

INDUSTRY

SECTOR PROJECTS



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IND-601 /2012

COMPANY IS LAUNCHING A WEB APPLICATION, PYCSELL: A USER-FRIENDLY, COMMUNITY PLATFORM FOR PHOTOGRAPHERS AND CUSTOMERS WITH MULTIPLE ADVANTAGES OVER EXISTING STOCK-PHOTO AND PHOTO PRINTING PORTALS. PYCSELL IS AN ATLANTBH SPIN-OFF AND WE ARE NOW ESTABLISHING A NEW LLC.

SARAJEVO BOSNIA AND HERZEGOVINA



PROJECT PROFILE – „PYCSELL“ - *AtlantBH*

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| Investment opportunity | <p>Company is launching a web application, PYCSELL: a user-friendly, community platform for photographers and customers with multiple advantages over existing stock-photo and photo printing portals. PYCSELL is an AtlantBH spin-off and we are now establishing a new LLC.</p> <p>We are offering up to 33% ownership (10% at €710.000 investment) to a partner that will help us establish printing centers in Europe: initially one facility in Turkey and one in Poland, later expanding.</p> |
| Industry sector | Printing Industry, Software, Online Portal, Photography |
| Location | www.pycsell.com developed in Sarajevo, expanding production centers in Europe and farther |
| Investment opportunity objective | Enable access to European markets by creating a network authorized production centres for printing and distributing printed merchandize ordered via pycsell.com |
| Indication of returns | <p>3-year calculations: NPV is positive, IRR is 16%.</p> <p>Repayment period for an investment of €710.000 is 25 months.</p> |
| Expected investment budget | <p>Expecting €710.000 for 10% ownership.</p> <p>€310.000 in Jul 2012 + €400.000 in Jan 2013.</p> <p>Negotiable up to 33% ownership.</p> |
| Expected collaboration | <p>For the access to the new markets we need to establish new production (printing) centers. We have a center in Bosnia and we want to contract additional centers in Turkey in Poland (later expanding).</p> <p>Best fit are partners involved in or with strong connections in the printing industry.</p> |

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| Company info | <p>AtlantBH LLC, Software Development company, Est. 1996. Zmaja od Bosne 74, Sarajevo, BiH Damir Ibrišimović, CEO</p> <p>15+ years in software development (from design, development, to testing, deployment etc.), working with latest technologies, experience in working with teams from the USA, European countries and India.</p> <p>PYCSELL is one of our ~10 active projects and now is becoming a new LLC</p> |
| Factory premises | AtlantBH develops products in Sarajevo, Zmaja od Bosne 74 |
| Manufacturing departments | Company covers all aspects of software development: design, development, test automation and release management and employs experts in each of these areas. |
| Portfolio of products | <p>Enterprise B2B products for NOKIA / Navteq Chicago (our biggest clients)</p> <p>MapsIT: Large scale web Map Management software</p> <p>Directorate for European Integration BH Information System</p> <p>Communications Regulatory Agency BH Information System etc.</p> |
| Structure of sales (2010, 2011) | 99,9% sales on the United States market |

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| Production and sale by products | Company offers consultancy in all aspects of software development. |
| Employees structure | 67 employees, 39 employees with a university degree Average age 29 |
| Customers | NOKIA / Navteq Chicago The Map Network, Washington DC Directorate for European Integration BH Communications Regulatory Agency BH Federal Ministry of Transport and Communications |
| Financial data | 2011: revenue 2,13 mil €, export 99,93%, net profit 105.087 € 2010: revenue 1,81 mil €, export 99,91%, net profit 479.954 € |
| Contact: | AtlantBH, Damir Ibrišimović Zmaja od Bosne 74, 71000 Sarajevo Tel/Fax +387.33.716550 / +387.33.716551 contact@atlantbh.com www.atlantbh.com |

The model

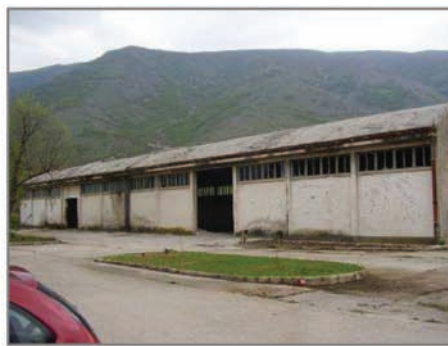




IND-602/2012

THE SALE OF BUSINESS ZONE VRAPČIĆI MOSTAR - BIH

MOSTAR, BOSNIA AND HERZEGOVINA



Project Profile of Business Zone VRAPČIĆI - Mostar

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| Investment opportunity | The sale of business zone VRAPČIĆI Mostar - BIH |
| Industry sector | Industry - real estate |
| Location | Vrapčiči, Mostar - BIH |
| Investment opportunity objective | Open the biggest business zone in Mostar and develop the industry in the region |
| Indication of returns | N.A. |
| Expected investment budget | N.A. |
| Expected collaboration | The sale of whole business zone or develop a partnership |

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| Company info | Vranica d.d. |
| Factory premises | N.A. |
| Manufacturing departments | N.A. |
| Portfolio of products | N.A. |
| Structure of sales (2010, 2011) | N.A. |
| Production and sale by products | N.A. |
| Employees structure | N.A. |
| Customers | N.A. |
| Financial data | N.A. |
| Contact: | <p><i>Business Consultant</i> Edah NANIĆ edah.nanic@horizont.ba +387 62 422 257</p> <p><i>Managing Director of the Project</i> Giner HANIC</p> |
| Others | The owner is also open to develop all kind of partnership but the sale is the optimal solution |



IND-603_{/2012}

PET CENTER EXPANSION OF PRODUCTION CAPACITY

LAKTAŠI, BOSNIA AND HERZEGOVINA



PROJECT PROFILE - „JUMBO-PET“ doo Laktaši

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| Investment opportunity | "PET CENTER" Expansion of production capacity |
| Industry sector | Production of PET packaging |
| Location | Laktasi - Bosnia and Herzegovina |
| Investment opportunity objective | Increase sales and earnings, employment and export |
| Indication of returns | ROI for the first 5 years: 30% (ie 6%) |
| Expected investment budget | Project value: EUR 1.1 million million Investor / creditor gives 100 percent of the total value of investments The cost of investments EUR 720 000 - land, construction of buildings, purchase of machinery and tools EUR 100,000 - purchase of trucks and vans for distribution EUR 250,000 - purchase of materials EUR 30,000 - marketing activities |
| Expected collaboration | The loan - EUR 1.1 million million |

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| Company info | Company name: "JUMBO-PET" doo Main activity: Production of PET packaging The company was founded - 2005 Location (Industrial Zone, Laktasi, Bosnia and Herzegovina, phone +387 51 535 285, fax +387 51 535 285, e-mail: jumbopet@teol.net) Administrative structure of the company - Director Buildings owned - Commercial Building Capital Structure - 100% privately owned Basic financial information Sales in 2011: EUR 540 380 Profit in 2011. EUR 59 100 Number of employees - 34 The advantages and opportunities of the company relative to others in the same work: unique design, high quality and affordable prices. |
| Factory premises | The production facility is an area of 800 m ² , divided into three levels (floors). |
| Manufacturing departments | The company equipped with: prizvodnju-line PET preform, line for blowing PET, line for the production of stoppers, line for grinding škartiranih products. |
| Portfolio of products | The company is qualified to be produced PET (preform, bottles, gallons, etc.) for the milk industry, chemistry, indust beer and allied industries. |
| Structure of sales (2010, 2011) | Total sales (2010) 745.135 (2011) 540.380 - Amount in EUR Structure of sales / domestic and foreign markets: 94% domestic market and 6% of the foreign market. Country which is exported by Croatia and Serbia. |
| Production and sale by products | 1-liter bottle - 3.94935 million pieces 0.5-liter bottle - 995 000 pieces 0.33-liter bottle - 755.00 pieces 0.25-liter bottle - 400.000 pieces Plug-in bottle - 5.69935 million pieces |
| Employees structure | Number of employees - 34 Age Structure - 20 to 50 years The structure of jobs: Production - 30 Management - 4 |
| Customers | The most important customers: Meggle-Bihac - 54% Milk-product of Kozarska Dubica - 20% Natura Vita-Teslić - 12% Dule-Dragaljevac - 5% Milk-Vita Prijedor - 1.5% Čulić-doo Prijedor - 1.5% Meggle-Osijek - 6% |
| Financial data | Total revenue (2010/2011): EUR 745 135/540 380 EUR Total expenditure (2010/2011): EUR 646.290 / € 481,280 Gross profit / 2010/2011): EUR 98 845/59 100 EUR |

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| | <p>Balance Sheet 2010 g / 2011 g. amounts to EUR 1,120,021 / 1,082,106 (fixed assets +cash + inventories + trade receivables + other current assets = total assets)</p> |
| Contact: | <p>Contact person: Momir Njezic Address: Laktasi, Bosnia and Herzegovina Phone +387 66,214,245 Fax +387 51,535,285 E-mail: jumbopet@teol.net</p> |
| Others | <p>Geographically convenient near-eastern and western markets The long tradition and experience in the manufacture of PET. Low cost of production and distribution. Export-oriented industries with the potential for further growth. A business plan for this idea, we are ready to submit to a funder / lender when deciding to support the project. We are prepared in consultation with the financier / lender to make changes in the business plan in order to smooth implementation. Funds for this project may be a credit or financial resources for recapitalization</p> |



IND-604/2012

SALE OF THE CAPITAL AND BUSINESS EXPANSION ON THE REGIONAL MARKET OF BELLISSIMA LTD.

