hero of the Future) competition. The winner was DJ Sylvain with the new Si.mobil song – Stop the World.

We supported sports activities and promoted athletes by co-sponsoring the Nordic Junior World Ski Championship in Kranj. For the third year in a row, we were the sponsor of the Slovene Snowboarding Championship Cup – Snowboard Tour Slovenia 2006 – and two Freestyle descents. For the second successive year, we took part in the national beach volleyball competition. We also supported the promotion of alternative sports activities at the Vročica Betona (The Heat of the Concrete) event in Maribor.

Žur z razlogom – The Party with a Cause to promote SMS donations

The Party with a Cause is a fun charity event we organized to throw a great party and to raise awareness among young people about the responsibility they have to their peers. In 2006, we

razlogom. Zabave se je udeležilo preko 20.000 obiskovalcev iz vse Slovenije in tujine. Žur z razlogom je že tretja prireditev za promocijo SMS-donacij med mladimi, na kateri je Si.mobil podaril dva milijona tolarjev društvu Beli obroč za pomoč žrtvam kaznivih dejanj. Mladi so doživeli nepozabno zabavo v osrednjem mestnem parku, kjer sta nastopila DJ Umek in njegov gost Valentino Kanzyani.

Beli obroč

Sredstva smo namenili tudi društvu Beli obroč Slovenije, ki je prostovoljno, človekoljubno, nepolitično in nepridobitno društvo, katerega temeljni cilj je učinkovita pravna in psihosocialna pomoč žrtvam kaznivih dejanj. Pomaga s pravnim svetovanjem žrtvam kaznivih dejanj v kazenskem postopku, z osebnim svetovanjem in finančno podporo žrtvam. Zavzema se za izboljšanje preprečevanja kaznivih dejanj in za večje upoštevanje interesov žrtev kaznivih dejanj. Obenem se borijo za pripravo zakonodajnih predlogov za izboljšanje položaja žrtev kaznivih dejanj, za njihovo zaščito in predstavitev pravic žrtve v pravnih postopkih, za odpiranje varnih sob ter za organiziranje izobraževalnih programov za strokovne delavce, ki delajo z žrtvami. Društvo se zavzema za ustanovitev sklada za povračilo škode žrtvam kaznivih dejanj in za obveščanje javnosti o celotnem spektru pomoči žrtvam kaznivih dejanj.

10. festival Dnevi radovednosti

Že peto leto zapored smo podprli festival Dnevi radovednosti. V letu 2006 je Kulturo izobraževalno društvo Kibla že desetič organiziralo festival, ki omogoča mladim širši vpogled v množico raznovrstnih poklicev. Samo lani je festival, na katerem je svojo poklicno pot predstavilo preko 50 sodelujočih posameznikov in institucij, obiskalo več kot 7.000 mladih. Festival je potekal v sedmih slovenskih mestih – v Murski Soboti, na Ptuj, v Mariboru, Celju ter Ljubljani, v Kranju in Sežani. Kot dokaz uspešnega dela je festival ponovno potekal v okviru obveznih izbirnih vsebin za slovenske srednješolce.

World Press Photo

Decembra smo omogočili brezplačni ogled razstave prestižnega fotografskega natečaja World Press Photo v Sloveniji. Mednarodni natečaj novinarske fotografije vsako leto, že od leta 1955, pripravlja neodvisna in neprofitna nizozemska organizacija. Namen je podpora in promocija neodvisnega foto novinarstva in brezplačnega pretoka informacij. Fotografska razstava je zajemala okrog 200 nagrajenih svetovnih fotografij, ocenjevala pa jih je neodvisna mednarodna žirija.

threw a free party for young people in the Ljubljana Tivoli Park called The Party with a Cause. The event was attended by over 20,000 visitors from all over Slovenia and abroad. The Party with a Cause was the third event promoting SMS donations among young people. At the event, Si.mobil donated SIT 2 million to the Beli obroč society to help victims of criminal offences. Young people were treated to an unforgettable party in the central city park with DJ Umek and his guest Valentino Kanzyani.

Beli Obroč

We also donated funds to the Beli Obroč Slovenije (White Circle of Slovenia) Association, a voluntary humanitarian, apolitical and non-profit association, whose main goal is to provide efficient legal and psychosocial help to victims of criminal offences. They offer legal and personal counselling as well as financial aid for the victims. The association strives to improve crime prevention and ensure greater consideration of the crime victims' interests, to prepare legislative proposals to improve crime victims' situations, to ensure them better protection, to represent their rights in legal procedures, to open safe houses, to organize educational programmes for professional aid workers who work with victims, to establish a fund for compensating crime victims and to inform the public about the whole range of aid programmes for crime victims.

The Days of Curiosity Festival

This was the fifth year in which we sponsored the Days of Curiosity Festival. In 2006, the Association for Culture and Education Kibla organized the tenth annual festival that gives young people the opportunity to get better insight into a plethora of various professions. Last year alone, the festival, where over 50 individuals and organizations presented their professions, was visited by over 7000 young people. This year's festival was held in seven Slovene cities: Murska Sobota, Ptuj, Maribor, Celje, Ljubljana, Kranj and Sežana. The success of the festival is evidenced by the fact that it was selected once again as an optional school activity for Slovene high-school students.

World Press Photo

In December 2006, we gave Slovenians the opportunity to see the exhibition of the prestigious World Press Photo competition. The international annual competition of press photography has been held since 1955 by a Dutch independent non-profit organization. Its goal is to support and promote

“Noč tisočerih večerij”

Donirali smo sredstva za organizacijo dobrotelnega dogodka “Noč tisočerih večerij”, katere izkupiček je bil namenjen mednarodni fundaciji za razminiranje in pomoč žrtvam min. Organizacija skrbi za odpravo posledic min na področju JV Evrope in si prizadeva dvigniti zavedanje o problemu minske onesnaženosti v svetu

Lions ski open 2006

Klubu Lions Club Bled Golf smo donirali sredstva, namenjena za organizacijo dobrotelne prireditve Lions ski open 2006. Na prireditvi so zbirali sredstva za Društvo paraplegikov Gorenjske za nakup stopnišnega vzpenjalnika na motorni pogon. Društvo paraplegikov Gorenjske je eno izmed devetih društev v Sloveniji, ki vzdržuje invalide po poškodbi hrbtenice. Večina njihovih članov je trajno vezanih na invalidski voziček. Z vzpenjalnikom pomagajo novonastalim invalidom, ki živijo v neprimernih stanovanjih.

“Verjemi vase in osvoji svet”

Omogočili smo sanje deklici na drugi strani sveta. Donacija je bila namenjena šolanju tibetanske deklice Tashi Lhamo v okviru ustanove Tibetan Children's Village. Pobudnica akcije je svetovna popotnica Benka Pulko.

Mednarodna matematična olimpijada

Podprli smo mednarodno matematično olimpijado, ki je potekala že 47. leto. Tekmovanja se je udeležilo 600 tekmovalcev iz 100 držav. Organizacijo tekmovanja in spremljevalnih dejavnosti je prevzelo Društvo matematikov, fizikov in astronomov Slovenije. Namen olimpijade je odkrivanje in spodbujanje matematično nadarjenih mladostnikov z vsega sveta, ustvarjanje priložnosti za izmenjavo informacij o šolskih sistemih in praksah ter krepitev mednarodnih prijateljskih odnosov.

Dnevi poezije in vina Medana

Poklon kulturi že drugo leto zapored izražamo z generalnim pokroviteljstvom festivala Dnevi poezije in vina. Že deseto leto so se v Medani v Goriških Brdih srečali vrhunski pesniki in drugi umetniki iz vse Evrope. Medano smo za en teden spremenili v evropsko pesniško prestolnico. Obiskovalcem smo ponudili brezplačno povezavo s svetom, organizirali nepozabno zaključno druženje ter omogočili tudi nagradni natečaj Si.pesnik, v katerem so lahko sodelovali vsi uporabniki mobilne telefonije.

independent photojournalism and the free flow of information. The photography exhibition featured approximately 200 awarded photographs from all over the globe, judged by an independent international jury.

“The Night of A Thousand Dinners”

We donated funds to organize the charity event “Night of a Thousand Dinners”, with the proceeds going to an international foundation for demining and helping the victims of landmines. The organization helps to relieve the consequences of landmines in South East Europe, and strives to raise awareness about landmine pollution in the world.

Lions Ski Open 2006

We donated funds to the Lions Club Bled Golf to help them organize a charity event called Lions Ski Open 2006. At the event, the club raised funds for the Association of Paraplegics of Gorenjska for buying a motorised stair climber. The Association of Paraplegics of Gorenjska is one of the nine associations in Slovenia that help disabled persons with spinal injuries. Most of their members are wheelchair-bound for life. The stair climber is used to help the recently disabled who live in inappropriate apartments.

“Believe in Yourself and Conquer the World”

We gave a girl from the other side of the world a chance to dream. The donation went towards schooling a young Tibetan girl named Tashi Lhamo in the Tibetan Children's Village Foundation. The initiator of this campaign was Benka Pulko, a Slovene world traveller.

The International Mathematical Olympiad

We supported the 47th International Mathematical Olympiad. The competition and accompanying activities, organized by the Slovene Association of Mathematicians, Physicists and Astronomers, had 600 participants from 100 countries. The aim of the Olympiad is to discover and stimulate young math whizzes from all over the world, create opportunities for exchanging ideas about educational systems and practices, as well as strengthen international friendships.

The Medana Days of Poetry and Wine

For the second year in a row, we gave a nod to culture by being the general sponsor of the Medana Days of Poetry and Wine festival. The best poets and other artists from all over Europe met in Medana in Goriška Brda for the tenth consecutive year. For a week,

Uporaba mobilnega telefona med vožnjo avtomobila

V sodelovanju s Svetom za preventivo in varnost v prometu smo izpeljali osveščevalno akcijo, v kateri smo voznike opozarjali na nevarnost uporabe telefona med vožnjo.

Za gluhe in naglušne

Pripravili smo poseben naročniški paket, ki je prilagojen uporabi ljudi s slušnimi okvarami. Z njim omogočamo slušno prizadetim uspešno premagovanje pogovornih ovir. Paket vključuje ugodnejšo in udobnejšo pisno mobilno komunikacijo prek sporočil SMS in elektronske pošte.

Ostale donacije

V preteklem letu smo pomagali Društvu študentov invalidov Slovenije pri financiranju projekta plavanja in rehabilitacije študentov invalidov s težjo stopnjo invalidnosti, ki študirajo na fakultetah Univerze v Ljubljani in Mariboru. Donirali smo še sredstva za postavitve igral na otroškem igrišču Turističnega in vaškega društva Podgora in za organizacijo dejavnosti Športnega društva Medicus.

SMS donacije

Poleg donacij omogočamo človekoljubnim organizacijam uporabo storitve SMS Donator. S tem omogočamo zbiranje sredstev v dobrodelne namene. Z vsakim sporočilom SMS, ki ga Si.mobilovi uporabniki pošljejo na številko 1919, donirajo 230 SIT. V Si.mobilu smo se pri tej storitvi odrekli prihodkom od poslanih sporočil in zbrana sredstva v celoti izročimo dobrodelni organizaciji, ki organizira zbiranje.

V letu 2006 smo z SMS donacijami sodelovali v številnih humanitarnih projektih. Mestna Zveza prijateljev mladine Ljubljana in Radio HIT sta organizirala donatorsko akcijo za pomoč osnovnim šolam pri nadgradnji informacijske tehnologije. Ustanova Piters Foundation, ustanovljena za pomoč žrtvam nasilja v družini in zasvojenosti igralništva, je pobudnik akcije, katere izkupiček je namenjen zaustavitvi nasilja v družinah oziroma pomoč ljudem. Sklad Plamen dobrote je bil ustanovljen za pridobivanje prostovoljnih denarnih prispevkov, namenjenih pomoči žrtvam nasilja, zlorabe in trpinčenja.

Pomagamo skladu Hipokrat, ki je bil ustanovljen z namenom zbiranja donacij za pomoč pri nakupu

Medana became the European capital of poetry. We gave the visitors a free connection to the world, organized an unforgettable going away party, and launched the Si.pesnik (Si.poet) competition for all mobile telephony users.

Using the Mobile Phone While Driving

Together with the Council for Injury Prevention and Safety in Traffic we carried out an awareness campaign alerting drivers to the dangers of using a mobile phone while driving.

For the Deaf and Hard of Hearing

We prepared a customized subscriber package, tailored to the needs of people with hearing disabilities. This was our way of helping people with such disabilities to overcome communication obstacles. The package enables more comfortable and affordable written communication through SMS messaging and e-mail.

Other Donations

Last year, we assisted the Slovene Association of University Students with Disabilities in financing their project of swimming and rehabilitation for students with serious disabilities. We donated funds to The Tourist and Village Association of Podgora for the construction of a children's playground and for various activities to the medical workers sports association Medicus.

SMS Donations

In addition to funding various charities we also enable humanitarian organizations to use the SMS Donator service. This way, we enable the collection of funds for humanitarian drives. With each SMS message Si.mobil's users send to the number 1919, they donate SIT 230. Si.mobil waives all fees from these messages and donates all of the collected proceeds to the charity organization.

In 2006, we collaborated in various humanitarian projects. The Friends of Youth Association in Ljubljana and Radio HIT organized a donation campaign to help elementary schools upgrade their information technology. The Piters Foundation, helping victims of domestic violence and people with gambling addiction, started a fundraising campaign with the aim of stopping domestic violence and helping people. The Plamen dobrote (Flame of Kindness) Fund was established to raise donations to help victims of violence, abuse and torture.

posebne medicinske opreme, ortopedskih pripomočkov in za skrajšanje čakalnih dob za izbrane zdravstvene storitve v Sloveniji. Društvo Kros in Delo Revije sta pobudnika akcije za zbiranje sredstev za dograditev otroškega oddelka za rehabilitacijo otrok na Inštitutu za rehabilitacijo. Pomagali smo Društvu ledvičnih bolnikov Posočja v akciji za pomoč pri izgradnji dializnega centra v Posočju. Klinični center Ljubljana zbira sredstva za aparaturo CT. Zbiramo sredstva za društvo Rdeči noski. V sodelovanju z revijo Jana smo v okviru izbora Slovenke leta omogočili zbiranje sredstev za šolo v naravi slovenskih otrok.

Pomagali smo Unicefu, Rdečemu križu in Karitasu v skupni akciji za pomoč prebivalcem Darfurja. Rdeči Križ je ob katastrofalnem potresu, ki je prizadel Pakistan, organiziral akcijo za pomoč žrtvam potresa v Pakistanu. V sodelovanju s slovenskim Karitasom smo zbirali sredstva za razvoj mladih ljudi v Ruandi, Kongu in Burundiju ter sredstva za pomoč v stiski družinam in posameznikom iz Slovenije. Z Unicefom Slovenije smo zbirali sredstva za pomoč prizadetim otrokom po svetu in pomagali pri izobraževanju tibetanskih deklet v izgnanstvu.

We aid the Hipokrat Fund in collecting funds for the purchase of medical equipment and orthopaedic aids. The fund's purpose is also to reduce the waiting periods for selected medical services in Slovenia. The Kros Association and the Delo revije publishing house started a fundraising drive to expand the children's ward of the Institute for Rehabilitation. We helped the Association of Patients with Kidney Disabilities in Posavlje in their fundraising campaign to build a dialysis centre in Posočje. Klinični center Ljubljana hospital is raising funds for a CT scanner. We collect funds for the Rdeči noski (Red Noses) association. We worked with the Jana magazine to raise funds to help children go to summer nature school.

We helped Unicef, Red Cross and Caritas in a joined fundraising drive to help the people of Darfur. Red Cross organized a fundraising campaign to help the victims of the earthquake in Pakistan. In cooperation with the Slovene catholic charity Caritas, we raised funds for the development of young people in Rwanda, the Republic of Congo and Burundi, as well as funds to help Slovene families and individuals in need. In cooperation with the world traveller Benka Pulko, we raised funds for educating Tibetan girls in exile.

B. Uporabniku prijazni

Prijazen je tisti, ki zna najprej poslušati in nato pomagati. Prijaznost zahteva dobrega poslušalca in spretnega pomočnika. V svetu mobilne telefonije pa mora biti prijaznost hitra, natančna in vedno dostopna. Svojo odgovornost do uporabnika uresničujemo z razvojem usposobljenih kadrov in s široko ponudbo uporabniku prijaznih storitev.

Komunikacija je osnova medčloveških odnosov. Boljše kot je razumevanje, boljši je naš odziv. Vsaka beseda šteje. Zato smo v letu 2006 pripravili komunikacijske treninge za vse oddelke v naročniškem sektorju. S komunikacijskim priručnikom smo zagotovili visoko raven kakovosti odgovorov na klice in hkrati omogočili enoten pristop do strank. V bodoče bodo "Vodila pogovorov" postala osnova za vse treninge mehkih komunikacijskih veščin. V preteklem letu smo v sodelovanju z zunanjima agencijama Vernar Consulting in Glotta Nova opravili treninge mehkih komunikacijskih elementov. Ker je pri komunikaciji s strankami izjemno pomembno poznavanje izdelkov, smo uvedli "e-testiranje". To je program, s katerim preverjamo znanje agentov v klicnem centru o ponudbi. Rezultati nam pomagajo odkrivati pomanjkljivosti, ki jih odpravljamo z vodenimi treningi v naročniški službi.

B. User-friendly

To be friendly, one first has to listen and then help. Friendliness demands a good listener and an able assistant. In the world of mobile telephony, friendly service should be quick, precise and always available. We are delivering on our responsibility to our customers by constantly developing our human resources and offering a broad range of customer-friendly services.

Communication is the foundation of human relations. The better we understand our customers, the better we can respond. Every word counts. In 2006, we organized communications training courses for all departments managing subscriber relationships. We created a communications manual to ensure the high quality of service and establish a unified approach to customers. In the future, the "Conversation Guidelines" will be the basis for all training of soft communication skills. In the past year, we carried out communication training courses by working with Vernar Consulting and Glotta Nova. Since product knowledge is an integral part of communicating with customers, we also introduced "e-testing". It is an application we use to test our agents' product knowledge. The results help us to identify weak points that we can eliminate with guided trainings for the employees in the Customer Service.

V oddelku reklamacij si prizadevamo zmanjšati število nezadovoljnih strank in izboljšati vse naše storitve. Vsako pomanjkljivost poskušamo odpraviti v najkrajšem možnem času. Zato smo v preteklem letu izboljšali nekatere dodatne aktivnosti. Uvedli smo segmentirano reševanje zahtevkov oziroma reklamacij, pošiljanje sporočil SMS za prejete reklamacije po pošti in faksu ter brezplačno pošiljanje posebnih položnic. Zaživele so nove ravni sodelovanja med sektorji za hitro in kakovostno reševanje določenih tipov reklamacij. Okrepili smo mnoge preventive ukrepe. Z metodami upravljanja z reklamacijami (Complaints management) smo podrobno analizirali vse reklamacije in jih natančno obdelali na ravni podjetja.

C. Skrb za okolje

Vsi živimo v okolju, ki ga ustvarjamo, in v tem okolju bodo živeli tudi tisti, ki pridejo za nami. S to odgovornostjo v mislih se v Si.mobilu odločamo pri vseh naših poslovnih usmeritvah. Smo aktivni člani Foruma o elektromagnetnih sevanjih (EMS). Forum je strokovni projekt, ki skrbi za objektivno, nepristransko in strokovno podprto komuniciranje najnovejših znanstvenih stališč glede možnih vplivov elektromagnetnih sevanj na ljudi in okolje. Naša 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 konstruktivnejše sporazumevanje javnosti s ponudniki storitev.

Dosledno spoštujemo kodeks dobre prakse o umeščanju virov elektromagnetnih sevanj v prostor, ki smo ga na pobudo Foruma EMS podpisali z nekaterimi drugimi podjetji. Kodeks izboljšuje pretok informacij pri umeščanju virov EMS v prostor. S pozitivnim pristopom postavlja dobro osnovo za sodelovanje različnih javnosti, vladnih in nevladnih organizacij, ponudnikov storitev ter stroke.

Pri postavljanju baznih postaj si v Si.mobilu prizadevamo za uresničevanje vseh točk podpisanega kodeksa. V letu 2006 smo postavili 46 novih baznih postaj. Skupno razpolagamo s 509 baznimi postajami. Redno izvajamo meritve EMS, ki so potrebne za pridobitev uporabnega dovoljenja. Preko Foruma EMS prispevamo k boljši obveščenosti in seznanjanju lokalnega prebivalstva z učinki elektromagnetnega sevanja.

In our complaints department, we are working hard to reduce the number of unsatisfied customers and improve our services. We are trying to eliminate every deficiency in the shortest possible time. In order to improve our responsiveness, we streamlined some of our business processes. We implemented a segmentation approach to query and complaint resolution, started sending SMS confirmations for mailed and faxed complaints and began sending invoices without additional charges. We also established interdepartmental collaboration to facilitate the resolution of certain types of complaints. We strengthened several preventive measures. Using complaints management methods we analysed all complaints in detail and carefully resolved them on the company level.

C. Environmentally Friendly

We all live in the environment we create and it is this environment that the next generations will inherit. This responsibility underpins all Si.mobil's business decisions. We are an active member of the EMS Forum, a professional project that provides objective, impartial and expert communications on the latest scientific evidence about possible impact of electromagnetic radiation on people and the environment. Our vision is to help society recognize and understand potential health and environment risks of electromagnetic radiation. Within the Forum, we help shape and communicate expert opinions that enable a constructive debate between service providers and the general public.

