CONSTRUCTION

SECTOR PROJECTS



WWW.SARAJEVOBUSINESSFORUM.COM



G-501/2012

1. CONSTRUCTION - RESIDENTIAL AND BUSINESS BUILDING IN HADŽICI
2. REAL ESTATE - BUSINESS UNIT AND RESIDENTIAL UNITS IN THE CENTER OF THE CITY









PROJECT PROFILE - COMPANY: CET BAH DOO

Investment opportunity	Project Name:
	1. Project 1 – Construction - Residential and business building
	in Hadžići 2. Project 2 - Real estate - Business unit and residential units in
	the center of the city
Industry sector	The proposed investment is in the field of civil engineering.
Location	Location of the proposed investment: Project 1 – Hadžići – Sarajevo Project 2 - Center of the city - Skenderija - Sarajevo
Investment opportunity objective	The realization of the previously mentioned projects will result in an increase:
	■ Turnover
	Production
	■ Profit
	■ Number of employees
Indication of returns	ROI – 40%
Expected investment budget	■ Project 1: Sources of Fun
	Investor EUR 2,30 million
	Own funds EUR 400 thousand
	Total cost of investment EUR 2,70 million
	■ Project 1: Budget investment
	The cost of the building EUR 2,30 million
	Land EUR 400 thousand
	Total EUR 2,70 million
	■ Sales value
	Residential unit EUR 1.800,00 per m2
	Business unit EUR 1.900,00 per m2
	Garage EUR 18 thousand per pieces
	Parking space EUR 8 thousand per pieces
Expected collaboration	We expect the cooperation with potential investor in the form of joint venture or other form of investment.

Company info	Company "CET BAH" d.o.o Sarajevo begins 1991. Main activity of enterprises:	work in January
	 Design and production of all type project documentation; Construction works; Production and fitting design; Construction and sale of object: "turnkey"; Consulting services and oversity 	s by the system
	Headquarters Company: Trg heroja 8, Saraje	evo
Portfoilio of products	 Products Company: Residential units Offices 	
Structure of sales (2008, 2009)		
Employees structure	Number of employees - 54 Age structure: Employees between 25 and 40 years Employees between 41 and 56 years Others – more than 56 years	24 employee 22 employee 8 employee
Customers	Others – more than 50 years	o employee
Financial data		
Contact:	 Name of contact person: Cosic Zijad Address, City, Country: Trg heroja Phone: 0038733710310 Fax: 0038733710312 E-mail: cetbah@epn.ba Company website: www.cetbah.ba 	8, Sarajevo, BiH

G-502/2012

MOSTAR QUARRY/EXPANSION OF BUSINESS ACTIVITIES

MOSTAR, BOSNIA AND HERZEGOVINA



PROJECT PROFILE - TREBOVIĆ COMMERCE d.o.o.

1 EUR = 1.9558 KM

Investment opportunity	Project title: Mostar quarry/expansion of business activities	
Industry sector	Construction industry	
Location	Debelo Brdo, Vrapčići near Mostar (2.5 km away from the city center)	
Investment opportunity objective	Project objective: long-term resolution to the issue of raw material base for production of mineral aggregates, increase of production, reduction of production costs, forming lower prices for own products, increase in our competitiveness at the market, opening new markets, particularly in the field of infrastructure projects, creating new jobs	
Indication of returns	ROI=Net profit minimum EUR 250,000 per annum / EUR 2,000,000 investment	
Expected investment budget	Total investment: EUR 2,000,000 Equipment 40% " 800,000 Facilities 30% " 600,000 Working capital 30% " 600,000	
Expected collaboration	Source of investment finance: EUR 2,000,000 Own (Company share) 50% EUR 1,000,000 Partner 50% EUR 1,000,000	

Company info	 Business description: production of mineral aggregates, concrete, concrete products for construction Founded in: 1996 Address/company and production location: Sutina bb, 88000 Mostar, e-mail: treboviccommerce@yahoo.com Company's Management structure: General Manager, Head of Administration/Finance, Head of Production and Transportation Ownership of facilities: 100% private ownership Company capital: EUR 316,195 EUR Total sales in 2011: EUR 369,527 Number of employees: 12 (twelve) + 6 to 15 of seasonal employees Advantages: product quality, modern technology. professional staff, efficient organization, manufacture location in relation to product users, own transportation of products, etc
Factory premises	Brief description of factory premises: • Separation plant: Separation consists of 1 mobile breaker, 2 stone grinders, and a four-level screen. Separation is serviced by 3 loader trucks and an excavator. • Concrete factory plant The plant was manufactured in Italy, by "Off Nora". It consist of the cement mixer the capacity of which is 1 m3, (60 m3 in 1h), together with a storage for mineral aggregate with the capacity of 320 tons and two silos of the capacity of 120 tons.
Manufacturing departments	Manufacture of mineral aggregates Procedure for finished fractures: Raw materials are transported by lorries and downloaded into silos at the entrance ramp. Subsequently, the raw materials are broken, washed, and screened to various sizes.

Portfoilio of products	• Concrete manufacturing In the process of preparation of concrete mixture, basic and supplementary raw materials are used: mineral aggregates, cement, water, and additives. The aggregate, in the granular form of various granulation sizes (0-4 mm, 4-8 mm,8-16 mm, 16-32 mm) is provided from own separation plant for aggregates. Concrete is made automatically with the help of digital scales and is the main product in construction industry Mineral aggregates of all granulations, concrete types from MB 10 to MB 40 and concrete products
Structure of sales (2010, 2011)	Total sales: mineral aggregates 65%, concrete 30%, concrete products 5%; Sales at the local market only
Production and sale by products	
Employees structure	 Number of employees: 12 (twelve) Age structure: average age 35 years Structure of positions: General Manager, Head of Administration/Finance, Head of Production and Transportation, 9 operational staff Trend in number of staff (2010 = 10 and 2011, 2012 = 12)
Customers	 List major customers (% of turnover) GD BIŠINA DOO 10 % GD KONSTRUKCIJE DOO 10 % IZOTEHNIKA DOO 12 % others
Financial data	2011 Income Statement data ➤ sales: EUR 369,527 ➤ Net profit: EUR 5,079 ✓ Selected data from 2011 Balance Sheet ➤ Gross fixed assets: EUR 835,209 • Total capital EUR 316,195
Contact:	 Name of the contact person: Bećo Trebović Address, city, country: Sutina bb, Mostar, Bosna i Hercegovina Phone 036/555-652 Fax 036/555-651 E-mail treboviccommerce@yahoo.com / info@trebovic.com Company's web page: www.trebovic.com
Others	We offer to a potential/serious partner several days working visit to the Company and detailed familiarization with all of the administrative, financial and production-and-operational aspects, as well as information of the Company.





G-503/2012

ECO-ENERGY EFFICIENCY BUILDING EXPANDING MAIN PRODUCTION





PROJECT PROFILE – Unionkomerc d.o.o. Sarajevo BiH

Investment opportunity	Business Center Unionkomerc Sarajevo Bosnia and Herzegovina	
Industry sector	Real Estate, Serviced Offices,	
3	Business Support Services	
Location	Unionkomerc center is an excellently located office building offering good quality accomodation in Dolac Malta, at the main street in central Sarajevo.	
Investment opportunity objective	Unionkomerc has been active in the Bosnian commercial real estate sector since 2002, and the company is founded 1952. Business center of cca 3.000 m2 currently is fully occupied and demands and market requires us to focus our investments in the expansion of existing capacity. In this regard, we plan to expand the existing capacity to 6.700 m2 of upgrading floors and expanding existing foundation.	
Indication of returns	Planned annual income with expanded space of offices: 1.300.000 € Indication of returns – 4 years	
Expected investment budget	TOTAL planned investment budget- 4.500.000 €	
Expected collaboration	 Expected collaboration with investors – Joint venture Our participation is Existing Building, Land and project documents 17.000.000 € 	
Company info Portfoilio of services	 Established ,1952 Address: Džemala Bijedića 2. Sarajevo, BiH Company in private property – 100% of capital No credit arrangements Turnover 2011 - 1.000.000 € Number of employees - 12 	
	Office rent	
Employees structure	Number of employees 12, And the structure and 25 years.	
Customers	 Age structure apx 35 yares Foreign representative offices, banks, leasing companies, retail chains 	
Contact	 Contact person: Amela Čengić Address, Džemala Bijedića 2, Sarajevo, BiH Phone: 387-33-610-421 Fax: 387-33-613-171 Mob.387-61-198-730 E-mail:amela@viator.ba 	

$G-504_{/2012}$

ECO-ENERGY EFFICIENCY BUILDING EXPANDING MAIN PRODUCTION

TRAVNIK, BOSNIA AND HERZEGOVINA



PROJECT PROFILE - KOMSEL

Investment opportunity	ECO-ENERGY EFFICIENCY BUILDING EXPANDING MAIN PRODUCTION Different options of cooperation could be discussed with Owner.
Industry sector	Building sector
Lokacation	Travnik BiH
Expected collaboration	Expanding main business on JOINT VENTURE bases 51%-49%. Different options of cooperation could be discussed with Owner.
Indication of returns	ROI=28,6 %
Expected investment budget	 Total investment cca: 4.500.000 € Komsel: 2.250.000 € Partner investor: 30-49% Costs of new investment: Equipment (35%) tools, (10%), 5% education

Company info	 Company established 2010.g. Location: Travnik BiH Director: Nijaz Isaković Turn over in 2010: 100000 € Employees 5 Strength: know how, experienced and well educated personal, strong connection in eco-energy efficiency building sector
Portfolio of products	Joiner's trade and eco-passive hoses
Structure of sales (20102012. god)	 Turn over in 2011. – 100.000 € Domestic and foreign market
Employees structure	 Number of employees 10 Age structure 28 We intend to employ 50 workers in next 3 years
Main customers	IRIS ENGNEERGING - QUALITY HOSTING TRIESTE ITALY; NAVARO NEATHERLANDS; HBS; FIZBA CROATIA
Financial data	 Profit in 2011 was 5000 €
Contact:	 Nijaz Isaković Travnik BiH Telephone; 061 132 659;066 388 376

