

ENERGY

SECTOR PROJECTS



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E-201 /2012

CONSTRUCTION OF NEW HYDROPOWER PLANT USTIKOLINA

FOČA-USTIKOLINA, BOSNIA AND HERZEGOVINA



PROJECT PROFILE – Public Enterprise Elektroprivreda BiH d.d. Sarajevo

Investment opportunity	Construction of New Hydropower Plant Ustikolina
Industry sector	Energy
Location	Bosnia and Herzegovina, Foča-Ustikolina, Drina river
Investment opportunity objective	Construction of HPP with installed capacity of 60 MW and annual power generation of 247 GWh
Indication of returns	n/a (Preliminary design is yet to be completed)
Expected investment budget	Total investment (mill.of €): 123
Expected collaboration	Financing by banks and other institutions Financial share: <ul style="list-style-type: none"> • Own funds 30 %; Loan 70 %

Company info	<ul style="list-style-type: none"> • Power generation, distribution and supply • Established in 1946 • Vilsonovo Šetališe 15, 71 000 Sarajevo, Tel: +387 33 75 10 00, Fax:+387 33 75 10 08 • Assembly, Supervisory Board and Management Board (General manager and 6 executive directors) • Power plants, distribution grid and substations, factory for measuring units, adm. buildings, hotel • 90 % state capital, 10 % private share capital • Basic financial information for 2010: Income 452,49 mill. € • 4924 employees • Leader in power generation in B&H, high qualified and experienced personnel 																																							
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E-202 /2012

CONSTRUCTION OF NEW HYDROPOWER PLANT VRANDUK

ZENICA-BOSNIA RIVER, BOSNIA AND HERZEGOVINA



PROJECT PROFILE – Public Enterprise Elektroprivreda BiH d.d. Sarajevo

Investment opportunity	Construction of New Hydropower Plant Vranduk
Industry sector	Energy
Location	Bosnia and Herzegovina – Zenica, Bosna river
Investment opportunity objective	Construction of HPP with installed capacity of 19,56 MW and annual power generation of 96,38 GWh
Indication of returns	NPV: 4,29 mill.€; IRR: 7,93 %; Payback period: 15 years
Expected investment budget	Total investment (mill. of €): 65 <ul style="list-style-type: none"> • Civil works: 32,04 • Equipment: 27,20 • Other: 5,76
Expected collaboration	Financing by banks and other institutions Financial share: <ul style="list-style-type: none"> • Own funds 30 %; Loan 70 %

Company info	<ul style="list-style-type: none"> • Power generation, distribution and supply • Established in 1946 • Vilsonovo Šetališe 15, 71 000 Sarajevo, Tel: +387 33 75 10 00, Fax:+387 33 75 10 08 • Assembly, Supervisory Board and Management Board (General manager and 6 executive directors) • Power plants, distribution grid and substations, factory for measuring units, adm. buildings, hotel • 90 % state capital, 10 % private share capital • Basic financial information for 2010: Income 452,49 mill. € • 4924 employees • Leader in power generation in B&H, high qualified and experienced personnel 																																			
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E-203_{/2012}

CONSTRUCTION OF 15 SMALL HYDROPOWER PLANTS ON NERETVICA RIVER CONFLUENCE

KONJIC, BOSNIA AND HERZEGOVINA



PROJECT PROFILE – Public Enterprise Elektroprivreda BiH d.d. Sarajevo

Investment opportunity	Construction of 15 Small Hydropower Plants on Neretvica river confluence
Industry sector	Energy
Location	Bosnia and Herzegovina – Konjic, Neretvica river confluence
Investment opportunity objective	Construction of SHPPs with installed capacity of 26,4 MW and annual power generation of 103,0 GWh
Indication of returns	NPV: 22,63 mill.€; IRR: 11,3 %; Payback period: 13,4 years
Expected investment budget	Total investment (mill.of €): 49,6
Expected collaboration	Financing by banks and other institutions Financial share: <ul style="list-style-type: none"> • Own funds 25 % • Loan 75 %

Company info	<ul style="list-style-type: none"> • Power generation, distribution and supply • Established in 1946 • Vilsonovo Šetališe 15, 71 000 Sarajevo, Tel: +387 33 75 10 00, Fax:+387 33 75 10 08 • Assembly, Supervisory Board and Management Board (General manager and 6 executive directors) • Power plants, distribution grid and substations, factory for measuring units, adm. buildings, hotel • 90 % state capital, 10 % private share capital • Basic financial information for 2010: Income 452,49 mill. € • 4924 employees • Leader in power generation in B&H, high qualified and experienced personnel 																																			
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CONSTRUCTION OF NEW HYDROPOWER PLANT KOVANIĆI

ZENICA-ZEPČE, BOSNIA AND HERZEGOVINA



PROJECT PROFILE – Public Enterprise Elektroprivreda BiH d.d. Sarajevo

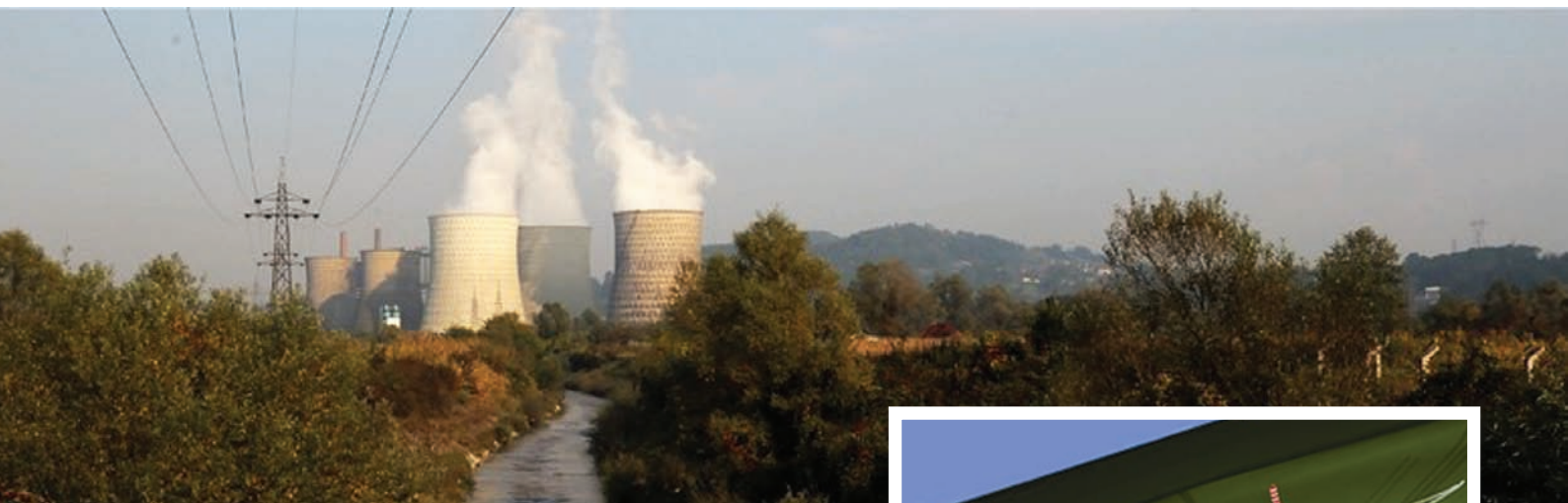
Investment opportunity	Construction of New Hydropower Plant Kovanići
Industry sector	Energy
Location	Bosnia and Herzegovina, Zenica-Žepče, Bosna river
Investment opportunity objective	Construction of HPP with installed capacity of 13,3 MW and annual power generation of 65 GWh
Indication of returns	n/a (Feasibility study is yet to be done)
Expected investment budget	Total investment (mill. of €): 30
Expected collaboration	Financing by banks and other institutions Financial share: <ul style="list-style-type: none"> • Own funds 30 %; Loan 70 %