BOSNIA AND HERZEGOVINA, SERBIA, MONTE NEGRO, CROATIA



PROJECT PROFILE – BELLISSIMA LTD, SARAJEVO

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| Investment opportunity | Sale of the capital and business expansion on the regional market of Bellissima Ltd. |
| Industry sector | Textile industry |
| Location | Bosnia & Herzegovina, Croatia, Serbia, Monte Negro |
| Investment opportunity objective | Industry that is rapidly developing, fast return on investment and existing market and brand name |
| Indication of returns | Profit EUR 2.550.000 in 10 years |
| Expected investment budget | <p>Total investment value EUR 2.700.000 Investor provides 100% of total investment value</p> <p><u>Investment expenses:</u></p> <ul style="list-style-type: none"> • EUR 740.000 – arrangement of the building, employment of professional stuff, software buying • EUR 130.000 – purchase vans for distributions • EUR 1.100.000 – fabrics purchase and final products and sewing the products • EUR 280.000 – opening 10 shops in Croatia • EUR 250.000 – opening 11 shops in Serbia and Monte Negro • EUR 200.000 – marketing activities <p><u>Investment period 3 years:</u></p> <ul style="list-style-type: none"> • I Year – EUR 1.000.000 • II Year – EUR 1.000.000 • III Year – EUR 700.000 <p>Return on investment (ROI) in period 5,5 years</p> |
| Expected collaboration | <ul style="list-style-type: none"> • Financial support in the amount of EUR 2.700.000 • Share in the capital- 30% ownership • Other forms of cooperation – technical and/or marketing expertise, access to new technologies, etc. |

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| Company info | <p>Main activity – production, retail sales and wholesales of textile products Established – 2002. Head office – Hasana Merdžanovića 19, Sarajevo, B&H, phone: 00 387 33 584 180, fax. 00 387 33 584 181, bellissima@bellissima.ba Management: General manager and company management Facilities possessed: commercial building, 2 commercial units and 1 residential area Structure of capital – 100% private ownership – owner Čatić Harun Basic financial information:</p> <ul style="list-style-type: none"> • Sales in 2010: EUR 2.839.720; in 2011: EUR 2.821.450 • Profit in 2010: EUR 213.700; in 2011: EUR 62.590 • Number of employees in 2010: 58; in 2011: 81 • 18 retail stores in BiH and 7 franchise shops in BiH • One retail store and 8 franchise shops in Croatia • Two franchise shops in Serbia • One franchise shops in Kosovo <p>Benefits and opportunities that company has compared to other companies in the same business: unique design, offer of a diverse line of fashion (classic, trend, casual), a high level of quality with affordable prices</p> |
| Factory premises | Factory premises are located in Hasana Merdžanovića 19, Sarajevo, B&H. |
| Manufacturing departments | <p>Departments of productions are</p> <ul style="list-style-type: none"> • Design department • Construction department • Grading department • Department of tailoring and sewing the sample product |
| Portfolio of products | Clothing for modern and elegant women |
| Structure of sales (2010, 2011) | Total sales – in 2010. EUR 2.839.720 and in 2011. EUR 267.500 Structure of sales: (2011.)- domestic market: 95% and export 5% |
| Production and sale by products | <p>Production in 2011. - 106.641 pieces of textile product (jackets, skirts, trousers, shirts, sweaters etc.) Sale in 2011. - 113.810 pieces of textile product</p> |
| Employees structure | <p>Number of employees: 81 Age structure:</p> <ul style="list-style-type: none"> • 11% employees aged up to 60 years |

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| | <ul style="list-style-type: none"> • 18% employees aged up to 50 years • 27% employees aged up to 40 years • 44% employees aged up to 30 years <p>Structure of jobs:</p> <ul style="list-style-type: none"> • Production: 31 • Sales: 38 • Administration: 12 <p>Growth in the number of employees: 58 (2010) and 81 (2011)- growth of 28%</p> |
| Customers | <p>Wholesale customers (2011)- EUR– 21,90 % Retail customers (2011) – EUR– 78,10 %</p> |
| Financial data | <p><u>Income statement data (2011. / 2010.):</u></p> <ul style="list-style-type: none"> • Total income: EUR 2.821.450 / EUR 2.839.720 • Total expenditure: EUR 2.804.470 / EUR 2.626.000 • Gross profit: EUR 62.590/ EUR 213.700 • Net profit: EUR 56.140/ EUR 190.240 <p><u>Balance statement data (2011 / 2010.):</u></p> <ul style="list-style-type: none"> • Fixed assets: EUR 3.457.540 / EUR 3.633.420 • Current assets: EUR 1.430.150 / EUR 1.437.280 • Total assets: EUR 4.887.690 / EUR 5.070.700 • Capital: EUR 2.148.780 / EUR 2.730.400 • Long term liabilities: EUR 1.678.920/ EUR 1.383.480 • Short term liabilities: EUR 1.059.980 / EUR 956.820 • Total liabilities: EUR 4.887.690 / EUR 5.070.700 |
| Contact: | <p>Name of the contact person: Harun Čatić Address: Hasana Merdžanovića 19, Sarajevo, Bosnia i Herzegovina Phone: 00 387 33 584 180 Fax: 00 387 33 584 181 E-mail: bellissima@bellissima.ba Web: www.bellissima.eu</p> |
| Others | <p>Strategic geographically convenient– close to the eastern and western market Long tradition and experience in garment manufacturing Low production and distribution costs Export oriented industry with the potential for further growth</p> |





IND-605_{/2012}

ENKORTEN: COMPANY INTENDS TO SELL CAPITAL IN ORDER TO EXPAND MARKET FOR A DRUG

BOSNIA AND HERZEGOVINA

ENKORTEN[®]

**A Novel Treatment for
Autoimmune Diseases**



PROJECT PROFILE – ENKORTEN[®] (Farmacija d.o.o.)

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| Investment opportunity | Enkorten: Company intends to sell capital in order to expand market for a drug |
| Industry sector | Pharmaceuticals |
| Location | Bosnia, Global |
| Investment opportunity objective | Develop new markets and new indications/products for a novel new drug in treatment of autoimmune diseases |
| Indication of returns | NPV of EUR 5 in most pessimistic scenario over the period of next ten years of patent duration only in Bosnia (based on two autoimmune indications alone) and huge potential to develop new indications in Bosnia and globally |
| Expected investment budget | EUR 4.2 mil |
| Expected collaboration | <ul style="list-style-type: none"> • Out-licensing • Investment (equity participation, joint venture, loan) |