We consistently follow the good practices of incorporating the electromagnetic radiation sources into the environment as defined in the codex signed by member organizations of the EMS Forum. The codex is designed to facilitate the flow of information regarding the use of electromagnetic radiation sources in the environment. Together with a positive approach it provides a good foundation for the collaboration between the general public, governmental and non-governmental organizations, service providers and expert organizations.

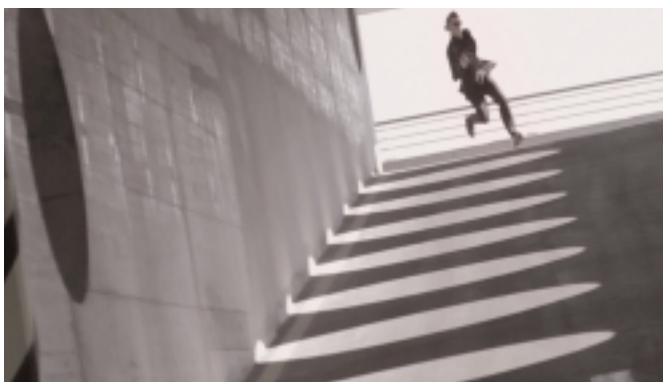
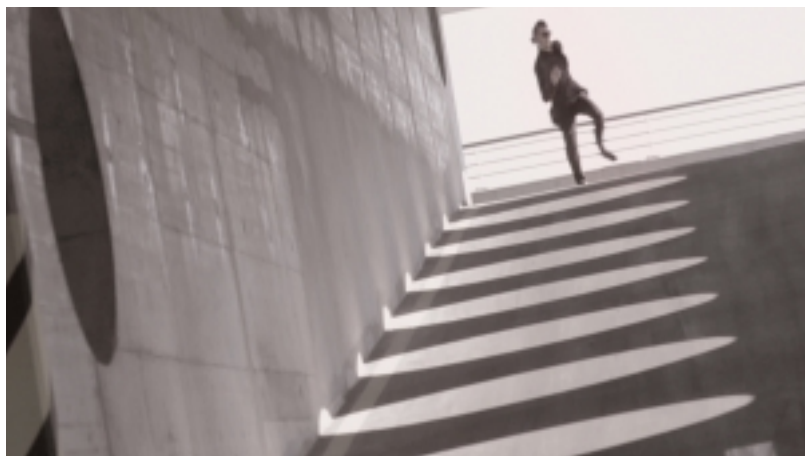
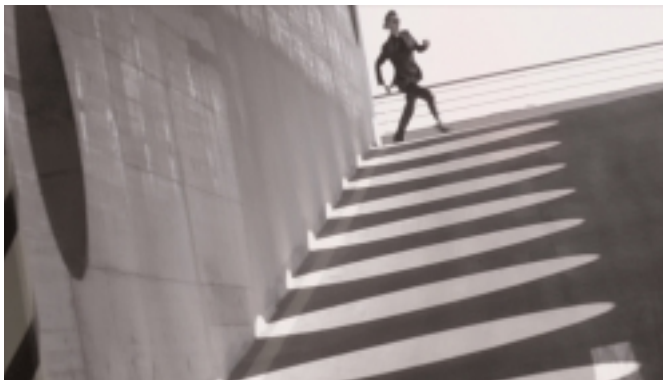
When building new base stations, Si.mobil is striving to follow all of the practices described in the codex. We built 46 new base stations in 2006 and we now operate 509 base stations in Slovenia. We are constantly measuring electromagnetic radiation to achieve compliance. By participating in the EMS Forum, we are actively informing the local population about the effects of electromagnetic radiation.



Finanční vtisi Financial Impressions

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Poslovno poročilo za leto, ki se je končalo 31. decembra 2006
Management Report for the year ended 31 December 2006

V središču naših dejavnosti so bili tudi v letu 2006 uporabniki. Prizadevanja smo usmerili v nove izdelke in storitve za enostavne komunikacije ter vlagali v obstoječe in nove tehnologije. Na tej podlagi smo nadaljevali z razvojem naše organizacije, da bi si zagotovili vodstvo v komercialni ponudbi za uporabnike. Uporabniki so to prepoznali in sprejeli, kar je postalo temelj za krepitev našega položaja na trgu ter porok pozitivnega razvoja prihodkov in dobička v prihodnosti.

Kot del močne skupine mobilkom austria smo nadaljevali z izkoriščanjem sinergij pri zagotavljanju najboljše uporabniške izkušnje. Ta prizadevanja še dodatno krepili naše strateško partnerstvo z Vodafonom. Na ta način smo lahko ponudili izdelke, storitve in dostop do omrežij, ki so na voljo mednarodno ter uresničili svoj cilj, da z močjo komunikacije brez meja obogatimo življenja naših uporabnikov.

Poslovni rezultati v letu 2006

Strateška usmeritev. V letu 2006 je Si.mobil nadaljeval s strategijo, v kateri zadovoljstvo uporabnika postavljamo v središče našega delovanja. Naša vizija – obogatitev življenja z močjo mobilnih storitev brez meja – se uresničuje v okviru skupine mobilkom austria in strateškega partnerstva z Vodafonom.

V letu 2006 smo se usmerili na tri osnovna področja, ki nam zagotavljajo zdravo rast – povečanje števila naših uporabnikov s krepitvijo cenovnega vodstva s paketi Smart, izkoriščanje skupinskih sinergij globalnega izdelka Vodafone live! in nadaljnji razvoj našega poslovnega modela. Poslovni model se kaže v bolj vitki organizaciji in nujenju storitev za uporabnike s poudarkom na upravljanju stroškov, ki so odločilnega pomena za uspešno cenovno vodstvo.

Customers continued to be the centre of our activities throughout 2006. We have focused our efforts in providing new products and services to meet the needs for simple, easy to use communication, invested in existing and new technologies and continued to build our organization around this to ensure the leading edge in commercial offer for our customers. Customers recognized and accepted this and this was the basis for strengthening our market position and ensured further positive developments in revenues and earnings.

Being part of strong mobilkom austria group we continued to exploit synergies in providing best user experience to our customers further supported by our strategic partnership with Vodafone. Combination of this has enabled us to provide cross border products, services and networks and thus reaching our goal of enriching the lives of our customers with the power of borderless communication.

Performance in 2006

Strategic orientation. In 2006 Si.mobil continued with its strategy where we put user satisfaction into the centre of our activities. Our vision – enriching life with the power of borderless mobile services – is being realized in the context of the mobilkom austria group and the strategic partnership with Vodafone.

In year 2006 we focused on three basic streams that ensured healthy growth – increasing our customer base by strengthening price leadership with the Smart price plans, exploiting group synergies with Vodafone live! global product and further developing our business model resulting in lean organisation and providing services to our customers with special care to cost management, which are crucial for our successful price leadership.

Pregled leta 2006 se je izkazalo kot razburljivo in izzivov polno leto, v katerem smo lahko pokazali svojo moč in zrelost za soočenje s temi izzivi. Za leto smo si postavili visoke poslovne cilje – nadaljevanje rasti števila uporabnikov, izkoriščanje sinergij s skupino mobilkom austria ter nadaljnji razvoj našega poslovnega modela in organizacije, da bi se pripravili na izzive prihodnosti. Rezultat naše jasne usmeritve so novi ali izboljšani izdelki in storitve, ki smo jih ponudili uporabnikom, izboljšanje kakovosti omrežja ter nadaljnje zagotavljanje najboljših ponudb našim uporabnikom.

V začetku leta 2006 je bila na slovenskem trgu uvedena prenosljivost mobilnih števil. Od storitve smo veliko pričakovali. Kljub neprijaznemu obveznemu glasovnemu uvodu se je storitev izkazala za uspešno. Od skupno skoraj 21.000 prenesenih števil jih je bilo 70% prenesenih na omrežje Si.mobil – Vodafone.

V prvi polovici leta 2006 smo od Vege, tretjega operaterja GSM na trgu, ki se je odločil za umik, odkupili 135 lokacij. Gre za rezultat dolgotrajnih pogajanj s prodajalcem, pri katerih smo si za cilj postavili, da pridobimo tiste lokacije, ki bi nam lahko pomagale pri izboljšanju kakovosti storitev in povečanju pokritosti za naše uporabnike. Lokacije smo kupili s popustom in se odločili, da jih razvijemo sami.

V začetku julija smo uvedli nov sistem za obračunavanje storitev. Sprememba je bila potrebna zaradi rasti števila uporabnikov ter izdelkov in storitev, ki jih ponujamo. Da bi pridobili visoko strokoven podporni sistem, obširen nabor znanj in izkušnje, smo za ponudnika sistema izbrali Amdocs. S tem smo vzpostavili zanesljiv temelj za prihodnji razvoj. Zaradi pomembnosti in morebitnega vpliva sistema na naše poslovne rezultate smo naročili neodvisno revizijo tega informacijskega sistema, ki je brez zadržkov potrdil njegovo kakovost in upravičenost.

V avgustu smo v sodelovanju s partnerjem Mercator d.d. trgu predstavili novega prodajalca predplačniških storitev, ki deluje pod blagovno znamko M mobil. Gre za storitev, ki dopolnjuje obstoječo storitev HALO in je v Sloveniji dostopna v okviru maloprodajne verige podjetja Mercator.

Septembra smo sodelovali na javnem razpisu za UMTS koncesijo in jo pridobili za naslednjih 15 let. Gre za nov pomemben korak za Si.mobil, usmerjen v izpolnjevanje pričakovanih uporabnikov in potreb po storitvah za hiter prenos podatkov.

Pomemben mejnik za podjetje je bil slovenski vstop v monetarno unijo in uvedba evra 01.01.2007. Si.mobil je

Overview of the year. Year 2006 turned out to be a year of excitement and challenges, where we were able to show our strength and maturity in raising to those challenges. We set ourselves high business targets for the year – continue the customer base growth, further exploit the synergies with mobilkom austria group and further develop our business model and organization to prepare us for the challenges of the future. Our clear focus resulted in number of new or enhanced products and services we offered to our customers, increased quality of our network and continuing best offers to customers.

In the beginning of 2006 mobile number portability (MNP) was introduced on the Slovene market. We had high expectations from this service, which despite inconvenient obligatory voice introduction turned out to be a success for us. Out of almost 21,000 ported numbers, 70% were ported to Si.mobil network.

In the first half of 2006, we purchased 135 sites from Vega, third GSM operator on the market, who decided to exit the market. This was a result of long negotiation with the seller where our target was to obtain those sights that could help us in increasing the quality and coverage experience for our customers.

At the beginning of July we implemented a new billing system. The need for this change was arising from the fact of growing customer base and number of products and services we offer. To obtain highly professional supporting system, strong know-how and experience we decided for Amdocs as a provider of the system. By doing so, we have ensured a stable and accountable base for future development. Due to importance and potential influence of the billing system to our financial result we ordered an independent audit of this information system which resulted in an unqualified opinion reassuring us the quality and accountability of the system.

In August we introduced together with our partner Mercator d.d. a new reseller of prepaid services on the market performing under the brand M mobil. This is a complementary offer to existing Halo service and is on sale through Mercator retail chain in Slovenia.

In September we participated on UMTS tender and as a result we obtained a licence for the next 15 years. This is the next important step for Si.mobil again with the focus of meeting customer expectations and needs for high speed data transfer services.

An important milestone towards the end of 2006 was Slovene entry into monetary union and introduction of euro currency as of 01 January 2007. Si.mobil has

za ta prehod uspešno prilagodil vse podporne sisteme.

Izbrani dejavniki poslovanja. Celotni poslovni prihodki so v letu 2006 dosegli 29.911 milijonov SIT, kar predstavlja močno, 28-odstotno rast glede na leto 2005. Rast izvira iz povečanja prihodkov od gostovanja uporabnikov v našem omrežju (+18%), prihodkov iz medomrežnega povezovanja (+26%) ter prihodkov iz naslova prodaje storitev in blaga uporabnikov (+40%).

Poslovni izid iz poslovanja pred amortizacijo (EBITDA) je dosegel 8.371 milijonov SIT in je občutno višji (+34%) kot leta 2005. Pozitivni razvoj je rezultat višjih prihodkov in pristopa k upravljanju podjetja, kjer se je nadaljeval proces usklajevanja stroškov in organizacije s prihodki. Si.mobil je leto zaključil s pozitivnim poslovnim izidom poslovanja (EBIT) v višini 925 milijonov SIT. Čisti dobiček je pozitiven in znaša 2.235 milijonov SIT, s čimer smo presegli svoje načrte.

Konec leta 2006 je imel Si.mobil 420.887 uporabnikov in 24,9-odstotni tržni delež na trgu mobilnih komunikacij GSM, s čimer je drugi največji mobilni operater v Sloveniji. Delež pogodbenih uporabnikov predstavlja 57,5 odstotka vseh uporabnikov. Slovenski trg je zasičen in zato raste počasneje. Kljub temu je podjetje v letu 2006 doseglo rast na področju števila uporabnikov, ravno tako pa je upadel tudi odstotek prekinitve naročniških razmerij.

Povprečen prihodek na uporabnika (ARPU) se je v primerjavi s prejšnjim letom povečal za 20,7 odstotka in je znašal 4.880 SIT. Si.mobil je skozi celo leto beležil rast pri večini nefinančnih kazalcev, ki so prispevali k močni rasti finančnih rezultatov ter tako potrdili pravilnost strateške usmeritve v močno in kakovostno naročniško bazo, privlačno ponudbo in racionalen poslovni model s posebnim poudarkom na strukturi stroškov.

Odnosi z lastniki. V letu 2006 je mobilkom austria s pridobitvijo preostalega deleža podjetja od manjšinskih delničarjev ponovno povečal lastniški delež v Si.mobilu. Po pridobitvi deleža je bil mobilkom austria konec leta stoo odstotni lastnik Si.mobila.

Preko svojega lastnika mobilkom austria je Si.mobil član podjetja Telekom Austria AG. Telekom Austria AG kotira na dunajski in newyorški borzi. Od leta 2006 naprej skupina Telekom Austria poroča po Mednarodnih Standardih Računovodskega poročanja (MSRP). Telekom Austria pripravlja konsolidirane računovodske izkaze v skladu s temi računovodskimi usmeritvami in standardi. Zaradi tega Si.mobil pripravlja računovodske podatke za potrebe

successfully adopted all supporting systems to this change.

Key Indicators. Total operating revenues in 2006 reached 29,911 million SIT showing strong growth of 28% compared with 2005. This increase is driven by an increase of roaming revenues (+18 %), interconnection revenues (+26 %) and revenues from sales of services and goods to our customers (+40 %).

EBITDA reached 8,371 million SIT and is significantly higher (+34%) compared to 2005. The positive development is attributable to the increased revenues, but also to management continuing the process of matching our costs and organisation to the earnings. Si.mobil ended the year with positive EBIT in amount of 925 million SIT. Net income was positive at 2,235 million SIT, and better than planned.

At the end of 2006 Si.mobil had 420,887 customers and a market share of 24.9% of the GSM mobile communications market, making it the second largest mobile operator in Slovenia. The contract customer base accounts for 57.5% of the total customer base. The Slovene market is perceived to be saturated and is therefore growing at slow rate. However, during 2006, the company has achieved positive developments within its subscriber base as well as a decrease the churn rates.

The average revenue per user (ARPU) grew by 20.7% with regard to the previous year, and is now at SIT 4,880. Si.mobil has shown improvement in the majority of non-financial indicators throughout 2006 resulting in strong growth in financial results, which confirms strategic directions resulting in strong, quality customer base, attractive offerings and a rational business model with special focus on our structure of costs.

Ownership relations. In 2006 mobilkom austria has further increased its share in Si.mobil by obtaining the remaining share of the company from minority shareholders. As a result mobilkom austria is a 100% owner of Si.mobil at the end of 2006.

Through its owner, mobilkom austria, Si.mobil is a member of Telekom Austria AG. Telekom Austria AG is listed on the Vienna stock exchange and New York Stock Exchange (NYSE). From 2006 leading reporting standards for the Telekom Austria are IFRS and its consolidated financial statements are prepared in accordance with these accounting and reporting principles. As a result, Si.mobil prepares financial information for group consolidation purposes in accordance with the accounting instructions and

konsolidacije računovodskih izkazov v skupini na podlagi notranjih računovodskih usmeritev in navodil, ki podjetju Telekom Austria AG omogočajo pripravo konsolidiranih računovodskih izkazov v skladu s pravili MSRP. Te usmeritve in priporočila se prav tako uporabljajo v našem direktorskem informacijskem sistemu in za namene načrtovanja in napovedi.

guidelines, internal to the group, which ultimately allow Telekom Austria AG to prepare its IFRS consolidated financial statements. These instructions and guidelines are also used in our management information system and for the purpose of planning and forecasting.

Podatki v spodnji tabeli so izvleček iz našega internega poročevalskega paketa za leto 2006, pripravljenega za podjetje mobilkom austria v skladu z navodili in usmeritvami MSRP.

The financial information in the below table is an extract from our internal reporting package for 2006, which was prepared in accordance with the mobilkom austria IFRS Accounting Instructions.

V milijonih SIT in million SIT	Celotni poslovni prihodki • Total operating revenues	Poslovni izid iz poslovanja • EBITDA	Poslovni izid iz poslovanja pred amortizacijo • EBIT	Čisti poslovni izid • Net income
Slovenski računovodski standardi 2006 • Slovene Accounting Standards 2006	29.911	8.371	925	2.235
Razlike v obravnavi stroškov pridobivanja naročnikov – prilagoditve • Difference in treatment of subscriber acquisition costs – adjustment	0	-348	-348	-348
Razlike v obravnavi stroškov pridobivanja naročnikov – prerazporeditve • Difference in treatment of subscriber acquisition costs – reclassification	2.240	-2.240	0	0
Prilagoditev kratkoročno odloženih davčnih terjatev za davke • Deferred tax assets adjustment	0	0	0	-275
Prilagoditev amortizacije • Depreciation/amortization adjustment	0	0	2.010	2.010
Druge prilagoditve • Other adjustments	-471	35	91	88
Navodila in usmeritve MSRP podjetja mobilkom austria 2006 • mobilkom austria IFRS guidelines 2006	31.680	8.058	2.678	3.710
Navodila in usmeritve MSRP podjetja mobilkom austria 2005 • mobilkom austria IFRS guidelines 2005	24.408	5.949	1.073	2.540

Več informacij o navodilih in usmeritvah MSRP za podjetje mobilkom austria je na voljo v uradnem letnem poročilu za 2006, ki ga je objavila skupina mobilkom austria na spletni strani www.mobilkom.at

For more information on the mobilkom austria IFRS guidelines and application, we refer to the official annual report for 2006 published by the mobilkom austria group and available on www.mobilkom.at.

Novi izdelki in storitve. Nadaljevali smo z izboljševanjem in dodajanjem novih vsebin na Vodafone live!, kar je prispevalo k občutni rasti uporabe podatkovnih vsebin. Število uporabnikov storitev GPRS se je v primerjavi s prejšnjim letom povečalo za 40,5 odstotka na 73.859, hkrati pa se je uporaba večpredstavnega sporočanja (MMS) povečala za 54,5 odstotka. Z vsemi temi dejavnostmi se je povečala uporaba podatkovnih storitev, ki sedaj predstavljajo 20,25 odstotka prihodkov od pogovorov, kar je 3,55 odstotka več kot v letu poprej.

New products and services. We continued enhancement and addition of new content to Vodafone live!, which brought a noticeable growth of data contents usage. The number of GPRS users increased by 40.5% compared with previous year to 73,859, while the use of multimedia messaging (MMS) grew by 54.5%. With all of these activities, data services usage grew, and is now at 20.25% of airtime revenues, which is 3.55 percentage points more than a year ago.

Storitev Predigra smo nadgradili z različnimi časovnimi intervali izbranih melodij ter nadgradili in izboljšali mobilno storitev GPS Si.Navigator, ki je na voljo na izbranih mobilnih telefonih. Svojim

We enhanced our service Predigra with different time intervals of selected ringback tones and enhanced and improved our Si.Navigator, mobile GPS service on selected mobile phones. We introduced SMS missed call info service, enabling our customers to be notified of missed calls with SMS information.

uporabnikom smo predstavili informacijsko storitev obveščanja o zgrešenih klicih preko sporočil SMS.

Za svoje predplačniške uporabnike smo uvedli storitev Halo polni, ki jim omogoča polnjenje računov z uporabo kreditnih kartic in e-bančnih storitev ali prek obstoječih naročniških računov. Prav tako smo predstavili storitev Mail posrednik, ki manj zahtevnim uporabnikom nudi osnovne e-poštne storitve.

Kot smo že omenili, je bila na začetku leta uvedena storitev prenosljivosti, ki se je za Si.mobil izkazala za uspešno.

Na podlagi dobrih rezultatov prejšnjih akcij smo razširili ponudbo Orto Smart, namenjeno mlajšim uporabnikom starim od 15 do 30 let. Glavna prednost te tarife so nizke cene sporočil SMS (5 SIT), ki so med mladimi zelo priljubljena, ter cene Smart za druge glasovne in podatkovne storitve. V zadnjem četrtletju smo za to tarifo dodali začasno ponudbo brezplačnih klicev znotraj omrežja.

Prav tako smo odprli nov prodajni center v zabaviščnem centru Arena Vodafone live! in prenovili nekatere obstoječe prodajne centre, da bi izboljšali uporabniško izkušnjo. Predstavljen je bil nov koncept trgovine Si.mobil – Vodafone LAB. V na novo oblikovanih trgovinah lahko naši uporabniki doživijo in preizkusijo najboljše mobilne izdelke in storitve, ki jih ponuja Si.mobil. Konec leta smo imeli v svojem prodajnem omrežju 8 lastnih trgovin in več kot 1400 prodajnih mest.