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E-205 /2012

CONSTRUCTION OF THE NEW THERMAL POWER PLANT- REPLACING COGENERATION UNIT 7, 450 MW IN TUZLA

TUZLA, BOSNIA AND HERZEGOVINA



PROJECT PROFILE – Public Enterprise Elektroprivreda BiH d.d. Sarajevo

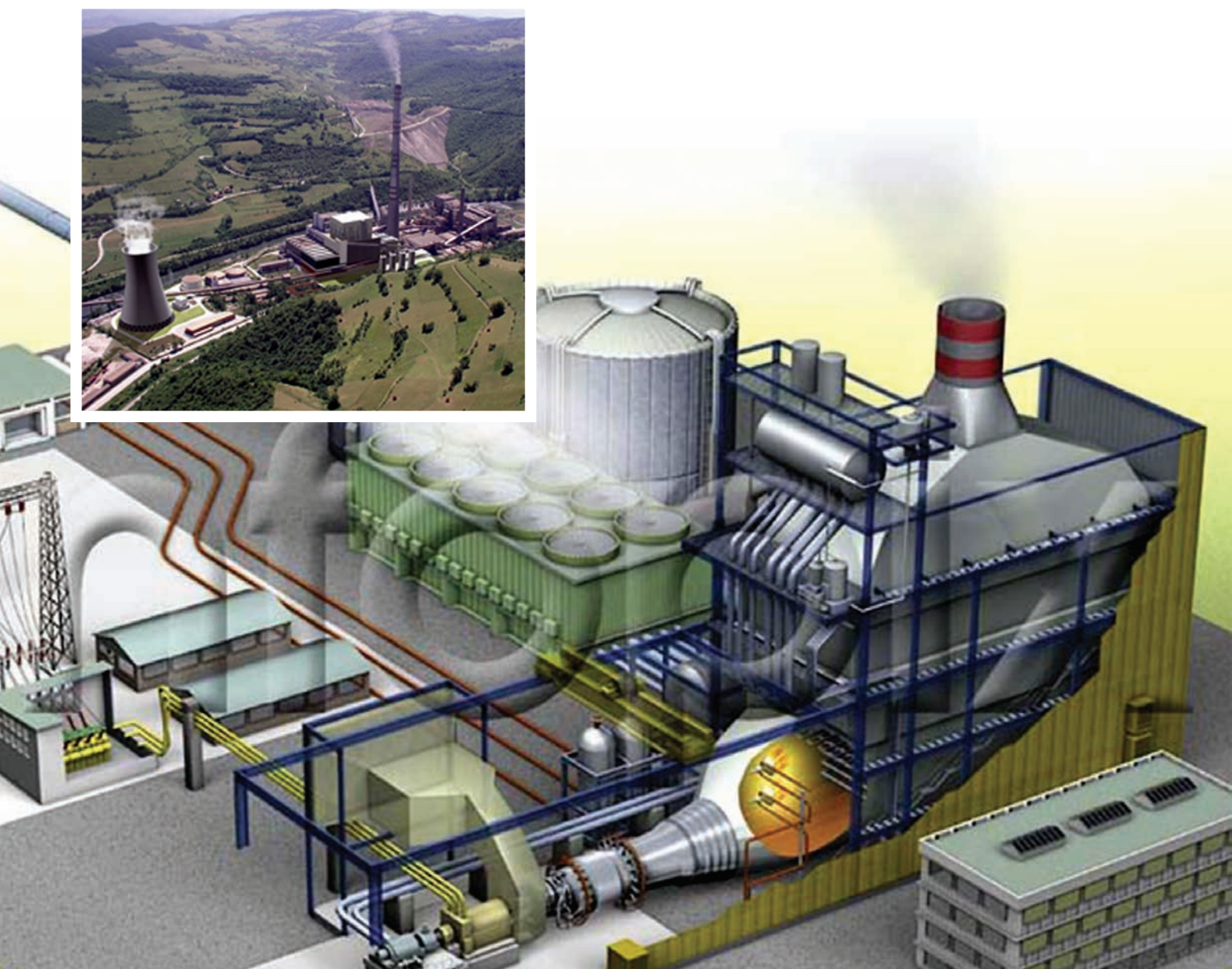
Investment opportunity	Construction of the New Thermal Power Plant- Replacing Cogeneration Unit 7, 450 MW in Tuzla
Industry sector	Energy
Location	Bosnia and Herzegovina - on the existing location of Thermal Power Plant (TPP) Tuzla
Investment opportunity objective	Construction of TPP with installed capacity of 450 MW and annual power generation of 2.756 GWh
Indication of returns	NPV: 173, 7 mill. €; IRR: 7,50 %; Payback period: 17 years
Expected investment budget	Total investment (mill. €): 842 <ul style="list-style-type: none"> • Equipment: 618,3 • Civil works: 126,7 • Other: 97,0
Expected collaboration	Financing: <ul style="list-style-type: none"> • strategic partner Financial share: <ul style="list-style-type: none"> • 15 % own funds; 85 % co-financing partner and banks Co financing and return of investment through produced electric energy.

Company info	<ul style="list-style-type: none"> • Power generation, distribution and supply • Established in 1946 • Vilsonovo Šetališe 15, 71 000 Sarajevo, Tel: +387 33 75 10 00, Fax:+387 33 75 10 08 • Assembly, Supervisory Board and Management Board (General manager and 6 executive directors) • Power plants, distribution grid and substations, factory for measuring units, adm. buildings, hotel • 90 % state capital, 10 % private share capital • Basic financial information for 2010: Income 452,49 mill. € • 4924 employees • Leader in power generation in B&H, high qualified and experienced personnel 																																							
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E-206/2012