G-505/2012

MARMEX TRIPLET - CONSTRUCTION OF A HOTEL, CAR SHOWROOM AND GAS STATION

SARAJEVO, BOSNIA AND HERZEGOVINA

HOTEL



CAR SHOWRROM





PROJECT PROFILE - MARMEX Ltd. Sarajevo

Investment opportunity	MARMEX Triplet – Construction of a Hotel, Car Showroom and Gas Station
Industry sector	Construction
Location	Industry zone of the Capital Sarajevo (Blažuj
Investment opportunity objective	Construction of three new components and the use advantage of new infrastructure and land value growth
Indication of returns	ROI=21,66% (1 st year) IRR Hotel = 12% IRR Car Showroom = 31% IRR Gas Station = 16% Payback period = 8 years
Expected investment budget	Total investment 6,2 mil EUR 4,5 mil EUR by the investor and 1,7 mil EUR by MARMEX Ltd. (land and part of the construction)
Expected collaboration	Acquisition or Joint Venture

Company info	MARMEX Ltd. Sarajevo is producing and selling
	natural stone product since 1968. The company is located within the industrial zone of Sarajevo.
	MARMEX Ltd. is by 100% in private ownership
MARMEX	and it is a family firm that is owned and controlled
Natural.Stone.Colors	by two brothers. This company is the B&H market
	leader in Natural stone business.
MARMEX	MARMEX Ltd. established in 2011 MARMEX
SHOP	SHOP Ltd. – Chain of showrooms of natural
51101	stone, ceramics, equipment for wellness & spa,
	concrete products etc.
Manufacturing departments	Large production capacity - facilities for
	processing natural stone blocks to finish products
	divided into three production halls
Portfoilio of products	Ventilated facades of decorative stones, stone
	monuments, stone fireplaces, stone floors, stone stairs ets.
	In MARMEX SHOP Ltd. portofolio of products
	includes natural stone products and also
	ceramics, equipment for wellness & spa, concrete
	products etc.
Sale of MARMEX and MARMEX SHOP in 2011	546.779,11 EUR
Employees Main Customers	60 employees Construction companies
Main Gustomers	Natural stone companies
	Individuals
Financial data of MARMEX Ltd. and MARMEX	Company capital: 2.155.369 EUR
SHOP Ltd.	Revenue 2011: 2.239.986 EUR
Contact:	Assets 2011: 10.111.357 EUR Dženana Katica, MBA
Contact.	CFO
	MARMEX Ltd. Sarajevo
	Address: Vlakovo 302, Sarajevo (Blažuj), B&H
	Phone: +387 33 764 030
	Fax: +387 33 764 031 E-mail: dzenana@marmex.ba
	www.marmex.ba
	WWW.IIIGHIIOA.DG

G-506/2012

EXPLOATATION OF NATURAL STONE DOBRUN QUARRY - LIMESTONE

OLOVO, BOSNIA AND HERZEGOVINA



PROJECT PROFILE - MARMEX Ltd. Sarajevo

Investment opportunity	DOBRUN Quarry - Limestone
Industry sector	Exploitation of Natural Stone
Location	Municipality Olovo in Zenica – Doboj Canton
Investment opportunity objective	Expand production capacity and increase export
Indication of returns	ROI= 49,4% (1st year)
	IRR = 22,35%
	Payback period = 3 years
Expected investment budget	Required investment is 1 mil EUR
	90% by the investor and 10% by MARMEX Ltd.
Expected collaboration	Investment is anticipated for the equipment and machinery for the exploitation and development of
	the remaining part of the infrastructure on the
	quarry.

Company info MARMEX Natural.Stone.Colors	MARMEX Ltd. Sarajevo is producing and selling natural stone product since 1968. The company is located within the industrial zone of Sarajevo. MARMEX Ltd. is by 100% in private ownership and it is a family firm that is owned and controlled by two brothers. This company is the B&H market leader in Natural stone business.
MARMEX SHOP	MARMEX Ltd. established in 2011 MARMEX SHOP Ltd. – Chain of showrooms of natural stone, ceramics, equipment for wellness & spa, concrete products etc.
Manufacturing departments	Large production capacity - facilities for processing natural stone blocks to finish products divided into three production halls
Portfoilio of products	Ventilated facades of decorative stones, stone monuments, stone fireplaces, stone floors, stone stairs ets. In MARMEX SHOP Ltd. portofolio of products includes natural stone products and also ceramics, equipment for wellness & spa, concrete products etc.
Sale of MARMEX Ltd. and MARMEX SHOP Ltd. in 2011	546.779,11 EUR
Employees	60 employees
Main Customers	Construction companies Natural stone companies Individuals
Financial data of MARMEX Ltd. and MARMEX SHOP Ltd.	Company capital: 2.155.369 EUR Revenue 2011: 2.239.986 EUR Assets 2011: 10.111.357 EUR
Contact:	Dženana Katica, MBA CFO MARMEX Ltd. Sarajevo Address: Vlakovo 302, Sarajevo (Blažuj), B&H Phone: +387 33 764 030 Fax: +387 33 764 031 E-mail: dzenana@marmex.ba www.marmex.ba

G-507/2012

ECO-ENERGY EFFICIENCY BUILDING EXPANDING MAIN PRODUCTION

VIS-KOMIŽA, REPUBLIC OF CROATIA



PROJECT PROFILE - "DAIVA CAR" d.o.o.

Investment opportunity	APARTMENT AND RESTAURANT COMPLEX CONSTRUCTION
Industry sector	CONSTRUCTION AND TURISM
Location	ISLAND VIS-KOMIZA, REPUBLIC OF CROATIA
Investment opportunity objective	PROFITS FROM THE SALE
Indication of returns	1) Purchase of the building area size 5.233 m2, at a
	price of 200,00 EUR / m2 which total amount
	to: 1.046.600,00 EUR
	2) Tax on purchases of building
	area: 52.330,00 EUR
	3) Projects, approvals, permits, infrastructure and
	construction of apartments area 2.500 m2 of living
	space and 1250 m2 covered terraces, 50 parking
	spaces and 1.000 m2 of restaurant space at price
	of:
	3.1) 2.500 m2 apartment x 1500,00 EUR / m2=
	3.750.000,00 EUR
	3.2) 1.250 m2 terrace x 375,00 EUR / m2
	= 468.750,00 EUR
	3.3) 50 parking spaces x15m2 = 750m2x32, 00
	EUR/m2 = 24.000,00 EUR
	3.4) 1.000 m2 of restaurant space 1500,00 EUR /
	m2 = 1.500.000,00 EUR
	Total investment: 6.841.680,00 EUR
	,
	1) INVESTED CAPITAL SHOULD BE
	RETURNED FOR TWO YEARS
	2) 30% EXSTRA PROFIT ON THE
	INVESTED FUNDS
Expected investment budget	Investment according to the above calculation
Expected collaboration	JOINT VENTURE ORGANISATION

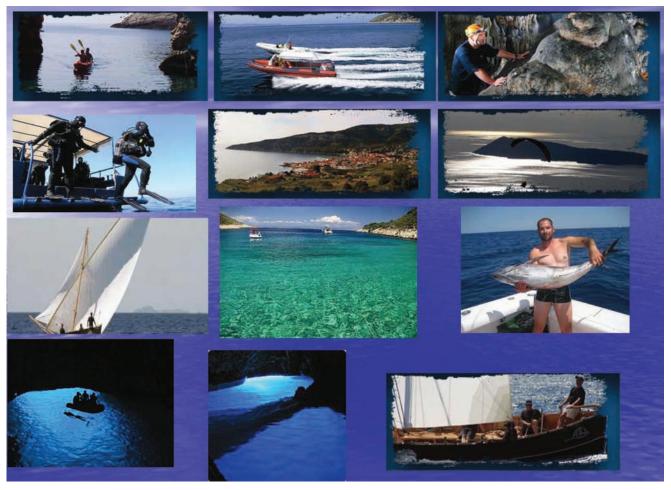
Company info	1)Trade company, with own brand new luxurious sale and business building wit 1.096 m2 at Business Center PC-96 in Vitez, BiH 2) Company was founded in 1987 year, reregistered in the year 2000. 3) Structure of the capital: Private. 4) Sale and profit information for the year 2012 is not available. 5)Strengths and Opportunities: Knowledge, skills and ideas, direct import, fast turnover, own sales capacities, free of credit or any other indebtedness of companies and employees, great market knowledge and experience, aspiration for greater successes and profit, remarkably good location of the company at positive and very active business environment with large frequency of customers
Factory premises	*
Manufacturing departments	*
Portfoilio of products	*
Structure of sales (2010, 2011)	*

CONSTRUCTION

Production and sale by products	APARTMENTS and RESTAURANTS
Employees structure	* 6 employeers: manager,financier, engineree,
	technicians (3)
	* Building operatives "Athens" d.o.o. Zadar, Croatia
Customers	PRIVATE INDIVIDUALS
Financial data	*
Contact:	1) Emilio Abramović
	2) PHONES: 00 387 62 143 858
	00 387 63 414 707
	FAX: 00 387 30 711 324
	e-mail: emilio.abramovic@tel.net.ba
Others	







G-508/2012

CONSTRUCTION OF RESIDENTIAL AND BUSINESS BUILDING IN THE CENTER OF SARAJEVO





Construction of RESIDENTIAL AND BUSINESS BUILDING In the center of Sarajevo

Call for Investors





The NovaAmbienta plan:

- Expansion of business by merging all the existing capacities (experience in the market, real estate, project and interior engineering)
- Construction of residential and business building in the center of Sarajevo
- The building has the lower level. The ground level and eight floors
- Total surface: 16 635 square meters

Construction Project:

Total investment value: 12,82 mil. €
 Construction deadline: 2,5-3 years
 Payback period: 2,5-3 years

- Proposal for the cooperation between NovaAmbienta and the investor:

A)

- NovaAmbienta shall provide construction documents, carry out the engineering, inspection and the sale of the apartments
- The investor shall invest €12,82 million
- The gain of the Investor €3,84 million (30% of the invested assets)

B)

- NovaAmbienta shall provide construction documents, carry out the engineering, inspection and the sale of the apartments + € 5,50 million
- The investor shall invest €7,32 million
- The gain of the Investor €2,19 million (30% of the invested assets)

C)

-as agreed



NovaAmbienta d.o.o.