Spremembe v poslovodstvu

Avgusta 2006 je Zoran Thaler odstopil s položaja predsednika uprave, zato je bila imenovana nova uprava. Andreas Maierhofer, ki je bil prej član uprave, je bil imenovan na položaj predsednika uprave, Milan Zaletel, prej finančni direktor in prokurist, je postal član uprave. Dejan Turk, prej direktor marketinga in prodaje, je bil prav tako imenovan za člana uprave.

Zoran Thaler je bil imenovan za člana nadzornega sveta podjetja Si.mobil d.d.

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 austria družbi Si.mobil zaračunava tudi stroške opravljenih poslovodskih in tehničnih storitev.

For our prepaid users we introduced Halo polni service that enables users to charge their accounts by credit cards, e-banking services or through existing postpaid accounts. We also introduced Mail posrednik service that enables basic email service to less demanding customers.

As mentioned above mobile number portability service, which was a success for Si.mobil, was introduced at the beginning of the year.

Following good results from previous campaigns we extended the Orto Smart offer, aiming at youngsters, from 15 up to 30 years of age. The main advantage of this tariff are low SMS prices (5 SIT), which are very popular among youth and in addition Smart prices for other services voice and data. In the last quarter we added a temporary offer of free on-net calls for this tariff.

We also added a new shop in Arena Vodafone live! and renovated some of the existing shops and improved customer experience. A new shop concept Si.mobil – Vodafone LAB was introduced. In newly designed shops our customers can experience and test the best mobile products and services Si.mobil has to offer. At the end of the year we had 8 own shops and more than 1,400 points of sale through our dealer network.

Management changes

In August 2006 Zoran Thaler, Chief executive officer, resigned from his position. As a result new management board was nominated. Andreas Maierhofer, previously Chief operating officer, was appointed as Chief executive officer. Milan Zaletel, previously Finance director and procurator, was appointed as Chief financial officer and Dejan Turk, previously Marketing and Sales director, was appointed as Chief marketing officer.

Zoran Thaler was appointed as a member of the Supervisory Board of Si.mobil d.d.

Related party transactions

As part of the company's legal organisation structure and 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.

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

Načrti za prihodnost

Kot že rečeno, smo v letu 2006 nadaljevali z implementacijo svoje strategije, ki se osredotoča na rast in ohranjanje števila naročnikov s cenovnim vodstvom pri tarifah Smart ter z najboljšimi izdelki in storitvami za uporabnike.

Naša zavezanost zagotavljanju izboljšanih storitev za naše uporabnike je jasna. Ker smo del skupine mobilkom austria, največje skupine mobilnih operaterjev v srednji Evropi, se od nas pričakujejo rast in odlični poslovni rezultati. Ta pričakovanja se niso spremenila, kar pomeni, da bo za nas leto 2007 pomembno. Pozitivni trendi v poslovnih rezultatih so temelj za bodoči razvoj. Naša pričakovanja glede regulatorja trga so še vedno visoka. Upamo, da bomo v letu 2007 v celoti deležni učinkov obljubljenе poštene konkurence in uveljavljanja tržnih pravil za vse udeležence na trgu. Naše strateške usmeritve ostajajo nespremenjene in nadaljevali bomo z njihovim uresničevanjem ter z delom za in z našimi uporabniki pri oblikovanju bodočih potreb, kakor tudi pri oblikovanju svoje prihodnosti. Sledili bomo svoji strateški usmeritvi z razvojem močne blagovne znamke, pridobivanjem novih naročnikov v ključnih segmentih ter višanjem vrednosti in uporabe naše baze uporabnikov.

Analize kažejo, da je trg GSM v Sloveniji zrel in bo zato v prihodnosti rasel počasneje. Napovedani so novi vstopi na trg, zato bo pod takšnimi pogoji na trgu postala konkurenca med ponudniki še bolj intenzivna. Zaradi tega bo v ospredju zadržanje obstoječih uporabnikov in pridobivanje novih, kar bo tudi glavni izziv za Si.mobil.

Ti elementi so bili vključeni v Si.mobilov srednjeročni poslovni načrt. Tudi v letu 2007 je pričakovana rast prihodkov in poslovnega izida poslovanja pred amortizacijo (EBIDTA).

Si.mobil nadaljuje z vlaganji v omrežje, naša vlaganja pa bodo usmerjena v izgradnjo omrežja UMTS in optimizacijo ter nadgradnjo obstoječega omrežja GSM. V primerjavi s prejšnjimi leti pričakujemo, da bodo vlaganja nekoliko višja.

Spremenjena računovodska načela

01. januarja 2006 je Si.mobil sprejel spremembe v Slovenskih računovodskih standardih (SRS), ki so vplivale na beleženje in merjenje premoženja in

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

Future plans

To reiterate, 2006 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.

Our commitment to delivering improved services to our customers is clear. Being part of the mobilkom austria group, the largest group of mobile operators in Central Europe, requires us also to show growth and excellent business performance. This expectation has not changed and 2007 will be an important year for us. The positive trends in financial results are the basis for further development. Our expectations from the regulator are still high and we hope to see the results of promised fair-play market conditions and following of market rules for all market players to come to full results in 2007. Our strategic directions are unchanged, we will continue to pursue them 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 the GSM market in Slovenia is mature and will therefore grow at a rather slow rate in the future. There are new market entries announced and 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.

These elements were built into Si.mobil's mid-term Business Plan. Growth of revenues and EBITDA is expected also in 2007.

Si.mobil will continue to invest in the network, our investments will be focused on building up the UMTS network and optimization and network upgrades of existing GSM network. Compared to previous years, in 2007 we expect investments to be slightly higher.

Changed accounting principles

With 01 January 2006 Si.mobil has adopted changes in Slovene Accounting Standards (SAS) that effected the recognition and measurement of assets and liabilities. There are two major changes as a result of

obveznosti. Zaradi tega je prišlo do dveh večjih sprememb: pri beleženju odloženih davkov in pri beleženju obveznosti za stroške razgradnje. Vse spremembe so predstavljene in podrobno pojasnjene v računovodskem delu tega letnega poročila.

Dogodki po datumu bilance stanja

Po datumu bilance stanja 31. 12. 2006 ni bilo poslovnih dogodkov, ki bi vplivali na računovodske izkaze za leto 2006.

Izjava posloводства

Uprava družbe je seznanjena z letnim poročilom za poslovno leto 2006 in ga je potrdila. Letno poročilo je pripravljeno v skladu s Slovenskimi računovodskimi standardi in Zakonom o gospodarskih družbah. Po našem mnenju so uporabljeni računovodski pristopi primerni in letno poročilo daje resnično vrednost izkazanih sredstev, obveznosti, finančnega položaja in rezultatov družbe v letu 2006.

Ljubljana, 09.02.2007

this: recognition of deferred taxes and recognition of assets retirement obligation. All changes are presented and explained in details in the accounting part of this annual report.

Subsequent events

Subsequent to 31 December 2006, there were no events affecting the company's result of operations and financial position as at 31 December 2006.

Management statement

The management board has considered and approved the Annual Report for 2006 of Si.mobil. The Annual Report has been prepared in accordance with the Slovenian Accounting Standards (2006) 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, 09 February 2007

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Andreas Maierhofer
Predsednik uprave

Milan Zaletel
član uprave

Dejan Turk
član uprave



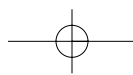
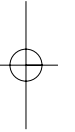
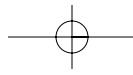
Andreas Maierhofer
Chief
Executive
Officer

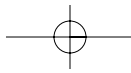
Milan Zaletel
Chief
Financial
Officer

Dejan Turk
Chief
Marketing
Officer

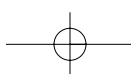
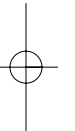
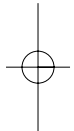








Računovodsko poročilo za poslovno leto, ki se je končalo 31. decembra 2006
Financial Statements for the year ended 31 December 2006



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, Slovenija, 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 06.02.1998.

Družba je bila ustanovljena dne 23. 12. 1997. 24. 05. 2006 je družba Mobilkom Beteiligungsgesellschaft mbH kupila še preostalih 7,81 % delnic od Iskratela in Medaljona ter tako povečala svoj lastniški delež v družbi Si.mobil z 92,19 % na 100 %. Lastniška struktura je bila na dan 31. 12. 2006 naslednja:

Delničar • Shareholder	Število delnic • No. of shares	Struktura • Structure
Mobilkom Beteiligungsgesellschaft mbH • Mobilkom Beteiligungsgesellschaft mbH	9.300.000	100,00%
Skupaj • Total	9.300.000	100,00%

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. SRG 97/07454 of 06 February 1998.

The Company was founded on 23 December 1997. On 24 May 2006 Mobilkom Beteiligungsgesellschaft mbH purchased the remaining 7.81% shares from Iskratel and Medaljon thus increasing its total share in the Company from 92.19% to 100.00%. As at 31 December 2006 the ownership structure was as follows:

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

Skrajšana firma glasi: Si.mobil d.d.

Osnovni kapital družbe: 9.300.000 TSIT

Matična številka: 1196332

ID za DDV: SI60595256

Šifra dejavnosti: 64.200

Velikost:
velika delniška družba po ZGD

Poslovno leto: koledarsko

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

Shortened company name: Si.mobil d.d.

Share capital: 9,300,000 TSIT

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.

1.1.4. Podatki o zaposlenih

- število zaposlenih na koncu poslovnega leta 2006 je znašalo 320 (konec leta 2005 304);
- povprečno število zaposlenih v poslovnem letu 2006 je znašalo 312;
- število zaposlenih po skupinah glede na stopnjo izobrazbe:

- 1. stopnja: 5
- 4. stopnja: 23
- 5. stopnja: 151
- 6. stopnja: 37
- 7. stopnja: 103
- 8. stopnja: 1

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.

1.1.4. Employees

- Number of employees as of 31 December 2006: 320 (as of 31 December 2005: 304)
- Average number of employees in 2006: 312
- Number of employees per level of education:

- 1st level: 5
- 4th level: 23
- 5th level: 151
- 6th level: 37
- 7th level: 103
- 8th level: 1

2. Revizorjevo poročilo



Poročilo neodvisnega revizorja

Družbenikom družbe Si.mobil d.d.

Revidirali smo priložene računovodske izkaze gospodarske družbe Si.mobil d.d., ki vključujejo bilanco stanja na dan 31. decembra 2006, izkaz poslovnega izida, izkaz gibanja kapitala in izkaz denarnih tokov za tedaj končano leto ter povzetek bistvenih računovodskih usmeritev in druge pojasnjevalne opombe. Pregledali smo tudi poslovno poročilo.

Odgovornost posloводства za računovodske izkaze

Poslovodstvo je odgovorno za pripravo in pošteno predstavitev teh računovodskih izkazov v skladu s slovenskimi računovodskimi standardi. Ta odgovornost vključuje: vzpostavitev, delovanje in vzdrževanje notranjega kontroliranja, povezanega s pripravo in pošteno predstavitev računovodskih izkazov, ki ne vsebujejo pomembno napačne navedbe zaradi prevare ali napake, izbire in uporabo ustreznih računovodskih usmeritev ter pripravo računovodskih ocen, ki so utemeljene v danih okoliščinah.

Revizorjeva odgovornost

Naša naloga je izraziti mnenje o teh računovodskih izkazih na podlagi revizije. Revizijo smo opravili v skladu z mednarodnimi standardi revidiranja. Ti standardi zahtevajo od nas izpolnjevanje etičnih zahtev ter načrtovanje in izvedbo revizije za pridobitev sprejemljivega zagotovila, da računovodski izkazi ne vsebujejo pomembno napačne navedbe.


Revizija vključuje izvajanje postopkov za pridobitev revizijskih dokazov o zneskih in razkritjih v računovodskih izkazih. Izbrani postopki so odvisni od revizorjeve presoje in vključujejo tudi ocenjevanje tveganj napačne navedbe v računovodskih izkazih zaradi prevare ali napake. Pri ocenjevanju teh tveganj prouči revizor notranje kontroliranje, povezano s pripravljanim in poštenim predstavljanjem računovodskih izkazov družbe, da bi določil okoliščinam ustrezne revizijske postopke, ne pa, da bi izrazil mnenje o uspešnosti notranjega kontroliranja družbe. Revizija vključuje tudi ovrednotenje ustreznosti uporabljenih računovodskih usmeritev in utemeljenosti računovodskih ocen posloводства kot tudi ovrednotenje celotne predstavitve računovodskih izkazov.

Verjamemo, da so pridobljeni revizijski dokazi zadostna in ustrezna podlaga za naše revizijsko mnenje.


Mnenje

Po našem mnenju so računovodski izkazi v vseh pomembnih pogledih poštena predstavitev finančnega stanja gospodarske družbe Si.mobil d.d. na dan 31. decembra 2006 ter njenega poslovnega izida in denarnih tokov za tedaj končano leto v skladu s slovenskimi računovodskimi standardi.

Poslovno poročilo je skladno z revidiranimi računovodskimi izkazi.


Marija Kacelnik-Kozjek, univ. dipl. ekon.
pooblaščen revizor

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


Boris Drobnič, univ. dipl. ekon.
pooblaščen revizor
partner

Ljubljana, 12. februar 2007

KPMG Slovenija, d.o.o.

2. Auditor's Report



Independent Auditor's Report

To the Shareholders of Si.mobil d.d.

We have audited the accompanying financial statements of the company Si.mobil d.d. which comprise the balance sheet as at 31 December 2006, the income statement, the statement of changes in equity, the cash flow statement for the year then ended, and a summary of significant accounting policies and other explanatory notes. We also read the Management Report.

Management's responsibility for the financial statements

Management is responsible for the preparation and fair presentation of these financial statements prepared in accordance with the Slovenian Accounting Standards. This responsibility includes: designing, implementing and maintaining internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

Auditor's responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with relevant ethical requirements and plan and perform the audit to obtain reasonable assurance whether the financial statements are free of material misstatements.

An audit involves procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on our judgment, including the assessment of the risks of misstatements of the financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting principles used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Opinion


In our opinion, the financial statements present fairly, in all material respects, the financial position of the Company Si.mobil d.d. as at 31 December 2006, the result of its operations and its cash flows for the year then ended in accordance with the Slovenian Accounting Standards.

The Management Report is in conformity with the audited financial statements.


Marija Kancija-Kozjek, B.Sc.Ec.
Certified Auditor

Ljubljana, 12 February 2007

KPMG SLOVENIA,
podjetje za reviziranje, d.o.o.


Boris Drobnic, B.Sc.Ec.
Certified Auditor
Partner

KPMG Slovenija, d.o.o.

3. Bilanca stanja na dan 31.12.2006

3. Balance Sheet as of 31 December 2006

		SRS 2006 • SAS 2006	SRS 2006 • SAS 2006	SRS 2001 • SAS 2001
v TSIT • in TSIT	Pojasnilo • Note	31.12.2006	01.01.2006 ¹	31.12.2005 ²
SREDSTVA • ASSETS		38.177.249	33.609.285	30.603.725
A. DOLGOROČNA SREDSTVA • A. LONG-TERM ASSETS		28.161.663	25.812.612	22.807.052
I. Neopredmetena sredstva in dolgoročne aktivne časovne razmejitve • I. Intangible assets and long-term deferred costs and accrued revenue	8.1.1.	8.743.060	6.407.710	6.407.710
1 Dolgoročne premoženjske pravice • 1 Concessions, patents, licences, trade marks and similar rights		5.216.568	3.787.716	3.787.716
5 Druge dolgoročne aktivne časovne razmejitve • 5 Other long-term deferred costs and accrued revenue		3.526.492	2.619.994	2.619.994
II. Opredmetena osnovna sredstva • II. Property, plant and equipment	8.1.2.	14.585.994	16.570.052	16.399.342
1 Zemljišča in zgradbe • 1 Land and buildings		2.166	2.166	2.166
a) Zemljišča • a) Land		2.166	2.166	2.166
3 Druge naprave in oprema • 3 Other plant and equipment		10.409.484	13.907.022	13.736.312
4 Opredmetena osnovna sredstva, ki se pridobivajo • 4 Property, plant and equipment being acquired		4.174.344	2.660.864	2.660.864
a) Opredmetena osnovna sredstva v gradnji in izdelavi • a) Property, plant and equipment in the course of construction		3.256.570	2.660.188	2.660.188
b) Predujmi za pridobitev opredmetenih osnovnih sredstev • b) Advances for acquisition of property, plant and equipment		917.774	676	676
VI. Odložene terjatve za davek • VI. Deferred tax assets	8.1.3.	4.832.609	2.834.850	0
B. KRATKOROČNA SREDSTVA • B. CURRENT ASSETS		8.951.945	7.352.338	7.352.338
II. Zaloge • II. Inventories	8.1.4.	744.529	1.252.181	1.252.181
3 Proizvodi in trgovsko blago • 3 Products and merchandise		744.529	1.252.181	1.252.181
IV. Kratkoročne poslovne terjatve • IV. Short-term operating receivables	8.1.5.	5.077.857	3.305.184	3.305.184
1 Kratkoročne poslovne terjatve do družb v skupini • 1 Short-term operating receivables due from group companies		746.110	257.037	257.037
2 Kratkoročne poslovne terjatve do kupcev • 2 Short-term operating trade receivables		4.016.973	2.655.195	2.655.195
3 Kratkoročne poslovne terjatve do drugih • 3 Short-term operating receivables due from others		314.774	392.952	392.952
V. Denarna sredstva • V. Cash	8.1.6.	3.129.559	2.794.973	2.794.973
C. KRATKOROČNE AKTIVNE ČASOVNE RAZMEJITVE • C. SHORT-TERM DEFERRED COSTS AND ACCRUED REVENUE	8.1.7.	1.063.641	444.335	444.335
ZABILANČNA SREDSTVA • OFF-BALANCE SHEET ITEMS	8.1.13.	6.387.906	8.180.461	8.180.461

¹ Ob prehodu na SRS 2006 je družba opravila prilagoditve in preračune postavk primerjalnih podatkov bilance stanja na dan 01.01.2006 skladno s 15. točko uvoda v SRS 2006.

² Primerjalni podatki na dan 31.12.2005 niso preračunani po SRS 2006, temveč le smiselno prerazporejeni v postavkah sredstev in obveznosti do virov sredstev v veljavni shemi bilance stanja po SRS 2006.

¹ In the course of transition to SAS 2006 the Company performed the necessary adjustments and recalculations of comparison data in the balance sheet as per 01 January 2006, as stipulated by paragraph 15 of the introduction to SAS 2006.