CONSTRUCTION OF THE NEW THERMAL POWER PLANT-REPLACING COGENERATION UNIT 8, 300 MW IN KAKANJ

KAKANJ, BOSNIA AND HERZEGOVINA



PROJECT PROFILE – Public Enterprise Elektroprivreda BiH d.d. Sarajevo

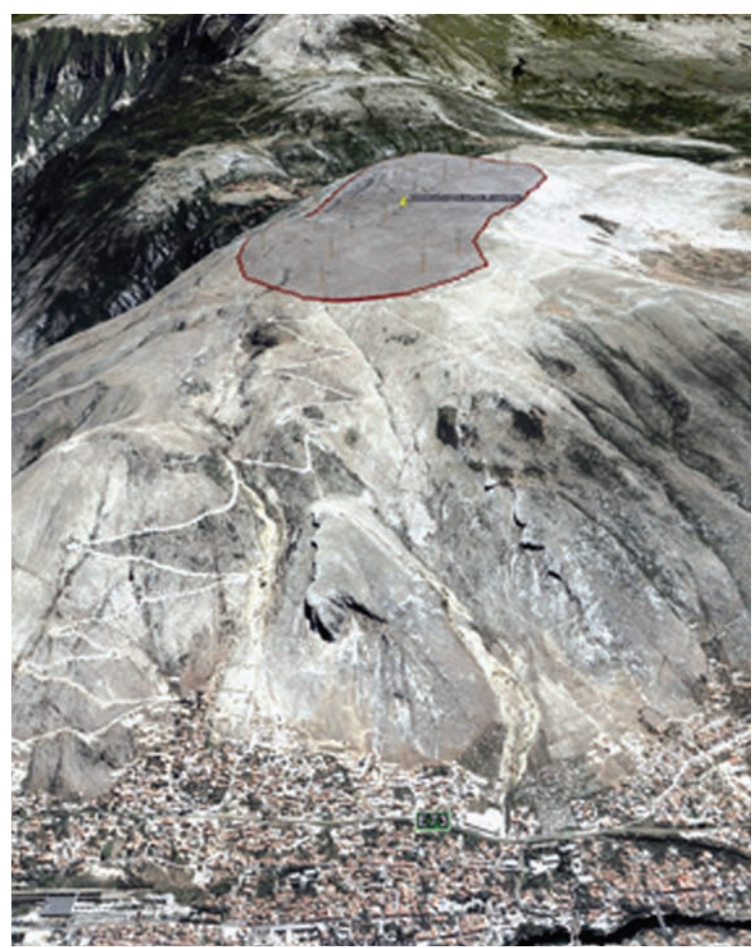
Investment opportunity	Construction of the New Thermal Power Plant- Replacing Cogeneration Unit 8, 300 MW in Kakanj
Industry sector	Energy
Location	Bosnia and Herzegovina - on the existing location of Thermal Power Plant (TPP) Kakanj
Investment opportunity objective	Construction of TPP with installed capacity of 300 MW and annual power generation of 1.755 GWh
Indication of returns	NPV: 56,7 mill. €; IRR: 6,75 %; Payback period: 24 years
Expected investment budget	Total investment (mill. €): 626 <ul style="list-style-type: none"> • Equipment: 446,4 • Civil works: 78,7 • Other: 100,9
Expected collaboration	Financing: <ul style="list-style-type: none"> • strategic partner Financial share: <ul style="list-style-type: none"> • 15 % own funds; 85 % co-financing partner and banks Co financing and return of investment through produced electric energy.

Company info	<ul style="list-style-type: none"> • Power generation, distribution and supply • Established in 1946 • Vilsonovo Šetališe 15, 71 000 Sarajevo, Tel: +387 33 75 10 00, Fax:+387 33 75 10 08 • Assembly, Supervisory Board and Management Board (General manager and 6 executive directors) • Power plants, distribution grid and substations, factory for measuring units, adm. buildings, hotel • 90 % state capital, 10 % private share capital • Basic financial information for 2010: Income 452,49 mill. € • 4924 employees • Leader in power generation in B&H, high qualified and experienced personnel 																																							
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Others																																								

E-207 /2012

CONSTRUCTION OF NEW WIND FARM PODVELEŽJE

MOSTAR, BOSNIA AND HERZEGOVINA



PROJECT PROFILE – Public Enterprise Elektroprivreda BiH d.d. Sarajevo

Investment opportunity	Construction of New Wind Farm Podveležje
Industry sector	Energy
Location	Bosnia and Herzegovina – Mostar
Investment opportunity objective	Construction of WF with installed capacity of 46 MW and annual power generation of 92,53 GWh
Indication of returns	NPV: 20,81 mill. €; IRR: 16,5 %; Payback period: 9,5 years
Expected investment budget	Total investment (mill. of €): 64
Expected collaboration	Financing by banks and other institutions Financial share: <ul style="list-style-type: none"> • Own funds for 2 turbines; Loan (75 %) and own funds for 14 turbines

Company info	<ul style="list-style-type: none"> • Power generation, distribution and supply • Established in 1946 • Vilsonovo Šetališe 15, 71 000 Sarajevo, Tel: +387 33 75 10 00, Fax:+387 33 75 10 08 • Assembly, Supervisory Board and Management Board (General manager and 6 executive directors) • Power plants, distribution grid and substations, factory for measuring units, adm. buildings, hotel • 90 % state capital, 10 % private share capital • Basic financial information for 2010: Income 452,49 mill. € • 4924 employees • Leader in power generation in B&H, high qualified and experienced personnel 																																			
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Others																																				

E-208/2012

CONSTRUCTION OF NEW WIND FARM VLAŠIĆ

TRAVNIK, BOSNIA AND HERZEGOVINA



PROJECT PROFILE – Public Enterprise Elektroprivreda BiH d.d. Sarajevo

Investment opportunity	Construction of New Wind Farm Vlačić
Industry sector	Energy
Location	Bosnia and Herzegovina – Travnik
Investment opportunity objective	Construction of WF with installed capacity of 48 MW and annual power generation of 98 GWh
Indication of returns	n/a (Feasibility study is yet to be done)
Expected investment budget	Total investment (mill. of €): 64
Expected collaboration	Financing by banks and other institutions Financial share: <ul style="list-style-type: none"> • Own funds & Loan

Company info	<ul style="list-style-type: none"> • Power generation, distribution and supply • Established in 1946 • Vilsonovo Šetališe 15, 71 000 Sarajevo, Tel: +387 33 75 10 00, Fax:+387 33 75 10 08 • Assembly, Supervisory Board and Management Board (General manager and 6 executive directors) • Power plants, distribution grid and substations, factory for measuring units, adm. buildings, hotel • 90 % state capital, 10 % private share capital • Basic financial information for 2010: Income 452,49 mill. € • 4924 employees • Leader in power generation in B&H, high qualified and experienced personnel 																																							
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E-209 /2012

CONSTRUCTION OF CEMENT PLANT

KALESIJA, BOSNIA AND HERZEGOVINA



PROJECT PROFILE – Public Enterprise Elektroprivreda BiH d.d. Sarajevo, Brown coal mine Đurđevik

Investment opportunity	Construction of Cement plant Đurđevik, Živinice, BiH
Industry sector	Industry – cement production
Location	Bosnia and Herzegovina - at the existing location of Brown coal mine Đurđevik
Investment opportunity objective	Construction of cement plant with installed capacity of 800.000 ton/year
Indication of returns	NPV: 131 mill. €; IRR: 11,50 %
Expected investment budget	Total investment (mill. €): 144
Expected collaboration	Financing: <ul style="list-style-type: none"> • strategic partner

Company info	<ul style="list-style-type: none"> • Coal mine production and supply • Established in 1936 • Đurđevik, 75 272 Đurđevik, Tel: +387 35 77 52 55, Fax:+387 35 77 26 67 • Assembly, Supervisory Board and Management Board (General manager and 2 executive directors) • Facilities for coal mine exploitation • 100 % owned by PE Elektroprivreda BiH, d.d. Sarajevo • Basic financial information for 2010: Available on request
Factory premises	<ul style="list-style-type: none"> • Facilities for coal mine production
Manufacturing departments	
Portfolio of products	<ul style="list-style-type: none"> • Brown coal mine
Structure of sales (2010, 2009)	<ul style="list-style-type: none"> • Available on request
Production and sale by products	
Employees structure	<ul style="list-style-type: none"> • Available on request
Customers	<ul style="list-style-type: none"> • Available on request
Financial data	<ul style="list-style-type: none"> • Available on request
Contact:	<ul style="list-style-type: none"> • Contact person: Zijad Rahimić • Address: Đurđevik, 75 272 Đurđevik, • Telephone: +387 35 77 25 36 • Telefax: +387 35 77 25 36 • E-mail: zijad.rahimic@rudnikdjurdjevik.ba • www.rudnikdjurdjevik.ba
Others	

