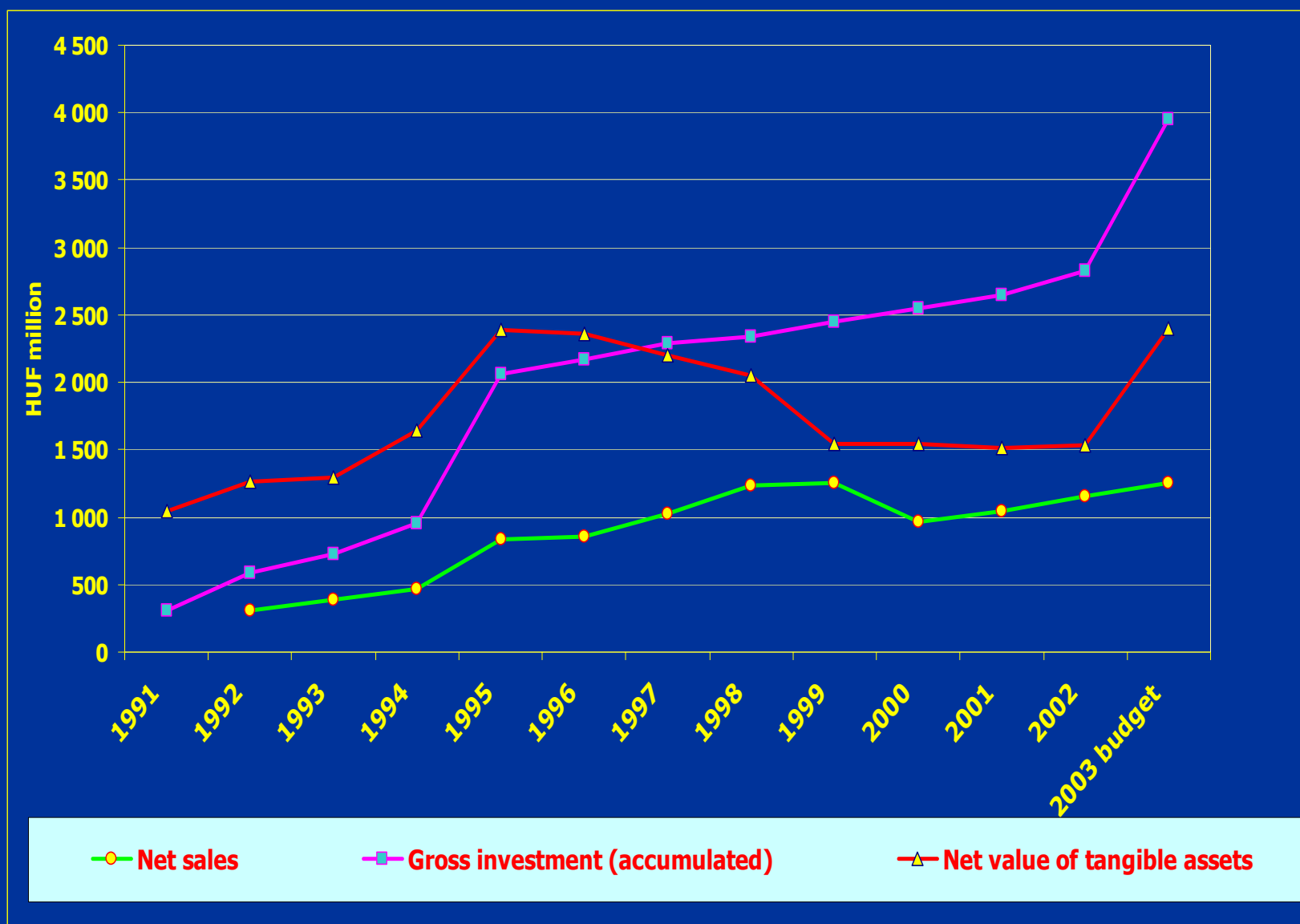




Diversification of wholesale market commercial activities to enhance incomes

Budapest Wholesale Market



Revenue from ordinary activities

HUF million

Megnevezés	2000	2001	2002	2003 budget
Admission and stand fee revenue	605,7	670,1	752,2	778,0
Parking fee revenue	28,6	32,4	38,2	51,7
Rental of storage facility	135,6	146,3	156,3	189,5
Rental of land	12,5	13,9	17,1	21,3
Revenue from other activity	11,7	6,9	9,1	9,6
Revenue from maintenance service	19,9	17,9	18,2	17,8
Public utility services	150,1	153,3	160,9	184,5
Net sales	964,1	1040,8	1152,0	1252,4
Other revenue	23,1	31,1	12,9	7,3
Capitalised own performance			1,5	
Revenue from ordinary activities	987,2	1071,9	1166,4	1259,7