² Comparison data as per 31 December 2005 are not recalculated according to SAS 2006 but reclassifications were made among assets and liabilities in the valid balance sheet scheme according to SAS 2006.

v TSIT • in TSIT	Pojasnilo • Note	31.12.2006	01.01.2006	31.12.2005
OBVEZNOSTI DO VIROV SREDSTEV • LIABILITIES		38.177.249	33.609.285	30.603.725
A KAPITAL • A EQUITY	8.1.8.	7.814.148	5.579.288	2.983.191
I. Vpoklicani kapital • I. Called-up capital		9.300.000	9.300.000	9.300.000
1 Osnovni kapital • 1 Share capital		9.300.000	9.300.000	9.300.000
II. Kapitalske rezerve • II. Capital surplus (share premium)		21.586.718	21.586.718	21.586.718
V. Preneseni čisti poslovni izid • V. Retained earnings		-23.072.570	-24.600.490	-27.903.527
B REZERVACIJE IN DOLGOROČNE PASIVNE ČASOVNE RAZMEJITVE • B PROVISIONS AND LONG-TERM ACCRUED COSTS AND DEFERRED REVENUE	8.1.9.	782.089	556.083	146.620
1 Rezervacije za pokojnine in podobne obveznosti • 1 Provisions for pensions and similar liabilities		41.115	31.920	31.920
2 Druge rezervacije • 2 Other provisions		660.178	409.463	0
3 Dolgoročne pasivne časovne razmejitve • 3 Long-term accrued costs and deferred revenue		80.796	114.700	114.700
C DOLGOROČNE OBVEZNOSTI • C LONG-TERM LIABILITIES		18.241.355	17.114.962	17.114.962
I. Dolgoročne finančne obveznosti • Long-term financial liabilities	8.1.10.	18.241.355	17.114.962	17.114.962
1 Dolgoročne finančne obveznosti do družb v skupini • 1 Long-term financial liabilities to group companies		18.241.355	16.679.523	16.679.523
2 Dolgoročne finančne obveznosti do bank • 2 Long-term financial liabilities to banks		0	435.439	435.439
Č KRATKOROČNE OBVEZNOSTI • D SHORT-TERM LIABILITIES	8.1.11.	10.296.029	9.560.830	9.560.830
II. Kratkoročne finančne obveznosti • II. Short-term financial liabilities		2.247.663	4.245.417	4.245.417
1 Kratkoročne finančne obveznosti do družb v skupini • 1 Short-term financial liabilities to group companies		1.812.169	2.503.641	2.503.641
2 Kratkoročne finančne obveznosti do bank • 2 Short-term financial liabilities to banks		435.490	1.741.757	1.741.757
4 Druge kratkoročne finančne obveznosti • 4 Other short-term financial liabilities		3	19	19
III. Kratkoročne poslovne obveznosti • III. Short-term operating liabilities		8.048.366	5.315.413	5.315.413
1 Kratkoročne poslovne obveznosti do družb v skupini • 1 Short-term operating liabilities to group companies		90.945	92.598	92.598
2 Kratkoročne poslovne obveznosti do dobaviteljev • 2 Short-term trade payables		5.519.828	4.975.606	4.975.606
4 Kratkoročne poslovne obveznosti na podlagi predujmov • 4 Short-term operating liabilities from advances		2.250.677	27.853	27.853
5 Druge kratkoročne poslovne obveznosti • 5 Other short-term operating liabilities		186.916	219.356	219.356
D KRATKOROČNE PASIVNE ČASOVNE RAZMEJITVE • SHORT-TERM ACCRUED COSTS AND DEFERRED REVENUE	8.1.12.	1.043.628	798.122	798.122
ZABILANČNE OBVEZNOSTI • OFF-BALANCE SHEET ITEMS	8.1.13.	6.387.906	8.180.461	8.180.461

4. Izkaz poslovnega izida za leto 2006 - različica I

4. Profit and Loss Statement for the Year ended 31 December 2006

V TIST • in TIST	Pojasnila • Note	2006	2005 ³
1 Čisti prihodki od prodaje • 1 Net sales	8.2.1.	29.370.146	22.658.751
3 Usredstveni lastni proizvodi in lastne storitve • 3 Capitalised own products and own services	8.2.2.	47.850	169.480
4 Drugi poslovni prihodki (s prevrednotovalnimi poslovnimi prihodki) • 4 Other operating revenue (including revaluation operating revenue)	8.2.3.	492.509	555.477
5 Stroški blaga, materiala in storitev • 5 Costs of goods, materials and services	8.2.4.	-18.513.746	-14.741.295
a) Nabavna vrednost prodanih blaga in materiala ter stroški porabljenega materiala • a) Costs of goods and materials sold and costs of materials used		-2.129.712	-1.827.932
b) Stroški storitev • b) Costs of services		-16.384.034	-12.913.363
6 Stroški dela • 6 Labour costs	8.2.5.	-2.449.968	-2.152.980
a) Stroški plač • a) Payroll costs		-1.713.912	-1.505.741
b) Stroški socialnih zavarovanj • b) Social security costs		-391.839	-366.885
c) Drugi stroški dela • c) Other labour costs		-344.217	-280.354
7 Odpisi vrednosti • 7 Write-downs in value		-7.851.101	-5.100.277
a) Amortizacija • a) Depreciation and amortization expense	8.2.6.	-7.445.846	-5.057.280
b) Prevrednotovalni poslovni odhodki pri neopredmetenih sredstvih in opredmetenih osnovnih sredstvih • b) Revaluation operating expenses associated with intangible assets and property, plant and equipment	8.2.6.	-56.791	-32.564
c) Prevrednotovalni poslovni odhodki pri obratnih sredstvih • c) Revaluation operating expenses associated with current operating expenses	8.2.7.	-348.464	-10.433
8 Drugi poslovni odhodki • Other operating expenses	8.2.8.	-170.479	-177.699
Poslovni izid iz poslovanja • Operating result (EBIT)		925.212	1.211.457
11 Finančni prihodki iz poslovnih terjatev • 11 Financial revenue from the operating receivables	8.2.9.	321.190	464.240
b) Finančni prihodki iz poslovnih terjatev do drugih • b) Financial revenue from the operating receivables due from others		321.190	464.240
12 Finančni odhodki iz oslabitve in odpisov finančnih naložb • 12 Financial expenses due to impairment and write-offs of investments	8.2.10.	-86.823	-24.686
13 Finančni odhodki iz finančnih obveznosti • 13 Financial expenses for financial liabilities	8.2.10.	-921.551	-944.071
a) Finančni odhodki iz posojil, prejetih od družb v skupini • a) Financial expenses for loans, received from group companies		-862.803	-836.415
b) Finančni odhodki iz posojil, prejetih od bank • b) Financial expenses for loans, received from banks		-58.749	-104.983
14 Finančni odhodki iz poslovnih obveznosti • 14 Financial expenses for operating liabilities	8.2.10.	-928	-2.673
b) Finančni odhodki iz obveznosti do dobaviteljev in meničnih obveznosti • b) Financial expenses for trade payables and bills payable		-928	-2.673
17 Davek iz dobička • 17 Income tax	8.2.12.	0	0
18 Odloženi davki • 18 Deferred taxes	8.2.12.	1.997.759	0
19 Čisti poslovni izid obračunskega obdobja • 19 Net profit for the period	8.2.11.	2.234.859	706.940

³ Primerjalni podatki za leto 2005, izkazani po SRS 2001, niso preračunani po novih SRS 2006, temveč le smiselno prerazporejeni v postavkah stroškov, odhodkov, prihodkov in poslovnih izidov v veljavnih shemah izkaza poslovnega izida po SRS 2006.

³ Comparison data for 2005 according to SAS 2001 are not recalculated according to SAS 2006 but reclassifications were made among revenues and expenses in the valid profit and loss scheme according to SAS 2006.

5. Izkaz denarnih tokov od 01.01.2006 do 31.12.2006 - različica II

5. Cash Flow Statement for the Period from 01 January to 31 December 2006

v TSIT • in TSIT	2006	2005 ⁴
A DENARNI TOKOVI PRI POSLOVANJU • A CASH FLOWS FROM OPERATING ACTIVITIES		
a) Postavke izkaza poslovnega izida • a) Items of income statement	10.745.870	8.828.204
Poslovni prihodki (razen prevrednotenja) in finančni prihodki iz poslovnih terjatev • Operating revenue (except from revaluation) and financial revenue from operating receivables	30.231.695	23.843.452
Poslovni odhodki brez amortizacije (razen za prevrednotenje) in finančni odhodki iz poslovnih obveznosti • Operating expenses excluding depreciation or amortisation (except from revaluation) and financial expenses from operating liabilities	-21.483.584	-15.015.248
Davki iz dobička in drugi davki, ki niso zajeti v poslovnih odhodkih • Income taxes and other taxes not included in operating expenses	1.997.759	0
b) Spremembe čistih obratnih sredstev (in časovnih razmejitev, rezervacij ter odloženih terjatev in obveznosti za davek) poslovnih postavk bilance stanja • Changes in net operating assets in balance sheet items (including accruals and deferrals, provisions and deferred tax assets and liabilities)	-677.641	-251.454
Začetne manj končne poslovne terjatve • Opening less closing operating receivables	-1.772.673	-131.885
Začetne manj končne aktivne časovne razmejitve • Opening less closing deferred costs and accrued revenue	-619.306	-50.308
Začetne manj končne odložene terjatve za davek • Opening less closing deferred tax assets	-1.997.759	0
Začetne manj končne zaloge • Opening less closing inventories	507.652	438.621
Končni manj začetni poslovni dolgovi • Closing less opening operating liabilities	2.732.934	-351.989
Končne manj začetne pasivne časovne razmejitve in rezervacije • Closing less opening accrued costs and deferred revenue, and provisions	471.511	-155.893
c) Prebitek prejemkov pri poslovanju ali prebitek izdatkov pri poslovanju (a+b) • c) Net cash from operating activities (a+b)	10.068.229	8.576.749
B DENARNI TOKOVI PRI NALOŽBENJU • B CASH FLOWS FROM INVESTING ACTIVITIES		
b) Izdatki pri naložbenju • b) Cash payments from investing activities	-7.853.928	-5.587.153
Izdatki za pridobitev neopredmetenih sredstev • Cash payments to acquire intangible assets	-3.607.990	-3.502.763
Izdatki za pridobitev opredmetenih osnovnih sredstev • Cash payments to acquire property, plant and equipment	-4.245.938	-2.084.389
c) Prebitek prejemkov pri naložbenju ali prebitek izdatkov pri naložbenju (a+b) • c) Net cash from investing activities (a+b)	-7.853.928	-5.587.153
C DENARNI TOKOVI PRI FINANCIRANJU • C CASH FLOWS FROM FINANCING ACTIVITIES		
a) Prejemki pri financiranju • a) Cash receipts from financing activities	1.126.393	833.664
Prejemki od povečanja dolgoročnih finančnih obveznosti • Cash proceeds from increase in long-term financial liabilities	1.126.393	0
Prejemki od povečanja kratkoročnih finančnih obveznosti • Cash proceeds from increase in short-term financial liabilities	0	833.664
b) Izdatki pri financiranju • b) Cash payments from financing activities	-3.006.108	-2.723.180
Izdatki za dane obresti, ki se nanašajo na financiranje • Interest paid on financing activities	-1.008.374	-966.085
Izdatki za odplačila dolgoročnih finančnih obveznosti • Cash repayments of long-term financial liabilities	0	-1.757.095
Izdatki za odplačila kratkoročnih finančnih obveznosti • Cash repayments of short-term financial liabilities	-1.997.734	0
c) Prebitek prejemkov pri financiranju ali prebitek izdatkov pri financiranju (a+b) • c) Net cash from financing activities (a+b)	-1.879.715	-1.889.517

⁴ Primerjalni podatki za leto 2005, izkazani po SRS 2001, niso preračunani po SRS 2006, temveč le smiselno prerazporejeni v postavkah pritokov in odtokov v veljavnih shemah izkaza denarnih tokov po SRS 2006.

⁴ Comparison data for 2005 according to SAS 2001 are not recalculated according to SAS 2006 but reclassifications were made among inflows and outflows in the valid cash flow scheme according to SAS 2006.

5. Izkaz denarnih tokov od 01.01.2006 do 31.12.2006 - različica II

5. Cash Flow Statement for the Period from 01 January to 31 December 2006

→ D KONČNO STANJE DENARNIH SREDSTEV • D CLOSING BALANCE OF CASH	3.129.559	2.794.973
x) Denarni izid v obdobju • x) Net cash inflow or outflow for the period	334.586	1.100.080
y) Začetno stanje denarnih sredstev • y) Opening balance of cash	2.794.973	1.694.893

6. Izkaz gibanja kapitala

6. Statement of changes in equity

a) Izkaz gibanja kapitala od 01.01. do 31.12.2006

a) Statement of changes in equity from 01 January 2006 until 31 December 2006

v TSIT • in TSIT	I. Vpoklicani kapital • I. Called-up capital	II. Kapitalske rezerve • II. Capital surplus	V. Preneseni čisti poslovni izid • V. Retained earnings	VI. Čisti poslovni izid poslovnega leta • VI. Net profit or loss for the period	SKUPAJ • TOTAL
	1. Osnovni kapital • 1. Share capital		2. Prenesena čista izguba • 2. Retained net loss	1. Čisti dobiček poslovnega leta • 1. Net profit for the period	
A. Začetno stanje 01.01.2006 • A. Opening balance as per 01 January 2006	9.300.000	21.586.718*	-25.307.430 ⁵	0	5.579.288
B. Premiki v kapital • B. Movements to equity	0	0	0	2.234.859	2.234.859
d) Vnos čistega poslovnega izida poslovnega leta • d) Net profit or loss for the period	0	0	0	2.234.859	2.234.859
C. Premiki v kapitalu • C. Movements within equity	0	0	2.234.859	-2.234.859	0
c) Poravnava izgube kot odbitne sestavine kapitala • c) Settlement of loss as a deduction component of equity	0	0	2.234.859	-2.234.859	0
Č. Premiki iz kapitala • D. Movements from equity	0	0	0	0	0
D. Končno stanje 31.12.2006 • E. Closing balance as per 31 December 2006	9.300.000	21.586.718	-23.072.570	0	7.814.147

* Družba je v skladu s 15. točko uvoda v SRS 2006 na kapitalske rezerve na dan 01.01.2006 prenesla splošni prevrednotovalni popravek kapitala v višini 1.477.460 TSIT.

⁵ Družba je v otvoritveni znesek prenesenega poslovnega izida na dan 01.01. 2006 vključila učinke prehoda na nove SRS 2006 v skupnem znesku 2.596.097 TSIT.

* In accordance with paragraph 15 of the introduction to SAS 2006 the Company has transferred general equity capital revaluation adjustment in the amount of 1,477,460 TSIT to capital surplus on 01 January 2006.

⁵ The Company has included the effect of transition to SAS 2006 in the amount of 2,596,097 TIST into retained net loss on 01 January 2006.

b) Izkaz gibanja kapitala od 01.01. do 31.12.2005

b) Statement of changes in equity from 01 January 2005 until 31 December 2005

v TSIT • in TSIT	I. Vpoklicani kapital • I. Called-up capital	II. Kapitalske rezerve • II. Capital surplus	IV. Preneseni čisti poslovni izid • IV. Retained earnings	V. Čisti poslovni izid poslovnega leta • V. Net profit or loss for the period	VI. Prevrednotovalni popravki kapitala • VI. Equity capital revaluation adjustments	SKUPAJ • TOTAL
	1. Osnovni kapital • 1. Share capital		2. Prenesena čista izguba • 2. Retained net loss	1. Čisti dobiček poslovnega leta • 1. Net profit for the period	1. Splošni prevrednotovalni popravki kapitala • 1. General equity capital revaluation adjustments	
A. Začetno stanje 01.01.2005 • A. Opening balance as per 01 January 2005	9.300.000	20.109.258	-28.610.467	0	1.477.460	2.276.251
B. Premiki v kapital • B. Movements to equity	0	0	0	706.940	0	706.940
d) Vnos čistega poslovnega izida poslovnega leta • d) Net profit or loss for the period	0			706.940	0	706.940
C. Premiki v kapitalu • C. Movements within equity	0	0	706.940	-706.940	0	0
c) Poravnava izgube kot odbitne sestavine kapitala • c) Settlement of loss as a deduction component of equity	0	0	706.940	-706.940		0
Č. Premiki iz kapitala • Č. Movements from equity	0	0	0	0	0	0
D. Končno stanje 31.12.2005 • E. Closing balance as per 31 December 2005	9.300.000	21.586.718	-27.903.527	0	1.477.460	2.983.191

Bilančna izguba

Accumulated loss

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v TSIT • in TSIT	2006	2005
a) Čisti poslovni izid poslovnega leta • a) Net profit or loss for the period	2.234.859	706.940
b) + prenesena čista izguba • b) + Retained loss from previous periods	-25.307.430	-28.610.467
c) + zmanjšanje rezerv iz dobička • c) + Decrease in revenue reserves	0	0
č) - povečanje rezerv iz dobička po sklepu uprave (zakonskih rezerv, rezerv za lastne delnice in lastne poslovne deleže in statutarnih rezerv) • e) Increase in revenue reserves based on a decision of the management (legal reserves, reserves for own shares and interests, and statutory reserves)	0	0
d) - povečanje rezerv iz dobička po odločitvi uprave in nadzornega sveta (drugih rezerv iz dobička) • Increase in revenue reserves based on a decision of the management and the supervisory board (other revenue reserves)	0	0
= bilančni dobiček (a+b+c-č-d), ki ga skupščina razporedi by the annual general meeting of shareholders as follows:		
- na delničarje • distributed to shareholders		
- v druge rezerve • allocated to other reserves		
- za prenos v naslednje leto in • carried forward to the following period and		
- za druge namene • appropriated for other purposes		
Ali • Or		
= bilančna izguba • = Accumulated loss	-23.072.571	-27.903.527

7. Povzetek pomembnih računovodskih usmeritev

7.1. Podlaga za sestavitev računovodskih izkazov

Računovodski izkazi v tem poročilu so sestavljeni na osnovi Slovenskih računovodskih standardov 2006, ki jih je izdal Slovenski inštitut za revizijo. Gre za prve računovodske izkaze pripravljene v skladu s SRS 2006. Pojasnilo v zvezi s preходом na SRS 2006 je podano v točki 7.1.1..

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

Uprava je pri sestavi računovodskih izkazov podala ocene, presoje in predpostavke, ki so vplivale na uporabo računovodskih usmeritev in na izkazane vrednosti sredstev, obveznosti, prihodkov ter odhodkov. Dejanski rezultati lahko od teh ocen odstopajo.

Družba nima opredeljenih ne področnih in tudi ne območnih odsekov.

7.1.1. Pojasnilo v zvezi s preходом na SRS 2006

Kot je pojasnjeno v točki 7.1., so bili računovodski izkazi v tem poročilu prvič sestavljeni na osnovi Slovenskih računovodskih standardov 2006. Zato je družba ob preходу na SRS 2006 skladno s 15. točko uvoda v SRS 2006 izvedla naslednje prilagoditve in preračune primerjalnih podatkov v računovodskih izkazih, ki so bili v letu 2005 sestavljeni na podlagi SRS 2001:

a) Prilagoditve in preračun primerjalnih podatkov v bilanci stanja

V bilanci stanja so primerjalni podatki za leto 2005 izkazani v dveh stolpcih:

- po SRS 2001 na dan 31.12.2005 in ne preračunani po SRS 2006 temveč le smiselno prerezporejeni v veljavni shemi bilance stanja in sicer tako, da so bile izvedene naslednje prerazporeditve med posameznimi postavkami sredstev in obveznosti do virov sredstev:
 - na odpoklic vezani depoziti v znesku 2.369.612 TSIT so bili iz kategorije finančnih naložb preneseni v kategorijo denarnih sredstev;
 - vlaganja v tuja osnovna sredstva v znesku 295.045 TSIT, dolgoročno odloženi stroški pridobivanja naročnikov v znesku 2.023.644 TSIT, dolgoročno odložene najemnine lokacij baznih postaj v znesku

7. Summary of the significant accounting policies

7.1. Principles of preparation of financial statements

The financial statements have been prepared in compliance with Slovenian Accounting Standards 2006 issued by the Slovenian Institute of Auditors. These are the first financial statements prepared in accordance with SAS 2006. Explanations regarding transition to SAS 2006 are under point 7.1.1..

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

In the preparation of financial statements the management of the company has set certain judgements, estimates and assumptions that affected the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates.

The company does not have business or geographical segments.

7.1.1. Transition to SAS 2006

As explained in point 7.1., financial statements in this annual report have been prepared according to SAS 2006 for the first time. Therefore, in the course of transition to SAS 2006 the company has (in accordance with paragraph 15 of the introduction to SAS 2006) made the following adjustments and recalculations of the comparison data for 2005, which were previously prepared in accordance with SAS 2001:

a) Adjustments and recalculation in the balance sheet

Comparison data for 2005 in the balance sheet is shown in two columns:

- as per 31 December 2005, not recalculated according to SAS 2006, but only reclassified in the valid balance sheet scheme, as follows:
 - callable deposits in the amount of 2,369,612 TSIT have been transferred from financial investments into cash category;
 - investments in fixed assets owned by third parties in the amount of 295,045 TSIT, long-term deferred subscriber acquisition costs in the amount of 2,023,644 TSIT, long-term deferred rents in the amount of 130,130 TSIT and long-term deferred connection fees for data lines in the amount of 171,175 TSIT have been transferred from

- 130.130 TSIT in dolgoročno odloženi stroški priključnih podatkovnih vodov v znesku 171.175 TSIT so bili iz kategorije neopredmetenih sredstev preneseni med dolgoročne aktivne časovne razmejitev;
- splošni prevrednotovalni popravek kapitala v višini 1.477.460 TSIT je bil prenesen med kapitalske rezerve.
 - po preračunanih zneskih na dan 01.01.2006 skladno s 15. točko uvoda v SRS 2006 (izvedeni so bili naslednji preračuni primerjalnih podatkov):
 - družba je pripoznala odložene terjatve za davek v višini 2.834.850 SIT, ki izhajajo iz prenesenih davčnih izgub, za katere je družba ocenila, da jih bo lahko pokrila z obdavčljivimi dobički v prihodnjih letih, na podlagi davčne zakonodaje, veljavne v letu 2006, in začasnih odbitnih razlik;
 - družba je pripoznala rezervacije za stroške razgradnje v višini 409.463 TIST in povečala vrednost opredmetenih osnovnih sredstev, na katere se ti stroški nanašajo v višini 170.710 TSIT (razliko predstavlja do 01.01.2006 natečeni popravek vrednosti osnovnih sredstev, oblikovanih iz tega naslova, v višini 82.472 TSIT, in pa povečanje rezervacije zaradi časovnega učinka v višini 156.281 TSIT).

Učinek obeh prilagoditev je družba izkazala kot zmanjšanje prenesene izgube preteklih let v skupni višini 2.596.097 TSIT.

b) Prilagoditve in preračun primerjalnih podatkov v izkazu poslovnega izida

V izkazu poslovnega izida so primerjalni podatki za leto 2005 izkazani po SRS 2001 in ne preračunani po SRS 2006. Izvedena je bila le smiselna prerazporeditev primerjalnih podatkov v veljavni shemi izkaza poslovnega izida, in sicer prenos izrednih odhodkov v višini 1.174 TSIT na druge poslovne odhodke.

c) Prilagoditve in preračun primerjalnih podatkov v izkazu denarnih tokov

V izkazu denarnih tokov so primerjalni podatki za leto 2005 izkazani po SRS 2001 in ne preračunani po SRS 2006. Izvedena je bila le smiselna prerazporeditev primerjalnih podatkov v veljavni shemi izkaza denarnih tokov, kar je vplivalo na zmanjšanje postavkah denarnih tokov iz poslovanja v višini 162.655 TSIT, povečanje denarnih tokov iz naložbenja v višini 1.055.355 TSIT (zaradi prenosa na odpoklic vezanih depozitov med denarna sredstva) in zmanjšanje denarnih tokov iz financiranja v višini 8.431 TSIT. Vse navedene razlike izhajajo iz zgoraj opisanih sprememb v primerjalnih podatkih bilance stanja in izkaza poslovnega izida.