Sarajevo – a chance for investment:

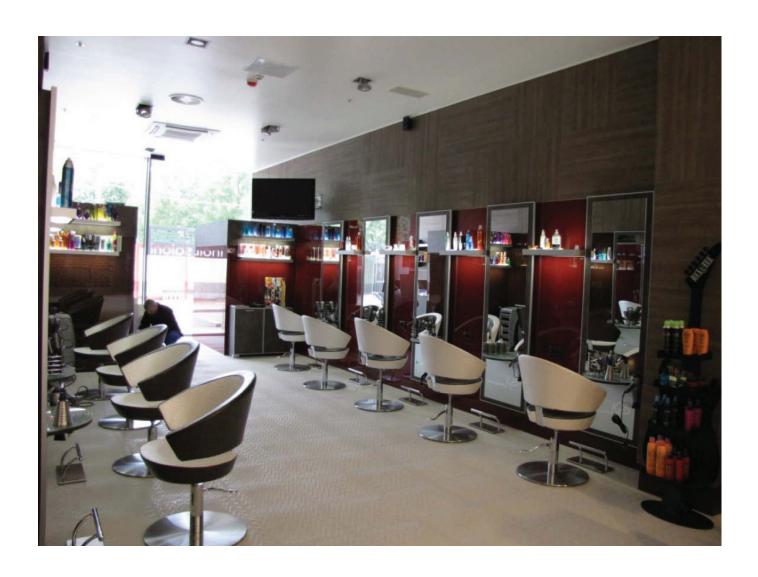
- Favorable climate
- Good geographical position
- Rich tradition
- A place where East meets the Weste
- Developed tourism
- Construction expansion
- Increasing living standards

NovaAmbienta d.o.o. (limited liability company)

- Established in 2004
- Main office in the BBI Center in Sarajevo
- 15 employees-average employee age -33
- Main line of business: interior design, manufacturing and furnishing
- The company has its Real Estate trade department
- Business growing
- The company has no credit burden
- The market is both local and EU-oriented
- References: Strabag, Apomedical,
 EcoWohnraum, NovoNordisk, Al-Tawil, KS saloni etc.

Contact Information:

- Nedžad Hodžić, Direktor
 - + 387 (0)62 33 37 03
- Emina Nurikić, Project Manager
 - +387(0)61 78 76 74
- NovaAmbienta showroom:
 - + 387 (0)33 20 85 34
- TC BBI, Floor 5
 Trg djece Sarajeva 1
 Sarajevo, BiH
- info@nova-ambienta.ba
- www.nova-ambienta.ba
- www.nekretnine-nova-ambienta.ba



G-509/2012

COMPANY INTENDS TO SELL CAPITAL / TO EXPAND BUSINESS



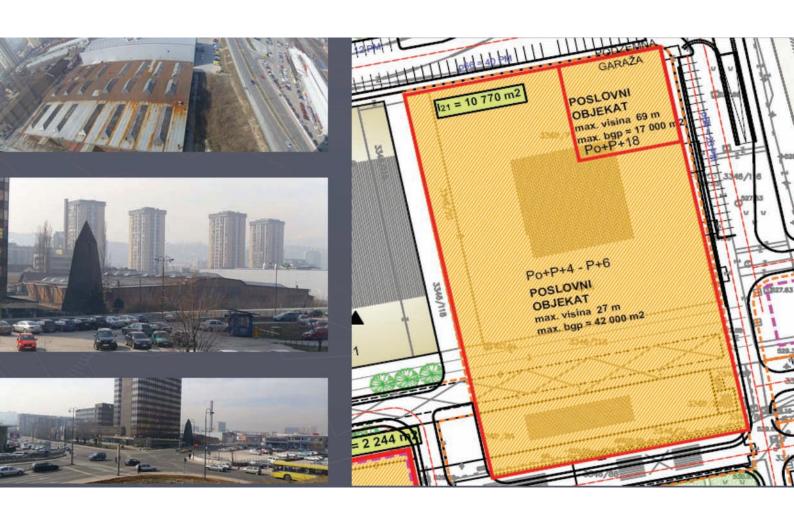
PROJECT PROFILE - SA DUNDEE GROUP D.O.O.

Investment opportunity	Project title: Multiplex business and entertainment center	
Industry sector	Tourism, Trade, Entertainment, Sport and	
	Recreation, Manufacturing, Daycare and other	
Location	facilities City of Sarajevo, Municipality Novo Sarajevo	
Investment opportunity objective Financing: 30.000.000 EUR / 100 %		
Investment opportunity objective		
	SA Dundee 7.500.000 EUR / 25 %	
	JV Partner 22.500.000 EUR / 75%	
Indication of returns	Return On Investment: 16.2 %	
	Return Discount Rate: 12.6 % (7 Years)	
Expected investment budget	Investor SA Dundee Group d.o.o. Sarajevo will	
	participate with 25 % while the strategic partner with	
	approximately 75 % based on the joint venture	
	principal.	
	The project is open to other forms of partnerships.	
Even acted collaboration	Total investment: 30.000.000 EUR	
Expected collaboration	Investment structure:	
	Land: 5.000.000 EUR	
	Initial Capital: 7.500.000 EUR	
	Construction: 13.000.000 EUR	
	Equipment: 4.000.000 EUR	
	Other: 500.000 EUR	

Company info	SA Dundee Group established in 1990. It is one of the first private companies in BiH. The company started out with 2 shops and grew to currently 16 shops in all major towns in BiH. Today the company has 230 employees and a € 5.000.000 yearly income. Owner of the Company is Mr. Nedžad Selmani
Factory premises	Two big buildings; Restaurant; Huge shop for home
Manufacturing departments	Trade department, textile manufacturing and restaurante business
Portfoilio of products	List all products
Structure of sales (2010, 2011)	Total sales in €Structure / Domestic and foreign market
Employees structure	230 emplyees
Customers	End Costumers
Financial data	Income statement data 2010 / 2011 in €(sales, cost of goods sold, gross profit, operating costs, depretiation, taxes, net ptofit) Selected Balance sheet data 2010 / 2011 in €(fixed assets+ cash+inventory+ accounts receivables+ other current assets= total assets, total capital+long term liabilities+short term liabilities= total liabilities and capital)
Contact:	 Director Mr. Nedzad Selamani Sarajevo, B&H 0038761131530 www.sadundee.ba
Others	Feasibility study finished for MULTIPLEX TRADE AND ENTERTAINMENT CENTER

G-510_{/2012}

ECO-ENERGY EFFICIENCY BUILDING EXPANDING MAIN PRODUCTION



PROJECT PROFILE - MALCom d.o.o. Sarajevo

Investment opportunity	Trading Center VMC Joint Investment, expand business According to the regulation plan of Municipality Novo Sarajevo Object with size of 17000 m2 up to maximum 6 floors (42000 m2) and with underground parking lot (-2 levels) and Business building up to 18 floors (17000 m2)
Industry sector	Trading Center
Location	"Centar Novo Sarajevo" between building of Energoinvest and INterex (Pofalići)
Investment opportunity objective	turnover, trading, profit, employment, services, catering and tourism
Indication of returns	Period of return of invested funds: 6-8 years
Expected investment budget	Total value of Investment: 100 mil EUR
Expected collaboration	Partnership – Joint Investment Area of cca 15000 m2 is already in our ownership. According to the regulation plan of Municipality Novo Sarajevo Object with size of 17000 m2 up to maximum 6 floors (42000 m2) and with underground parking lot (-2 levels) and Business building up to 18 floors (17000 m2)

Company info	Nature of business	Wholesales, representation, services and engineering
	Location	Branilaca Sarajeva 11, 71000 Sarajevo,
		BiH
		tel 033 221 396, fax 033 221 397
	Management	e.mail malcomdoo@bih.net.ba Director and owner Enver MALAGIC
	Facilities possessed	Warehouses and office premises
	Portfoilio of products	Sales, designing and installation of equipment and material for needs of all electrical energy systems from the point of production of electrical energy through distribution over to installation
	Established	1990
	Structure of capital	1990 100% private
	Basic financial information	,
	sales in 2009	15.000.000,00 EUR
	net profit in 2009	3.000.000,00 EUR
	Number of employees	17
	Strengths and	Human resources, material wealth,
	Opportunities	experience, flexibility
Factory premises	We do not have production	
Manufacturing departments		
Portfoilio of products		ation of equipment and material for needs of all
'		om the point of production of electrical energy
	through distribution over to	
Structure of sales (2008, 2009)		2009 – 15.000.000,00 EUR
		2008 – 8.000.000,00 EUR 90% BiH (domestic)
		10% export (Kosovo)
Production and sale by products	equipment and material for	needs of all electrical energy systems from the
	installation	ical energy through distribution over to
Employees structure		17
		20 - 50 years old
	Structure	6 university degree, 1 higher
		achael level 10 bigh achael
		school level, 10 high school
		evel
	Workforce trend	level 2008 – 15 2009 – 17
Customers	Workforce trend JP EPBiH d.d. Sarajevo 659	level 2008 – 15 2009 – 17
	Workforce trend	level 2008 – 15 2009 – 17
Customers Financial data	Workforce trend JP EPBiH d.d. Sarajevo 659 Turnkey Contractors 25%	level 2008 – 15 2009 – 17
	Workforce trend JP EPBiH d.d. Sarajevo 659 Turnkey Contractors 25% Others 10%	level 2008 – 15 2009 – 17 %
	Workforce trend JP EPBiH d.d. Sarajevo 659 Turnkey Contractors 25% Others 10%	level 2008 – 15 2009 – 17 % 2008 2009