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| Company info | <ul style="list-style-type: none"> • Farmacija d.o.o. (www.farmacija.co.ba) holds the license for ENKORTEN for Bosnia market • Majority owner of Farmacija d.o.o. is patent holder for ENKORTEN global • Farmacija has financed clinical studies of drug development (EUR 4 million) in order to obtain marketing authorization in Bosnia |
| Factory premises | Farmacija d.o.o. possesses factory premises in Tuzla with significant storage and manufacturing capacities |
| Portfolio of products | Currently Enkorten - Multiple Sclerosis and Enkorten – Asthma in Bosnia |
| Structure of sales (2010, 2011) | Total sales in € 0.5 million in 2011 upon receipt of Marketing Authorization for Multiple Sclerosis in Bosnia Huge potential to develop new domestic and foreign market share |
| Production and sale by products | |
| Employees structure | Medicine produced by outsourcing to USA and German partners and possesses flexible production structure with minimum human resource requirements Project is managed by CEO - Adisa Omerbegovic Arapovic , Ph.D. and brings together an experienced team of medical experts in respective fields |
| Customers | State Health Insurance Fund (FB&H) |
| Financial data | Sales of Enkorten in 2011 EUR 0.5 mil. Huge Product Gross Margin due to favorable cost structure |
| Contact: | Adisa Omerbegovic Arapovic, Ph.D., CEO Bajrama Malkočevića 1, 75000 Tuzla Tel: 0038761574826 adisa@farmacija.co.ba www.farmacija.co.ba |
| Others | Due to confidentiality of data detailed information on the project can be obtained upon signing of Confidentiality and non-Disclosure Agreement (CDA) with potential investors. |

IND-606_{/2012}

COMMENCE EXPLOITATION, ENRICHMENT AND METALLURGIC PROCESS OF IRON ORE WITHIN CENTRAL BOSNIA MOUNTAINS, BASED ON EXPLORED IRON ORE RESERVES

GORNJI VAKUF-USKOPLJE, BOSNIA AND HERZEGOVINA



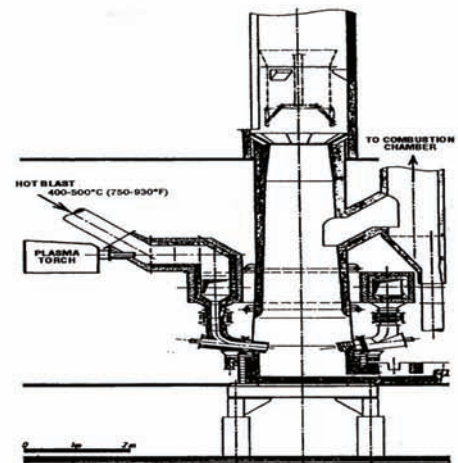
PROJECT PROFILE

Mine and Steel plant „RADOVAN ", Gornji Vakuf- Uskoplje, in flotation

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| Project proposal | Central Bosnia Canton and its Ministry of economy intents to commence exploitation, enrichment and metallurgic process of iron ore within Central Bosnia mountains, based on explored iron ore reserves. |
| Industrial sector | Mining and metallurgy |
| Location | Mine „Radovan“mountain. Steel plant , there are few available locations with infrastructure. |
| Aim of the project | Activating of natural resources, employment, profit, import substitution and global development. Covering domestic market and export of cast iron surplus. |
| Investment refund indicators | Investment refund = Total investment / (average cashflow + depreciation = 81.827.000 EUR / (3.720.000 + 4.205.000) EUR = 10,3 years. Expected profit: Out of production and iron ore enrichment 808.000 EUR, out of metallurgy 5.210.000 EUR or total 6.023.000 EUR per year. |
| Expected investment budget | <ul style="list-style-type: none"> - New investor with the amount of 81.827.000 EUR, Investment in the mine and iron ore enrichment 18.697.000 EUR, in the steel plant 63.130.000 EUR. - Expenses: The land is state owned (minimal expenses). Investment in the mine: - objects= 4.663.000 EUR, equipment =11.702.000 EUR, other =1.994.000 EUR (electricity, communication and other), Working capital 339.000 EUR. - Total mine: 18.698.000 EUR. - Metallurgy process : preparation of back fill and agglomeration = 20.059.000 EUR, blast furnace =17.051.000 EUR, -energy, traffic, other =10.030.000 EUR, Working capital = 8.297.000 EUR. - Total metallurgic process: 63.129.000 EUR. - Total investment: 81.827.000 EUR. |
| Expected aspect of cooperation with potential investor | <ul style="list-style-type: none"> - Close cooperation with potential investor on the project due to distinct interest to our society. - Cooperation to be stipulated by mutual accordance. - Investor is expected to provide financial support that could be realized through certain share in equipment delivery. |

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| Company info | –Project of exploitation, enrichment and metallurgic process of low manganese ores in this area is actually a continuation of previous technological cycles between: Iron ore mine „Radovan" Gornji Vakuf – Steel plant Ilijaš and Steel plant Vareš. Currently none of those plants are active. By implementation of this project, import of cast iron would be diminished at great extent. |
| Production plant | Open-pit mining „Previja", mining shaft „Raževac C", blast furnace, dome furnace and infrastructure. |
| Production departments | Exploitation of rude ore at the open-pit mining "Previa" and in mining shaft "Razevac" of individual capacity 200.000 t/year , production of iron ore concentrate containing approximately 60% Fe ingredient in amount of circa 160.000 t/year. Production of circa 200.000 tones of iron. Ore shortage would be compensates from iron ore mine "Ljubija" near Prijedor. |
| List of products | Iron ore concentrate, cast iron and nodular steel. |
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| Sale structure (2010 and 2011 y.) | Since it is a new project we expect total profit as it follows: Out of metallurgy 113.538.000 EUR consisting income of 9.120.000 EUR. There are no data about product sales, but it is known there is shortage of these kinds of products on world market recent years, especially in Europe. |
| Production and sale by products | Aforementioned |
| Employees | <ul style="list-style-type: none"> - Total number of employees planned : - Mine and magnetic separation 168 employees - Metallurgy 560 employees - Qualified labor of all profiles and ages available. |
| Customers | Domestic and regional foundries. |
| Financial data | As it was mentioned in Sale structure row |
| Contact info | mr. sci. Sedžad Milanović Address: Stanična 43 Travnik Telephone: 030 511 - 217, mob 061-479-690 Fax: 030-511-729 E-mail: min.priv@bih.net.ba Web: www.sbk-ksb.gov.ba |
| Other information | Exploration of low and high manganese iron ores within Central Bosnia mountains is not finalized. There is documentation about performed geophysical, geological and both, regional and local researches we might provide to potential investors. Research was performed by State geology institution Sarajevo from 1959 till 1989. There is no similar project in broad region. |