E-210/2012

EXPANDING PRODUCTION OF HEAT PUMPS

TUZLA, BOSNIA AND HERZEGOVINA



PROJECT PROFILE – “RIMP“ d.o.o. Tuzla

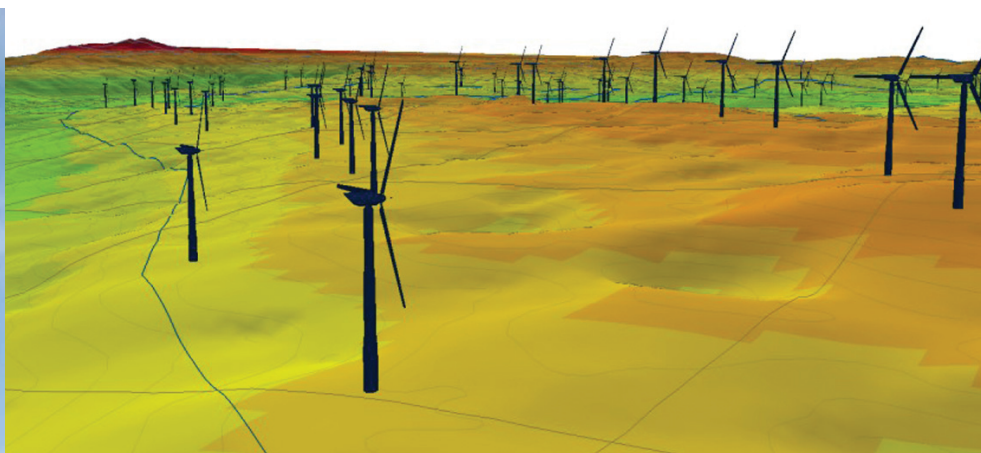
Investment opportunity	Expanding production of heat pumps
Industry sector	Renewable energy
Location	Tuzla
Investment opportunity objective	Investment turnover: 3 years. New employees: 45. Expected profit: 25%. Expected production: 400 unit/year
Indication of returns	Investment: 1.200.000,00 eur Cost of production: 2.300.000 eur Cost of goods sold: 600.000 eur Sales profit: 4.000.000,00 eur Taxes on profit: 10% Neto profit: 1.000.000,00 eur
Expected investment budget	Budget: 1.200.000,00 eur Own funds: 50% (600.000,00 eur) Investors: 50% (600.000,00 eur)
Expected collaboration	From investor we are expecting to provide marketing expertise, markets and distribution channels. Joint venture: 50%-50% (600.000,00 eur – 600.000,00 eur)

Company info	<ul style="list-style-type: none"> • Production special equipment • Established: 1995. • Tuzla, ul. Piskavica br. 1, 75000 Tuzla, BiH, phone: +387 35 289 618, fax: + 387 35 289 619, e-mail: rimp_@hotmail.com • Management: Hadžiibrišević Nusret • We have production facilities in Dubnica and administration building in Tuzla. • 100% private • Sales in 2011 1.000.000, 00 eur, profit in 2011 80.000,00 eur. • Number of employees: 11
Factory premises	Dubnica bb, Kalesija
Manufacturing departments	
Portfolio of products	<ul style="list-style-type: none"> • Pulvis Clutch • Pulvis mass • Heat Pumps • Heat exchangers
Structure of sales (2010, 2011)	<ul style="list-style-type: none"> • Total sales 1.000.000,00 € • Structure / Domestic and foreign market: Domestic: 66%, foreign: 34 %
Production and sale by products	
Employees structure	<ul style="list-style-type: none"> • Number of employees:11 • Age structure: average 45 years • Workforce trend: rising
Customers	<ul style="list-style-type: none"> • Farmakom MB Šabac 35% • Sisecam soda Lukavac: 27% • Gikil Lukavac: 19%
Financial data	<ul style="list-style-type: none"> • Income statement data 2010 / 2011: sales: 1.000.000,00 € cost of goods sold: 912.000,00 eur bruto profit: 88.000,00 eur taxes:10% (8.000,00 eur) neto profit: 80.000,00 eur
Contact:	<ul style="list-style-type: none"> • Hadžiibrišević Tarik • Piskavica br.1, 75000 Tuzla, BiH • Phone: + 387 35 289 618 • Fax: + 387 35 289 619 • E-mail: rimp_@hotmail.com • Company's web page: www.rimptz.com.ba

E-211 /2012

WIND FARM PROJECT PAKLINE- LJUBUŠA-KUPRES; TO FIND A CONTRACT STRATEGIC PARTNER

KUPRES, BOSNIA AND HERZEGOVINA



PROJECT PROFILE - KAMEN DENT

Project proposal	<i>Project title: Wind farm project "Pakline-Ljubuša-Kupres"; to find a contract strategic partner</i>
Industry sector	<i>Power supply – renewable energy sources: wind</i>
Location	<i>Municipalities of Tomislavgrad and Kupres, Canton 10</i>
Investment opportunity objective	<i>Considerable reduction of CO₂ in the atmosphere, sales of electricity in BiH and abroad, employment for the local construction companies and population.</i>
Indication of returns	
Expected investment budget	<ul style="list-style-type: none"> • Own funds: 20-30% / with the partner / Credit 70-80% • CAPEX: 1.308.000 EUR/MW • Total: 350 MW: 437,5 M EUR • First stage: 102 MW: 137.7M EUR • OPEX/ first stage / : 4.800.000EUR/ a year
Expected collaboration with a prospective investor	<ul style="list-style-type: none"> • Joint development and implementation of the project • Joint venture / SPV / – partnership

Company info	<ul style="list-style-type: none"> • Development of the projects of renewable energy sources (RES) and production of architectural-building (AB) stone • The Company was established in 1997 • Location: K. Branimir 7, Mostar, BiH, tel/fax 036 323 113 • Management: director, head of development • Facilities possessed: a 1000 m² hall with 17000 m² of the surrounding construction land • Structure of capital: private • Basic financial information: income: 308.521EUR profit: 4603,67 EUR (2009) • Number of employees: 15 • Strengths and Opportunities: The level of business development, and the market
Factory premises	<i>Three quarries and a stone working plant</i>
Manufacturing departments	<i>Quarries: extraction of blocks and sale, or transport to the plant for making finished products; development of wind-farm and solar power plants</i>
Portfolio of products	<ul style="list-style-type: none"> • RES development projects • AB stone blocks and products of AB stone • Restoration of cultural – monumental heritage
Structure of sales (2008, 2009)	<ul style="list-style-type: none"> • Total sales in €: 393.486,65 EUR; 270.543,96 € • Sales structure / Domestic and foreign market: 50% / 50%
Production and sale by products	<ul style="list-style-type: none"> • Stone blocks: 500 m³; façades: 3000 m² • Restoration of cultural heritage
Employees structure	<ul style="list-style-type: none"> • Number of employees: 10 • Age structure: 25-57years • Educational background of employees: 4university qualification, 2high school qualification, 4lower educational background • Workforce trend: upward trend in the years 2008 and 2009
Customers	<ul style="list-style-type: none"> • Customers from Italy 50% • Home customers 50%
Financial data 2009/2008	<ul style="list-style-type: none"> • Production costs: 298.734 / 397.425 EUR • Gross profit: 0 / 6.681 EUR • Operating costs: 3.115 / 0 EUR • Depreciation: 46.993 / 75.227 EUR • Taxes: 460 / 267 EUR • Net profit: 4.603 / 2.675 EUR • Assets: 977.904 / 1.021.780 EUR • Liabilities: 977.904 / 1.021.780 EUR
Contact:	<ul style="list-style-type: none"> • Name of the contact person: • Dragan Krstović and Jure Krtalić • Address, city, country: K.Branimira 7,Mostar, BiH • Phone: 00 38763 820 168 00 387 63 311 974 • Fax: 00 387 36 323 113 • E-mail: dragan@kamen-dent.com jure@kamen-dent.com vjetropark@kamen-dent.com • Company's web page: www.vjetropark.kamen-dent.com
Others	