INVENTORY ACCOUNTS RECEIVABLES OTHER CURRENT ASSETS TOTAL ASSETS TOTAL CAPITAL LONG TERM LIABILITIES SHORT TERM LIABILITIES TOTAL LIABILITIES AND CAPITAL INCOME STATEMENT	1.822.113 1.591.678 150.793 9.528.580 5.943.353 852.604 2.732.623 9.528.580 2008 EUR	1.145.400 961.271 84.045 9.451.473 6.679.253 666.580 2.105.640 9.451.473
OTHER CURRENT ASSETS TOTAL ASSETS TOTAL CAPITAL LONG TERM LIABILITIES SHORT TERM LIABILITIES TOTAL LIABILITIES AND CAPITAL INCOME STATEMENT	150.793 9.528.580 5.943.353 852.604 2.732.623 9.528.580 2008	84.045 9.451.473 6.679.253 666.580 2.105.640 9.451.473
TOTAL ASSETS TOTAL CAPITAL LONG TERM LIABILITIES SHORT TERM LIABILITIES TOTAL LIABILITIES AND CAPITAL INCOME STATEMENT	9.528.580 5.943.353 852.604 2.732.623 9.528.580	9.451.473 6.679.253 666.580 2.105.640 9.451.473
TOTAL CAPITAL LONG TERM LIABILITIES SHORT TERM LIABILITIES TOTAL LIABILITIES AND CAPITAL INCOME STATEMENT	5.943.353 852.604 2.732.623 9.528.580	6.679.253 666.580 2.105.640 9.451.473
LONG TERM LIABILITIES SHORT TERM LIABILITIES TOTAL LIABILITIES AND CAPITAL INCOME STATEMENT	852.604 2.732.623 9.528.580 2008	666.580 2.105.640 9.451.473
SHORT TERM LIABILITIES TOTAL LIABILITIES AND CAPITAL INCOME STATEMENT	2.732.623 9.528.580 2008	2.105.640 9.451.473
INCOME STATEMENT	9.528.580	9.451.473
INCOME STATEMENT	2008	
		2009
		2009
	EUR	
0.11.50		EUR
SALES	7.765.605	14.287.486
COST OF GOODS SOLD	6.324.900	10.976.820
GROSS PROFIT	1.440.705	3.310.666
COSTS OF DISTRIBUTION	42.550	391.393
COSTS OF MANAGEMENT AND	600 174	1 016 670
ADMINSITRATION OTHER OPER. EXPENSES	600.174	1.016.678
FINANCIAL INCOME	4 477	17.460 7.307
FINANCIAL INCOME FINANCIAL EXPENSES	4.177 326.687	7.307 790.786
OTHER INCOME	326.667 45.253	790.766 51.916
OTHER INCOME OTHER EXPENSES	20.911	51.916 51.005
PRE-TAX PROFIT	499.813	1.102.567
TAXES	52.485	111.020
NET PROFIT	447.328	991.547
AMORTIZATION	153.802	169.836
Enver MALAGIĆ Branilaca Sarajeva 11, Sarajevo, Bosna i H Tel + 387 33 266 411 Fax + 387 33 221 397 malcomdoo @bih.net.ba www.malcom.com.ba	ercegovina	
ers -		

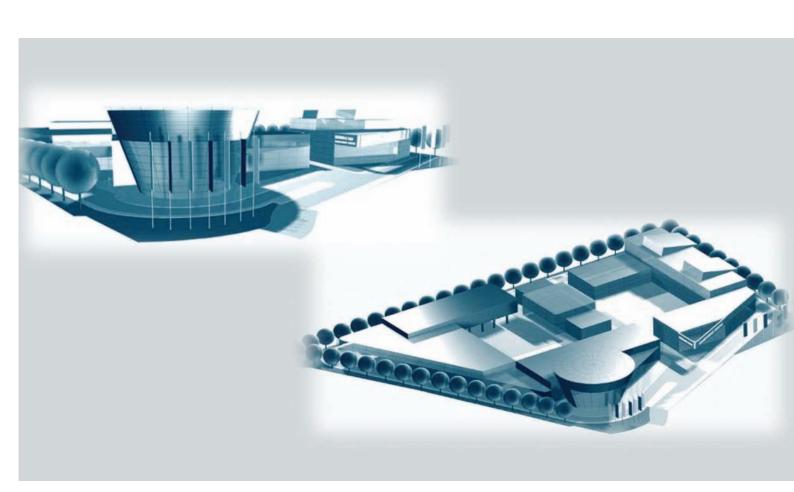






G-511/2012

ECO-ENERGY EFFICIENCY BUILDING EXPANDING MAIN PRODUCTION



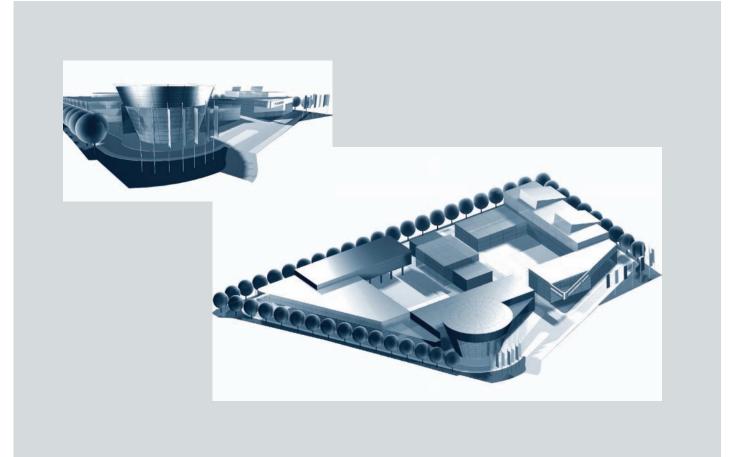
PROJECT PROFILE - HIDROGRADNJA d.d. Sarajevo

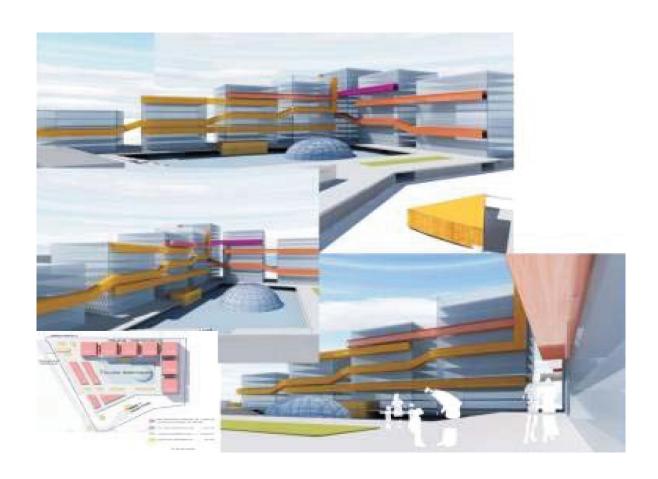
Investment Opportunity	NBC Center /New Business-Commercial Center/, Sarajevo	
Industry Sector	Business, Commercial, Construction	
Location	Sarajevo, Bosnia and Herzegovina	
Investment Opportunity Objective	 Create a regional economic center in the capital of Bosnia and Herzegovina at approximately 40.000 sq.m. area. 	
,	Improve the economic and business opportunities by creating your own facilities.	
	 Become a center of recognizable and accessible business for the region of Southeast Europe. 	
	 Take part in expanding the business and economic development area, only 6,0 km away from city center. 	
	 Construct on attractive urban location within the new, designed traffic solution of Sarajevo bypass. 	
	 Take advantage of a flat terrain, the existing utility infrastructure, accessibility to land and planned traffic connection by the city highway. 	
Land proprietor	100% HIDROGRADNJA d.d. Sarajevo, B&H	
Expected investment	Total Investment cost: 80.000.000 – 100.000.000 €	
budget	Investment cost is based on an assessment of complex construction and land value.	
	Land: 5.000,000 - 7.000,000 €	
	Initial capital: 2.000.000 − 3.000.000 €	
	Construction works: 33.000.000 – 40.000.000 €	
	Finishing works: 40.000.000 – 50.000.000 €	
Expected mode of cooperation with potential investor	 Sale and cooperation in execution of construction works during the project realization; Possible partnership; Other form of investment 	

Company info	 Name: HIDROGRADNJA d.d. Sarajevo Address: Hamdije Kreševljakovića 19, 71000 Sarajevo, B&H Phone /Fax: ++ 387 33 665 630; ++ 387 33 219 813 E-mail: hidrogradnja@hidrogradnja.ba Web site: www.hidrogradnja.ba 		
	HIDROGRADNJA d.d. Sarajevo /Joint Stock Company Sarajevo/ Share of capital: part of the original capital in amount of 67% is the state-owned capital, while the other part in amount of 33% is owned by the small shareholders		
	 Company Management: Dzemaludin Peljto CEO, Enver Causevic Deputy of CEO and Bakir Arslanagic Technical Manager 		
	 Description of activites: Execution of construction works and provision of consulting services 		
	Founded in 1947, Hidrogradnja has in its 64 years existence and activities on domestic and foreing markets /Libyan, German, Iraqi, Jordanian, Malaysian, Tunisian and Croatian/ acquired reputation of a world renowned company in almost all fields of construction industry.		
Offices and production	■ HIDROGRADNJA d.d. Sarajevo - Head Office, B&H		