IND-607 /2012

THE COMPANY PLANS TO BEGIN PRODUCTION OF ORIGINAL PERFUMES

OSIJEK, REPUBLIC OF CROATIA

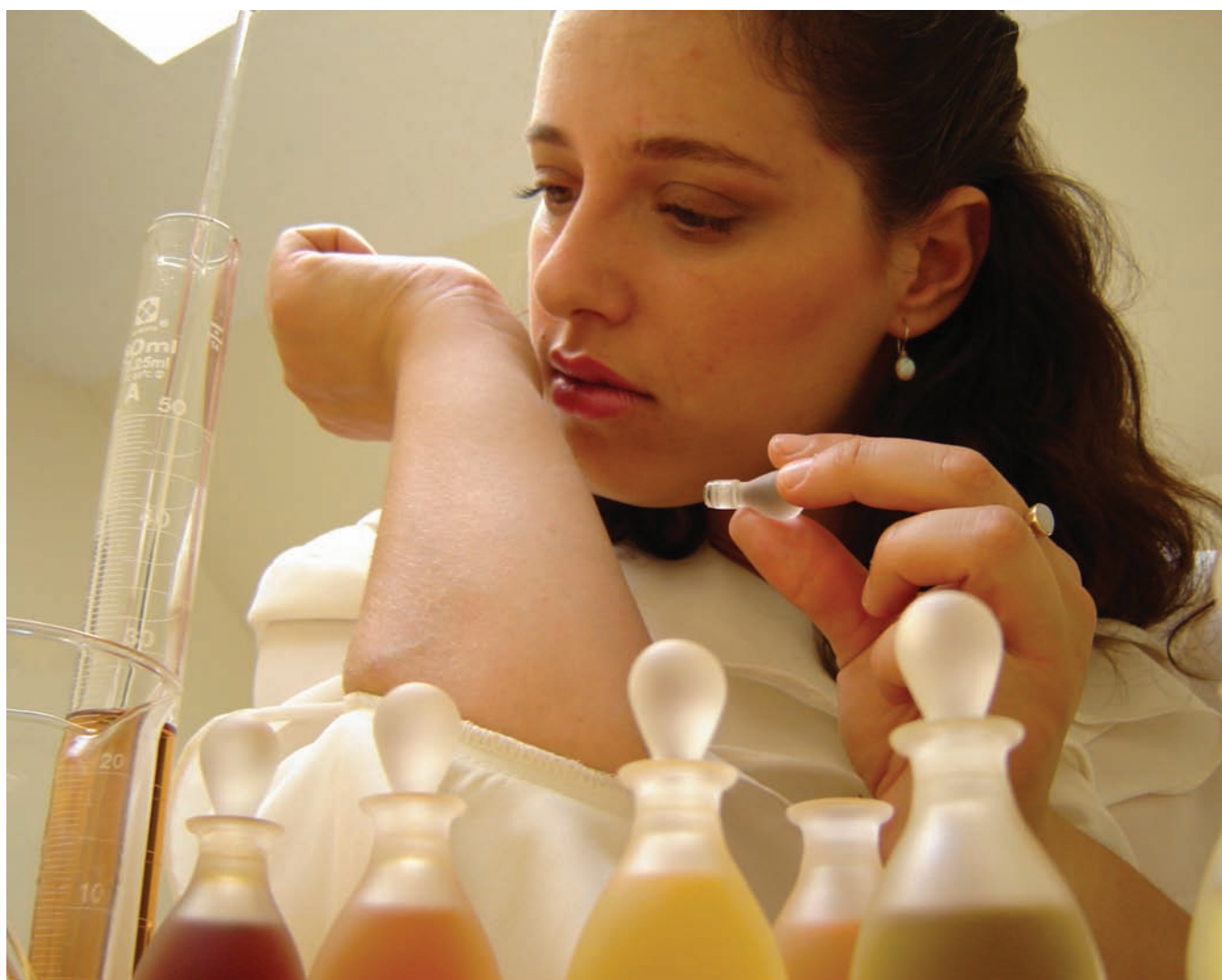


PROJECT PROFILE -

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| Investment opportunity | The company plans to begin production of original perfumes |
| Industry sector | Manufacture of perfumes |
| Location | Croatia, Osijek |
| Investment opportunity objective | Expected annual net sales 15 000 euros, employing 2 persons 2013 years, spreading across retail chains in European countries 2014 years. |
| Indication of returns | The purchase price of essences, bottles, sprays (including delivery for 1 piece = 1 euro) Output sale price = 5 EUR per piece |
| Expected investment budget | <ul style="list-style-type: none"> own space for the production of perfume, the area of logistics |
| Expected collaboration | <ul style="list-style-type: none"> The investor invests financially in the project and the amount of 50,000 euros on a repayment period of 5 years with 50% profit in 5 years. Support is needed solely for one-time financial and investment after 5 years a partner leaves the partnership with a profit of 50% or 75 000 euros |

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| Company info | <ul style="list-style-type: none"> • Manufacture of perfumes and marketing 2012 years • • Address, Croatia, Osijek, Banja Luka 32, 00385/92/247-77-77 begin_of_the_skype_highlighting 00385/92/247-77-77 croatia.perfume @ gmail.com • Self-management • Space for the manufacture of perfumes • Self-employed without employees • The advantages of producing perfume is no perfume manufacturer in Croatia, a high demand for perfumes lower price points in both Croatia and neighboring countries of, a wide range of prices to production of marketed products |
| Factory premises | 3 Factory premises |
| Manufacturing departments | All firms doing business in its own |
| Portfolio of products | 40 brand-name perfumes. |
| Structure of sales (2010, 2011) | <ul style="list-style-type: none"> • The sales plan for 2013 is about 5000 perfume, 2014 perfume 10 000 • Shopping centers and direct selling (network marketing) |
| Production and sale by products | 26 female and 14 male perfumes |
| Employees structure | <ul style="list-style-type: none"> • self-employed • 34 |
| Customers | <ul style="list-style-type: none"> • female population of 13-65 years 65% a population of men 13-65 years 35% |
| Financial data | <ul style="list-style-type: none"> • Production costs 1 euro a piece of perfume. Output price of a piece of perfume 5 euros. Independent work is included in the purchase price. |

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| | <p>Cost: Delivery of products, marketing activities ... Tax of 25% included</p> <ul style="list-style-type: none"> • maintain their own space, the cost of employment, retirement, health, electricity, telephone, delivery of products, marketing activities, salary = 1000 Euros for the month |
| Contact: | <ul style="list-style-type: none"> • Hrvoje Vidaković • Banjalučka 32, 31000 Osijek, Croatia • 00385/92/247-77-77 • croatia.perfume@gmail.com |
| Others | <p>Ten years of experience in foreign sales, but the same perfume, knowledge of the matter and the needs of customers provided at the start of the market with great growth potency</p> |






IND-608_{/2012}

MINDBANKING: COMPANY ONE OF THREE LLC INTENDS TO INVEST IN THE MINDBANKING PROJECT IN ORDER TO SELL IT OR GO IPO.

ZAGREB, REPUBLIC OF CROATIA



MindBanking



Innovate

Mindbanking is a platform for sharing ideas, developing projects and products. Brainstorm, innovate, create.



Collaborate

Find people who share your passion and make your dreams come true. Mindbanking is your own business console.



Monetize

Create brand new business force, which will pull up investments and business partners.

PROJECT MINDBANKING – company: *One of Three LLC*

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| Investment opportunity | Project title: Mindbanking (http://mindbanking.co): Company One of Three LLC intends to invest in the Mindbanking project in order to sell it or go IPO. |
| Industry sector | IT (Information Technology Services) / Business Networking |
| Location | Company One of Three LLC is registered in Croatia, but it is planned to open branches abroad. Project Mindbanking is global, as is its market. |
| Investment opportunity objective | An objective of the MindBanking project is to become global nr. 1 in niche market (business networking); generate profit; sell the project or go IPO; furthermore to generate new business scene and new business paradigms. |
| Indication of returns | ROI is justified by the necessity of the market for the projects like Mindbanking, also by the growth and revenues of the social networking industry. |
| Expected investment budget | <ul style="list-style-type: none"> • Loan from the Croatian Bank for Reconstruction and Development – 90.000 € • Start-up expenses - 280.650 € • Assets – 96.000 € Details are in the presentation and biz and financial plan attached. |
| Expected collaboration | <ul style="list-style-type: none"> • Investor is getting a share in the project depending on the amount of the funds invested; expected exit for the investor 3, to maximum 5 years. • Partner could also participate in getting a loan, which in that case can be higher than 90.000 € |

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| Company info | <ul style="list-style-type: none"> • Consulting services, • Started: November 2009, • Trg Ivana Kukuljevića 11, 10090 Zagreb, Hrvatska. / ceo@oneofthree.biz / www.oneofthree.biz / • Ana Sorić, CEO and manager • The company is a beginner, a start-up, and doesn't have much revenue; however it collaborates with numerous experts and other companies. • CEO is a visionary, and the company plans numerous projects mostly R&D, and it plans to carry out the Institute (nanotech, robotics, AI etc.) |
| Factory premises | |
| Manufacturing departments | |
| Portfolio of products | <ul style="list-style-type: none"> • Company sells services (business consulting, media strategy consulting, information society development etc.) • The product is Mindbanking http://mindbanking.co |
| Structure of sales (2010, 2011) | <ul style="list-style-type: none"> • Company was doing business with companies in Serbia and Italy but customers did not meet their financial obligations. |
| Production and sale by products | |
| Employees structure | <ul style="list-style-type: none"> • Company tends to outsource and/or to collaborate with other similar companies |
| Customers | <ul style="list-style-type: none"> • Customers did not meet their financial obligations, thus I rather not mention them. |
| Financial data | |
| Contact: | <ul style="list-style-type: none"> • Ana Sorić • Trg Ivana Kukuljevića 11, 10090 Zagreb, Hrvatska. • Telefon, +385 92 1475491 / +385 91 9080666 • E-mail, ceo@oneofthree.biz • www.oneofthree.biz |
| Others | All the details are in the presentation and biz and financial plan attached. |

IND-609_{/2012}

PROGRAM OF EQUIPMENT COMPLETING AND CAR-SERVICE DEVELOPING IN - SANPRO-DOO ŽIVINICE

ŽIVINICE, BOSNIA AND HERZEGOVINA



PROJECT PROFILE - "SANPRO" d.o.o. ŽIVINICE

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| Investment opportunity | Project title: Program of equipment completing and car-service developing in "SANPRO" doo Živinice |
| Industry sector | Investment is in service activity sector. |
| Location | City: ŽIVINICE, Canton: TUZLA, F BiH |
| Investment opportunity objective | Project aim is completing of services in our car-service. We would support service, selling, installation of car tires, hydraulic hoses and hydraulic oil. |
| Indication of returns | With tire selling, installation, deinstallation, balancing and season store we would gain around 50.000 EUR by year with around 15% profit. With selling of hydraulic hoses we'd gain around 7.500 EUR + hydraulic oil seeling. With computer equipment we'd support services. |
| Expected investment budget | <ul style="list-style-type: none"> • Own resources 30%=13.500 E, 70%=31.500E optimal resources. • Equipment costs: 45.000 EUR, Current assets around 20.000 EUR |
| Expected collaboration | <ul style="list-style-type: none"> • We accept even equipment investment with technical and marketing cooperation, and approach to new technology, markets and selling ways. • In according with the best offer to us. |

