

EDUCATION

SECTOR PROJECTS



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ED-801 /2012

JOINT VENTURE INVESTMENT IN SPECIALIST EDUCATION CENTER FOR FIRE AND WORK SAFETY, ENVIRONMENTAL AND TECHNICAL PROTECTION, EXPANDING MARKETS ON SOUTH EAST EUROPE

SARAJEVO, BOSNIA AND HERZEGOVINA






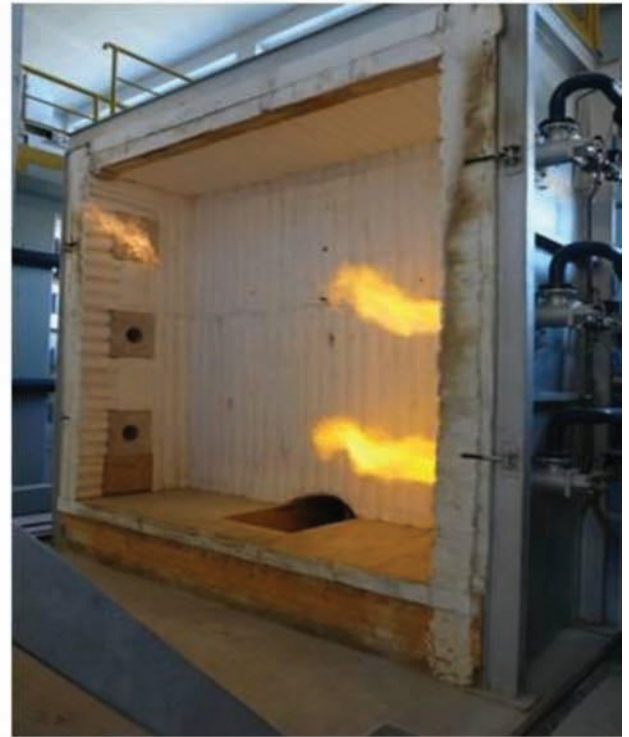


Project profile

INZA - SCIENTIFIC RESEARCH INSITUTON LTD.

Investment opportunity	Joint venture investment in Specialist Education center for fire and work safety, environmental and technical protection, expanding markets on South East Europe
Industry sector	Fire and work safety, Scientific research industry, Environmental, Energy efficiency, Construction industry, Designers, Investitures ...
Location	Sarajevo, Bosnia and Herzegovina
Investment opportunity objective	<p>On this time no one concurency in specialistic education for fire and work safety, enviroment safety in Bosnia and Hercegovina. Also, in region have grose interest for this tipe and level specialistic education.</p> <p>Educational center INZA is dedicated to provide training in a variety of disciplines ranging from short and specialist courses and training:</p> <ul style="list-style-type: none"> ▫ Fire safety Design ▫ Security Automatisation ▫ Work safety ▫ Energy efficiency ▫ Environmental Safety <p>Cotisation for short courses: 500 € Cotisation for specialist courses: 1.000 € Expected investment increase growth more than 20% next 5 year.</p>
Investment returns	Internal rate of return (IRR): 22%
Expected investment budget	Investment capital: 1mil € Own capital: 0.5 mil € Strategic partner: 0.5 mil €
Expected collaboration	Partnership joint venture: <ul style="list-style-type: none"> - Foreign partners will investing in expanding capacity for education (classrooms space, equipments, professor sales for first year etc.) - Domestic partner will provide all the necessary licenses, brand, competent personnel, functional space and basic technical equipment.
Company info	<p>Nature of business: Safety, services & Education services Established: 1968 Management: Board of directors Facilities possessed: 2000 m² building, laboratory equipments Structure of capital: 100% private capital Basic financial info: growth 550 K€/per year, profit 100 K€/per year, Number of employees: Scientific council 6 PhD, 4 Mrs., 10 engineers (100% with university degree) Strengths: National Accreditation Fire safety Lab EN 17025, National certification fire safety Body EN 45011, modern equipment and facilities, competence staff, strong Law obligations for customers, famous brand on SEE, partnerships with SGS AG Int., EFECTIS Group, Opportunities: increasing market, regional connection, expand market opportunities SEE. Consultancy for national authorities, development, industry and designers. Partnerships with strategic Bosnian investment projects in infra and energy sectors.</p>
Factory premises	Land with existing facilities and infrastructure: 2000 m ² Existing facilities: 2000 m ² , Construction land: 2000 m ²
Manufacturing departments	Modern accreditation Laboratory under EN standards New administrative offices part of building
Products Portfolio	Testing lab: Test reports for construction materials