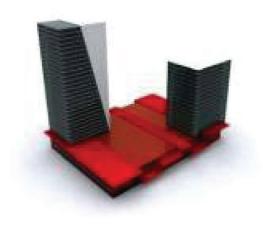
CONSTRUCTION

Review of services	 Execution of construction works and provision of consulting services Production of building material Production of metal constructions Overhaul and maintenance of all types of vehicles and construction mechanization
Structure of sales	 2010: Total sales 44,04 million EUR Structure domestic and foreing market: 52 % domestic market and 48% foreing market 2011: Total sales 16,68 million EUR Structure domestic and foreing market: 100 % domestic market
Production and sale by products	 11,00 million EUR construction works 5,00 million EUR revenue
Employees structure	■ Total number of employees: 937
Main customers/employers	 P.C. Roads of the Federation B&H Ltd. Sarajevo, B&H P.C. Motorways of the Federation B&H Ltd. Mostar, B&H Organization For Development of Administrative Centers, Libya The Authority for Utilization of the Jabel Hasouna – Jefara, Libya Al Nahr Co. LTD, Libya
Financial data	■ N/A
Contact	 Contact person: Bakir Arslanagic, Technical Manager Phone /Fax: ++ 387 33 66 56 30; ++ 387 33 21 98 13 E-mail: abakir@hidrogradnja.ba



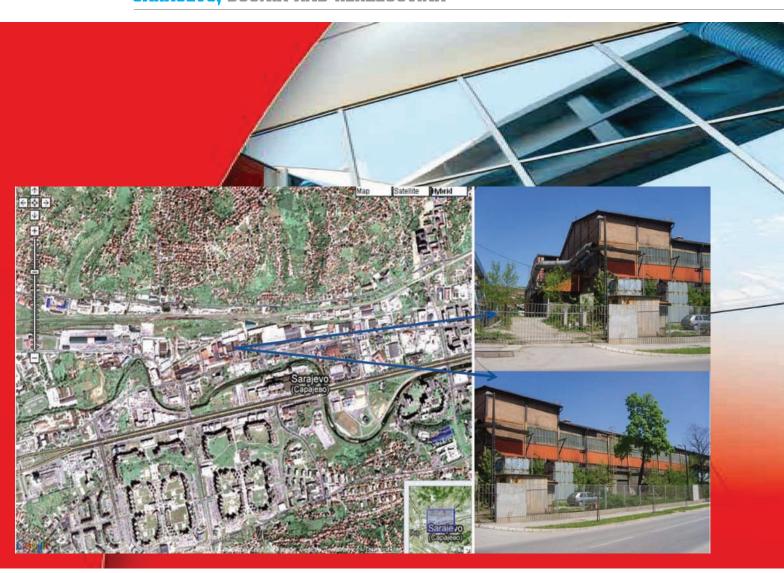






G-512/2012

COMPLEX OLD FOUNDRIES IN THE AREA OF 22.500 M² FOR WAREHOUSE AND 15.000 M² HALL FOR PRODUCTION.READY TO MOVE IN-IMMEDIATELY



PROJECT PROFILE -,,UNIGRADNJA" DD SARAJEVO

Investment proposal	Complex old foundries in the area of 22500m2 for warehouse and 15.000m2 hall for production.ready to move inimmediately.	
Industry sector	Residental-buisniss and production sektor	
Location	Džemala Bjedića 162,municipality Novi Grad-Sarajevo	
Investment opportunity objective	Turnover of products and services, production of materials and equipment, make profit and progress employment	
Indication of returns	ROI Return of investment 10%	
Expected investment budget	 linvestment from our side % 8.000.000,00,, €, Llooking for new partner-investor. %40.000.000,00 €, Current costs: Praparation phase, own investment 8.000.000,00 € 	
Expected collaboration	 Technical-Marketing ekspertize, access to the different distribution channels For Sale 	

Company info	 Construction and civil engineering since 1973 Mula Mustafe Bašeskije broj 10, Sarajevo, Bosnia and Hercegovina,+38733253300,uniggr@bih.net.ba Direktor and Asistent Administration building, warehouse 100% shareholders 190 employees High Reputation in construction of public, residential, industral and buisniss buildings, very high mobility and mechanic equipment
Factory premises	
Manufacturing departments	To create a carpentry, joinery and metalware
Portfoilio of products	 Doors, Windows, Cabinets, Kitchen, fence, Gutter, Substructure
Structure of sales (2010, 2011)	100% Domestic
Production and sale by products	
Employees structure	19040 Years average,Slight progress
Customers	 Governance at the local, cantonal, federal and state level 95% Others 5%
Financial data	
Contact:	 Emira Hrelja Mula Mustafe Bašeskije broj 10, Sarajevo, Bosna I Hercegovina,+38733253300,uniggr@bih.net.ba +38733253300 +38733212827 uniggr@bih.net.ba www.unigradnja.ba
Others	Interest in Construction and civil engineering outside Bosnia and Hercegovina

G-513/2012

PROJECT TITLE: BUSINESS CENTAR - TRG MEĐUNARODNOG PRIJATELJSTVA SARAJEVO; CONSTRUCTION OF NEW PROPERTY



PROJECT PROFILE - -,,UNIGRADNJA"DD SARAJEVO

Investment proposal	Project title: Buisniss Centar "Trg međunarodnog prijateljstva"-Sarajevo;construction of new property
Industry sector	Commercial Business Center in a Urban zone
Location	Trg međunarodnog prijateljstva-alipašino polje – Municipalitiy Novi grad-Sarajevo
Investment opportunity objective	Turnover of products and services, production of materials and equipment, make profit and progress employment
Indication of returns	ROI Return of investment 10%
Expected investment budget	 Equity investment from our side.1.800.000,00 €, Looking for new partner-investor 7.000.000,00. €, Current costs: Praparation phase, own investment 1.800.000,00 €
Expected collaboration	 Marketing ekspertize, access to the diferent distribution channels Joint Ventures_7.000.000,00€

Company info	 Construction and civil engineering since 1973 Mula Mustafe Bašeskije broj 10, Sarajevo, Bosnia and Hercegovina,+38733253300,uniggr@bih.net.ba Direktor and Asistents Administration building, warehouse 100% shareholders. 190 employees High Reputation in construction of public, residential, industral and buisniss buildings, very high mobility and mechanic equipment
Factory premises	
Manufacturing departments	To create a carpentry, joinery and metalware
Portfoilio of products	 Doors, Windows, Cabinets, Kitchen, fence, Gutter, Substructure
Structure of sales (2010, 2011)	• 100% Domestic
Production and sale by products	 Constructioin-craft and instalation works, Total income in 2011 is 7.506.587 €
Employees structure	 190 40 Years average, 10% BSc;17%Associate;23%HSW;25%SW; 25%SW Slight progress
Customers	Governance at the local, cantonal, federal and state level 95% Others 5%
Financial data	-
Contact:	 Emira Hrelja Mula Mustafe Bašeskije broj 10, Sarajevo, Bosna I Hercegovina,+38733253300,uniggr@bih.net.ba +38733253300 +38733212827 uniggr@bih.net.ba www.unigradnja.ba
Others	Interest in Construction and civil engineering outside Bosnia and Hercegovina

G-514_{/2012}

MEDIA BUSINESS CENTRE, SARAJEVO INVESTMENTS (REAL ESTATE) ON THE BHRT LAND IN LINE WITH REGULATORY PLAN



PROJECT PROFILE – MEDIA BUSINESS CENTRE - MBS, Sarajevo Radio Television of Bosnia and Herzegovina, Sarajevo

Increase and account of	Madia hasing an angles Courts of
Investment opportunity	Media business centre, Sarajevo Investments (real estate) on the BHRT land in line with Regulatory Plan
Industry sector	Business related real estate: - Public garage with ancillary features on the ground floor, - Business buildings for various uses depending on the interest of investors (administrative-business, services, catering, market, entertaining, informatics, multimedia, communication, educational, cultural, etc.),
Location	Sarajevo, Meša Selimović Boulevard 12, Municipality Novi Grad Directly on the main road, oriented East-West, adjacent to tram line. The location is extremely well connected to the Airport and Railway, i.e. bus station. Through the Meša Selimović Boulevard, it is adjacent to densely inhabited area, which has a lack of business, entertaining, and cultural features. River Miljacka is located on its northern side, and the Meša Selimović Boulevard on its south side.
Investment opportunity objective	Planned investment is expected to secure profit through selling of developed area on an attractive location, and employment of local construction capacities for further development. Planned buildings can include activities which are deficient in the densely inhabited area (settlement "ALIPAŠINO").
Indication of returns	We cannot provide these data without knowing co-investor and his detailed requirements regarding use and features of the building.
Expected investment budget	There are different varieties of joint investing, depending on the interest of potential investors.
Expected collaboration	Joint defining of use and features of planned buildings and agreeing upon the model of joint investing of mutual interest.
Company info	 RTVBiH was established in 1945, as Radio Sarajevo 71000 Sarajevo, Meša Selimović Boulevard 12, Municipality Novi Grad Muhamed Bakarević, General Director: muhamed.bakarevic@bhrt.ba, Phone: 061/892-286, 033/464-073, Company in managed by the Steering Board of four members, and lead by the General Director with Management Board, which, besides General Director is composed of the Director of the Radio and the Director of the Television, Apart from the RTV House in Sarajevo, BHRT owns relay stations and TV converters, Structure of capital – STATE OWNED The Company is financed mostly from the RTV fees and marketing, in line with regulations for public broadcasters (public services), The company employs 980 persons, The Company has property in the most attractive location in B&H.
Factory premises	Production buildings of the BHRT are the RTV building, producing radio and TV programmes, keeping archive documentation, etc. RTV building has over 60.000 m2 of useful space, out of which some 45.000 m2 is used and the rest of it is either uncompleted or destroyed. RTV building has a complete infrastructure (good road access, own substation and gas energy storage), attractive and recognizable location.