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| Company info | <ul style="list-style-type: none"> • Selling of oil and lubricants, spare car parts and services. • Company founded: 18.02.1998.y. • Magistralni put bb, Živinice, BiH, 035 740-033, 740-721, sanpro@bih.net.ba i sanpro.doo@bih.net.ba • Director: Trumić Nermin and the owner: Trumić Nezir • Facilities, asstimated: 772.000 EUR. • Private capital: 100%. • Sales in 2011: 804.230 EUR, net profit: 1.370 EUR, • Number of employees: 12 • Strengths: Own facility, distribution, premium brands. Potential opportunity: over 400 costumers. |
| Factory premises | Car-service: 130 m2, Selling section: 130+260 m2. Residential part: 340+200 m2. |
| Manufacturing departments | Authorized selling of oil and lubricants, spare car parts, tires, filters. Services for passengers, off-roads, delivey vans and cargo vehicles. |
| Portfoilio of products | <ul style="list-style-type: none"> • Oil and lubricants, filters, tires, spare car parts, car equipment. Services |
| Structure of sales (2010, 2011) | <ul style="list-style-type: none"> • Total sales in 2010:=713.900 EUR, in 2011.= 805.000 EUR • Total sales was realized on BiH market. |
| Production and sale by products | Oil sales is 200.000 litres. Other products are not individually monitored. |
| Employees structure | <ul style="list-style-type: none"> • Number of employees: 12. • Age structure: From 21 to 61. • Working position structure: VS=2, SSS=7, KV=2, NS=1. • Workforce trend (2010 and 2011): Stabiled 12 |
| Customers | <ul style="list-style-type: none"> • Elektroprijenos BiH: 203.500 E, Remont z: 24.200 E. Karamujić: 20.170 E, Cement factory: 13.170 E, Bimal: 11.300 E, Junuzović: 3.680 E, and other 400 costumers. |
| Financial data | <ul style="list-style-type: none"> • Income statement data 2010 / 2011 in €(sales: 713.900/805.000, cost of goods sold: 688.000/761.200, gross profit: 25.900/43.800, operating costs: 13.150/41.050, depretiation: 24.730/7.420, taxes(VAT): 119.220/130.900, net profit: 1.070/1.370) • Selected Balance sheet data 2010 / 2011 in €(360.900/333.480; 2.860/1.520; 222.600/227.300; 94.570/84.200 = 680.930/646.500 total assets,. • 175.360/74.500; 358.320/199.040: 147.250/372.970 = 680.930/646.510 total liabilities and capital) |
| Contact: | <ul style="list-style-type: none"> • Trumić Nermin, director / Trumić Nezir, the owner. • Magistralni put bb, 75270 ŽIVINICE, TK, BiH. • 035 740-033 and 740 – 034; 061 164-200 Nermin.T / 061 193-475 Nezir T. • 035 740-721. • sanpro@bih.net.ba / sanpro.doo@bih.net.ba • Company's web page: www.sanpro.ba |
| Others | <p>Our company has been working since 01.03.1998.y. For fourteen years we achieve successful business cooperation with around 400 costumers in next areas: Mining, Industry, Construction, Transport, Authorized and unauthorized car and truck services, Gas stations, Spare part stores in next regions: TK, Posavina, Brcko, Semberija and Podrinje.</p> <p>Our company has never had any essential reklamation to our products and service quality.</p> |

IND-610/2012

BIODEGRADABLE PLASTICS AND SUSTAINABILITY

BELGRADE, REPUBLIC OF SERBIA



Frozen bag for Tesco



Carrier bag for Dubai Duty Free



Bread wrapper for Roberts Bakery



Laundry bag for Marriott



d₂w bin bags



NH Hoteles Shampoo bottles



Milk wrapper for Candia



Newspaper wrapper for Elle

Bread wrapper for Bimbo



Carrier bag for C&A



Apron for Bupa



Newspaper wrapper for Sunday Times

PROJECT PROFILE – Controlled - life Plastic technology - Eko - Sektor ltd.

| | |
|----------------------------------|---|
| Investment opportunity | Biodegradable Plastics and Sustainability |
| Industry sector | Green Technologies |
| Location | BELGRADE, REPUBLIC OF SERBIA |
| Investment opportunity objective | BiH and SE Europe |
| Indication of returns | 5 years |
| Expected investment budget | 1mio EUR/year (for plastic bags only) |
| Expected collaboration | PPP project: ministry for environment, trade companies, producers of plastic bags |

| | |
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| Company info | Žiga Konjar Eko sektor d.o.o., Beograd +386.40.552.078 Ziga.konjar@siol.net |
| Factory premises | Not applicable |
| Manufacturing departments | |
| Portfolio of products | |
| Structure of sales (2010, 2011) | Structure / Domestic 70% and foreign market 30% |
| Production and sale by products | |
| Employees structure | |
| Customers | <ul style="list-style-type: none"> • List of major customers : • Government of the Republic of Slovenia <p>Private investors (local and overseas)</p> |
| Financial data | |
| Contact: | Žiga Konjar Eko sektor d.o.o., Beograd +386.40.552.078 Ziga.konjar@siol.net |
| Others | |

IND-611 /2012

FACTORY FOR MADE OF ANTIQUE FURNITURE FOR HOME AND BUSINESS PREMISES

SARAJEVO, BOSNIA AND HERZEGOVINA



PROJECT PROFILE - Hazarton d.o.o

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|----------------------------------|---|
| Investment opportunity | Invest in employment 1500 cooperating |
| Industry sector | Factory for made of antique furniture for home and business premises |
| Location | Sarajevo, Moščanica 4 |
| Investment opportunity objective | Set within a cooperative workshop Federation entity lines (objects-smaller workshops, tools, etc.) |
| Indication of returns | 5 years |
| Expected investment budget | <ul style="list-style-type: none"> • 5 year • detailed description of the business plan |
| Expected collaboration | <ul style="list-style-type: none"> • financial aid to go to conquer the world market share |

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|---------------------------------|---|
| Company info | <ul style="list-style-type: none"> • Nature of business: Factory of made antique furniture • When established: 1982 • Location (Sarajevo, Moščanica 4,) • Management: General director, designer and owner Haris Haznadarević, Assistant director Enisa Haznadarević, Sales manager Jasmina Gobeljić, PR Merjema Gobeljić • Facilities possessed: Factory of made antique furniture and ,three lounges finished products, building drying off boards and sawmill • Structure of capital: 100% private • Basic financial information: 450.000,000€ • Number of employees:25 • Strengths and Opportunities: Highly most sophisticated product, own design, which is promoted in the domestic and foreign markets |
| Factory premises | Intensive cooperation with 1500 cooperating |
| Manufacturing departments | |
| Portfolio of products | <ul style="list-style-type: none"> • Design, quality, function and reasonable price |
| Structure of sales (2010, 2011) | <ul style="list-style-type: none"> • Total sales in € 500.000,00 (2010) , € 400.000,00 (2011) • All products are represented |
| Production and sale by products | |
| Employees structure | <ul style="list-style-type: none"> • Number of employees: 25 • Age structure:32 • Workforce trend: 1.) 1 VSS ,2.)3 VŠS,3.) 5 SSS 4.) 14 VKV and KV , 5.) 2 NK |
| Customers | <ul style="list-style-type: none"> • Lounges, individual costumers and ino costumers |
| Financial data | <ul style="list-style-type: none"> • details in the business plan |
| Contact: | <ul style="list-style-type: none"> • Name of the contact person: Haris Haznadarević and Merjema Gobeljić • Address, city, country: Moščanica 4, Sarajevo, BiH • Phone: 0038733241301 , 0038761757594 • Fax: 0038733241300 • E-mail: h_ton@bih.net.ba • Company's web page: www.hazarton.net |
| Others | It is made of high quality products that can be sold in all world markets and satisfy customer needs |