- intangible assets into long-term deferred costs and accrued revenue;
- general equity capital revaluation adjustment in the amount of 1,477,460 TSIT has been transferred into capital surplus.
- as per 01 January 2006, recalculated according to SAS 2006 (in accordance with paragraph 15 of the introduction to SAS 2006), as follows:
 - deferred tax assets have been recognized in the amount of 2,834,850 TIST, deriving from the tax loss carry-forwards, which the company assessed it would be able to recover with the future taxable profit based on the tax legislation valid in 2006, and other deductible temporary differences;
 - asset retirement liability has been recognized in the amount of 409,463 TSIT and has increased the amount of property, plant and equipment, to which the liability refers to in the amount of 170,710 TSIT (the difference represents the accumulated depreciation of the recognized property, plant and equipment until 01 January 2006 in the amount of 82,472 TSIT and the increase in the liability due to passage of time in the amount of 156,281 TSIT).

The company has recognized the effect of both adjustments as a decrease in the retained net loss in the total amount of 2,596,097 TSIT.

b) Adjustments and recalculation in the profit and loss statement

In the profit and loss statement comparison data for 2005 is presented according to SAS 2001 and not recalculated according to SAS 2006. Data has only been reclassified in the valid profit and loss statement scheme, where extraordinary expenses in the amount of 1,174 TSIT have been transferred to other operating expenses.

c) Adjustments and recalculation in the cash flow statement

In the cash flow statement comparison data for 2005 is presented according to SAS 2001 and not recalculated according to SAS 2006. Data has only been reclassified in the valid cash flow statement scheme, what lead to a decrease in the cash flows from operating activities in the amount of 162,655 TSIT, increase in the cash flows from investing activities in the amount of 1,055,355 TSIT (due to the transfer of callable deposits to cash) and decrease in the cash flows from financing activities in the amount of 8,431 TSIT. All stated differences derive from the above described changes in the comparison data in the balance sheet and profit and loss statement.

d) Prilagoditve in preračun primerjalnih podatkov v izkazu gibanja kapitala

V izkazu gibanja kapitala so podatki o začetnem stanju na dan 01.01.2006 izkazani po preračunanih zneskih skladno s 15. točko uvoda v SRS 2006 in se nanašajo na naslednje prilagoditve:

- splošni prevrednotovalni popravek kapitala v višini 1.477.460 TSIT je bil prenesen med kapitalske rezerve;
- učinki prehoda na SRS 2006 v višini 2.596.097 TSIT so bili pripoznani kot zmanjšanje prenesene čiste izgube iz preteklih let.

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 posojila lastnika, ki so v SIT preračunane po prodajnem tečaju SKB Banke d.d. za podjetja. Denarna sredstva ter dolgoročne in kratkoročne finančne naložbe, izražene v tuji valuti, so v SIT preračunane po srednjem tečaju Banke Slovenije na dan bilance stanja. Tečajne razlike iz tega naslova so pripoznane v izkazu poslovnega izida kot odhodki ali prihodki financiranja.

7.3. Neopredmetena sredstva in dolgoročne aktivne časovne razmejitve

Neopredmetena sredstva zajemajo naložbe v premoženjske pravice. Družba uporablja model nabavne vrednosti in torej vodi neopredmetena sredstva po njihovih nabavnih vrednostih, zmanjšanih za amortizacijske popravke vrednosti po metodi enakomernega časovnega amortiziranja in nabrane izgube zaradi oslabitev. Nabavna vrednost vsebuje tudi revalorizacijski popravek zaradi inflacije, ki se je oblikoval do vključno leta 2001.

Dolgoročne aktivne časovne razmejitve se nanašajo na dolgoročno odložene stroške pridobivanja naročnikov, vlaganja v tuja osnovna sredstva, dolgoročno razmejene stroške priključnin podatkovnih vodov in

d) Adjustments and recalculation in the statement of changes in equity

In the statement of changes of equity opening balances as per 01 January 2006 are presented in the recalculated amounts according to paragraph 15 of the introduction to SAS 2006. They include the following adjustments:

- general equity capital revaluation adjustment in the amount of 1,477,460 TSIT has been transferred into capital surplus;
- the effects of transition to SAS 2006 in the amount of 2,596,097 TSIT have been recognized as an adjustment to retained net losses.

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 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 assets

Intangible assets comprise investments into property rights. The company has chosen the cost model and hence measures intangible assets at costs of purchase less accumulated straight-line amortisation and impairment adjustments. The acquisition value also includes a price-index revaluation adjustment, which was recognized until 2001.

Long-term deferred costs and accrued revenue refer to long-term deferred subscriber acquisition costs,

dolgoročno razmejene stroške najemnin lokacij za bazne postaje. Stroški pridobivanja naročnikov nastanejo zaradi subvencioniranja telefonskih aparatov, in se razmejujejo v času trajanja naročniškega razmerja (praviloma 2 leti). Subvencionirani stroški telefonskih aparatov se v trenutku nastanka zmanjšajo za pričakovane predčasne odpovedi naročniških razmerij. Vlaganja v tuja osnovna sredstva se razmejujejo v obdobju 10 let, priključnine podatkovnih vodov v obdobju trajanja koncesije (do leta 2013) in najemnine v času trajanja najemnih pogodb.

7.4. Opredmetena osnovna sredstva

Družba uporablja model nabavne vrednosti in torej vodi opredmetena osnovna sredstva po njihovih nabavnih vrednostih, zmanjšanih za amortizacijske popravke vrednosti po metodi enakomernega časovnega amortiziranja in nabrane izgube zaradi oslabitev. Nabavna vrednost vsebuje tudi revalorizacijski popravek zaradi inflacije, ki se je oblikoval do vključno leta 2001.

Nabavna vrednost osnovnih sredstev vsebuje njihovo nakupno ceno, uvozne in nevrtačljive nakupne dajatve ter stroške, ki jih je mogoče pripisati neposredno njegovi usposobitvi za nameravano uporabo, zlasti stroške dovoza in namestitve. Sredstva, pridobljena v lastni režiji, se pripoznajo in merijo po stroških materiala, lastnega dela in ustreznega deleža splošnih stroškov poslovanja. Družba v nabavno vrednost določenih osnovnih sredstev (baznih postaj) vključuje tudi stroške razgradnje, h kateri je zavezana pogodbeno. Stroški razgradnje so ocenjeni na podlagi cen izvajalcev za posamezen tip bazne postaje, inflacionirani na trenutek nastanka in diskontirani na sedanjo vrednost. Družba stroškov izposojanja ne vključuje v nabavno vrednost osnovnih sredstev.

Brezplačno pridobljena opredmetena osnovna sredstva izkazuje družba po njihovi pošteni vrednosti.

Družba izkazuje ločeno dele opredmetenih osnovnih sredstev večjih vrednosti, ki imajo različno dobo koristnosti.

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. Pripoznajo se kot odhodki, kadar se pojavijo.

investments in fixed assets owned by third parties, long-term deferred connection fees for data lines and long-term deferred rents. Subscriber acquisition costs are incurred by subsidizing the handsets and are deferred over the two-year subscription agreement. The subsidised handset costs are decreased by upfront estimated subscriber churn. Investments in fixed assets owned by third parties are deferred over 10 years, whereas connection fees are deferred in the period of the granted concession (until 2013). Rents are deferred over the contractual rent period.

7.4. Property, plant and equipment

The company has chosen the cost model and hence measures property, plant and equipment at costs of purchase less accumulated straight-line depreciation and impairment adjustments. The acquisition value also includes a price index revaluation adjustment, which was recognized until 2001.

The acquisition value of property, plant and equipment includes its purchase price, including import duties and non-refundable purchase taxes, as well as any costs directly attributable to bringing the asset to the location and condition necessary for it to be capable of operating in the manner intended by management, especially costs of transport and installation. Own produced assets are recognized and measured at costs of material, hourly rates of own work and the related part of overhead costs. The acquisition value of certain assets (base stations) also includes the costs of dismantling and removing the item and restoring the site on which it is located, the obligation for which an entity incurs contractually. The costs of dismantling and removing the item are estimated based on contractor prices for each type of base station, increased for inflation until the estimated period of dismantling and discounted to their present value. The company does not include borrowing costs into the acquisition value of property, plant and equipment.

Property, plant and equipment acquired free of charge is measured at fair value.

In case an item of property, plant and equipment is composed of separate components of material value with different useful lives, the components are recognized and measured separately.

Subsequent expenditures incurred in relation with property, plant and equipment, increase the purchase value of an asset if its future benefits are increased compared to those assessed originally. Major repairs or maintenance are intended to renew or maintain the future economic benefits that are expected on the basis of the originally estimated rate of performance

Družba preverja vrednost opredmetenih osnovnih sredstev vsako leto ob koncu leta in ugotavlja morebitno oslabitev. Če obstajajo dokazi, da so sredstva oslabljena, se oceni nadomestljiva vrednost 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 oslabitve se pripozna, če knjigovodska vrednost sredstva ali njegove denar ustvarjajoče enote presega njegovo nadomestljivo vrednost. Izgube iz oslabitve 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 neodpisano knjigovodsko vrednostjo sredstva.

7.5. Amortizacija

Opredmetena osnovna sredstva in neopredmetena sredstva družba amortizira po metodi enakomernega časovnega amortiziranja. Drobní inventar se amortizira skupinsko. Zemljišča se ne amortizirajo.

Opredmeteno osnovno sredstvo se začne amortizirati prvi dan naslednjega meseca potem, ko je razpoložljivo za uporabo. Neopredmeteno sredstvo se začne amortizirati, ko je na voljo za uporabo.

Amortizacijske stopnje temeljijo na dobi koristnosti sredstev in znašajo:

Sredstvo • Asset	Doba koristnosti (v letih) 2006 • Useful life in years (2006)	Doba koristnosti (v letih) 2005 • Useful life in years (2005)
Neopredmetena sredstva • Intangible assets		
Koncesije • Concessions	15	15
Programska oprema in licence • Software and licences	1-10	5
Opredmetena osnovna sredstva • Property, plant and equipment		
Bazne postaje in centrale • Base stations and mobile switches	5-15	8
Računalniška oprema • Computer equipment	3-4	3-5
Transportna oprema • Transportation equipment	7	7
Druga oprema • Other equipment	3-7	3-7
Drobni inventar in rezervni deli • Low-value assets and spare parts	3-8	3-8

of an asset and are recognized as expenses when incurred.

The carrying amounts of the company's property, plant and equipment 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 property, plant and equipment is the greater of the 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

Property, plant and equipment and intangible assets are depreciated and amortised on a straight-line basis. Low-value assets are depreciated using the composite-life method of depreciation. Land is not depreciated.

Property, plant and equipment are subject to depreciation on the first day of the month after they have been ready for operation. An intangible asset is subject to amortisation when ready for use.

Rates of depreciation and amortisation are based on the useful life of assets and are as follows:

Družba je v letu 2006 sredstva večjih vrednosti razdelila na dele in spremenila računovodske usmeritve glede njihovih dob koristnosti, kar je posledično povečalo stroške amortizacije v primerjavi s preteklim letom za 707 milijonov SIT.

7.6. 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 pričakovanjih 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 terjatev se oblikuje, kot sledi:

– terjatve, zapadle od 0 do 30 dni	5%
– terjatve, zapadle od 31 do 60 dni	40%
– terjatve, zapadle od 61 do 180 dni	60%
– terjatve, zapadle od 181 do 365 dni	90%
– terjatve, zapadle več kot 365 dni	100%

Za dvomljive terjatve iz naslova pogodbenih kazni družba oblikuje naslednje popravke vrednosti:

– nezapadle terjatve	45%
– terjatve, zapadle od 0 do 365 dni	90%
– terjatve, zapadle več kot 365 dni	100%

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.

7.7. 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 nevrtačljivih nakupnih dajatev ter neposrednih stroškov nabave, kamor sodijo: prevozni stroški, stroški špedicije in carinskega posredovanja in stroški uvoznih dajatev.

In 2006 the company has split property, plant and equipments to important components and has reassessed estimates of their useful lives that resulted in an increase of depreciation for 707 million SIT as compared to the previous year.

7.6. 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 historical experience and future expectations.

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

Provisions are created for receivables that are believed to be uncollectible by their due date (as stipulated in a contract or other official document) or that are overdue. The valuation allowance is calculated, as follows:

– overdue from 0 to 30 days	5%;
– overdue from 31 to 60 days	40%;
– overdue from 61 to 180 days	60%;
– overdue from 181 to 365 days	90%;
– overdue more than 361 days	100%;

Allowance for doubtful receivables for contractual penalties is calculated, as follows:

– undue receivables	45%;
– overdue from 0 to 365 days	90%;
– overdue more than 361 days	100%;

Bad debt expense for doubtful receivables is formed and charged to revaluatory operating expenses, except for bad debt expense for doubtful receivables from contractual penalties, which is formed and charged as a reduction of deferred revenues.

7.7. 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.

7.8. Denarna sredstva

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

7.9. Kapital

Celotni kapital sestavljajo osnovni kapital, kapitalske rezerve, prenesena čista izguba iz prejšnjih let, in prehodno še nerazdeljeni čisti dobiček poslovnega leta.

Osnovni kapital se vodi v domači valuti.

7.10. Rezervacije in dolgoročne pasivne časovne razmejitve

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 pritekaneje 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.

Dolgoročne rezervacije vključujejo tudi natečeno obveznost za stroške razgradnje baznih postaj, h kateri je družba zavezana pogodbeno. Stroški razgradnje so ocenjeni na podlagi cen izvajalcev za posamezen tip bazne postaje, inflacionirani na trenutek nastanka in diskontirani na sedanjo vrednost. Rezervacija se povečuje za časovno komponento zaradi bližanja trenutka razgradnje.

Dolgoročne pasivne časovne razmejitve vključujejo dolgoročno odložene prihodke za brezplačno pridobljena osnovna sredstva, ki se zmanjšujejo vzporedno z obračunavanjem amortizacije teh sredstev.

7.8. Cash

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

7.9. Equity

Total equity comprises of share capital, capital surplus, net loss carried forward from previous periods and net profit for the financial period not yet appropriated.

Share capital is recorded in local currency.

7.10. 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 the asset retirement obligation for the location of base stations, based on contractual obligations. The obligation is calculated based on contractor prices for each type of base station, increased for inflation until the estimated period of dismantling and discounted to their present value. The obligation is increasing due to passage of time.

Long-term accrued costs and deferred revenue includes long-term deferred revenue for assets acquired free of charge. The deferral is released in line with depreciation of the fixed assets.

7.11. 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.

7.12. Kratkoročne časovne razmejitve

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

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

7.13. 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

7.11. Liabilities

Liabilities of all categories are initially stated at their cost. Liabilities are decreased either by paid amounts or by other forms of settlement approved by the creditor. The portion of long-term liabilities payable within one year is stated under current liabilities.

7.12. Short-term accrued and deferred items

Short-term deferred costs include amounts paid for services not yet rendered. Revenues are accrued when the Company has considered the service rendered but where no invoice has yet been issued to the customer and no payment has been received.

Accrued costs include costs incurred and services rendered by suppliers, where supporting documents are yet to be received. They relate to the accounting period for which the operating result is to be determined. Revenues are deferred when the Company has invoiced the customer or when payment has been received 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 the case of contractual penalties.

7.13. Recognition of revenues

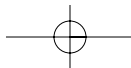
Operating revenues comprise of revenues earned from sales of merchandise and services in the accounting period. They are recognized in the profit and loss statement under the following conditions:

- 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, provision of other mobile telecommunications services (including data services and information provision) and connection fees for connecting customers to the network.

Fixed fees and airtime charged incurred 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



so odloženi, dokler uporabniki storitev mobilnih pogovorov ne izkoristijo.

Prihodki iz mednarodnega 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 razmejujejo in praviloma v obdobju dveh let postopoma prenašajo med stroške.

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

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

7.14. Pripoznavanje 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 pripoznavajo, ko je opravljeno ustrezno prevrednotenje.

7.15. Davki

Davek v izkazu poslovnega izida se nanaša na odmerjeni davek iz dobička in odložene davke.

Odmerjeni davek iz dobička je davek, za katerega se pričakuje, da bo plačan od obdavčljivega dobička za poslovno leto, ob uporabi davčnih stopenj, uveljavljenih na datum poročanja, vključno z morebitnimi prilagoditvami davčnih obveznosti v povezavi s preteklimi poslovnimi leti.

Odloženi davki so bili v povezavi z uporabo SRS 2006 prvič pripoznani v računovodskih izkazih za leto 2006. Izhajajo iz zneska prenesene davčne izgube in začasnih razlik po metodi obveznosti po bilanci stanja, pri čemer se upoštevajočasne razlike med knjigovodsko vrednostjo sredstev in obveznosti za potrebe računovodskega poročanja in zneskov za potrebe davčnega poročanja.

services already provided from the billing cycle date to the end of each period is accrued. Unearned monthly fixed fees, which are paid in advance by customers and relate to periods after period end 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 subsidy is treated as subscriber acquisition costs and is capitalised and amortised over the two year subscription service period less and initial adjustment for expected churn.

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.

7.14. 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.

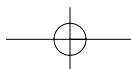
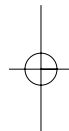
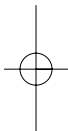
Revaluatory operating expenses are recognised when revaluation is carried out.

7.15. Taxes

Tax expense (income) in the profit and loss for the year refers to current tax expense (income) and deferred tax expense (income).

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.

Deferred taxes were recognized for the first time in the financial statements for 2006, in connection with the application of SAS 2006. Deferred taxes derive from the tax loss carry-forwards and deductible temporary differences based on the balance sheet liability method, where temporary differences



Odložena terjatev za davek se pripozna v obsegu, za katerega obstaja verjetnost, da bo na razpolago prihodnji obdavčljivi dobiček, v breme katerega bo v prihodnje mogoče uporabiti odloženo terjatev. Odložene terjatve za davek se zmanjšajo za znesek, za katerega ni več verjetno, da bo mogoče uveljaviti davčno olajšavo, povezano s sredstvom.

7.16. Izkaz denarnih tokov

Izkaz denarnih tokov je sestavljen po posredni metodi (različici II) iz podatkov bilance stanja na dan 31.12.2006 in bilance stanja na dan 31.12.2005, iz podatkov izkaza poslovnega izida za leto 2006 ter iz dodatnih podatkov, ki so potrebni za prilagoditev pritokov in odtokov in za ustrezno razčlenitev pomembnejših postavk.

Izkaz denarnih tokov sestavljajo denarni tokovi pri poslovanju, naložbenju in financiranju.

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

Denarni tokovi pri naložbenju zajemajo plačila v zvezi z nabavo in odtujitvijo neopredmetenih sredstev in opredmetenih osnovnih sredstev.

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

between the book and tax value of assets and liabilities are considered.

Deferred tax assets are recognized if there is assurance beyond reasonable doubt that future taxable income would be sufficient to allow the benefit to be realised. Deferred tax assets are reduced for the amount, for which it is no longer considered probable that the tax benefit would be realized.

7.16. 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 31 December 2006, the balance sheet as of 31 December 2005, the profit and loss statement for the year 2006, 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, deferred taxes 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. Razčlenitve in pojasnila k računovodskim izkazom

8.1. Bilanca stanja

8.1.1. Neopredmetena sredstva in dolgoročne aktivne časovne razmejitve 8.743.060 TSIT

8. Notes to the financial statements

8.1. Balance sheet

8.1.1. Intangible assets and long-term deferred costs and accrued revenue 8,743,060 TSIT

	31.12.2006	01.01.2006	31.12.2005
Neopredmetena sredstva • Intangible assets	5.216.568	3.787.716	3.787.716
Koncesije • GSM concessions	3.456.730	2.178.961	2.178.961
Programska oprema in licence • Software and licences	1.759.838	1.608.755	1.608.755
Dolgoročne aktivne časovne razmejitve • Long-term deferred costs and accrued revenue	3.526.492	2.619.994	2.619.994
Vlaganja v tuja osnovna sredstva • Investments in fixed assets owned by third parties	392.400	295.045	295.045
Dolgoročno odloženi stroški priključnin podatkovnih vodov • Rights for usage of data lines	150.958	171.175	171.175
Dolgoročno odloženi stroški najemnin lokacij za bazne postaje • Rights for usage of land for base stations	134.325	130.130	130.130
Dolgoročno odloženi stroški pridobivanja naročnikov • Deferred costs of customer acquisition	2.848.809	2.023.644	2.023.644
Skupaj • Total	8.743.060	6.407.710	6.407.710

v TSIT • in TSIT

Koncesije

Med temi sredstvi sta izkazani koncesiji za uporabo radiofrekvenčnih spektrov za storitve mobilne telefonije GSM, ki delujeta v omrežju GSM 900 in 1800, in koncesija za UMTS, pridobljena v letu 2006. Naložbi v koncesije za GSM bosta pokriti v času trajanja koncesijske pogodbe do leta 2013, koncesija za UMTS pa do leta 2021.

Programska oprema in licence

Investicije v programsko opremo in licence so v letu 2006 znašale 559.175 TSIT.

Dolgoročne aktivne časovne razmejitve

Dolgoročne aktivne časovne razmejitve so se v letu 2006 povečale za naslednje zneske:

- vlaganja v tuja osnovna sredstva (131.865 TSIT);
- zakupnine podatkovnih vodov (3.211 TSIT);
- vnaprej plačane najemnine za lokacije baznih postaj (27.463 TSIT);
- odloženi stroški pridobivanja naročnikov (3.665.958 TSIT).

Tabela gibanja neopredmetenih sredstev in dolgoročnih aktivnih časovnih razmejitev je prikazana v Prilogi 1.

Concessions

The item includes concessions for the use of radio-frequency spectrums for the GSM mobile telephony (GSM 900/1800 MHz networks) as well as the UMTS concession, gained in 2006. Concessions for GSM are amortised over the term of the concession agreement (until 2013), whereas the concession for UMTS will be amortized until 2021.