	<p><i>Certificate of conformity, CE marking consultancy</i></p> <p>Engineering: Fire safety planning for government and local community, Design and modeling in energetic and fire safety</p> <p>Education: Fire and work safety, Energy efficiency, Environmental, security automatisisation</p> <p>Technical services: Testing and reports for fire safety and work healthy, Sell fire safety equipment (alarm, fire extinguishers, labels...)</p>
Sales Structure (2009, 2010)	<p><i>The emphasize the positive cash flow that we have and appreciate it very important facts:</i></p> <p>Total sales 2009/2010: 1.05 mil.€ / 1.1 mil.€</p> <p>Structure / Domestic and foreign market</p>
Production and sales by products	<p>Engineering: 35%</p> <p>Technique: 30%</p> <p>Testing Lab: 25%</p> <p>Education: 10%</p>
Employees structure	<p><i>Number of employees: 20</i></p> <p><i>Age structure: 38</i></p> <p><i>Work force trend: 1 GM, 3 Board directors (high sophisticated senior engineers), 10 sophisticated engineers,</i></p>
Customers	<p><i>Government and communities: 35% of turnover</i></p> <p><i>Industry sectors : 30%</i></p> <p><i>Security Sectors: 20%</i></p> <p><i>Small customers: 15 %</i></p>
Financial data	<p><i>Date 2011 in attachments</i></p>
Other information	 <p>Inza has a unique testing laboratory for thermodynamic investigations, accredited according to standards EN ISO/IEC17025: 2006. The laboratory is equipped with modern equipment and furnaces for testing building products, electrical equipment, and equipment for the detection of fire.</p>
	 <p>Integrated system of ISO 9001:2008 (Quality Management System), ISO 14001:2004 (Environmental Management System) and BS OHSAS 18001: 2007 (System Management of labor protection and occupational safety)</p>
	 <p>Consultancy services in obtaining the CE mark.</p>



ED-802/2012

ADAPTATION OF TUZLA UNIVERSITY PREMISES

TUZLA, BOSNIA AND HERZEGOVINA



PROJECT PROFILE – Adaptation of Tuzla University premises

Investment opportunity	Adaptation of Tuzla University premises
Industry sector	Education – Higher education
Location	Tuzla, Bosnia and Herzegovina
Investment opportunity objective	Provide teaching facilities for 2,000 students of the first and second cycle (undergraduate and graduate studies).
Indication of returns	<p>Permanent solution of the problem related to the lack of teaching facilities for education of students from the region North-East Bosnia</p> <p>The indicators of investment justification were not calculated due to the investment type</p>
Expected investment budget	<p>Sources of funds : own funds 4,500,000 €, new investor – creditor 3,000,000 €</p> <p>Investment costs: land 500,000 €, value of the existing buildings 3,500,000 €, infrastructure 500,000 €, investment into adaptation of buildings 2,500,000 €, investment into equipping buildings 500,000 €</p>
Expected collaboration	<p>Collaboration with investor: marketing expertise</p> <p>Investor's financial share: credit</p>

Company info	<ul style="list-style-type: none"> • Tuzla University – Public Institution • Situated at 4 locations in Tuzla • 75000 Tuzla, Bosnia and Herzegovina • Founder – Tuzla Canton Parliament • Founded in 1976 • Tradition of higher education: 35 years of Tuzla University • The only higher education institution in Tuzla Canton, the region with the population of over 600,000 • 748 employees at the University
Organization units	<ul style="list-style-type: none"> • 13 faculties with all fields of study – sciences • Institutes for scientific research
Service users	<ul style="list-style-type: none"> • 17,500 students currently studying • 21,000 high school pupils in Tuzla Canton • Over 4,500 pupils graduate from high school every year
Financial data	<ul style="list-style-type: none"> • Annual budget of the University: €16.4 million
Contact	<ul style="list-style-type: none"> • The Head of the University: Professor Enver Halilović, • City: Tuzla • Postal code: 75 000 • Phone number: 00387 35 300 500 • E-mail: enver.halilovic@untz.ba ; rektor@untz.ba • Web: www.untz.ba
Others	