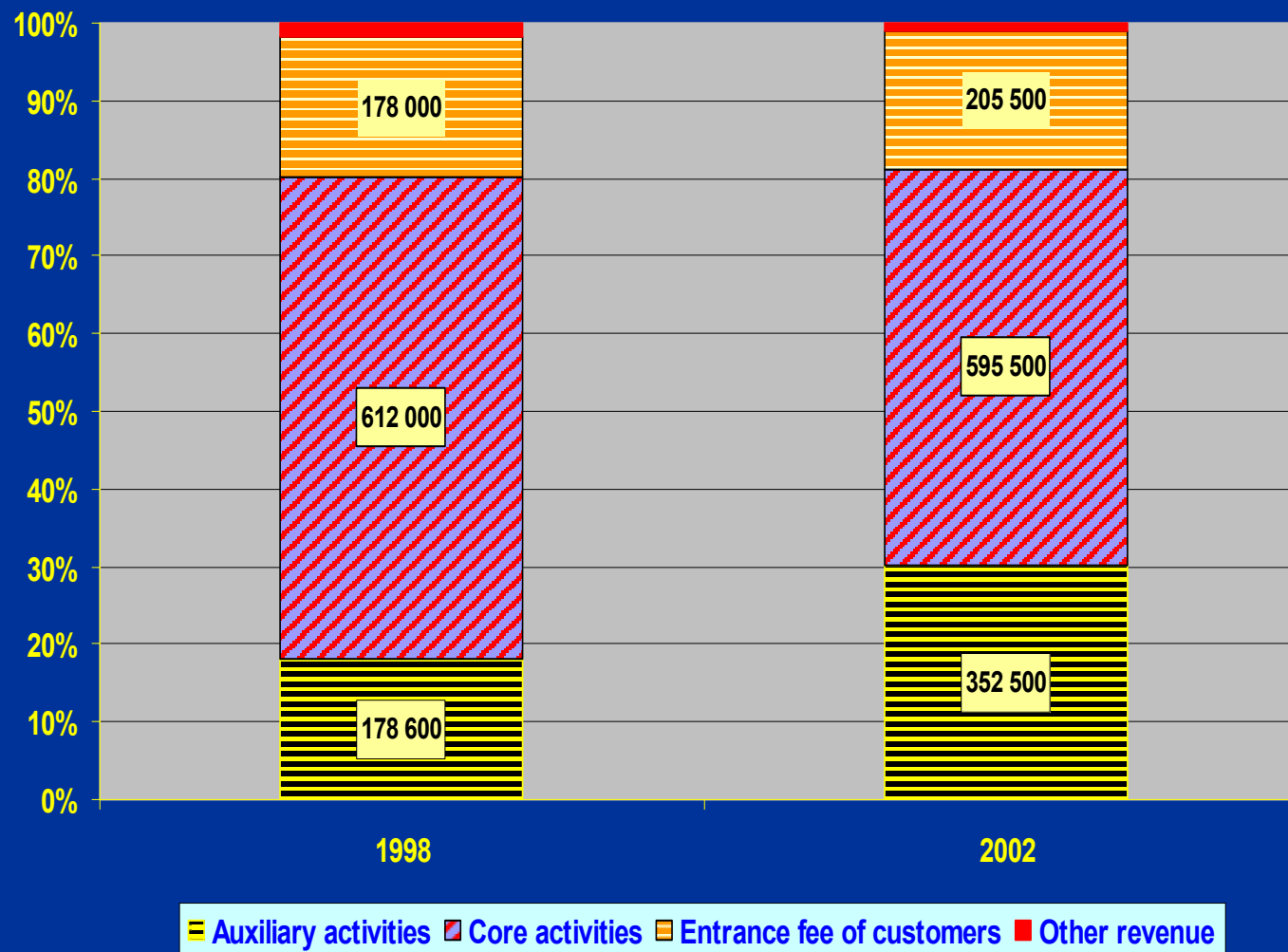
Revenue from ordinary activities

%

Megnevezés	2000	2001	2002	2003 budget
Admission and stand fee revenue	61,4	62,5	64,5	61,8
Parking fee revenue	2,9	3,0	3,3	4,1
Rental of storage facility	13,7	13,6	13,4	15,0
Rental of land	1,3	1,3	1,5	1,7
Revenue from other activity	1,2	0,6	0,8	0,8
Revenue from maintenance service	2,0	1,7	1,6	1,4
Public utility services	15,2	14,3	13,8	14,6
Net sales	97,7	97,1	98,8	99,4
Other revenue	2,3	2,9	1,1	0,6
Capitalised own performance	0,0	0,0	0,1	0,0
Revenue from ordinary activities	100,0	100,0	100,0	100,0

Activities	Related revenues (thousand HUF)		Related revenues (thousand USD)		Index (%)	
	1998	2002	1998	2002	HUF	USD
Core activities	612 000	595 500	2 854	2 308	97,3	80,9
- rental of growers' stands	377 000	479 300	1 758	1 858	127,1	105,7
- rental of storage facilities	72 000	105 200	336	408	146,1	121,4
- rental of banana ripening facility	163 000	11 000	760	43	6,7	5,6
Auxilliary activities	178 600	352 500	833	1 366	197,4	164,1
- rental of service providing facilities (i.e. restaurant, bank branch office)	15 000	22 100	70	86	147,3	122,5
- rental of offices (i.e. customs office)	13 000	19 100	61	74	146,9	122,1
- rental of land	-	17 100		66		
- service provided to growers (providing site)	-	62 000		240		
- mediating public utility services (electric energy, water, drainage, transportation of waste, gas, heating, telephone)	109 000	161 000	508	624	147,7	122,8