Structure of sales (2010, 2011)	The Company is financed mostly from the RTV fees and marketing, in line with regulations for public broadcasters (public services).
Contact:	 Address: Radio-televizija Bosne i Hercegovine, Bulevar Meše Selimovića 12, BiH. Muhamed Bakarević, General Director: muhamed.bakarevic@bhrt.ba, Phone: 061/892-286, 033/464-073, E-mail, muhamed.bakarevic@bhrt.ba Ozrenka Kostić, Director for Finances, Phone: 033/455-126, 061/189-979 E-mail: ozrenka.kostic@bhrt.ba Nura Širbegović, Director of the Sector for Property and Investments Management E-mail, nura.sirbegovic@bhrt.ba Phone: 033/464-066, 061/220-798 Fax: 033/461-577 E-mail, nura.sirbegovic@bhrt.ba Company Web page: www.bhrt.ba
Others	





G-515/2012

AN OFFER OF BUSINESS FACILITIES



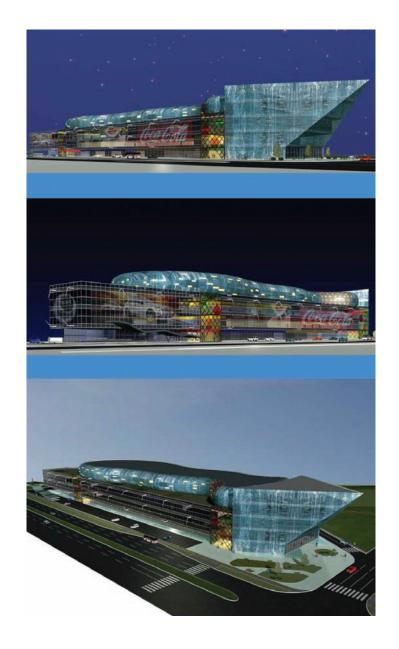
PROJECT PROFILE - "DAIVA CAR" d.o.o.

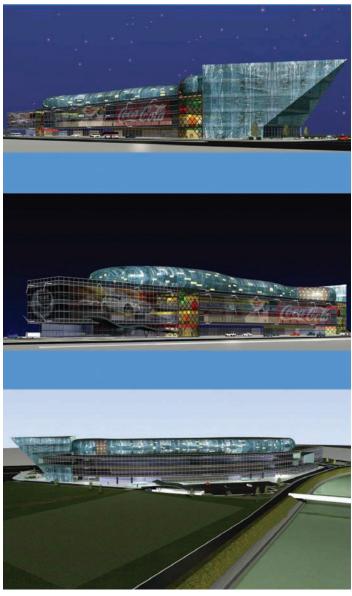
Investment opportunity	AN OFFER OF BUSINESS FACILITIES
Industry sector	CONSTRUCTION
Location	VITEZ, BUSINESS CENTER 96, BOSNIA AND HERZEGOVINA
Investment opportunity objective	SALLE
Indication of returns	The size of the area for construction 5.000 m2
	2. The size of the apartment building area 2.500 m2
	The building can be expanded additional 1.600 m2
	■ Selling price of the building:
	2.600.000,00 EUR
	■ A month rent price is 6,00 EUR/ m2
Expected investment budget	Investment according to the above calculation
Expected collaboration	Investment according to the above calculation

Company info	1)Trade company, with own brand new luxurious sale and business building wit 1.096 m2 at Business Center PC-96 in Vitez, BiH 2) Company was founded in 1987 year, reregistered in the year 2000. 3) Structure of the capital: Private. 4) Sale and profit information for the year 2012 is not available. 5)Strengths and Opportunities: Knowledge, skills and ideas, direct import, fast turnover, own sales capacities, free of credit or any other indebtedness of companies and employees, great market knowledge and experience, aspiration for greater successes and profit, remarkably good location of the company at positive and very active business environment with large frequency of customers
Factory premises	*
Manufacturing departments	*
Portfoilio of products	*
Structure of sales (2010, 2011)	*
Production and sale by products	BUSINESS FACILITIES
Employees structure	* 6 employeers: manager,financier, engineree, technicians (3) * Building operatives "Athens" d.o.o. Zadar, Croatia
Customers	PRIVATE INDIVIDUALSCOMPANIES
Financial data	*
Contact:	1) Emilio Abramović 2) PHONES: 00 387 62 143 858 00 387 63 414 707 FAX: 00 387 30 711 324 e-mail: emilio.abramovic@tel.net.ba
Others	

G-516/2012

MULTIPLEKS CITY-OTOKA MEANDER, SARAJEVO, JOIN VENTURE





PROJECT PROFILE - MEANDER- INVEST DOO SARAJEVO

Investment opportunity	Project title:MULTIPLEKS CITY-OTOKA MEANDER,SARAJEVO,JOIN VENTURE
Industry sector	TURIZAM AND TRADE
Location	SARAJEVO,OTOKA
Investment opportunity objective	Investors main goal is stable profit and long term income.
	SOCIAL GOALS:
	- Job opening and employment opportunities.
	-State of the art facility (business – hotel –trade center).
	-Enhancement of tourist and overall prospect in the Olympic city of Sarajevo.
Indication of returns	ROI: 8,8% RETURN DISCOUNT RATE: 7,1% (20 YEARS)
Expected investment budget	TOTAL INVESTMENT: 53.100.000 EUR STRUCTURE:1.LAND: 7.670.000 EUR 2.INITIAL CAPITAL:3.230.000 EUR 3.CONSTRACTION WORK:33.500.00 .EUR 4.EQUIPMENT:7.500.000 EUR 5.OTHERS:1.200.000 EUR
	FINANCING CONSTRATION: 53.100.000 EUR / 100% 1.MEANDER-INVEST: 11.000.000 EUR/ 21% 2.BANKA: 15.000.000 EUR/ 28% 3.JV PARTNER 27.100.000 EUR/ 51%
	Investor Meander-Invest doo Sarajevo will participate with the 49%, while the strategic partner will provide approximately 51% based on the joint venture agreement. This project is also open to other form of partnership.

Company info	Company has been established in 2007 for the purpose of execution this project Otoka – Meander. In the last 2 years the Company has purchased 12.600 m2 of land and acquired all the permits and necessary documentation.	
Factory premises	12.600 m2	
Manufacturing departments		
Portfoilio of products	CONSTRUCTION COMPANY	
Production and sale by products		
Employees structure	DIRECTOR AND 3 ENGINER	
Customers		
Financial data	CAPITAL OF COMPANY: 750.000 EUR AND 7.000.000 EUR VALU OF LAND	
Contact:	Mrs. Mirna Demirovic, director, office: + 38767740 840 Mr. Rusmir Kadragic, owner, office: +639335280115 Address: K. KAPETANOVICA 45, 71000 SARAJEVO, BiH EMAIL:meander_invest@yahoo.com WEB:WWW.MEANDER-INVEST.COM	
Others	FESIBILITY STUDY FINISHED for Multiplex City – Otoka Meander Including:	
	- 25.000m2 underground garage (2 floor)	
	- 8.800m2 ground floor	
	- 10.000m2 per floor – 3 floors in total	
	- 10.000m2 for the Hotel	

$G-517_{/2012}$

CONSTRUCTION THE REHABILITATION CENTER 'MY HOME' AND DOING BUSINESS





PROJECT PROFILE - CONSTRUCTION THE

REHABILITATION CENTER"MY HOME" AND DOING BUSINESS

Name and Surname	SOREA d.o.oSarajevo
phon, fax, e-mail	+387 61 497448; +387 33 200223;
adress, web adress	osman@sorea.ba; www.sorea.ba
Adress	Poljine Street No.70 ; Sarajevo ; BiH

This project has two phases: 1. Construction of two building of the future building and renovation of existing building to fit into the new facility 2.registration of companies-Rehabilitation center"My Home" and doing business *The future Investors, we offer one of the three options:* 1.Investment in construction of apartments. We sell the right to build two new buildings. Investor must build on the basis of the project and he is selling the apartmenst.Deadline for construction is 120 days.The tehnical acceptance and other administrative jobs-max.60 days. The number of apartments for selling is 18. The area of apartmants is 17,50-31,50m2. The company for implementing the project is Sorea d.o.o. The contract ends when investor sells all the apartments. 2.We offer the partnership on the period of 20 years with a share of 90% on project.It means:Establishment the new company with share of 90% for Investor and of 10% for Osman Kučuk.Osman Kučuk is general manager of the new **Investment opportunity** company. Investor will redeem the project"Rehabilitation Center" what mean:existing building,permits,business plan,preliminary contract with medical staff and doctors. Investor must with own the assets (excluding mortgage on the existingasset)in defined period build a building on the basis of the project. After the tehnical acceptance and other administrative jobs the company will register" Rehabilitation Center". Investor is obliged to provide essential working capital to the company's independence. Total investment is 805.235€. Deadline for construction is 120 days. The tehnical acceptance and other administrative jobsmax.90 days. After a period of 20 years, the Investor will transfer its stake in the company on the Osman Kučuk without the payment and leave the company or he will make a new contract on a new basis. 3.An Investor who offers loans with greis period of 12 months and 108 equal monthly installments. Interest rate to 4,5%. The credit base is 702.975€. The guarantee for a loan:existing building and building permits and after construction the complet building.