Software and licences

In 2006, additions to software and licences amounted to 559,175 TSIT.

Long-term deferred costs and accrued revenue

Long-term deferred costs and accrued revenue items increased for the following amounts in 2006:

- investments in third-party owned fixed assets (131,865 TSIT);
- prepaid connection fees for data lines (3,211 TSIT);
- prepaid rental fees for land (base stations) (27,463 TSIT);
- subscriber acquisition costs (3,665,958 TSIT).

Refer to Enclosure 1 for a schedule of intangible assets and long-term deferred costs and accrued revenue movements.

8.1.2. Opredmetena osnovna sredstva 14.585.994 TSIT

8.1.2. Property, plant and equipment 14,585,994 TSIT

	31.12.2006	01.01.2006	v TSIT • in TSIT 31.12.2005
Zemljišča • Land	2.166	2.166	2.166
Bazne postaje in centrale • Base stations and mobile switches	8.701.932	12.445.589	12.274.879
Računalniška oprema • Computer equipment	506.308	603.007	603.007
Transportna oprema • Transport equipment	3.437	12.731	12.731
Druga oprema • Other equipment	1.018.128	579.585	579.585
Drobni inventar in rezervni deli • Low-value assets and spare parts	179.679	266.110	266.110
Opredmetena osnovna sredstva v gradnji ali izdelavi • Tangible fixed assets under construction	3.256.570	2.660.188	2.660.188
Predujmi za opredmetena osnovna sredstva • Advances for tangible fixed assets	917.774	676	676
Skupaj • Total	14.585.994	16.570.052	16.399.342

Zemljišča

Družba v letu 2006 ni vlagala v zemljišča, že obstoječa naložba pa se nanaša na zemljišče, kupljeno zaradi dostopa do bazne postaje.

Land

Land includes land that has been purchased in order to ensure access to base stations. There were no new investments in land during 2006.

Bazne postaje in centrale

Investicije v bazne postaje so v letu 2006 znašale 1.349.620 TSIT. Ocenjena življenjska doba baznih postaj je 5 let za opremo in 15 let za infrastrukturo, uporabljena metoda amortiziranja pa linearna.

Base stations and mobile switches

In 2006, additions to base stations and mobile switches amounted to 1,349,620 TSIT. The estimated useful life of base stations is 5 years for the equipment and 15 years for the infrastructure. The straight-line method of depreciation is applied.

Neodpisana vrednost stroškov razgradnje, ki so vključeni v vrednost naložb v bazne postaje, je na dan 31.12.2006 znašala 308.691 TSIT.

Book value of assets retirement costs included in the base stations value amounted to 308,691 TSIT as per 31 December 2006.

Druge naložbe v opredmetena osnovna sredstva

Druge naložbe v opredmetena osnovna sredstva vključujejo investicije v računalniško opremo (153.449 TSIT v letu 2006), drugo opremo (117.299 TSIT v letu 2006) in drobni inventar in rezervne dele (236.106 TSIT v letu 2006).

Other plant and equipment

In 2006, other additions to property, plant and equipment included additions to computer equipment (153,449 TSIT), other equipment (117,299 TSIT), and low-value assets and spare parts (236,106 TSIT).

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.

Property, plant and equipment in the course of construction and advances for acquisition of property, plant and equipment

The item includes investments in base stations and mobile switches as well as investments in materials, which are required for network construction. Property, plant and equipment in the course of construction also includes investments in IT equipment related to base stations.

Tabela gibanja opredmetenih osnovnih sredstev je v Prilogi 2.

Refer to Enclosure 2 for a schedule of property, plant and equipment movements.

Hipoteki

Osnovna sredstva v višini 2.687.111 TSIT so zastavljena kot zavarovanje za poplačilo obveznosti iz naslova dolgoročno prejetega sindiciranega bančnega posojila (pojasnilo 8.1.10.).

Finančne obveze

Znesek finančnih obvez za pridobitev opredmetenih osnovnih sredstev je na dan 31.12.2006 znašal 121.950 TSIT.

8.1.3. Odložene terjatve za davek 4.832.609 TSIT

Mortgages

Property, plant and equipment in the amount of 2,687,111 TSIT is pledged as security for a long-term syndicated bank loan (refer to Note 8.1.10.).

Commitments

The amount of commitments for the purchase of property, plant and equipment amounted to 121,950 TSIT on 31 December 2006.

8.1.3. Deferred tax assets 4,832,609 TSIT

	31.12.2006	01.01.2006	v TSIT • in TSIT 31.12.2005
Iz naslova prenesenih davčnih izgub • From tax loss carry-forwards	3.977.024	2.615.314	0
Iz začasnih odbitnih razlik • From deductible temporary differences	855.585	219.536	0
Skupaj • Total	4.832.609	2.834.850	0

Družba izkazuje odložene terjatve za davek v višini 4.832.609 TSIT, od tega 3.977.024 TSIT iz naslova prenesenih davčnih izgub in 855.585 TIST iz naslova odbitnih začasnih razlik (zaradi hitrejše amortizacije za poslovne kot za davčne namene 681.965 TSIT, davčno še nepriznanih popravkov vrednosti terjatev 10.057 TSIT in zalog 5.964 TSIT, davčno še nepriznanih rezervacij za jubilejne nagrade in odpravnine ob upokojitvi 12.359 TIST ter davčno še nepriznanih rezervacij za stroške razgradnje 145.239 TSIT).

Družba na podlagi davčnega načrta za prihodnja leta in na podlagi sprejete davčne zakonodaje ocenjuje, da bo na voljo dovolj obdavčljivega dobička, kar podpira pripoznavanje odloženih terjatev za davek.

The Company recognizes deferred tax assets in the amount of 4,832,609 TSIT, thereof 3,977,024 TSIT from tax loss carry-forwards and 855,585 TSIT from deductible temporary differences. These differences include shorter depreciation and amortization periods for business than for tax purposes resulting in a difference between net book value and tax value of property, plant and equipment and intangibles in the amount of 681,965 TSIT, tax non-deductible valuation allowances of receivables in the amount of 10,057 TSIT and tax non-deductible valuation allowances of stock in the amount of 5,964 TSIT as well as tax non-deductible provisions for jubilee payments and retirement indemnity payments in the amount of 12,359 TSIT and assets retirement provision in the amount of 145,239 TSIT).

	Odložene terjatve za davek 01.01.2006 • Deferred tax assets 01.01.2006	Doknjižbe • Additions	Stornacije • Reversals	Poraba • Usage	Odložene ter- jatve za davek 31.12.2006 • Deferred tax assets 31.12.2006
Iz naslova prenesenih davčnih izgub • From tax loss carry-forwards	2.615.314	2.156.044	0	-794.335	3.977.024
Iz začasnih odbitnih razlik • From deductible temporary differences	219.536	636.049	0	0	855.585
Skupaj • Total	2.834.850	2.792.093	0	-794.335	4.832.609

Povečanje odloženih terjatev za davek na podlagi prenesenih davčnih izgub izhaja iz stornacije popravka vrednosti zaradi spremembe davčne zakonodaje, ki omogoča neomejeno časovno koriščenje davčnih

Based on a tax plan for the future years and based on the valid tax legislation the company has assessed that there will be enough taxable income available to recognize deferred tax assets in full.

izgub. Povečanje odloženih terjatev za davek na podlagi začasnih odbitnih razlik pa izhaja predvsem iz spremembe dob koristnosti opredmetenih osnovnih in neopredmetenih sredstev za poslovne namene.

8.1.4. Zaloge 744.529 TSIT

Med zalogami vodi družba 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.

The increase in deferred tax assets from tax loss carry-forwards derives from the release of valuation allowance due to changes in the tax legislation, which enables unlimited usage of tax loss carry-forwards. The increase in deferred tax assets from deductible temporary differences derives mainly from changes in the useful lives of intangible assets and property, plant and equipment for business purposes.

8.1.4. Inventories 744,529 TSIT

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

	Kosmata vrednost • Gross amount	Popravek vrednosti • Allowances	Čista vrednost 31.12.2006 • Net amount 31.12.2006	Čista vrednost 01.01.2006 • Net amount 01.01.2006	Čista vrednost 31.12.2005 • Net amount 31.12.2005
Blago • Products and merchandise	816.873	72.344	744.529	1.252.181	1.252.181
Skupaj • Total	816.873	72.344	744.529	1.252.181	1.252.181

v TSIT • in TSIT

Konec leta 2006 je popravek vrednosti za GSM aparate znašal 40 TSIT. Prav tako je bil oblikovan 100% popravek vrednosti zaloge vseh materialov za prodajna mesta na zalogi v vrednosti 72.304 TSIT.

At 31 December 2006 allowances for inventories of GSM handsets amounted to 40 TSIT. For inventories of point-of-sale materials a 100% valuation allowance at 31 December 2006 amounted to 72,304 TSIT.

Pri opravljenem popisu v letu 2006 je bilo za 2.218 TSIT inventurnih primanjkljajev.

Stock taking in 2006 resulted in 2,218 TSIT of negative differences.

8.1.5. Kratkoročne poslovne terjatve 5.077.857 TSIT

8.1.5. Short-term operating receivables 5,077,857 TSIT

	31.12.2006	01.01.2006	31.12.2005
Kratkoročne terjatve do kupcev • Short-term operating trade receivables	3.413.610	2.636.759	2.636.759
Kratkoročno dani predujmi in varščine • Short-term advances and security deposits	603.363	18.436	18.436
Kratkoročne terjatve do podjetij v skupini • Short-term operating receivables due from group companies	746.110	257.037	257.037
Druge kratkoročne terjatve • Short-term operating receivables due by others	314.774	392.952	392.952
Skupaj • Total	5.077.857	3.305.184	3.305.184

v TSIT • in TSIT

Terjatve na dan 31.12.2006 po rokih zapadlosti v plačilo

Short-term operating receivables as per due date

	Terjatve • Receivables
Nezapadle • Undue	329.194
Zapadle • Due	4.748.663
Skupaj • Total	5.077.857

Kratkoročne terjatve do kupcev

Short-term operating trade receivables

v TSIT • in TSIT

	Kosmata vrednost • Gross amount	Popravek vrednosti • Allowances	Čista vrednost 31.12.2006 • Net amount 31.12.2006	Čista vrednost 01.01.2006 • Net amount 01.01.2006	Čista vrednost 31.12.2005 • Net amount 31.12.2005
Kupci v državi – naročniki • Domestic customers – subscribers	5.046.332	3.620.929	1.425.403	894.746	894.746
Kupci v državi – ostali • Domestic customers – others	1.635.870	54.073	1.581.797	1.251.402	1.251.402
Kupci v tujini • Foreign customers	425.867	19.457	406.410	490.611	490.611
Skupaj • Total	7.108.069	3.694.459	3.413.610	2.636.759	2.636.759

Kratkoročne terjatve do naročnikov na dan 31.12.2006 predstavljajo terjatve iz naslova mesečnih naročnin, pogovorov in drugih GSM storitev v višini 1.425.403 TSIT. V letu 2006 je bil zanje dodatno oblikovan popravek vrednosti v višini 14.837 TSIT.

As of 31 December 2006, short-term operating trade receivables due from post-paid customers in the amount of 1,425,403 TSIT included receivables related to monthly subscription, airtime and other GSM services. In 2006, additional allowances were formed for these receivables in the net amount of 14,837 TSIT.

Ostale terjatve do kupcev v državi vključujejo terjatve do posrednikov, terjatve do podjetij iz komisijske prodaje telefonov in terjatve do partnerjev pri medomrežnem povezovanju. Popravek vrednosti zanje je bil v letu 2006 povečan za znesek 31.080 TSIT.

Short-term operating trade receivables include receivables from other domestic customers including dealers, retailers and interconnection partners. In 2006, allowances were increased in the net amount of 31,080 TSIT.

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v TSIT • in TSIT

	Popravek vrednosti 01.01.2006 • Valuation allowance 01.01.2006	Doknjižba • Additions	Doknjižba (v breme odloženih prihodkov) • Additions (charged to deferred revenues)	Poraba (odpis) • Uses (write-off)	Popravek vrednosti 31.12.2006 • Valuation allowance 31.12.2006
Kupci v državi – naročniki • Domestic customers – subscribers	3.606.092	128.864	172.046	-286.073	3.620.929
Kupci v državi – drugi • Domestic customers – others	42.450	11.623	0	0	54.073
Skupaj • Total	3.648.542	140.487	172.046	-286.073	3.675.002

Kratkoročno dani predujmi in varščine

Short-term advances and security deposits

v TSIT • in TSIT

	Kosmata vrednost • Gross amount	Popravek vrednosti • Allowances	Čista vrednost 31.12.2006 • Net amount 31.12.2006	Čista vrednost 01.01.2006 • Net amount 01.01.2006	Čista vrednost 31.12.2005 • Net amount 31.12.2005
Dani predujmi za obratna sredstva • Advances for current assets	5.271	3.615	1.656	1.121	1.121
Dani predujmi izvršiteljem • Advances to bailiffs	25.623	23.061	2.562	3.472	3.472
Dani predujmi v tujino • Advances to suppliers abroad	582.684	0	582.684	91	91
Dani predujmi v tujino – mednarodno gostovanje • Advances to suppliers abroad – roaming	0	0	0	-6	-6
Dane varščine • Security deposits	16.461	0	16.461	13.758	13.758
Skupaj • Total	630.039	26.676	603.363	18.436	18.436

Kratkoročne terjatve do podjetij v skupini

Short-term operating receivables due from group companies

v TSIT • in TSIT

	Kosmata vrednost • Gross amount	Popravek vrednosti • Allowances	Čista vrednost 31.12.2006 • Net amount 31.12.2006	Čista vrednost 01.01.2006 • Net amount 01.01.2006	Čista vrednost 31.12.2005 • Net amount 31.12.2005
VIPnet d.o.o. • VIPnet d.o.o.	461.167	0	461.167	92.234	92.234
Mobilkom austria AG & Co KG • mobilkom austria AG & Co KG	272.767	0	272.767	157.988	157.988
Mobilkom Austria Group Services GmbH • Mobilkom Austria Group Services GmbH	2.636	0	2.636	4.073	4.073
Mobilkom [liechtenstein] AG • mobilkom [liechtenstein] AG	309	0	309	174	174
Mobittel AD • Mobittel AD	9.231	0	9.231	2.568	2.568
Skupaj • Total	746.110	0	746.110	257.037	257.037

Druge kratkoročne terjatve

Short-term operating receivables due from others

v TSIT • in TSIT

	Kosmata vrednost • Gross amount	Popravek vrednosti • Allowances	Čista vrednost 31.12.2006 • Net amount 31.12.2006	Čista vrednost 01.01.2006 • Net amount 01.01.2006	Čista vrednost 31.12.2005 • Net amount 31.12.2005
Terjatve iz naslova DDV • VAT receivable	211.258	0	211.258	294.934	294.934
Terjatve za refundacije nadomestil plač • Continued pay receivable	1.167	0	1.167	934	934
Terjatve do bank • Receivables due from banks	43.154	0	43.154	71.985	71.985
Terjatve do izdajateljev kreditnih kartic • Receivables due from card issuers	38.770	0	38.770	23.434	23.434
Terjatve do delavcev • Receivables due from employees	8.334	0	8.334	1.651	1.651
Terjatve iz naslova obresti • Interest receivables	14	0	14	14	14
Terjatve do drugih • Other receivables	12.077	0	12.077	0	0
Skupaj • Total	314.774	0	314.774	392.952	392.952

Terjatve niso zavarovane, z izjemo danega predujma v tujino za storitve v letu 2007, ki je zavarovan z bančno garancijo.

Receivables are not secured, except for advances given to a foreign company for services to be rendered in 2007, which is covered by a bank guarantee.

Kreditno tveganje terjatev do naročnikov je široko razpršeno in ni pomembno (večina naročnikov konec leta 2006 je fizičnih oseb). Za ostale terjatve (do prodajnih posrednikov in drugih domačih in tujih operaterjev mobilne telefonije pretekle izkušnje kažejo, da ni pomembnih tveganj iz tega poslovanja. Na dan izdelave bilance stanja ni bilo pomembne odvisnosti od nobenega od zgoraj naštetih dolžnikov.

Credit risk from short-term operating trade receivables due from subscribers is widespread and is not considered significant as most of the customer as per year end 2006 were private individuals. For other receivables due from dealers as well as other local and foreign mobile operators, historical experience has shown that there are also no significant risks involved. As of the balance sheet date there was no significant dependency on any of the above-mentioned debtors.

Večina transakcij v tuji valuti je izvedenih v evrih, ki je z dnem 01.01.2007 postal domača valuta. Le majhen delež transakcij se izvaja v ameriških dolarjih in drugih valutah, zato valutno tveganje za družbo nima bistvenega pomena.

The majority of the Company's foreign exchange transactions are in EUR, which has become the local currency in Slovenia as of 01 January 2007. Only a relatively small portion of the transactions is performed in USD, therefore currency risk is not considered significant.

8.1.6. Dobroimetje pri bankah, čeki in gotovina 3.129.559 TSIT

Med denarnimi sredstvi vodi družba gotovino v blagajnah, vezane depozite na odpoklic in denarna sredstva pri poslovnih bankah.

8.1.6. Cash 3,129,559 TSIT

This item includes cash in hand, bank balances and callable deposits.

	31.12.2006	01.01.2006	v TSIT • in TSIT 31.12.2005
Denarna sredstva pri bankah • Bank balances	731.321	418.467	418.467
Gotovina v blagajni • Cash on hand	475.000	6.894	6.894
Vezani depoziti na odpoklic: • Callable deposits:	1.923.238	2.369.612	2.369.612
Depozit pri NLB • Deposit at NLB	0	124.152	124.152
Depozit pri Bank Austria • Deposit at Bank Austria Creditanstalt	1.923.238	274.202	274.202
Depozit pri Raiffeisen Krekovi banki • Deposit at Raiffeisen Krekova banka	0	1.731.434	1.731.434
Depozit pri Bank Austria (devizni) • Deposit at Bank Austria Creditanstalt (foreign currency)	0	239.824	239.824
Skupaj • Total	3.129.559	2.794.973	2.794.973

8.1.7. Aktivne časovne razmejitve 1.063.641 TSIT

8.1.7. Short-term deferred costs (expenses) and accrued revenues 1,063,641 TSIT

	31.12.2006	01.01.2006	v TSIT • in TSIT 31.12.2005
Kratkoročno odloženi stroški • Deferred costs (expenses)	127.268	95.678	95.678
Prehodno nezaračunani prihodki • Accrued revenues	936.373	348.657	348.657
Skupaj • Total	1.063.641	444.335	444.335

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 2006, zaračunane v januarju 2007, nezaračunane prihodke iz mednarodnega gostovanja in medomrežnega povezovanja za december 2006, zaračunane v januarju 2007, in druge prehodno nezaračunane prihodke.

Accrued revenues include revenues from mobile communication services provided in December 2006 and billed in January 2007, revenues from roaming and interconnection services provided in December 2006 and billed in January 2007, and other accrued revenues.

8.1.8. Kapital 7.814.148 TSIT

Kapital podjetja po stanju na dan 31.12.2006 znaša 7.814.148 TSIT. Osnovni kapital sestavlja 9.300.000 navadnih delnic z nominalno vrednostjo 1.000 SIT. Vse delnice so vplačane. Kapitalske rezerve znašajo 21.586.718 TSIT in se nanašajo na vplačilo večinskega delničarja v višini 20.109.258 TSIT in na splošni prevrednotovalni popravek kapitala, ki je bil 01.01.2006 prenesen v kapitalske rezerve, v višini 1.477.460 TSIT. Čisti dobiček iz poslovanja za poslovno leto 2006 znaša 2.234.859 TSIT.

8.1.8. Equity 7,814,148 TSIT

As of 31 December 2006, a positive equity was recorded in the amount of 7,814,148 TSIT. The share capital is divided into 9,300,000 ordinary shares at par value of 1,000 SIT. All shares are called upon. Capital surplus amounts to 21,586,718 TSIT and refers to a payment from the majority shareholder in the amount of 20,109,258 TSIT and general equity capital revaluation allowance, which was transferred to capital reserves on 01 January 2006 in the amount of 1,477,460 TSIT. Net profit for 2006 amounts to 2,234,859 TSIT.

8.1.9. Rezervacije in dolgoročne pasivne časovne razmejitve 782.089 TSIT

Dolgoročne rezervacije vključujejo dolgoročno vračunane stroške za jubilejne nagrade (23.112 TSIT), dolgoročno vračunane stroške za odpravnine ob upokojitvi (18.003 TSIT) in rezervacije za stroške razgradnje (660.178 TSIT). Dolgoročne pasivne časovne razmejitve pa vsebujejo postavke brezplačno prejetih osnovnih sredstev (80.796 TSIT), ki se zmanjšujejo z obračunavanjem amortizacije teh sredstev.

8.1.9. Provisions and long-term accrued costs and deferred revenue 782,089 TSIT

Long-term provisions include accrued costs for jubilee payments (23,112 TSIT), accrued costs for retirement indemnity payments (18,003 TSIT) and a provision for dismantling costs (660,178 TSIT). Long-term accrued costs and deferred revenue includes an item resulting from received free-of-charge fixed assets (80,796 TSIT), which is released in line with the depreciation of these assets.