- maintenance service	7 000	19 000	33	74	271,4	225,6
- renting parking sites	25 000	41 000	117	159	164,0	136,3
- selective waste collection, selling waste	-	4 000		16		
- renting advertising media	400	800	2	3	200,0	166,2
- selling market information (i.e. prices)	-	700		3		
- selling PB gas	-	900		3		
- other services (i.e. registration fee, card fee, public announcement)	9 200	4 800	43	19	52,2	43,4
Entrance fee of customers	178 000	205 500	830	797	115,4	96,0
Other revenues (i.e. late performance penalty, sales of tangible assets)	18 000	12 900	84	50	71,7	59,6
Revenue from ordinary activities	986 600	1 166 400	4 601	4 521	118,2	98,3

Split of revenues by activities



Planned new activities:

- establishing and renting cool storage facility**
- establishing and renting distribution logistics basis**
- increasing scope of services by introducing magnetic card for clients**
- establishing and renting live fish distribution center**
- introducing parking fee for large trucks**
- introducing new services for distributors in order to promote compliance with the relevant EU regulations**
- developement of price information by SMS system and the internet**

Expected revenues from new activities and services in 2004

- rental fee of cool storage: HUF 26 – 28 million**
- rental fee of METRO logistics center: HUF 68 – 70 million**
- magnetic card for clients: HUF 5 - 10 million cash**
- parking fee of trucks: HUF 20 - 25 million**
- new services for tenants: HUF 2 – 3 million**