E-212/2012

ACQUISITION / REAL-ESTATE OR PRODUCTION EQUIPMENT SALE

BANOVIĆI, BOSNIA AND HERZEGOVINA



Factory inside view



Brown coal briquette



Factory inside view



Brown coal briquettes



Packaging machine



1T/10kg package



Final product

PROJECT PROFILE – BRIGO Invest d.o.o. Banovici

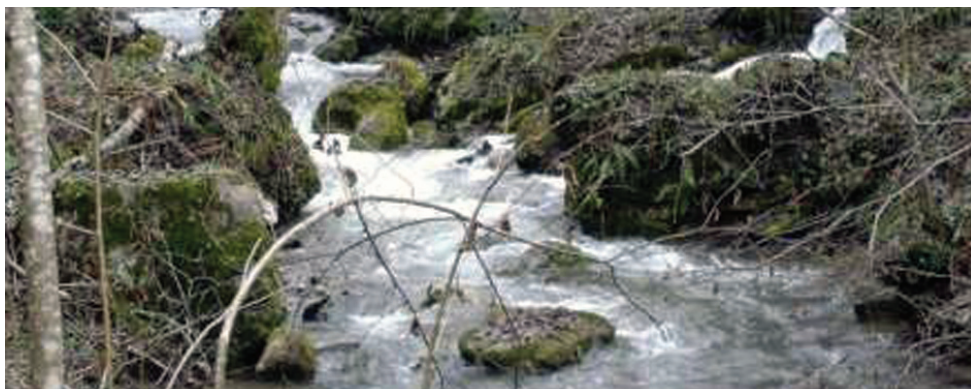
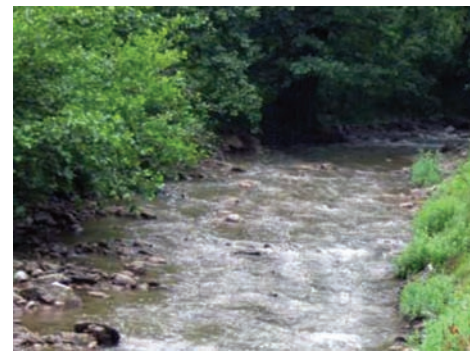
Investment opportunity	<i>Acquisition / real-estate or production equipment sale</i>
Industry sector	<i>Production</i>
Location	<i>Banovici, Tuzla Canton, BiH</i>
Investment opportunity objective	<i>Partial or total production Acquisition</i>
Indication of returns	<i>19%</i>
Expected investment budget	<ul style="list-style-type: none"> • <i>Longterm loan: 3.681.301,00EUR</i> • <i>New investor-min.40% to max 100% of shares</i>
Expected collaboration	<ul style="list-style-type: none"> • <i>New investor would take over min. 40% to max. 100% of shares in the Company</i> • <i>New investor would purchase our real estate or equipment in the purpose of independant investment</i>

Company info	<ul style="list-style-type: none"> • <i>Production of coal briquette</i> • <i>Company established in 2007.</i> • <i>Address: Armije BiH 8. 75290 Banovici, BiH</i> • <i>00387(35)876-231,875-694,info@brigoinvest.ba</i> • <i>Director without limitations</i> • <i>Premises 100% ownership (4573m2 buildings and 10.111m3 land)</i> • <i>Private property: 29% Marinko Laštro, 71% EPS LAŠTRO d.o.o Kresevo)</i> • <i>Employees: 7</i> • <i>No competition in region</i>
Factory premises	<i>Production is located in reconstructed buildings of cca 3.000m2, ground floor, truck entrances</i>
Manufacturing departments	<i>Production is consisted of two coal drying plants, line transporters, lime silo, molases silo, mixer, briquette press and final product silo</i>
Portfolio of products	<ul style="list-style-type: none"> • <i>Coal briquette</i>
Structure of sales	<ul style="list-style-type: none"> • <i>Total sale: 409.000,00EUR</i> • <i>Domestic: 50%, Export: 50%</i> • <i>Germany: 32%</i> • <i>Slovenia: 15%</i> • <i>Serbia: 3%</i>
Production and sale by products	<i>Brown coal briquette:</i> <ul style="list-style-type: none"> - <i>2010. 5618T</i> - <i>2011. 4062T</i>
Employees structure	<i>No.of employees: 2010.-21 employees, age: 38 years</i> <i>2011.-18 employees, age 38 years</i> <i>- 5 employees-administration, other: production</i>
Customers	<ul style="list-style-type: none"> • <i>Foreign customers: Raiter, Germany 35%</i> <i>IGES. Slovenia 15%</i> <i>Trgotrans, Serbia 3%</i> • <i>Domestic: Centrum Trade d.o.o. Banja Luka</i> <i>EPS LAŠTRO d.o.o. Kreševo</i> <i>Sarfa d.o.o. Iljaš</i>
Financial data	<ul style="list-style-type: none"> • <i>2010. Income: 417.085,00EUR</i> • <i>2011. Income: 410.000,00EUR</i>
Contact:	<ul style="list-style-type: none"> • <i>Dragana Markovic Raso</i> • <i>Zenicki put bb, Kiseljak</i> • <i>061/138-219</i> • <i>030/800-068 (to Dragana)</i> • <i>dragana.raso@gmail.com</i> • www.brigoinvest.ba
Others	<i>Financial data available upon the request</i>

E-213/2012

COMPANY INTENDS TO SELL HPP OR JOINT VENTURE OPPORTUNITY

TUZLA, BOSNIA AND HERZEGOVINA



PROJECT PROFILE – Eco Energy d.o.o.

Investment opportunity	Company intends to sell HPP or Joint Venture opportunity
Industry sector	Energy
Location	Bosnian Podrinje Canton – Bosnia and Herzegovina
Investment opportunity objective	Company intends to sell HPP or some kind of Joint Venture opportunity for restructuring existing debts.
Indication of returns	Financial ratios that shows economic justification for the Project (ROI etc)
Expected investment budget	a) total sell price → EUR 1,2 mio b) Joint venture opportunity → Budget will be defined between Owner and new partner.
Expected collaboration	a) Sell or b) Joint Venture opportunity => restructuring existing debts by the new partner and financing new projects together with Owner who will provide the new concessions.

Company info	<ul style="list-style-type: none"> c) Production of electricity, d) Established at the end of 2005 e) Address: Kojšino 21 f) City: Tuzla g) Country: Bosnia and Herzegovina h) Phone: +387 35 257 566 i) Fax: +387 35 257 566 j) E-mail: ecoenergy@bih.net.ba Company's web page: www.ecoenergybih.com k) Director: Muamer Jarovic l) Structure of capital,: 100% private m) Number of employees:3
Factory premises	
Manufacturing departments	
Portfolio of products	
Sales	sales in 2011= € 70 ths planned sales in 2012 = € 120 ths (75% capacity of HPP)
Production and sale by products	
Employees structure	<ul style="list-style-type: none"> • Workforce trend:educated and skilled persons
Customers	<ul style="list-style-type: none"> • 100% by state distribution electricity company
Financial data:	<ul style="list-style-type: none"> • Income statement data 2011 / 2012: Sales 2011 = € 70 ths, 2012 = € 120 ths EBITDA 2011 = € 50 ths, 2012 = € 90 ths, Depretiation 2011 = € 60 ths, 2012 = € 60 ths • Selected Balance sheet data 2011 / 2012 in € fixed assets 2011 = € 1mio 2012 = € 1 mio capital 2011 = € 150 ths, 2012 € 150 ths
Contact:	<ul style="list-style-type: none"> • Muamer Jarović – director • Mobile phone:+00491733599255 • Address: Kojšino 21 • City: Tuzla • Country: Bosnia and Herzegovina • Phone: +387 35 257 566 • Fax: +387 35 257 566 • E-mail: ecoenergy@bih.net.ba • Company's web page: www.ecoenergybih.com
Others	The Company has all necessary documentation. Hydro power plant more than 3 year in function. Possibility to build 3 new Hydro Power Plants.