IND-612_{/2012}

BIODEGRADABLE PLASTICS AND SUSTAINABILITY

VELIKA KLADUŠA, BOSNIA AND HERZEGOVINA



PROJECT PROFILE - MIRAL PVC

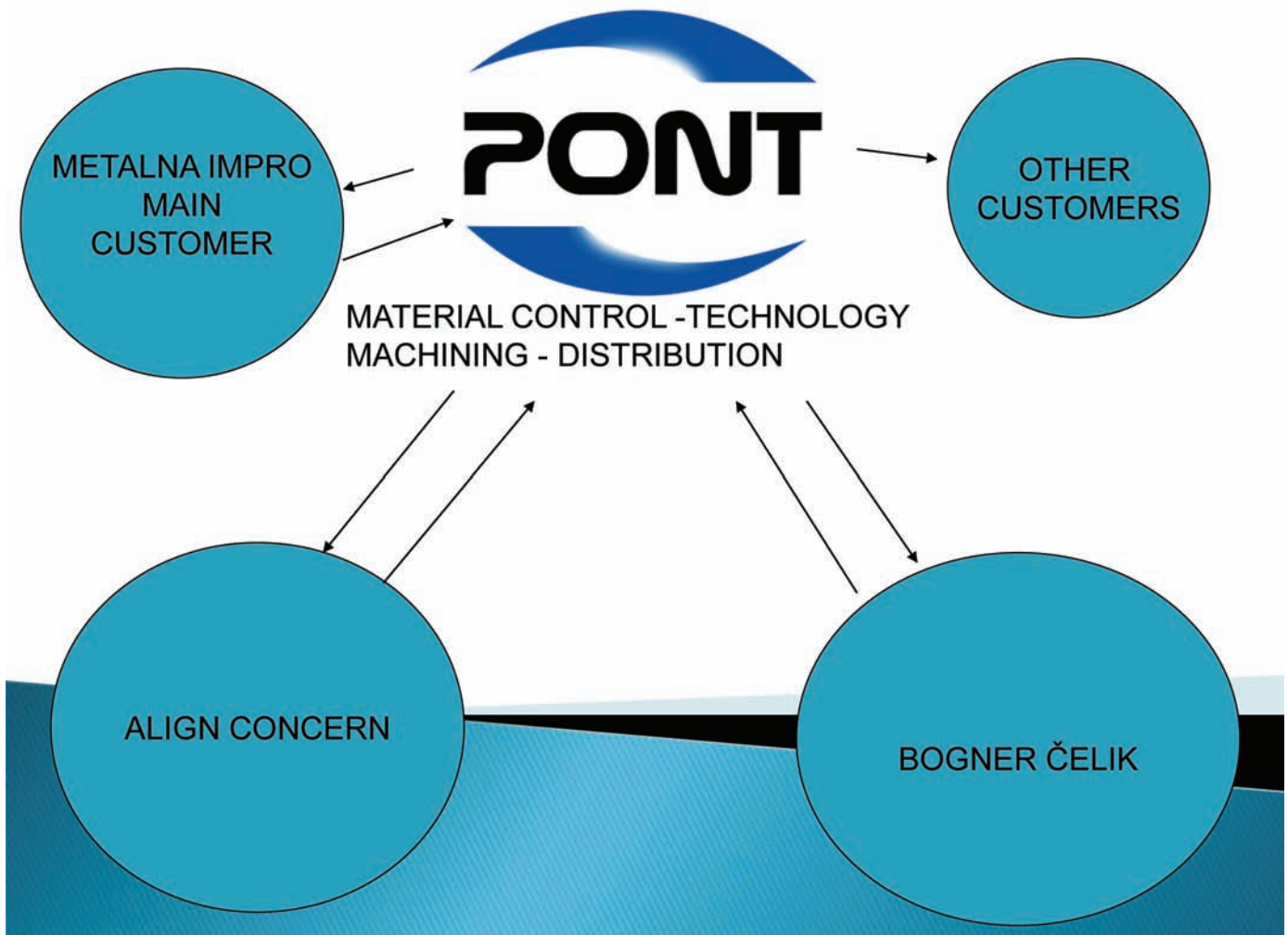
| | |
|----------------------------------|--|
| Investment opportunity | The company intends to increase capital - recapitalization of the existing one and expanding business with existing product portfolio |
| Industry sector | Construction industry |
| Location | <i>RBiH Federation, Velika Kladusa</i> |
| Investment opportunity objective | Strength of fresh capital and increase production efficiency is achieved by a high return on investment |
| Indication of returns | Business plan and financial analysis are available upon request. |
| Expected investment budget | <ul style="list-style-type: none"> The expected increase in capital of EUR 1.0 million and our current of 874 ths EUR |
| Expected collaboration | <ul style="list-style-type: none"> In addition to capital investment in the company expects strong PVC Miral Support the creation of new market niches. Improvement in increasing the efficiency of sales and receivables collection. |

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| Company info | <ul style="list-style-type: none"> The company was founded in 1996 and focused on producing windows and doors from PVC and aluminum. Business activities conducted in their own factory area 3000m2. Total income in 2011 was approximately EUR 2.0 million and net profit EUR 226 ths Full time employed 28 employees |
| Factory premises | |
| Manufacturing departments | |
| Portfolio of products | <ul style="list-style-type: none"> windows and doors from PVC and aluminum facade of glass and panels, front and garage doors, fences, and various accessories |
| Structure of sales (2010, 2011) | <ul style="list-style-type: none"> <i>Total sales in €</i> <i>Structure / Domestic and foreign market</i> |
| Production and sale by products | |
| Employees structure | <ul style="list-style-type: none"> <i>Number of employees,</i> <i>Age structure,</i> <i>Workforce trend</i> |
| Customers | <ul style="list-style-type: none"> <i>List major customers (% of turnover)</i> |
| Financial data | <ul style="list-style-type: none"> Financial figures are available upon request. |
| Contact: | <ul style="list-style-type: none"> City: Velika Kladus Post No: 77230 Adress: Phone: +387 37 77 82 50 Fax: +387 37 77 87 00 E-mail: info@miral-pvc.com Web adress: miral-pvc.com |
| Others | <i>List all information that potential investor could be interested in</i> |

IND-613/2012

PRODUCTION OF PROCESS EQUIPMENT, WE OFFER JOINT VENTURE ARRANGEMENT

NOVI TRAVNIK, BOSNIA AND HERZEGOVINA



PROJECT PROFILE – PONT NOVI TRAVNIK

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|----------------------------------|---|
| Investment opportunity | <i>Company "PONT" intends to start production of process equipment, we offer Joint Venture arangement</i> |
| Industry sector | <ul style="list-style-type: none"> - CHEMICAL & PETROCHEMICAL - GAS AND OIL DRILING, PRODUCTION, TRANSPORTATION - POWER PLANT - WATER TREATMENT - PULP & PAPER - BUILDING |
| Location | NOVI TRAVNIK BOSNIA AND HERZEGOVINA |
| Investment opportunity objective | <i>Production could be in range 100 T- 150T process equipment annually, cca 15 € per kilo that means 1500000 € to 2250000€</i> |
| Indication of returns | ROI 27,6 % |
| Expected investment budget | <i>PONT has 7000 m2 industrial land, facility, some machines, know how, strong customer. Property about 2.000.000 €. We need new machines, equipment, reparing of facility.</i> |
| Expected collaboration | <i>We need joint venture for the partner who will invest 1.000.000 € or some other amount. For instance investor 500.000 € - 500.000 € leasing to buy machines. Partnership could be 50%:50% or 30%:80% or some other deal.</i> |

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| Company info | <ul style="list-style-type: none"> • PRODUCTION OF WIDE ASORTIMAN OF PROCESS EQUIPMENT FOR CHEMICAL AND FARMACEUTICAL INDUSTRY |
| Manufacturing departments | Novi Travnik |
| Portfolio of products | <i>Process equipment,</i> |
| Employees structure | <i>We intend t employ 2 machanical engineers, 25 – 30 welders</i> |
| Customers | <i>Metalna Impro – Slovenia, Align group – Norway, Krka kozmetika, Bayer-bayer, etc.</i> |
| Contact: | <ul style="list-style-type: none"> • SMAJL GRIZIĆ • NOVI TRAVNIK • 061 314 971 • s.grizic@pont.ba • www.pont.ba |
| Others | |