Investment sector	Medical-social sector
Location	Micro location:Poljine Macro location:Municipalities Center-Sarajevo;BiH
Investment objectives	Health system created 30 years ago(before military aggression on B&H).Plans from this time are outdated and do not anticipate today 's disease and age of this population.In the past,the government has built only one nursing home .Nursing homes and rehabilitation centers are not in our tradition,but today,they are necessary. Large number of sick people,fewer hospital days,a little free time other family members,lack of specialized Centers-gave us the idea for this project. Modern Center for accommodation elderly-healthy and sick people,people of the post-operative treatment(myocardial infarction,brain stroke,cancer,car crash,etc.), people with special needs(Alzheimer,demented persons),equipped with all necessary facilities,in nature with lot of sun,plants,oxygen,without fog near the center of the City and important places for these people Centerwill employ 15 workers and 9 under the contract and provide an opportunity for development specialists Profit per year 360.000-456.000 KM(184.065-233.149€)
Return on investment	1.ROI-27% on period to12 months 2.IRR-14,3% ROIC-70 months 3.12+108=120 months with interest rate to 4,5% per annum on rest of debt and equal monthly installments
The expected budget	 933.900KM=477.495€ -investment in construction 1.574.900KM=805.235€ - investment in construction and business 1.374.900KM=702.975€ - the loan funds
The expected cooperation	We are seeking partner for:
Have you business plan	⊠ Yes □ No
Information about company	Type of business:SOREA LTD- Rehabilitation Center Established: 2006. Menagement:general manager-architect-20 years experience; Asset of company:-business plan -permits for construction -land ownership -the construction project -the central object (270m2)

-the basic infrastructure and utility connections Structure of capital :100%private-ownership of the founder

The basic information:no mortgage-assets is 40% of total investment

Number of employeest:2

Strengths and opportunities:reputation of management into the society and business community a large number of acquaintances, experience in management and organization of work, experience in marketing, advertising and strategic planning

Residential-commercial building

Company building





G-518/2012

JOINT VENTURE TO BUILD A COMMERCIAL CENTER FOR THE CHARTER WITH MERCATOR AND PATNER LIKE THE NEW YORKER, ETC SPORTINA

BIHAC, BOSNIA AND HERZEGOVINA



PROJECT PROFILE – City Park doo Bihac member of TKC Andy doo Cazin

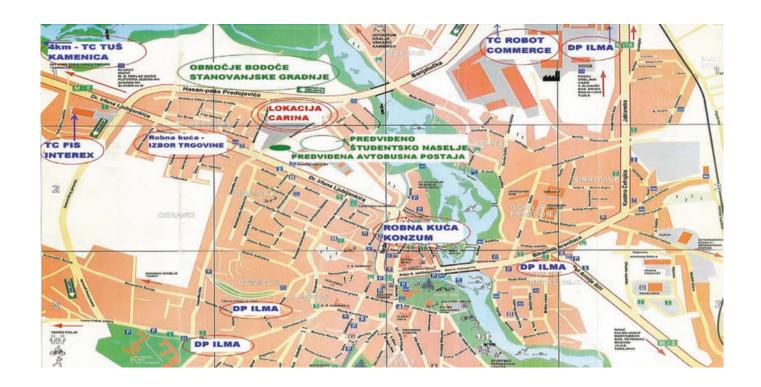
Investment opportunity	Joint venture to build a commercial center for the charter with Mercator and patner like the New Yorker, etc Sportina
Industry sector	Trade, retail sales
Location	The town of Bihac town center with access roads and hiking trails
Investment opportunity objective	Investing and building such a center in Bihac's first commercial brand of this level and strategic positioning in the region. Return on investment is guaranteed by the lessee guarantee for a period of 14 years and 11 months. Property high class with the materials certified for energy efficiency.
Indication of returns	The contracted price of rent and guarantee the return of the Mercator BH guaranteed return on equity investments for 10 years and six months additional 4 years and 5 months to 8% IRR
Expected investment budget	Total investment required is USD 10.0 million of which EUR 1.0 domestic investment partners and EUR 9.0 million new investor
Expected collaboration	 Only considering the investment ratio has already contracted relationships with the user objectjoint venture, loan, etc)€

Company info	 TKC Andy has already become synonymous with the business of export of raw skin and primary processing. In 2011, was formally opened a similar facility in Cazin with the same tenant but financed by credit funds at Raiffeisen Bank. The firm is located, and minor construction operatives trained to lead projects and construction supervision. When the company was established 16.07.2004 Location (address, city, state, phone, fax, e-mail) Bošnjačkih Šehida 1, 77220 Cazin, Bosna i Hercegovina Tel.: ++387 37 512 211 Fax.: ++387 37 512 489 The administrative structure of the company (director, etc.) In a society organizations management and directors of business units as profit centers Number of employees: 17
Factory premises	
Manufacturing departments	
Portfoilio of products	List all products
Structure of sales (2010, 2011)	Total sales in € Structure / Democris and foreign market
Production and sale by products	Structure / Domestic and foreign market
Employees structure	Number of employees,
Employees structure	Age structure,
	Workforce trend
Customers	List major customers (% of turnover)

CONSTRUCTION

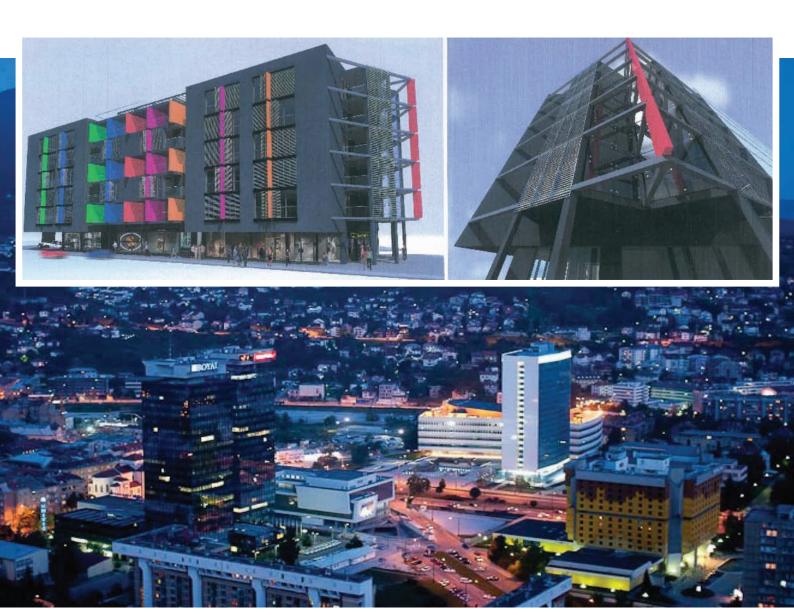
Financial data	 Income statement data 2010 / 2011 in €(sales, cost of goods sold, gross profit, operating costs, depretiation, taxes, net ptofit) Selected Balance sheet data 2010 / 2011 in €(fixed assets+ cash+inventory+ accounts receivables+ other current assets= total assets, total capital+long term liabilities+short term liabilities= total liabilities and capital)
Contact:	 Name of the contact person Address, city, country Phone Fax E-mail Company's web page
Others	List all information that potential investor could be interested in





G-519_{/2012}

INVEST IN COMMERCIAL, RESIDENTIAL AND GARAGE CENTER



PROJECT PROFILE - HOD d.o.o and SANS d.o.o

Investment opportunity	 INVEST IN Commercial, Residential and Garage center Content of commercial space: 39 Smart Flats The net usable space 3.300 m2 3 Pent Houses The net usable space 900 m2 3100 m2 The net usable space commercial property 122 Parking Lots in underground garage
Location	■ The City center Marijin Dvor is administartive, financial, commercial, educational, scientific, cultural and health center of Sarajevo. In a radius of 1000 m there are over 45,000 employees with the highest purchasing power in Bosnia and Herzegovina

Company	■ Size of Company: small
Company info	= 0.20 or company on an
	■ The Capital of the Company:
	■ HOD d.o.o 2.350.000 €
	SANS d.o.o 450.000€
	■ The year of foundation: HOD d.o.o 1991. and SANS d.o.o 1997. year
	■ The number of employees: HOD do.o 1 and SANS d.o.o 1
Factory premises	 Company name: HOD d.o.o and SANS d.o.o General Director: Hodzic Ibrahim City: Sarajevo Post No: 71000 Adress: Ul. Kotromanica 3.
Manufacturing departments	
Portfoilio of products	List all products
Structure of sales (2010, 2011)	■ The Capital of the Company:
	■ HOD d.o.o 2.350.000 €
	SANS d.o.o 450.000€
Employees structure	• HOD d.o.o 1.
	• SANS d.o.o 1
Customers	 List major customers (% of turnover)
Financial data	
Contact:	Contacts:
	Emir Hodzic: tel. 062 337 778
	emir.h@sarajevocard.ba
	emin.nesarajevocatu.ba
	Muris Pacariz tel. 061 247 176
	murispacariz@hotmail.com

G-520/2012

JV OR SALE OF THE PROJECT







PROJECT PROFILE – The "Lepenicka Project" - Sarajevo

Investment opportunity		JV or sale of the proje	ect
Industry sector		Construction - Realestate	
Location		Stup - Sarajevo	
Investment opportunity objective		Construction at good quality and sale at market price level	
Indication of returns		IRR - 22%	
Expected investment budget		So far 0,65 m3,28 million E project	r and potential partner villion EUR was invested EUR needed to finish the the project 5 million EUR
Expected collaboration		The level of pagreement	artnership is subjest to
General Company Informat	ion		
Company Name		Velbos d.o.o. Žepče	
Company Reg. No./		4200176780006	
Address of Registered Office	/	Begov Han b.b. 7223	3 Žepče
Address of Office for Corresp	ondence (if different)	Butmirska cesta b.b.	71000 Sarajevo
Telephone No.		00387 33 777 030	
Facsimile No.		00387 33 777 031	
e-mail address		dzemal@velbos.ba	
Web site address		www.velbos.ba	
Name of Person responsible for dealing with this questionnaire, his position with the company and his mobile telephone number		Džemal Klepić Assistant Manager 00387 62 339 397	
Names and Telephone No of	key Personnel	Name	Mobile Telephone
Project Director		Džemal Klepić	00387 62 339 397
Financial Information			
Name of Director responsible matters	e for all financial	Adisa Turkmanović	
Nature of Company, e.g. plc, Partnership, Limited Co. Provide company Registration No.		d.o.o. (društvo sa og ID Br. 420017	raničenom odgovornošću) 6780006
Turnover/	2009 (EUR. M) 2010 (EUR. M)	7.987.334,20 10.072.482,00	
	2011 (EUR. M)	11.674.315.,00	
What is your percentage of International work in the total company works?		28% of production is	exported (Croatia, Albania)
What is your percentage of work in Home Country in particular in the total company works?		100 %	_
Company's core activity			inforcement and welded fresh concrete and precast