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SERIES OF 5 SMALL HYDROPOWER PLANTS ON THE RIVER USORA

TUZLA, BOSNIA AND HERZEGOVINA



PROJECT PROFILE – *Ćosićpromex d.o.o.*

Investment opportunity	Series of 5 small hydropower plants on the river Usora
Industry sector	Energy sector
Location	Usora River from the mouth to the area of RS - (municipalities of Dobo-jug, Usora, Tešanj)
Investment opportunity objective	The energy exploitation of the river Usora
Indication of returns	ROI = 11,09% NPV = 1.344.412 KM
Expected investment budget	Own funds + commercial loans + new investor Approx. 20 million €
Expected collaboration	<ul style="list-style-type: none"> • Technical expertise • Joint venture

Company info	<ul style="list-style-type: none"> • construction, metal industry, shipbuilding, energy industry, • 1996., • Žabljak bb, 74230 Usora, Bosna i Hercegovina • Owner: Mijo Ćosić, CEO: Nevenka Glamatović • Hotel Split, metal industry production halls, business center • Structure of capital, • Basic financial information: • -sales in 2011. € 4,924,929 • -profits in 2011. € 459,032 • Number of employees 350 														
Factory premises	metal industry production halls														
Manufacturing departments															
Portfolio of products	Oil tanks, fine mechanical parts														
Structure of sales (2010, 2011)	<ul style="list-style-type: none"> • Total sales in € 4.924.929 • Structure / Domestic and foreign market <table> <tr> <td>market BIH</td> <td>1.222.617 €</td> </tr> <tr> <td>foreign market</td> <td>3.702.312 €</td> </tr> </table>	market BIH	1.222.617 €	foreign market	3.702.312 €										
market BIH	1.222.617 €														
foreign market	3.702.312 €														
Production and sale by products															
Employees structure	<ul style="list-style-type: none"> • Number of employees cca 350, • Age structure cca 37, • Workforce trend <table> <tr> <td>2010.</td> <td>2011.</td> </tr> <tr> <td>465.</td> <td>350.</td> </tr> </table>	2010.	2011.	465.	350.										
2010.	2011.														
465.	350.														
Customers	-														
Financial data	<table> <tr> <td>• Acet / year 2010.</td> <td>2011.</td> </tr> <tr> <td>• Sell € 6,574,927</td> <td>€ 4,924,929</td> </tr> <tr> <td>• Production cost € 5,821,467</td> <td>€ 4,363,586</td> </tr> <tr> <td>• Gross profit € 673,295</td> <td>€ 459,032</td> </tr> <tr> <td>• Net profit € 673,295</td> <td>€ 459,032</td> </tr> <tr> <td>• Taxes: -----</td> <td></td> </tr> <tr> <td>• Amortization: € 151,295</td> <td>€ 204,900</td> </tr> </table>	• Acet / year 2010.	2011.	• Sell € 6,574,927	€ 4,924,929	• Production cost € 5,821,467	€ 4,363,586	• Gross profit € 673,295	€ 459,032	• Net profit € 673,295	€ 459,032	• Taxes: -----		• Amortization: € 151,295	€ 204,900
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Contact:	<ul style="list-style-type: none"> • Mijo Ćosić • Žabljak bb, 74230 Usora, BiH • +387 63 336 176 • +387 32 891 177 • mijocosic@hotmail.com • www.cosicpromex.ba 														
Others	-														

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PROJECT:PHOTOVOLTAIC-MICRO POWER PLANT, SPORTS HALL KALESIJA

KALESIJA, BOSNIA AND HERZEGOVINA



PROJECT PROFILE –“ECO ENERGY”LTD KALESIJA

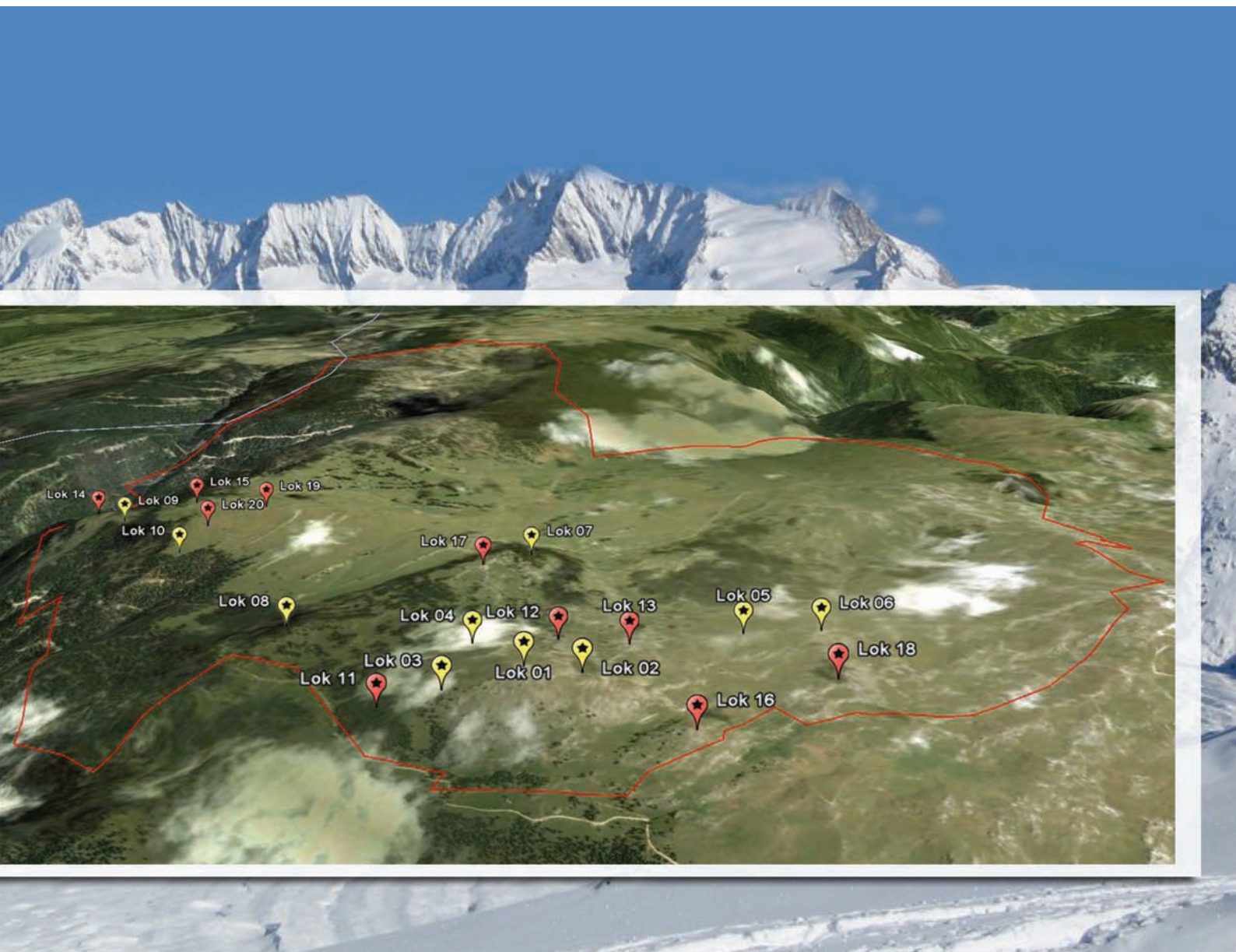
Project proposal	Project:Photovoltaic-micro power plant, sports hall Kalesija
Branch of Industry	Energy and Power
Location	Kalesija
Aim of the project	Production of energy from renewable sources (Sun)
Indicators of investment return	Production plan and cost of building of solar power plants attached
The budget of expected investment	<ul style="list-style-type: none"> • Own participation 14% • Other sources of finance:86% • Cost of equipment in the amount of investment
Expected form of cooperation with possible investors	<ul style="list-style-type: none"> • Cooperation with the equipment supplier and quality contractor