	Dolgoročne rezervacije 01.01.2006 • Provisions 01.01.2006	Doknjižbe • Additions	Stornacije • Releases	Poraba • Uses	v TSIT • in TSIT Dolgoročne rezervacije 31.12.2006 • Provisions 31.12.2006
Jubilejne nagrade • Jubilee payments	17.988	5.124	0	0	23.112
Odpravnine ob upokojitvi • Retirement indemnity	13.932	4.071	0	0	18.003
Stroški razgradnje • Assets retirement provision	409.463	250.715	0	0	660.178
Brezplačno pridobljena osnovna sredstva • Free-of-charge assets	114.700	0	0	-33.904	80.796
Skupaj • Total	556.083	259.910	0	-33.904	782.089

8.1.10. Dolgoročne obveznosti 18.241.355 TSIT

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

8.1.10. Long-term liabilities 18,241,355 TSIT

Long-term financial liabilities include long-term financial liabilities to group companies and banks.

	31.12.2006	01.01.2006	31.12.2005
Dolgoročne finančne obveznosti do bank • Long-term financial liabilities to banks	0	435.439	435.439
Dolgoročne finančne obveznosti do podjetij v skupini • Long-term financial liabilities to group companies	18.241.355	16.679.523	16.679.523
Skupaj • Total	18.241.355	17.114.962	17.114.962

Del dolgoročnih posojil, ki zapade v plačilo v naslednjem poslovnem letu, je v višini 435.491 TSIT izkazan med kratkoročnimi finančnimi obveznostmi do bank.

A portion of long-term financial liabilities maturing in 2007 in the amount of 435,491 TSIT is recorded under short-term financial liabilities.

Dolgoročne finančne obveznosti do bank**Long-term financial liabilities to banks**

	v TSIT • in TSIT		
	31.12.2006	01.01.2006	31.12.2005
SKB d.d. • SKB d.d.	0	147.178	147.178
NLB d.d. • NLB d.d.	0	147.178	147.178
Banka Koper d.d. • Banka Koper d.d.	0	61.353	61.353
A banka d.d. • A banka d.d.	0	30.655	30.655
Gorenjska banka d.d. • Gorenjska banka d.d.	0	18.420	18.420
Nova KBM d.d. • Nova KBM d.d.	0	30.655	30.655
Skupaj • Total	0	435.439	435.439

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 2006 odplačala glavnico v skupnem znesku 1.741.846 TSIT. Posojilo je zavarovano z zastavo osnovnih sredstev, v bodoče pridobljenimi denarnimi terjatvami, zastavo vseh delnic družbe Si.mobil d.d. (v lasti Mobilkoma) in z možnostjo pretvorb zapadlih in neporavnanih obveznosti v kapital. Posojilo zapade v celoti v naslednjem letu, zato je izkazano med kratkoročnimi finančnimi obveznostmi do bank.

Long-term financial liabilities to banks 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 2006, total principal repayment amounted to 1,741,846 TSIT. The loan is secured by pledge of property, plant and equipment, future receivables, pledge of all Company's shares (owned by mobilkom) and the possibility of conversion of overdue and unpaid liabilities to equity. The last loan installment is due in 2007, therefore it is recognized among short-term financial liabilities to banks.

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Dolgoročne finančne obveznosti do podjetij v skupini**Long-term financial and operating liabilities to group companies**

	v TSIT • in TSIT		
	31.12.2006	01.01.2006	31.12.2005
Mobilkom International GmbH & Co KEG, Dunaj • Mobilkom International GmbH & Co KEG, Vienna	16.683.695	16.679.523	16.679.523
TFG, Dunaj • TFG, Vienna	1.557.660	0	0
Skupaj • Total	18.241.355	16.679.523	16.679.523

Dolgoročno dobljeno posojilo s strani mobilkoma znaša na dan 31.12.2006 69.538.577 EUR. Obrestna mera za posojilo se je v letu 2006 povečala s 4,98% na 5,08% letno, od tega je 80% celotne obrestne mere fiksne, 20% pa je variabilne. Glavnica zapade v plačilo decembra 2009.

As at 31 December 2006, the long-term loan from mobilkom amounted to 69.538.577 EUR. The interest rate applied to the loan increased from 4.98 % to 5.08% p.a. (fixed part of the interest rate = 80%; variable part of the interest rate = 20%). The principal is payable in December 2009.

Družba je v letu 2006 dodatno črpala posojilo pri Telekom Finanzmanagement GmbH (TFG), in sicer v znesku 6.500 TEUR. Obrestna mera za posojilo je znašala 3,8% letno. Obresti zapadajo v plačilo kvartalno, glavnica pa zapade v plačilo aprila 2009.

The company has drawn an additional loan from Telekom Finanzmanagement GmbH in 2006 in the amount of 6,500 TEUR. The interest rate applied to the loan is 3.8% annually. Interests are due quarterly and the principal is due in April 2009.

Družba posojila v višini 15 milijonov EUR iz naslova odobrene kreditne linije ni črpala.

The approved line of credit for 2006 in the amount of 15 million EUR has not been utilised.

Posojili nista zavarovani z inštrumenti zavarovanja.

None of the loans is secured.

Dolgoročne finančne obveznosti imajo naslednje zapadlosti

Total long-term financial and operating liabilities are due as follows

v TSIT • in TSIT	
Finančne obveznosti • Financial liabilities	
Zapadlost v roku 1 leta (kratkoročni finančni dolgovi) • Due within 1 year (short-term)	435.491
Zapadlost v 1-5 letih • Due in 1-5 years	18.241.355
Zapadlost po 5 letih • Due after 5 years	0
Skupaj • Total	18.676.846

Obrestno tveganje prejetih posojil je nizko, saj so obrestne mera vezane na EURIBOR. Ravno tako je tveganje nepovrnitve posojil zanemarljivo, glede na razvojni trend, ki kaže, da družba stalno izboljšuje svoje poslovanje in s tem denarna sredstva iz poslovanja.

Interest rate risk of loans received is considered low, since the interest rates are linked to EURIBOR. Also the risk of non-repayment is low since the development trend has shown that the Company is constantly improving its operations and thus also its operating cash flows.

v TSIT • in TSIT					
	Dolgoročne obveznosti 01.01.2006 • Long-term liabilities 01.01.2006	Povečanje/zmanjšanje zaradi spremembe tečaja • Additions/Decreases due to foreign-exchange differences	Črpanje • Additions	Odplačila • Repayments	Dolgoročne obveznosti 31.12.2006 • Long-term liabilities 31.12.2006
Dolgoročne finančne obveznosti do podjetij v skupini • Long-term financial liabilities to group companies	16.679.523	4.461	1.557.371	0	18.241.355
Skupaj • Total	16.679.523	4.461	1.557.371	0	18.241.355

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8.1.11. Kratkoročne obveznosti 10.296.029 TSIT

8.1.11. Short-term liabilities 10,296,029 TSIT

v TSIT • in TSIT			
	31.12.2006	01.01.2006	31.12.2005
Kratkoročne finančne obveznosti • Short-term financial liabilities	2.247.663	4.245.417	4.245.398
Kratkoročne poslovne obveznosti • Short-term operating liabilities	8.048.366	5.315.432	5.315.432
Skupaj • Total	10.296.029	9.560.849	9.560.849

Kratkoročne finančne obveznosti

Short-term financial liabilities

v TSIT • in TSIT			
	31.12.2006	01.01.2006	31.12.2005
Kratkoročne finančne obveznosti do podjetij v skupini • Short-term financial liabilities to group companies	1.812.169	2.503.641	2.503.641
Kratkoročne finančne obveznosti do bank • Short-term financial liabilities to banks	435.490	1.741.757	1.741.757
Druge kratkoročne finančne obveznosti • Other short-term financial liabilities	3	19	19
Skupaj • Total	2.247.663	4.245.417	4.245.417

Kratkoročno dobljena posojila pri podjetjih v skupini v znesku 1.812.169 TSIT se nanašajo na obresti za posojilo mobilkoma.

Short-term loans from group companies in the amount of 1,812,169 TSIT include accrued shareholder loan interests.

Kratkoročno dobljena posojila pri bankah se nanašajo na kratkoročni del dolgoročnih obveznosti v skupni višini 435.491 TSIT.

Short-term loans from banks include the short-term portion of long-term loans in the amount of 435,491 TSIT.

Kratkoročne poslovne obveznosti

Short-term operating liabilities

	31.12.2006	01.01.2006	v TSIT • in TSIT 31.12.2005
Kratkoročne obveznosti na podlagi predujmov • Short-term operating liabilities from advances	2.250.677	27.853	27.853
Kratkoročne poslovne obveznosti do dobaviteljev • Short-term trade payables	5.519.828	4.975.606	4.975.606
Kratkoročne poslovne obveznosti do podjetij v skupini • Short-term operating liabilities to group companies	90.945	92.598	92.598
Kratkoročne poslovne obveznosti do drugih • Other short-term operating liabilities	186.916	219.356	219.356
Skupaj • Total	8.048.366	5.315.413	5.315.413

Kratkoročne obveznosti na podlagi predujmov

Short-term operating liabilities from advances

	31.12.2006	01.01.2006	v TSIT • in TSIT 31.12.2005
Obveznosti za predujme – podjetja v skupini • Payables for advances – group companies	2.204.449	0	0
Obveznosti za predujme – drugi • Payables for advances – others	46.228	27.853	27.853
Skupaj • Total	2.250.677	27.853	27.853

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Kratkoročne poslovne obveznosti do dobaviteljev

Short-term trade payables

	31.12.2006	01.01.2006	v TSIT • in TSIT 31.12.2005
Obveznosti do dobaviteljev v državi • Short-term trade payables to domestic suppliers	5.078.138	3.934.470	3.934.470
Obveznosti do dobaviteljev v tujini • Short-term trade payables to foreign suppliers	441.690	1.041.136	1.041.136
Skupaj • Total	5.519.828	4.975.606	4.975.606

Kratkoročne poslovne obveznosti do podjetij v skupini

Short-term operating liabilities to group companies

	31.12.2006	01.01.2006	v TSIT • in TSIT 31.12.2005
mobilkom austria AG & Co KG • mobilkom austria AG & Co KG	72.371	265.749	265.749
VIPnet d.o.o. • VIPnet d.o.o.	0	-181.122	-181.122
mobilkom [liechtenstein] AG • mobilkom [liechtenstein] AG	63	20	20
Mobilkom Austria Group Services GmbH • Mobilkom Austria Group Services GmbH	5.482	7.535	7.535
Telekom Austria AG • Telekom Austria AG	1.370	0	0
VipNet usluge d.o.o. • VipNet Usluge d.o.o.	10.938	0	0
Mobiltel AD • Mobiltel AD	721	416	416
Skupaj • Total	90.945	92.598	92.598

Kratkoročne obveznosti do drugih**Other short-term operating liabilities**

	v TSIT • in TSIT		
	31.12.2006	01.01.2006	31.12.2005
Obveznosti za čiste plače • Net wages and salaries	77.179	72.244	72.244
Obveznosti za davke iz plač • Taxes from gross wages and salaries	19.727	20.094	20.094
Obveznosti za prispevke iz plač • Contributions from gross wages and salaries	28.628	26.566	26.566
Druge obveznosti do delavcev (prehrana, prevoz na delo) • Other payables to employees: (meal allowance, commuting allowance)	17.356	14.041	14.041
Obveznosti iz naslova koncesije • Concession fee payable	15.166	51.970	51.970
Obveznosti za davke na plačilno listo • Taxes on wages and salaries	26.102	26.174	26.174
Obveznosti iz naslova darilnih bonov • Gift certificates payable	5	5	5
Druge kratkoročne obveznosti • Other short-term liabilities (debts)	2.753	8.262	8.262
Skupaj • Total	186.916	219.356	219.356

8.1.12. Pasivne časovne razmejitve 1.043.628 TSIT**8.1.12. Short-term accrued costs (expenses) and deferred revenues 1,043,628 TSIT**

	v TSIT • in TSIT		
	31.12.2006	01.01.2006	31.12.2005
Kratkoročno odloženi prihodki • Short-term deferred revenues	576.786	440.240	440.240
Kratkoročno vnaprej vračunani stroški • Short-term accrued costs (expenses)	466.842	357.882	357.882
Skupaj • Total	1.043.628	798.122	798.122

Kratkoročno vnaprej vračunani stroški vključujejo vračunane stroške za izplačilo bonusa za zaposlene, direktorje in vodje za leto 2006 in druge vračunane stroške.

Short-term accrued costs and expenses include costs of bonus for 2006 for directors, managers and employees and other accrued costs.

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 2007.

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 2007 charged in advance.

8.1.13. Zabilančna sredstva / obveznosti 6.387.906 TSIT**8.1.13. Off-balance sheet items 6,387,906 TSIT**

Zabilančna evidenca vključuje dana jamstva v obliki zastave osnovnih sredstev v višini 2.687.111 TSIT (neodpisana vrednost), odobrena in nečrpana posojila lastnikov v višini 3.459.600 TSIT, preddobavljeno evro gotovino v višini 10.496 TSIT, prejete garancije v višini 131.400 TSIT in dane garancije v višini 99.299 TSIT.

Off balance sheet items include securities given in the form of a lien on net book value of property, plant and equipment in the amount of 2,687,111 TSIT (net book value), and shareholder loans extended but not yet utilised in the amount 3,459,600 TSIT and, advance delivered EUR cash in the amount of 10,496 TSIT, received guarantees in the amount of 131,400 TSIT and given guarantees in the amount of 99,299 TSIT.

Glede na koncesijsko pogodbo je družba zavezana plačevati koncesijske dajatve do izteka te pogodbe v letu 2013 (za GSM) in 2021 (za UMTS).

According to the concession agreements, the company is obliged to pay concession fees until the expiration of the contract in 2013 (GSM) and 2021 (UMTS).

8.2. Izkaz poslovnega izida

Izkaz poslovnega izida je izdelan po naravnih vrstah stroškov.

Prikaz poslovnega izida ob upoštevanju stroškov po funkcionalnih skupinah 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	
	2006	2005
Čisti prihodki od prodaje, usredstveni lastni proizvodi in drugi prihodki • Total revenues	29.910.505	23.383.708
Proizvajalni stroški prodanih proizvodov (z amortizacijo) oz. nabavna vrednost prodanega blaga • Costs of sales	-19.252.158	-14.221.502
Stroški prodavanja (z amortizacijo) • Selling costs	-6.867.650	-5.374.679
Stroški splošnih dejavnosti (z amortizacijo) • Administrative costs	-2.865.485	-2.574.896
Poslovni izid iz poslovanja • Operating result (EBIT)	925.212	1.212.631

8.2.1. Čisti prihodki od prodaje 29.370.146 TSIT

8.2.1. Net sales 29,370,146 TSIT

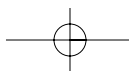
	v TSIT • in TSIT	
	2006	2005
Čisti prihodki od prodaje storitev • Revenues from sale of services	27.084.122	21.031.207
Čisti prihodki od prodaje blaga • Revenues from sale of goods	2.286.024	1.627.544
Skupaj • Total	29.370.146	22.658.751

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Prihodki od prodaje v državi in tujini

Revenues from sale on domestic and foreign markets

	v TSIT • in TSIT	
	2006	2005
Prihodki od prodaje v državi • Revenues from sale on domestic market	24.737.726	18.706.507
– Prodaja storitev v državi • – Revenues from sale of services	22.451.702	17.078.963
– Prodaja blaga v državi • – Revenues from sale of goods	2.286.024	1.627.544
Prihodki od prodaje v tujini • Revenues from sale on foreign markets	4.632.420	3.952.243
– Prodaja storitev podjetjem v skupini • – Revenues from sale of services to group enterprises	1.719.754	1.470.438
– Prodaja storitev drugim podjetjem v tujini • – Revenues from sale of services to other enterprises	2.912.666	2.481.806
Skupaj • Total	29.370.146	22.658.751



Prihodki od prodaje storitev po vrstah storitev

Revenues from sale of services – per type of service

	v TSIT • in TSIT	
	2006	2005
Prihodki od prodaje storitev naročniškega telefoniranja in od prodaje storitev predplačniškega telefoniranja • Services to subscribers and prepaid users	16.385.330	12.355.837
Prihodki od medomrežnega povezovanja in mednarodnega gostovanja • Interconnection and roaming services	10.441.660	8.492.156
Drugi prihodki od prodaje storitev • Other revenues from sale of services	257.132	183.214
Skupaj • Total	27.084.122	21.031.207

8.2.2. Usredstveni lastni proizvodi in storitve 47.850 TSIT

Prihodki iz usredstvenih lastnih učinkov se nanašajo na lastno gradnjo baznih postaj v višini 47.850 TSIT.

8.2.2. Capitalised own products and own services 47,850 TSIT

Capitalised own products and services include the cost of personnel related to work performed by the company for its own purposes, primarily the construction of base stations, and in 2006 resulted in capitalization of 47,850 TSIT of personnel costs.

8.2.3. Drugi poslovni prihodki 492.509 TSIT

Druge prihodke iz poslovanja predstavljajo zaračunana vrednost prodanih osnovnih sredstev v višini 63.863 TSIT, prihodki iz sprostitve dolgoročnih rezervacij iz naslova brezplačnih opredmetenih osnovnih sredstev v višini 33.903 TSIT, prevrednotovalni poslovni prihodki iz naslova terjatev v višini 166.635 TSIT, izterjane terjatve in povrnjeni sodni stroški v višini 226.246 TSIT in drugi prihodki v višini 1.962 TSIT.

8.2.3. Other operating revenue (including revaluation operating revenues) 492,509 TSIT

Other operating revenues include revenues from asset disposal in the amount of 63,863 TSIT, revenues from the release of long-term provisions from donated fixed assets in the amount of 33,903 TSIT as well as revaluatory operating revenues from receivables in the amount of 166,635 TSIT and collected receivables balance, court costs in the amount of 226,246 TSIT and other revenue in the amount of 1,962 TSIT.

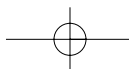
8.2.4. Stroški blaga, materiala in storitev 18.513.746 TSIT

Nabavna vrednost prodanega blaga je zmanjšana za znesek razmejenih prodajnih spodbud v višini 3.665.958 TSIT (2005: 2.582.736 TSIT). Stroški dolgoročnih odloženih prodajnih spodbud so pripoznani med drugimi stroški storitev, in sicer v višini 2.840.794 TSIT (2005: 2.059.434 TSIT).

8.2.4. Cost of goods sold, materials and services 18,513,746 TSIT

The costs of goods are reduced by the deferred costs related to subscriber acquisition in the amount of 3,665,958 TSIT (2005: 2,582,736 TSIT). Amortisation of long-term deferred costs of subscriber acquisition was recorded under other costs of services in the amount of 2,840,794 TSIT (2005: 2,059,434 TSIT).

	v TSIT • in TSIT	
	2006	2005
Nabavna vrednost prodanega blaga • Cost of goods	1.697.200	1.372.983
Stroški materiala • Cost of materials	432.512	454.949
Stroški storitev • Cost of services	16.384.034	12.913.363
Skupaj • Total	18.513.746	14.741.295



Stroški materiala

Cost of materials

	v TSIT • in TSIT	
	2006	2005
Stroški porabljene energije • Costs of energy supply	271.461	292.821
Stroški rezervnih delov in materiala za vzdrževanje • Costs of spare parts and materials for maintenance	6.773	8.462
Odpis drobnega inventarja • Low-value assets write-off	14.625	10.478
Drugi stroški materiala • Other material costs	12.132	4.604
Stroški pisarniškega materiala in strokovne literature • Costs of office stationery and technical literature	127.521	138.584
Skupaj • Total	432.512	454.949

Stroški storitev

Cost of services

	v TSIT • in TSIT	
	2006	2005
Stroški storitev pri izdelavi proizvodov in opravljanju storitev • Costs of manufacturing stages implemented by others	1.034.850	660.288
Stroški prevoznih storitev • Costs of transportation services	29.907	24.028
Stroški storitev vzdrževanja • Costs of maintenance services	1.082.861	912.988
Stroški najemnin • Rental expenses	1.372.432	1.222.801
Stroški plačilnega prometa in bančnih storitev • Costs of fund transfer services and bank charges	92.020	70.763
Nadomestila stroškov delavcem • Remuneration of travel expenses to employees	72.420	61.907
Stroški intelektualnih in osebnih storitev • Costs of professional services	700.403	942.876
Zavarovalne premije • Insurance premiums	85.259	81.370
Stroški medomrežnih povezav in mednarodnega gostovanja • Costs of interconnection and roaming services	6.033.367	4.297.312
Stroški trženja • Marketing costs	2.676.481	2.279.199
Stroški drugih storitev • Other costs of services	3.204.034	2.359.831
Skupaj • Total	16.384.034	12.913.363

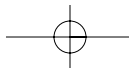
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Stroški drugih storitev vključujejo stroške prodajnih spodbud, stroške poštnih storitev, stroške telefona in drugo.

Stroški revidiranja so v letu 2006 znašali 32.460 TSIT, od tega revidiranje letnega poročila 15.457 TSIT ter druge storitve revidiranja 17.003 TSIT.

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

Audit costs amounted to 32,460 TSIT in 2006, thereof year-end audit 15,457 TSIT and other audit services 17,003 TSIT.