G-521/2012

CONSTRUCTION - REALESTATE





PROJECT PROFILE – Student Center / Hotel Ilidža - Sarajevo

Investment opportunity	JV or sale of the project		
Industry sector	Construction – Dormitory - Hotel		
Location	Ilidža - Sarajevo		
Investment opportunity objective	Long term investment – quick return - low cost maintenance		
Indication of returns	IRR - 23%		
Expected investment budget	 Total investment: 3,68 mil.EUR Participation of Project owner: 40% (1,53mil) Potential partner participation: 60% (2,15mil) Period of return of investment: 4,5 years IRR: 23% Estimated profit after 10 years: 2,35 mil.EUR 111% 		
Expected collaboration	Depends of the interest of the potential partner		

General Company Information			
Company Name		Velbos d.o.o. Žepče	
Company Reg. No.		4200176780006	
Address of Registered Office		Begov Han b.b. 7223	•
Address of Office for Corresp	ondence (if different)	Butmirska cesta b.b.	71000 Sarajevo
Telephone No.		00387 33 777 030	
Facsimile No.		00387 33 777 031	
e-mail address		dzemal@velbos.ba	
Web site address		www.velbos.ba	
Name of Person responsible	for dealing with this	Džemal Klepić	
questionnaire, his position wi	th the company and	Assistant Manager	
his mobile telephone number		00387 62 339 397	
Names and Telephone No of	key Personnel	Name	Mobile Telephone No.
Project Director		Džemal Klepić	00387 62 339 397
Financial Information			
Name of Director responsible for all financial matters		Adisa Turkmanović	
Nature of Company, e.g. plc,	Partnership, Limited		
Co. Provide company Registration No. •		d.o.o. (društvo sa ograničenom odgovornošću) ID Br. 4200176780006	
Turnover	2009 (EUR. M)	7.987.334,20	
	2010 (EUR. M)	10.072.482,00	
	2011 (EUR. M)	11.674.315.,00	
What is your percentage of International work in		28% of production is	exported (Croatia, Albania)
the total company works?			
What is your percentage of work in Home Country in particular in the total company works?		100 %	
Company's core activity			inforcement and welded fresh concrete and precast

G-522/2012

CONSTRUCTION - REALESTATE

MOSTAR, BOSNIA AND HERZEGOVINA





PROJECT PROFILE - The "Sun Walley" - Mostar

Investment opportunity	JV	
Industry sector	Construction – realestate	
Location	Musala - Mostar	
Investment opportunity objective	Best value for the money	
Indication of returns	IRR - 30%	
Expected investment budget	Building No. 6 investment analisys: Total investment: 2 mil.EUR Participation of the project owner:0,77mil.EUR Participation of Potential partner: 1,28mil.EUR Period of return of investment: 2 years Sale value of the building: 3,3mil.EUR	
Expected collaboration	Depends of the interest of the potential partner	

		-		
General Company Informati	on			
Company Name		Velbos d.o.o. Žepče		
Company Reg. No.		4200176780006		
Address of Registered Office		Begov Han b.b. 7223	3 Žepče	
Address of Office for Correspondence	ondence (if different)	Butmirska cesta b.b. 71000 Sarajevo		/0
Telephone No.	,	00387 33 777 030		
Facsimile No.		00387 33 777 031		
e-mail address		dzemal@velbos.ba		
Web site address		www.velbos.ba		
Name of Person responsible t	or dealing with this	Džemal Klepić		
questionnaire, his position wit	h the company and	Assistant Manager		
his mobile telephone number		00387 62 339 397		
Names and Telephone No of key Personnel		Name	Mobile Te	lephone No.
Project Director		Džemal Klepić	00387 6	32 339 397
Financial Information				
Name of Director responsible for all financial matters		Adisa Turkmanović		
Nature of Company, e.g. plc,	Partnership, Limited			
Co. Provide company Registration No. *		d.o.o. (društvo sa ograničenom odgovornošću) ID Br. 4200176780006		
Turnover/	2009 (EUR. M)	7.987.334,20		
	2010 (EUR. M)	10.072.482,00		
	2011 (EUR. M)	11.674.315.,00		
What is your percentage of International work in the total company works?		28% of production is	exported (Cro	atia, Albania)
What is your percentage of work in Home Country in particular in the total company works?		100 %		
Company's core activity		Production of steel re mesh reinforcement, concrete elements		

G-523/2012

ACQUISITION/ TO SELL CAPITAL / JOINT VENTURE OPPORTUNITY

MOSTAR, BOSNIA AND HERZEGOVINA



PROJECT PROFILE — ASA ALeasing d.o.o./ Agradnja d.o.o. Sarajevo

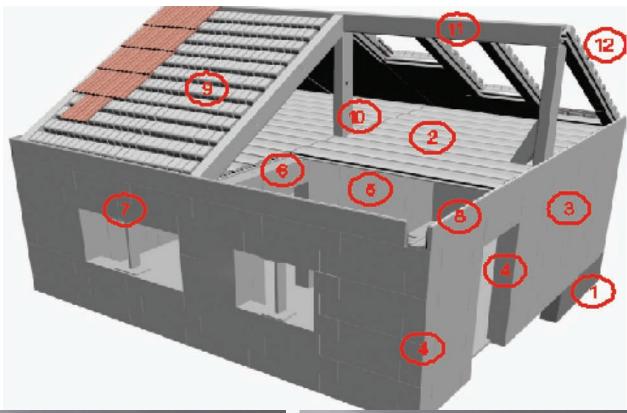
Investment opportunity	Acquisition/ to sell capital / Joint Venture Opportunity	
Industry sector	Construction Project	
Location	Sarajevo, B&H	
Investment opportunity objective	Profit,	
	Social aspect of the business	
Indication of returns	ROI 4,9%	
Expected investment budget	14,9 M €, Bank loan27M € new investor	
Expected collaboration	Alljoint venture,loan, etc	

 ASA Aleasing d.o.o. Sarajevo Bulevar Meše Selimovića 16, Sarajevo, B&H Established 2007 Director, Dženamir Abaza Project Manager:Sanin Granov
 on request
on request
ASA Group :580ASA Aleasing d.o.o.:19
on request
on request
 Sanin Granov, Sarajevo, Bulevar Meše Selimovića 16 mob: 061/144-917 Mail: sanin.granov@asa.ba
On request

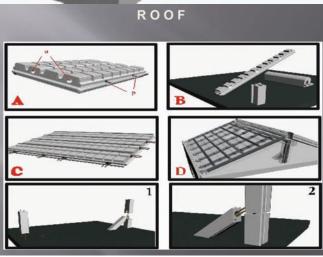
G-524/2012

SALES OF COPYRIGHT, TO USE NEW METHODS OF BUILDING

REPUBLIC OF SERBIA







PROJECT PROFILE - FASTRO*

Investment opportunity	Company intends to 1) Sales of copyright, to use new methods of building 2) manufacture equipment (molds) for building blocks. 3) Produce building blocks for the market. 4) company intends to build new buildings and houses to the market.
Industry sector	construction
Location	Serbia, countries in the region, EU, Soviet Union, seismically unstable areas
Investment opportunity objective	Total income:3.250.000€ profit: 910.000€ (39%)
Indication of returns	- The expected time of return: 18-24 months:
	 (Time to build is 8-10 months, the time left for building permits and sales execution). Total investment: 2.4 million €(to build a representative business-residential building (2000bsqvm) in an attractive location) selling price in this location is approximately 1.900-2000 €/ sqvm
Expected investment budget	 Innovation Fund grant EU and World Bank in the amount of €80000 Own: 250.000 in the form of IP and manufacturing equipment for production 2.400.000 – new investor Land: 800.000€ Equipment: 100.000€ w/c: 1.490.000€
Expected collaboration	 Expected collaboration with new investor: markets and distribution channels financial share (equity participating, joint venture, loan, etc)€

Company info	 Nature of busniess: 1) the creation of innovations (primarily in construction); 2) Preparation of theoretical, technical and organizational conditions for the realization of innovations; 3) implementation of innovations, including masonry buildings. "FASTRO doo" was founded 25.08.2011. Bul.A.Carnojevica 81, New Belgrade, Serbia Phone:+381615550444, fax: +381113114295, e-mail: mimarr@open.telekom.rs Management: director, project manager, adviser, two employees. Structure of capital: private Number of employees: 4 Strengths and Opportunities: The first group of competitive advantage makes owning a new building system that is faster, better, cheaper (shorter operation time with less labor and cheap labor),abolished several procedures in the work (masonry, chiseling, plastering, cutting blocks), ecological and energy is more
	justified and provides a new way (invisible) heating – wall-heating and cooling, within each block. Allows

	 the seismic resistance of buildings(analysis of the Institute of Materials and Structures, Faculty of Civil Engineering in Belgrade). The second advantage makes the expertise of the Innovation Fund of the European Union (which gave the grant to this project).
Factory premises	
Manufacturing departments	\
Portfoilio of products	a) new method of building b) new heilding algregate (blacks)
	b) new building elements (blocks)c) moilds for the production of new blocks
Structure of sales (2010, 2011)	• c) monds for the production of new blocks
Structure of sales (2010, 2011)	• -
Production and sale by products	-
Employees structure	Number of employees: 4
	Age structure: 30-42
	Workforce trend
Customers	• -
Financial data	 company was established in August 2011. year. company did not have the financial activities until 20.04.2012. when it received funding from the Innovation Fund of the EU and the World
	Bank in the amount of 80000 €.
Contact:	 Momcilo Zizic bul.A.Carnojevica 81, New Belgrade, Serbia Phone: +381615550444 Fax: +381113114295 E-mail: mimarr@open.telekom.rs
Others	"FASTRO" the project, until now, received the following awards:
	1)Inventors Association Special Award. 2)positive expert analysis Institute of Materials and Structures, 3)recognition and a grant from the Innovation Fund of the European Union and World Bank