Company Information	<ul style="list-style-type: none"> • Production of electricity • The company was founded in 2011, • Location: Industrijska zona bb,75260 Kalesija, BiH,Phone:00387 35-631-977, 632 032, 061 168 489,eplast@bih.net.ba • CEO: Selmir Fatic • Solar power plant • Equity 200 • Developing company • Number of employees: 1 • Advantages: preservation of the environment, ecologically clean source of energy
Production facilities	Photovoltaic power plant
Production sections	Photovoltaic power plant for production of solar energy
List of products	Electricity from renewable sources
Sales structure (2010 and 2011)	Contract with the authorized distributor Elektroprivreda B&H
Production and sales by product	Contracted sale of power to Elektroprivreda B&H, indefinite contract
Employees	<ul style="list-style-type: none"> • 1 • 21years old
Buyers	Elektroprivreda BiH
Financial data	<ul style="list-style-type: none"> • Data from the Income Statement 2011- developing company • Selected data from the balance sheet 2011
Contact	<ul style="list-style-type: none"> • Selmir Fatic, Sadik Fatic • 75260 Kalesija,industrijska zona bb • Phone: +38761-168-489;+38761- 682 -769 • Fax:+38735-631-977 • E-mail: eplast@bih.net.ba
	“ECO ENERGY”LTD Kalesija has serious intentions to invest in new projects of construction of solar power plants.

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WIND PARK VLAŠIĆ / RENEWABLE WIND ENERGY

TRAVNIK, BOSNIA AND HERZEGOVINA



PROJECT PROFILE – *Energa doo Sarajevo*

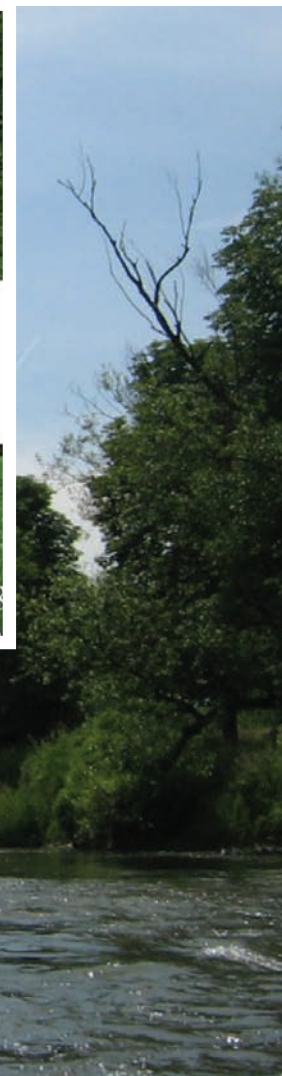
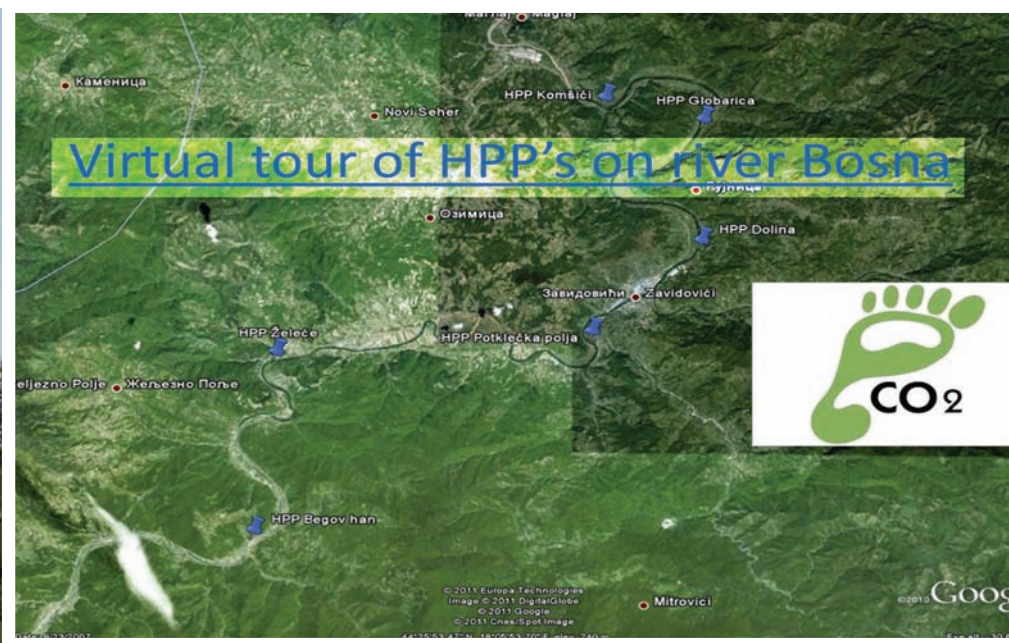
Investment opportunity	Wind Park Vlašić / Renewable wind energy
Industry sector:	Renewable energy
Location	Bosnia and Herzegovina
Investment opportunity objective	Concessions for Wind Farm with capacity of 50 MW / Annual production of 133 GWh (Energa doo is owner of the concession)
Indication of returns	7-10 years
Expected investment budget	The total investment amounts to approx. EUR 60mill. (excluding VAT), with annual revenues of EUR 10.7mill from electricity sales and sales of Certified Emission Reductions.(CER)
Expected collaboration	Joint venture or Loan

Company info	<ul style="list-style-type: none"> • Main company's business covers renewable energy sector particularly hydro, wind and solar. • <i>Project design, hydrology studies, construction of SHPP.</i> • <i>Established 2004</i> • Energa is the shareholder of company GridBH doo, which is the company who owns the concessions for four small hydro power plants, out of which one has been constructed and in operation since 2009
Portfolio of products	<i>Hydrology, wind and solar studies, feasibility studies...</i>
Structure of sales (2008, 2009, 2010, 2011)	<ul style="list-style-type: none"> • <i>Total sales in € 150000.00 (2008,2009)</i> • <i>Total sales in € 250000.00 (2010,2011)</i> • <i>Structure / Domestic and foreign market 30:70</i>
Employees structure	<i>Number of employees,5</i>
Customers	<ul style="list-style-type: none"> • <i>Statkraft Norway, Elektroprojekt Zagreb, Elektroprivreda BiH, Alpiq Switzerland</i>
Financial data	Energa doo has already provided a sum of EUR 250000 for financing this project.
Contact:	<ul style="list-style-type: none"> • <i>Sedžida Hadžić,</i> • <i>Juraja Najtharta 1, Sarajevo, BiH,</i> • <i>Phone +387 33 222 303,</i> • <i>Fax + 387 33 554 720</i> • <i>energa@bih.net.ba</i>
Others	<i>Two pre-feasibility studies for 27 SHPPs on two Bosnian rivers, total capacity of 80MW, Four project designs for four solar plant (400 kW), etc.</i>