8.2.5. Stroški dela 2.449.968 TSIT

8.2.5 Labour costs 2,449,968 TSIT

	v TSIT • in TSIT	
	2006	2005
Plače in nadomestila zaposlenim • Cost of wages and salaries	1.713.912	1.505.741
Dajatve za pokojninsko zavarovanje • Pension insurance costs	235.548	208.027
Druge dajatve za zagotavljanje socialne varnosti • Other social insurance costs	156.291	158.858
Drugi stroški dela: • Other labour costs:		
Stroški za prevoz na delo • Commuting allowances	85.760	80.183
Stroški prehrane • Meal allowances	79.178	71.098
Regres za letni dopust • Vacation bonuses	61.653	57.367
Stroški odpravnin in jubilejnih nagrad • Severance pays and anniversary bonuses	69.029	45.367
Drugi stroški dela • Other labour costs	48.597	26.341
Skupaj • Total	2.449.968	2.152.980

8.2.6. Amortizacija in prevrednotovalni poslovni odhodki pri opredmetenih osnovnih in neopredmetenih sredstvih 7.502.637 TSIT

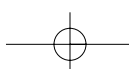
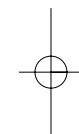
8.2.6. Depreciation and amortization expense and revaluation operating expenses associated with intangible assets and property, plant and equipment 7,502,637 TSIT

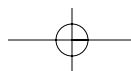
	v TSIT • in TSIT	
	2006	2005
Amortizacija opredmetenih osnovnih sredstev • Depreciation of property, plant and equipment	6.173.206	3.961.970
Amortizacija neopredmetenih sredstev • Amortization of intangible assets	1.272.640	1.095.310
Izguba pri prodaji osnovnih sredstev • Revaluation operating expenses associated with intangible assets and property, plant and equipment	56.791	32.564
Skupaj • Total	7.502.637	5.089.844

8.2.7. Prevrednotovalni poslovni odhodki pri obratnih sredstvih 348.464 TSIT

8.2.7. Revaluation operating expenses associated with current operating assets 348,464 TSIT

	v TSIT • in TSIT	
	2006	2005
Popravek vrednosti terjatev • Allowances for doubtful receivables	321.398	10.388
Popravek vrednosti zalog • Allowances for slow-moving and obsolete stock	27.066	45
Skupaj • Total	348.464	10.433





8.2.8. Drugi poslovni odhodki 170.479 TSIT

8.2.8. Other operating expenses 170,479 TSIT

	v TSIT • in TSIT	
	2006	2005
Dajatve, ki niso odvisne od poslovnega rezultata • Fiscal charges	101.450	162.710
Drugi odhodki • Other expenses	69.029	13.815
Skupaj • Total	170.479	176.525

Dajatve, ki niso odvisne od poslovnega rezultata, se nanašajo na koncesijske dajatve v znesku 75.500 TSIT in upravne in sodne koleke. Drugi odhodki vsebujejo predvsem odhodke za dovoljenja in druge odhodke.

Fiscal charges include concession fees in the amount of 75,500 TSIT and administrative fees and court fees. Other expenses include costs of permits and concessions and other costs.

8.2.9. Finančni prihodki iz poslovnih terjatev 321.190 TSIT

8.2.9. Financial revenue from operating receivables 321,190 TSIT

	v TSIT • in TSIT	
	2006	2005
Obresti iz razmerij do drugih • Interest income, customer receivables	260.915	390.668
Pozitivne tečajne razlike • Foreign exchange gains	58.207	65.281
Drugi prihodki od financiranja • Other financial revenues	2.068	8.291
Skupaj • Total	321.190	464.240

8.2.10. Finančni odhodki iz oslabitve in odpisov finančnih naložb, iz finančnih obveznosti in iz poslovnih obveznosti 1.009.302 TSIT

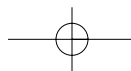
8.2.10. Financial expenses due to impairment and write-offs of investments, for financial and for operating liabilities 1,009,302 TSIT

	v TSIT • in TSIT	
	2006	2005
Finančni odhodki iz oslabitve in odpisov finančnih naložb • Financial expenses due to impairment and write-offs of investments	86.823	24.686
Negativne tečajne razlike • Negative foreign exchange differences	86.823	24.686
Finančni odhodki iz finančnih obveznosti • Financial expenses for financial liabilities	921.551	944.071
Finančni odhodki iz posojil, prejetih od družb v skupini • Financial expenses for loans received from group companies	862.803	836.415
Finančni odhodki iz posojil, prejetih od bank • Financial expenses for loans received from banks	58.748	104.983
Finančni odhodki iz poslovnih obveznosti • Financial expenses for operating liabilities	928	2.673
Zamudne obresti do dobaviteljev • Late interest charges to suppliers	928	2.673
Skupaj • Total	1.009.302	971.430

8.2.11. Čisti poslovni izid obračunskega obdobja 2.234.859 TSIT

8.2.11. Total profit for the period 2,234,859 TSIT

	v TSIT • in TSIT	
	2006	2005
Dobiček iz poslovanja • Operating result	925.212	1.211.457
Izguba iz financiranja • Financial result	-688.112	-504.517
Dobiček pred davki • Income before taxes	237.100	706.940
Odloženi davek • Deferred tax	1.997.759	0
Skupaj • Total	2.234.859	706.940



8.2.12. Davki

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 2006 znašal nič. Efektivna davčna stopnja je nič. Celotne nezapadle prenesene davčne izgube preteklih let znašajo 18.077.384 TSIT.

Od 01.01.2006 družba pripoznava odložene davke, ki izhajajo iz obdavčljivih začasnih razlik in prenesenih davčnih izgub. Znesek odloženih terjatev za davek je ob začetnem pripoznavanju znašal 2.834.850 TSIT, v letu 2006 pa je bilo dodatno pripoznanih 1.997.759 TSIT terjatev za odloženi davek, ki vplivajo na prihodek za odloženi davek.

Razmerje med odhodkom za davek in računovodskim poslovnim izidom je naslednje:

8.2.12. Taxes

Taxable income of the current year was fully offset with loss carryforwards, which reduced the current year tax expense to nil. Effective tax rate is nil. Total unexpired tax loss carry-forward from previous years amounts to 18,077,384 TSIT as per 31 December 2006.

From 01 January 2006, the Company recognises deferred taxes related to taxable temporary differences and tax loss carry-forwards. Opening amount of recognized deferred tax assets amounted to 2,834,850 TSIT. In 2006, additional 1,997,759 TSIT were recognized as deferred tax assets, which impact income from deferred taxes.

The reconciliation between tax expense and taxable income is as follows:

		v TSIT • in TSIT	
	davčna stopnja • Tax rate	znesek • Amount	davek • Tax
TEKOČI DAVKI • CURRENT TAXES			
dobiček pred davki • Income before taxes		237.100	
davek od dobička z uporabo uradne stopnje • Income tax (by using the official tax rate)	25%	237.100	59.275
odhodki, ki niso davčno priznani-stalne razlike • Tax non-deductible items – permanent differences	25%	491.783	122.946
odhodki, ki niso davčno priznani-začasne razlike • • Tax non-deductible items – temporary differences	25%	2.448.455	612.114
odmerjeni tekoči davek • Current income tax	25%	3.177.338	794.335
pokrivanje z davčno izgubo iz preteklih let • Usage of tax loss carry-forwards		-3.177.338	-794.335
dejanski tekoči davek • Actual current tax			0
ODLOŽENI DAVKI • DEFERRED TAXES			
iz naslova prenesenih davčnih izgub • From tax loss carry-forwards			
stornacija popravka vrednosti odloženih terjatev za davek zaradi spremenjene zakonodaje • Reversal of valuation allowance of deferred taxes due to change in tax legislation	22%	10.793.464	2.374.562
poraba že oblikovanih odloženih davkov iz naslova davčnih izgub v letu 2006 • Usage of recognized deferred taxes from tax loss carry-forwards in 2006	25%	-3.177.338	-794.335
zmanjšanje že oblikovanih odloženih davkov iz naslova davčnih izgub (začetno stanje na 01.01.2006) zaradi spremembe davčne stopnje s 25% na 22% • Decrease of deferred taxes from tax loss carry-forwards (opening balance as per 01 January 2006) due to change in tax rate from 25% to 22%			-218.518
skupaj odloženi davki iz naslova prenesenih davčnih izgub • Total deferred taxes from tax loss carry-forwards			1.361.710
iz naslova začasnih odbitnih razlik • From deductible temporary differences			
dodatno oblikovani odloženi davki iz naslova začasnih razlik-davčni obračun za leto 2006 • Additions to deferred taxes from deductible temporary differences – tax statement 2006	22%	2.448.455	538.660
popravek odloženih davkov preteklih let • Correction to deferred taxes from previous years	22%	442.676	97.389
skupaj odloženi davki iz naslova začasnih odbitnih razlik • Total deferred taxes from deductible temporary differences			636.049
SKUPAJ ODLOŽENI DAVKI • TOTAL DEFERRED TAXES			1.997.759

Glede na spremembe davčne zakonodaje in zniževanje davčne stopnje do leta 2010 je družba ocenila davčno stopnjo za izračun odloženih terjatev za davke. Stopnja temelji na stopnji davka v obdobjih, v katerih se bodočasne odbitne razlike in davčne izgube povrnila in znaša 22%.

The company has assessed the tax rate applicable for each of the temporary differences based on the period in which it is expected to reverse taking into consideration changes to the Slovenian tax legislation, which became effective in December 2006 and includes annual tax rate reductions from 2007 until 2010. The average rate applied to the temporary differences applied at 31 December 2006 is 22%.

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

8.2.13. 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

v TSIT • in TSIT

	Znesek kapitala • Amount of capital	% rasti • Increase in %	Izračunan učinek • Effect	Zmanjšani 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)	5.579.288	0,03%	1.674	2.233.185
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)	5.579.288	2,80%	156.220	2.078.639

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9. Izpostavljenost tveganjem

9. Risk exposure

Tržna tveganja in tveganja, povezana s konkurenco

Market and competition-related risks

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.

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

Regulatorna tveganja

Regulatory risk

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

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

Kreditno tveganje

Prihodki družbe izvirajo iz različnih virov, katerih večino predstavljajo prihodki iz pogovorov in mesečnih naročin od naročnikov. Ker je bila glavčina pogodbenih naročnikov konec leta 2006 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 mednarodnega gostovanja). 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 sklenjena tri posojilna pogodbeni razmerja, od katerih je večji del povezan s posojilom s strani glavnega delničarja. Glede na posojilne pogoje, ki vključujejo variabilne obrestne mere, družba ni bistveno izpostavljena tveganju spremembe obrestne mere.

Valutno tveganje

Funkcionalna valuta družbe v letu 2006 je bil slovenski tolar. Slovenija je z dnem 01.01.2007 vstopila v evro območje. Dejanski tečaj evra v letu 2006 ni bistveno nihal okoli centralnega paritetnega tečaja 239,64 SIT za 1 evro, kar pomeni nizko valutno tveganje, saj je večina transakcij v tuji valuti sprovedenih v evrih. 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 fixed fees and airtime from subscribers. Since most of the Company's postpaid customers at year-end 2006 were private individual customers, the credit risk is widespread and is not considered significant. Other significant revenue streams are connected to hardware sales to dealers and interconnection and roaming revenues from other local and foreign mobile operators. Historical experience does not indicate a significant risk deriving from these activities. As per 31 December 2006 there was no significant dependency on any of the above-mentioned debtors.

Interest-rate risk

The company is engaged in three loan-arrangements, the largest of which is related to financing by the main shareholder. Due to variable 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 in 2006 was the Slovenian Tolar. As per 01 January 2007, Slovenia entered into the EUR zone. During 2006, the exchange rate did not fluctuate significantly around the central rate of 239,64 SIT for 1 EUR, which indicates low foreign-exchange risk, since the major part of the company's foreign exchange transactions is EUR based. Only a relatively small portion of the transactions is performed in USD, therefore the currency risk is not considered significant.

Funding and liquidity risk

Historically the company has relied on funding provided by financial institutions and group companies to support the investment in infrastructure required to operate and expand the mobile communications network. In the future, the company plans to fund an increasing portion of its investments from cash flow from operations. However, given the uncertainty of future cash flows from activities and the large investment required to develop its infrastructure, additional funding from financial institutions or group companies may become necessary.

10. Druga razkritja

10.1. Organi družbe

Člani uprave družbe Si.mobil d.d. so:

Andreas Maierhofer, predsednik uprave
Milan Zaletel, član uprave
Dejan Turk, član uprave

Uprava v tej sestavi je bila imenovana z dnem 01.08.2006, od 01.01.2006 do 31.07.2006 pa sta družbo vodila predsednik uprave Zoran Thaler in član uprave Andreas Maierhofer.

V letu 2006 se je nadzornemu svetu pridružil Zoran Thaler. Sestava Nadzornega sveta je bila konec leta sledeča:

Boris Nemšič, predsednik Nadzornega sveta
Erich Gnad, namestnik predsednika Nadzornega sveta
Johannes Ametsreiter
Joseph Vinatzer
Alfred Gattringer
Zoran Thaler

Skupni znesek vseh prejemkov, ki so jih za opravljanje funkcij oziroma nalog v poslovnem letu 2006 prejeli člani uprave, nadzornega sveta in zaposleni z individualnimi pogodbami, vključujejo bruto prejemke, ki so vsebovani v obvestilu za napoved dohodnine, regres, bonitete in udeležbe v dobičku. V letu 2006 so znašali 660.841 TSIT:

- Uprava: 266.220 TSIT;
- Nadzorni svet: 0 TSIT;
- zaposleni z individualnimi pogodbami: 394.621 TSIT.

10. Other disclosures

10.1. Bodies of the company

The members of the Management Board of Si.mobil as per 31 December 2006:

Mr Andreas Maierhofer, chairman of the board
 Mr Milan Zaletel, member of the board
 Mr Dejan Turk, member of the board

As per 31 July 2006, Mr. Zoran Thaler stepped down from the Management Board. As per 01 August 2006, Mr Dejan Turk and Mr Milan Zaletel were appointed members of the management board and joined Mr Andreas Maierhofer who was re-appointed to the board and became chairman of the board.

The members of the supervisory board of Si.mobil as per 31 December 2006:

Mr Boris Nemšič, chairman of the supervisory board
 Mr Erich Gnad, vice chairman of the Supervisory Board
 Mr Johannes Ametsreiter
 Mr Joseph Vinatzer
 Mr Alfred Gattringer
 Mr Zoran Thaler

Mr Zoran Thaler joined the supervisory board in 2006.

The cost of the Management Board, the supervisory board and the employees with individual contracts in the year 2006 include gross income, included in the personal income tax return, holiday pay, fringe benefits and profit sharing. In 2006, this amounted to 660,841 TSIT:

- Management Board: 266,220 TSIT;
- Supervisory Board: 0 TSIT;
- employees with individual contracts: 394,621 TSIT.

11. Kazalniki poslovanja

11. Performance ratios

	31.12.2006	01.01.2006	31.12.2005
– stopnja lastniškosti financiranja (kapital/obveznosti do virov sredstev): • – Participation rate of equity capital (Equity/Liabilities):	20%	17%	10%
– 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):	70%	69%	66%
– stopnja osnovnosti investiranja (osnovna sredstva ⁶ po neodpisani vrednosti/ sredstva): • – Operating fixed assets rate (Fixed operating assets (at carrying amount) ⁶ /Assets):	74%	77%	75%
– 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):	74%	77%	75%
– koeficient kapitalske pokritosti osnovnih sredstev (kapital/osnovna sredstva po neodpisani vrednosti): • – Equity to fixed operating assets ratio (Equity /Fixed operating assets (at carrying amount)):	0,28	0,22	0,13
– koeficient neposredne pokritosti kratkoročnih obveznosti (likvidna sredstva/ kratkoročne obveznosti): • – Acid test ratio (Liquid assets/Short-term liabilities):	0,30	0,29	0,29
– 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):	0,80	0,64	0,64
– koeficient kratkoročne pokritosti kratkoročnih obveznosti (kratkoročna sredstva/ kratkoročne obveznosti): • – Current ratio (Short-term assets/Short-term liabilities):	0,87	0,77	0,77
– koeficient gospodarnosti poslovanja (poslovni prihodki/poslovni odhodki): • – Operating efficiency ratio (Operating revenue/Operating expenses):	1,03	1,05	1,05
– 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):	0,43	0,20	0,31
– 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	0,00
– dobiček na delnico: • – profit per share	240 SIT	76 SIT	76 SIT
– število delnic: • – number of shares	9.300.000	9.300.000	9.300.000

⁶ Pri izračunu kazalnikov se v osnovna sredstva všttevajo opredmetena osnovna sredstva, neopredmetena sredstva in dolgoročne aktivne časovne razmejitve.

⁶ In the calculation of performance ratios, fixed operating assets include property, plant and equipment, intangible assets and long-term deferred costs and accrued revenue.

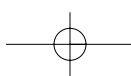
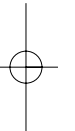
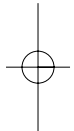
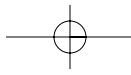
Priloga 1: Tabela gibanja neopredmetenih sredstev in dolgoročnih aktivnih časovnih razmejitev (v TSIT)

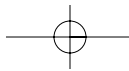
Enclosure 1: Schedule of intangible assets and long-term deferred costs and accrued revenue movements (in TSIT)

	Koncesije • Concessions	Programska oprema in licence • Software and licences	Vlaganja v tuja osnovna sredstva • Investments in fixed assets owned by third parties	Dolgoročno odloženi stroški priljučnih podat- kovnih vodov • Long-term defer- red connection fees of data lines	Dolgoročno odloženi stroški najemnin za lokacije baznih postaj • Long-term deferred lease of land	Dolgoročno odloženi stroški oprijemljanja naročnikov • Long- term deferred subscriber acquisition costs	Skupaj • Total
Nabavna vrednost • Costs of purchase							
Stanje 01.01.2006 • Balance as of 01 January 2006	3.825.137	3.905.931	594.891	387.812	263.009	9.306.879	18.283.659
Nabava, aktiviranja • Additions	1.550.000	559.175	131.865	3.211	27.463	3.665.958	5.937.672
Odtujitve, odpisi • Disposals	0	-71.646	-23.389	0	0	0	-95.035
Prenos • Transfer	0	574.949	7.680	0	0	0	582.629
Stanje 31.12.2006 • Balance as of 31 December 2006	5.375.137	4.968.378	711.030	391.023	290.472	12.972.837	24.708.877
Popravek vrednosti • Accumulated amortization							
Stanje 01.01.2006 • Balance as of 01 January 2006	1.646.175	2.297.176	299.846	216.637	132.879	7.283.235	11.875.949
Amortizacija • Additions, amortization	272.231	962.586	37.823	0	0	0	1.272.641
Amortizacija (stroški) • Additions, recognized in costs	0	0	0	23.428	23.268	2.840.793	2.887.489
Odtujitve, odpisi • Disposals	0	-51.225	-19.022	0	0	0	-70.247
Prenos • Transfer	0	0	0	0	0	0	0
Stanje 31.12.2006 • Balance as of 31 December 2006	1.918.406	3.208.540	318.630	240.065	156.147	10.124.028	15.965.817
Neodpisana vrednost • Net carrying amount							
Stanje 01.01.2006 • Balance as of 01 January 2006	2.178.962	1.608.754	295.045	171.175	130.130	2.023.644	6.407.710
Stanje 31.12.2006 • Balance as of 31 December 2006	3.456.730	1.759.838	392.400	150.958	134.325	2.848.809	8.743.060

Priloga 2: Tabela gibanja opredmetenih osnovnih sredstev (v TSIT) Enclosure 2: Schedule of property, plant and equipment movements (in TSIT)

	Zemljišča • Land	Bazne postaje in centrale • Base stations and mobile switches	Računalniška oprema • Computer equipment	Transportna oprema • Transporta- tion equipment	Druge oprema • Other equipment	Drobni inventar in rezervni deli • Low-value assets and spare parts	Opredmetena osnovna sred- stva v gradnji in izdelavi • Property, plant and equipment in the course of construction and equipment	Predujmi za pridobitev opredmetenih osnovnih sredstev • Advances for acquisition of property, plant and equipment	Skupaj • Total
Nabavna vrednost • Costs of purchase									
Stanje 01.01.2006 • Balance as of 01 January 2006	2.166	26.465.248	1.524.601	35.321	1.015.694	651.648	2.660.188	676	32.355.542
Nabava, aktiviranja • Additions	0	1.349.620	153.449	0	117.299	236.106	2.386.612	917.098	5.160.184
Odtujitve, odpisi • Disposals	0	-360.002	-102.788	-2.420	-25.955	-214.315	0	0	-705.480
Prenos • Transfer	0	475.258	118.963	0	613.321	58	-1.790.230	0	-582.630
Stanje 31.12.2006 • Balance as of 31 December 2006	2.166	27.699.612	1.694.226	32.901	1.720.392	660.607	3.256.570	917.774	35.997.138
Popravek vrednosti • Accumulated depreciation									
Stanje 01.01.2006 • Balance as of 01 January 2006	0	14.019.657	921.594	22.591	436.109	385.539	0	0	15.785.490
Amortizacija • Additions, depreciation	0	5.411.264	359.548	8.755	291.805	101.834	0	0	6.173.206
Odtujitve, odpisi • Disposals	0	-433.241	-93.224	-1.882	-25.649	-6.445	0	0	-560.441
Prenos • Transfer	0	0	0	0	0	0	0	0	0
Stanje 31.12.2006 • Balance as of 31 December 2006	0	18.997.680	1.187.918	29.464	702.264	493.818	0	0	21.411.144
Neodpisana vrednost • Net carrying amount									
Stanje 01.01.2006 • Balance as of 01 January 2006	2.166	12.445.589	603.007	12.730	579.585	266.110	2.660.188	676	16.570.052
Stanje 31.12.2006 • Balance as of 31 December 2006	2.166	8.701.932	506.308	3.437	1.018.128	179.679	3.256.570	917.744	14.585.994





Objemi svet

Si.mobil 2006

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Lektoriranje: Katja Kirn
Tisk: Božnar & Partner
Ljubljana, Marec 2007



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Embrace the World

Si.mobil 2006

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