ED-803/2012

CONSTRUCTION OF DORMITORY

TUZLA, BOSNIA AND HERZEGOVINA



PROJECT PROFILE – Construction of dormitory

Investment opportunity	Construction of dormitory
Industry sector	Education – Higher education
Location	Tuzla, Bosnia and Herzegovina
Investment opportunity objective	Provide housing for 1,000 students
Indication of returns	Annual revenue: 1,200,000 € Annual expenditures: 800,000 € Profit: 400,000 € Return period 13.35 years Relative rate of net present value: 56% Internal rate of profitability: 21.64%
Expected investment budget	Sources of funds: own funds 1,000,000 €, new investor – creditor 10,000,000 € Investment costs: land 500,000 €, project documentation 300,000 €, infrastructure 200,000 €, investment into building construction 10,000,000 €
Expected collaboration	Collaboration with investor: marketing expertise Investor's financial share: Partnership

Company info	<ul style="list-style-type: none"> • Tuzla University – Public Institution • Situated at 4 locations in Tuzla • 75000 Tuzla, Bosnia and Herzegovina • Founder – Tuzla Canton Parliament • Founded in 1976 • Tradition of higher education: 35 years of Tuzla University • The only higher education institution in Tuzla Canton, the region with the population of over 600,000 • 748 employees at the University
Organization units	<ul style="list-style-type: none"> • 13 faculties with all fields of study – sciences • Institutes for scientific research
Service users	<ul style="list-style-type: none"> • 20,000 students studying on campus • Planned construction of housing facilities for 5,000 students
Financial data	<ul style="list-style-type: none"> • Annual budget of the University: €16.4 million
Contact	<ul style="list-style-type: none"> • The Head of the University: Professor Enver Halilović, • City: Tuzla • Postal code: 75 000 • Phone number: 00387 35 300 500 • E-mail: enver.halilovic@untz.ba ; rektor@untz.ba • Web: www.untz.ba
Others	

ED-804_{/2012}

TV PROGRAM FOR YOUTH AND KIDS - SUPERVUCKO.TV

SARAJEVO, BOSNIA AND HERZEGOVINA



PROJECT PROFILE - „SuPeRvUčKo.TV“

Investment opportunity	TV program for youth and kids „SUPERVUCKO.TV
Industry sector	Education and Teaching
Location	Sarajevo, Bosnia and Herzegovina
Investment opportunity objective	Turnover 90.000,00 €, production 60%, Profit 15%, employment 60 young, export 10%.
Indication of returns	Anticipated profit 25.000,00 € ; projected investment cost 225.000,00 €
Expected investment budget	<ul style="list-style-type: none"> • Own facilities 10.000,00 € • Costs (equipment 100.000,00 €, working capital 110.000,00 €, licenses and others.20.000,00 €)
Expected collaboration	<ul style="list-style-type: none"> • Anticipative mode of cooperation by accessing to new tech and channel distribution • Capital share 10.000,00 €
Company info	<ul style="list-style-type: none"> • Education and teaching for youth and kids , TV program for youth and kids Sarajevo,Bosna and Hercegovina • tel: +387 62 33 22 41, • e-mail:alvedinmehic@gmail.com • General director: Alvedin Mehic • No of employees: 50-70 young with high education, • This will be only TV program of this kind of emission since other tv stations and program deals with this subject matter.
Factory premises	Education and Teaching
Manufacturing departments	Learning foreign languages, IT, competition, entrepreneurship, production of new cartoon, writing strips and magazines etc.
Portfolio of products	Quizzes languages: Arabic, Turkish, English, SuperVucko”, strips “Vucko”.
Production and sale by products	Cartoon films, strips, quizzes, dvd, and cd production.
Employees structure	<ul style="list-style-type: none"> • 60 young with high education. • 20-35 age. • Basic projected working place
Contact:	<ul style="list-style-type: none"> • Alvedin Mehic • Dejjina Bikica do br:89, Sarajevo,Centar, Bosna I Hercegovina • Tel:+387 62 33 22 41 • E-mail:alvedinmehic@gmail.com • Web site:www.supervucko.com
Others	Only this TV station with this program in B&H