IND-614_{/2012}

METAL PROCESSING INDUSTRY

ZAVIDOVIĆI, BOSNIA AND HERZEGOVINA



PROJECT PROFILE – SETA INŽENJERING

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|----------------------------------|--|
| Investment opportunity | Production of metal products Metal processing industry Zavidovići, Bosnia and Herzegovina |
| Industry sector | Metal processing industry |
| Location | Zavidovići, central Bosnia and Herzegovina |
| Investment opportunity objective | Further accomplishment and achievement of our vision and creating additional value which is production. Extension activities of action in production, increasing employment and profitability. |
| Indication of returns | Financial ratios that shows economic justification for the Project (ROI etc): in 5 years period of time with average turnover of 2 Mil.€ per year |
| Expected investment budget | Total project investment: 1.500.000 € Own investment, already invested in land 3000 m ² , production facilities 1000 m ² , 400 m ² administrative building: 1.000.000€ Loan from the bank for equipment: 350.000 € New investor: 150.000 € with guarantee of product placement in foreign markets and its distribution |
| Expected collaboration | to start production, to reach more markets and profit, to start export company is seeking for long term partners who are interested in production cooperation in metal processing industry. We are looking for partners who already have markets and distribution channels. |

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| Company info | <p>Company's core businesses are: designing, engineering, supervision and construction of all engineering works in building construction. Through expanding and constant improvement of business, our vision besides aforementioned services is to start the metal processing production in the near future in order to upgrade our own business. Metal processing industry, PVC and Alu doors and windows. Established 1996.,</p> <ul style="list-style-type: none"> • (Husein Kapetana Gradaševića bb, Zavidovići, Bosnia and Herzegovina, 000387 32 879 070 , aida_sabic@seta.ba; info@seta.ba, www.seta.ba) • Director & Owner Ernes Đelmić • Land, production hall, administrative building 1 mil. € • 100% privately owned company, • 25 employees • 5154 € • greate expirience of managment in this industry, labor is well educated |
| Factory premises | land 3000 m ² , production facilities 1000 m ² , 400 m ² administrative building |
| Manufacturing departments | production facilities 1000 m ² , expected turnover is 2 Mil. € |
| Portfolio of products | Production would be set up along with partners needs |
| Structure of sales (2010, 2011) | Our current business portfolio is in civil engineering and architect biro services all for domestic market. |
| Production and sale by products | |
| Employees structure | <ul style="list-style-type: none"> • Number of employees: 25 |

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| | <ul style="list-style-type: none"> • Age structure: 20-50 • Workforce trend (we are planing to employe 25 new employees for the production) |
| Customers | <ul style="list-style-type: none"> • List major customers |
| Financial data | <ul style="list-style-type: none"> • Income statement data 2010 / 2011 in €(885.000/775.000 sales, 11.950/ 5.154cost of goods sold, 10.740/ 4.620 gross profit, operating costs, depretiation, taxes, 1.210/534 net ptofit) • Selected Balance sheet data 2010 / 2011 in €; 532.000 / 506.335 (fixed assets+ cash+inventory+ accounts receivables+ other current assets= total assets, total capital+long term liabilities+short term liabilities= total liabilities and capital) |
| Contact: | <p>Name of the contact person: Ernes Đelmić Director & Owner ; Aida Šabić Marketing & Sale Director Address, city, country: Husein Kapetana Gradašćevića bb, Zavidovići, Bosnia and Herzegovina Phone:00387 32 879 070 ; 00387 61 141 557 E-mail : ernes_djelmic@seta.ba; aida_sabic@seta.ba Company's web page: www.seta.ba</p> |
| Others | <p>At the beginning of 2004 the company implemented the Quality Management System ISO 9001:2000 and in May 2004 the certification of the same system was done by the certification body Det Norske Veritas (DNV). In May 2010 the harmonization with the version of ISO 9001:2008 was conducted. Respecting the quality standards, the company has become recognizable on the market since we build our strategy on the basis of high quality of conducted works, respecting deadlines and professionalism.</p> |





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**INTENDS TO PRODUCE
AND SELL CERAMIC/ GRANITE TILES**

BRATUNAC, BOSNIA AND HERZEGOVINA



PROJECT PROFILE - SUPER TILES

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| Investment opportunity | <p>Project title: ‘Super tiles’ Company ‘Super tiles’ Ltd Bratunac intends to produce and sell ceramic/ granite tiles. The company has to be restarted due to the fact that it existed and operated for 12 years. There are several advantages for investment in ‘super tiles’ such as: factory facilities, nearness of the mine ore of kaolin and dacite (only 3 km from the factory), energy storage (LPG warehouse in capacity of 1.000 m³ only 6 m from the factory), geographical location (157 km from Sarajevo and 200 km from Belgrade), nearness of the Belgrade port (possibility for transportation Danube – Rhine – Mine that gives the possibility to access market of EU countries, but also through the Constanta port in Italy access to Middle\Near East as well as word market), cheap work-force (5 times cheaper than in EU countries) and cheap energy. Additional asset when it comes to the market and trade generally is the lack of similar factories. Namely, there are only 3 manufacturers of this type of the product in the region that participate in market demand in the percentage of 10-15%, showing the shortage in 85%, what is our chance. We are planning to organize the sale of tiles through wholesale dealer’s network for constructing materials and sanitary facilities in: Bosnia and Herzegovina, Macedonia, Serbia, Montenegro and Croatia, as well as to open the branch offices for export to Russia, EU countries and Near East (export should participate in percentage of 60% in whole trade).</p> |
| Industry sector | Production of constructing material and sanitary |
| Location | Bratunac, Bosnia and Herzegovina |
| Investment opportunity objective | Investment opportunity objective is to restart the factory that would return investment in 3,5 years with 3.049.422 EUR of returns. We are planning to employ 125 people. In addition to mentioned, the factory will have the monopoly position in the market of Bosnia and Herzegovina, while in the region is would be one of key players. Total annual income is foreseen in amount of 13.000.000 EUR. |
| Indication of returns | <p><u>EXPECTED FINANCIAL RESULTS (EUR):</u> a) Total income.....12.902.500 b) Operating expenses..... 10.258.198 c) Gross profit.....2.644.302 d) Profit tax – 10%.....264.430 e) Net profit.....2.379.872 f) Amortization.....669.550 g) Total profit+ amortization.....3.049.422</p> <p>The time of refund of the 10.615.000 EUR of investment, with 3.049.422 EUR of the leftover is 3,5 years which is extraordinary.</p> |
| Expected investment budget | <p>Sources of financing: Partners’ participation – 100% Own participation is the mine of kaolin and dacite Possibilities of participation of UNDP, local self-government and Government of Republic of Srpska.</p> <p>Investments in the project: a) Facilities.....2.000.000 b) Equipment.....8.050.000 c) Other investments.....565.000 d) Working capital.....6.838.799 (for the first 8 months) TOTAL (a–d) = 17.453.799 EUR</p> |
| Expected collaboration | Depending on the type of investor we are expecting to invest the capital (if the investor is owner of the capital), technical and marketing expertise, access to new technology and markets and distribution channels, transfer of the technologies, equipment and facilities (if the investor producer and already dealing with production of constructing materials and sanitary facilities), ‘know how’. Financial share : joint venture |

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| Company info | <p>As already stated, we are planning to restart the factory. Therefore the authors of the project proposals are Vladimir Lukić and Aleksandar Škuletić. It should be start-up for the company that is able to incorporate all above mentioned (facilities of the factory, mine ore of kaolin and dacite, energy storage). Our asset is that, with investment, we can start the production in pretty short period of time.</p> <p>Location: Bratunac, Bosnia and Herzegovina, Mob: +387 66 803-828, vlukic@lpg-point.com</p> <p>Management (proposed for the new company)</p> <p>Vladimir Lukić – Director Aleksandar Škuletić - Commercial director Sead Mehmetović – Technical Director Dragan Josipović - Chief technologist Milenko Babić - Head of the warehouse of LPG</p> <p>Facilities possessed: yes</p> | | |
| Factory premises | <p>yes</p> | | |
| Manufacturing departments | <p>N/A</p> | | |
| Portfolio of products | <p>N/A</p> | | |
| Structure of sales (2010, 2011) | <p>N/A</p> | | |
| Production and sale by products | <p>N/A</p> | | |
| Employees structure | <p>N/A</p> | | |
| Customers | <p>N/A</p> | | |
| Financial data | <p>N/A</p> | | |
| Contact: | <table border="0"> <tr> <td data-bbox="422 1406 730 1509"> Vladimir Lukić – Director Mob: +387 66 803-828 vlukic@lpg-point.com </td> <td data-bbox="826 1406 1366 1509"> Škuletić Aleksandar – Commercial director Mob: +387 66 803-830 askuletic@lpg-point.com </td> </tr> </table> | Vladimir Lukić – Director Mob: +387 66 803-828 vlukic@lpg-point.com | Škuletić Aleksandar – Commercial director Mob: +387 66 803-830 askuletic@lpg-point.com |
| Vladimir Lukić – Director Mob: +387 66 803-828 vlukic@lpg-point.com | Škuletić Aleksandar – Commercial director Mob: +387 66 803-830 askuletic@lpg-point.com | | |
| Others | | | |



IND-616_{/2012}

INTENDS TO ENGAGE IN THE SALE OF PRODUCTION AND SERVICE OF SOFTWARE AND IT EQUIPMENT AND PROVIDE EDUCATIONAL SERVICES IN THE FIELD OF IT AND FOREIGN LANGUAGES

SARAJEVO, BOSNIA AND HERZEGOVINA



PROJECT PROFILE – ENERGO INVEST BIG ARAB d.o.o.