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6 HYDRO POWER PLANTS ON THE RIVER BOSNA IN ŽEPČE, ZAVIDOVIĆI AND MAGLAJ MUNICIPALITIES. INSTALLED CAPACITY OF 90 MW

ŽEPČE, BOSNIA AND HERZEGOVINA



PROJECT PROFILE – Greta Hydro Energy

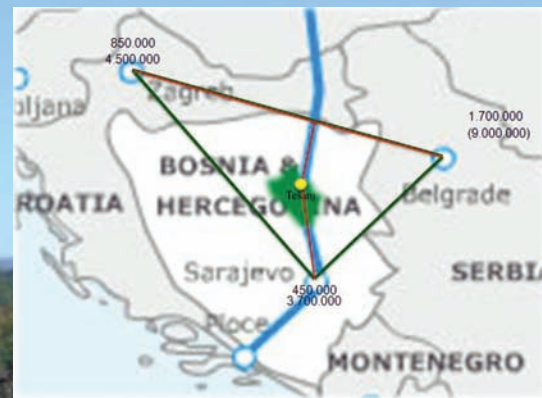
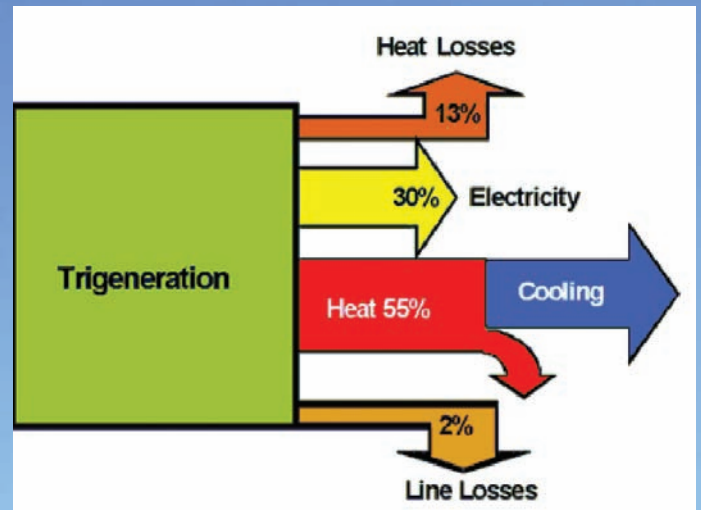
Investment opportunity	<i>6 hydro power plants on the river Bosna in Žepče, Zavidovići and Maglaj municipalities. Installed capacity of 90 MW</i>
Industry sector	<i>Electro-energetic</i>
Location	<i>Žepče municipality (HPP Begov han, HPP Želeće i HPP Glogarica) Zavidovići municipality (HPP Potklečka polja i HPP Dolina) Maglaj municipality (HPP Komšići)</i>
Investment opportunity objective	<i>Production of electrical energy from renewable sources. Regulation of riverbanks and watercourse ecology Mass employment in the project realization phase of 5 years.</i>
Indication of returns	<i>Overall investment of 150 million EUR, return of investment within 8 years, with the actual price of electrical energy. Precise techno-economic analysis for every power plant, made according to banking standards.</i>
Expected investment budget	<i>Overall investment 150 million EUR. Own funds 20%, remaining funds from: Banking loans, strategic partners or joint venture.</i>
Expected collaboration	<i>Joint venture</i>

Company info	<i>Greta Hydro Energy Sarajevo Branch of Greta Inc. Toronto, Canada Founded in 2010 Adress: 71 000 Sarajevo, Bistrik do br. 11 Mob.: 00 387 61/905-221 Fax: 00 387 33 259-172 e-mail: kemal_osmanovic@hotmail.com</i>
Factory premises	<i>N/A</i>
Manufacturing departments	<i>N/A</i>
Portfolio of products	<i>Wind energy, hydro energy and mining equipment (Kai equipment)</i>
Structure of sales (2008, 2009)	<i>N/A</i>
Production and sale by products	<i>N/A</i>
Employees structure	<i>Number of employees: 15 (Canada, BiH, Estonia)</i>
Customers	<i>N/A</i>
Financial data	<ul style="list-style-type: none"> • <i>Wind projects in Canada and Estonia are in pre-build phases.</i> • <i>Canada – all the building permits have been granted; in process of purchasing turbines</i> • <i>Waiting for building permits; completed all feasibility studies.</i> • <i>Hydro project in BiH – feasibility studies completed; applying for concessions.</i>
Contact:	<ul style="list-style-type: none"> • <i>BiH: Mr. Kemal Osmanovic Mob.:00 387 61/905-221 kemal_osmanovic@hotmail.com</i> • <i>Canada: Miss. Ines Popović ipopovic@gretaenergy.com</i> • <i>web page: www.gretaenergy.com</i>
Others	

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DISTRICT HEATING, COOLING AND POWER PRODUCTION SYSTEM (CHCP)

TEŠANJ, BOSNIA AND HERZEGOVINA



PROJECT PROFILE – TOPLANA D.D. TESANJ

Investment opportunity	<i>District Heating, Cooling and Power production System (CHCP)</i>
Industry sector	<i>Energy sectors</i>
Location	<i>Bukva b.b. Tesanj, Bosnia and Herzegovina</i>
Investment opportunity objective	<i>Extension of district heating system in Tesanj Municipality introducing integrated system that combines production of heat, cool and power. (Trigeneration system)</i>
Indication of returns	8 Years
Expected investment budget	<ul style="list-style-type: none"> • 16 million EUR
Expected collaboration	<ul style="list-style-type: none"> • Public-private partnership related investment • Concession

Company info	<ul style="list-style-type: none"> • Production and distribution of heat energy • Established in 1984 • Ownership: 76,55% public, 23,45% private • Estimated value: 4.351.047,27 • Heat production capacity: Q=6,5 MW • Structure of users: industry 43,89% business 22,42% public institutions 6,81% households 26,88%
Company premises	<ul style="list-style-type: none"> • Real estate: 1.544,563 EUR • Land: 1404 EUR • Buildings: 1.480,666 EUR • Facility and equipment: 58,096 EUR • Others: 4397 EUR
Departments	<ul style="list-style-type: none"> • Management • Finance • Production
Portfolio of products	<ul style="list-style-type: none"> • Heat energy
Structure of sales (2011)	<ul style="list-style-type: none"> • Sale of heat energy: 730,261 EUR • Other revenue: 48,401 EUR
Production and sale by products	<ul style="list-style-type: none"> • Heat energy for industry, business, and administration: 64,431 m² • Heat energy for households/residence: 27595 m²
Employees structure	<ul style="list-style-type: none"> • 21 employees • 5 management and finance • 16 production distribution and maintenance
Customers	<ul style="list-style-type: none"> • households • public administration and institutions • business and industry sector
Financial data	<ul style="list-style-type: none"> • Budget in 2011, 740,647 EUR
Contact:	<ul style="list-style-type: none"> • Mr. Asim Bašagić, Director • Address: Bukva b.b.74260 Tesanj, Bosnia and Herzegovina • Phone: +387(0)32650508 Mobile: +387(0)61302822 • Fax: +387(0)32650826 • Mail: tra@opcina-tesanj.ba • www.toplana-tesanj.com.ba
Others	<ul style="list-style-type: none"> • Cultural diversity; • Historical and cultural heritage and monuments;