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|---|--|
| Investment opportunity | <p>The name of the company: ENERGO INVEST BIG ARAB d.o.o.</p> <p>The company intends to engage in the sale of production and service of software and IT equipment and provide educational services in the field of IT and foreign languages ... as well as the sale of school and business equipment ... providing copying services and other similar services ...</p> |
| Industry sector | <p>Industrial sector in which the proposed investment is placed</p> <p>Sector that would be our company engaged is mainly engaged in the field of IT technology in general and electronic equipment in the field of IT and education</p> |
| Location | <p>Headquarters and branch companies would be contained in the Business building, which the founders possess and is a very attractive location in Sarajevo in Aleja Bosne srebrne 28 street, which consists of three commercial units plus commercial backyard and parking space ...</p> |
| Investment opportunity objective | <p>Given that a large amount of investment funds invested in equipment and quality ... We consider to be better than the competition ... In addition we have professional staff that already has a notable experience in the field of IT and business and for what have certificates from renowned institutions as the great advantage of such projects ...</p> |
| Indication of returns | <p>A poll was done by our team of retail organizations among ordinary firms and similar institutions as well as market analysis has shown that our project is financially very reasonable ... One of the advantages is that the business structure in which the outlets were company headquarters is located in a very attractive location, another advantage is that in this part of town where our business does not exist a serious company with a similar purpose in this field of business. On the other hand there is already a large number of people interested in our services as a poll showed ... What a great financial feasibility of this project since the company was not established and that this is a proposal of project... And one of the biggest advantages is that the team who designed this project has great expertise and quality in this area of business.... In addition, probably wondering why we considered school equipment in our company sale, the answer is simple and it is near our office building are located the primary Schools and in this part of town does not exist bookstore where children from these schools and others who have such needs school equipment purchased so that would be a big hit in terms of business document copying services would be a side job. That would be an additional source of funding and other services from which they could draw financial profit ...</p> |
| Expected investment budget | <p>Financial resources the company would be in proportion. As the founder of the company I will invest in commercial office building with a courtyard and parking space plus additional space whose value exceeds 300 000 €. While the financial investment in the company assumed the investor cash investments according to our estimates should not exceed the amount of 100 000 €, which would be placed in the establishment and development of the company purchasing IT equipment, building equipment investment in fleet and human resources, marketing and working capital and the construction of additional facilities and other necessary activities.</p> |
| Expected collaboration | <p>Basic cooperation with the investor would consist of financial investments by investors who would be in proportion to the invested capital had co-ownership share in the Company.</p> <p>Profits would be shared pro rata share of co-owned and paid to the investor's account with the company's accounts every 7-30 days ...</p> <p>The costs would be borne by the company founder and investor in proportion to ownership interest ...</p> <p>Owner reserves the right to control all the financial flows of the company and the investment plan and the placement of investment capital...</p> <p>The founder is obliged every 7-30 days gives to the investor report on the operations of this Company.</p> <p>The founder and investor work together and decide on all points of the business plan and development of the company ...</p> |
| Company info | <p>The company's operations would be as stated above related to the sale of production equipment and service of software and hardware as well as providing educational services in the field of IT and foreign languages, as well as the sale of school equipment and document copying services and the like</p> <p>The company would be established immediately after the expressed wish of the potential investors to invest our capital in this project and the establishment of companies and start-up would be varied from 30 days to 2 months.</p> <p>Company location and the office building where the business is run at the Aleja Bosne srebrne 28 and consists of three commercial units and office space courtyards and parking area.</p> <p>The managerial structure of the company would make up CEO and founder Muzafer Kurtović and his deputy Merima Vilić-Kurtović</p> <p>Office building where would run the business activity the company is 100% owned by the founders and owners of companies Muzafer Kurtović</p> <p>The capital structure should be in proportion to the invested capital ... Founder Muzafer Kurtović to invest 300 000 € in the company as estimated his office building and 100 000 € of funds required to invest a potential investor in order to realize this project is profitable.</p> <p>Traffic and sales at the company would be most dependent on the invested funds as founder Muzafer Kurtović already has experience in this industry and knows how to market suppliers and services of our</p> |

| | |
|---------------------------------|---|
| | <p>company, and besides owns team of experts to run this company ...</p> <p>Number of employees would initially varied from 2 to 10 employees, with the fact that the aim of the company to expand its capacity on the whole The territory of Bosnia and Herzegovina to become a leading and a leader in the field of IT.</p> <p>The advantage of our company compared to other similar companies is that we have a team of highly qualified experts who would be little that the company could boast that in addition to the experience of quality office building located on the extra attractive location, and prices of products and services that would provided which would be much lower compared to the competition ...</p> |
| Factory premises | Business building where the object would be carried out sales and production equipment and software it consists of three business areas |
| Manufacturing departments | Are described in the item above! |
| Portfolio of products | Complete range of equipment in the field of IT and electronics as well as educational services in the field of IT and foreign language services selling school supplies and copying services and renting IT equipment and electronic equipment and similar services would be introduced if necessary, further and market demand ... |
| Structure of sales (2010, 2011) | <p>Total sales would depend on most of the invested funds ... As for the profit there is a financial justification of the project which is listed in the feasibility study in this project ...</p> <p>Our goal is to start and to become profitable in order to promptly began to make profits in the Company, that in agreement with the investor to continues to invest in expanding and developing the capacity ... In the beginning, the most base of the market would be placed in Canton Sarajevo and then to the Federation of Bosnia and Herzegovina and then if it was justified on the whole the territory of Bosnia and Herzegovina, but would not have to start no restrictions on the market at the beggining... our goal is to become a leader in the field in the territory of Bosnia and Herzegovina and the Balkans ...</p> |
| Production and sale by products | <p>Products and equipment and services that would deal with in the company are described in the above paragraph, and in the feasibility study.</p> <p>Our goal is to become a respectable company and that alone brings an equal and huge profits in every area that we have listed.</p> |
| Employees structure | <p>Number of employees at the beginning of the company would be 2-10 workers. With the planning of employing more and more people with the growth of our business, we aim to employ up to 350 workers in the first 3-4 years of business</p> <p>Age structure of employees would be moved from 18 to 35 years</p> <p>Jobs would be divided as follows:</p> <ul style="list-style-type: none"> • Director General, who would be the manager of the company because it has experience and certifications in the field of business and IT equipment. In addition, he completed Law School, has work experience in court and has extensive experience in the field of IT and business equipment ... • Servicing, that the production and servicing of IT equipment • commercialists • sellers • Lecturers. |
| Customers | Potential customers in our company are IT literate people of all ages and those who wish to gain basic and advanced computer training, and those who want to buy IT products of all categories |
| Financial data | Financial data are available in the feasibility study and a potential investor may obtained data upon request by the owner of this project |
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| Others information | <p>In our company we try to play a leading role in the creation and development and manufacture and distribution of advanced information technologies, including computer systems, software, networking systems, storage devices and microelectronics.</p> <p>Converting this latest technology in affordable solutions for our customers through professional solutions and business services ... Through our work we try to educate as many people in terms of IT and provide educational services and thereby contribute to the development of most of society and the environment in which we live. Besides helping children to be better equipped for school days and all ages in the education system and provide other similar services that contribute to the development of society as a whole</p> |

