AGRICULTURE

SECTOR PROJECTS

SARAJEVO BUSINESS FORUM '12

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A-401 /2012

SLAUGHTER HOUSE CAPACITY EXPANSION FROM 25,000 PIECES PER HOUR TO ADDITIONAL 4,000 PIECES PER HOUR (PPH)

TEŠANJ, BOSNIA AND HERZEGOVINA







PROJECT PROFILE: Poultry slaughter house „Madi“ Ltd.

PROJECT PROPOSAL	Slaughter house capacity expansion from 25,000 pieces per hour to additional 4,000 pieces per hour (pph)
Industrial department	Meat industry
Location	Industrial zone, Bukva b.b. 74260 Tešanj
Project goals	Increase in production,export market opening-up, expansion of cooperative circles, environmental protection
Investment return indicator	Annual profit 400,000 € on the slaughterhouse capacity of 2,500 pieces per hour; On 4,000 pp/h expected profit is cca 1,000,000 €
Expected investment budget	Name all the sources of funding (own capital of 2,000,000 €) Name all the expenses (equipment, installing of incinerator and waste water systems) – amounts of 3,000.000 €
Expected aspect of cooperation with the potential investor	Find investor who is willing to invest in production development and market opening-up towards East All options accepted (according to contract)

Company information	• Slaughter house capacity of 25,000 pieces per hour • Company was founded in 2001 • Industrial zone, Bukva bb,Tešanj,BiH +387(0)32 656 450, +387(0)32 656 451,madi@madi.ba • Private family company • 100% private ownership • Capital structure- 100% privately owned • Basic financial information: selling and profit in 2011 was 15,290,000 €, • Headcount: 150 employees • Parental flock, personal incubator cell, chicken food importer, fattening chickens provided, poultry abattoir, chicken meat processing (into sausage products), large facility of bigger capacity ready-for-use .
Production facilities	Slaughter house facility with capacity of 2,500 pph, chicken meat processing facility, new slaughter house with capacity of 4,000 pph (ready for moving in)
Production departments	Poultry slaughter house and fresh chicken meat production Sausage products and smoked meat program
Products list	List of all company's products: fresh chicken meat, sausage products (www.madi.ba)
Sales structure (2010 and 2011)	• Total sales:in 2010 11, 717, 854 € • Total sales:in 2011 15 ,290,261 € • No export
Production and realisation by products	List of all of the products is in the attachment. Including stock-in-trade, complete production of 2011 was sold by the end of January. Total production was 6,994,373,464 kg
Employees	• Headcount : 150 • Age structure: 35 years • Workplace structure: I low-skilled 46, II low-skilled 2, III degree of education 69, ▪ IV degree- high school diploma 21, ▪ VI higher education 1, VII degree of education 11. ○ Headcount trend: (2010 and 2011) 50 % higher.
Customers	Argeta ,DSP,Šulter ,Mujanic, Ad-trade,Vujević,Slavuljica 60%
Financial data	• Year 2010 2011 • Sales revenues 11,807,977€ • 15,377,535€ • Cost of production 11,197,617€ 1,467,091€ • Gross profit 610,380€ 706,625€ • Operative costs 29,901 € 38,071€ • Amortization 198,208€ 240,858€ • Income tax 39,324€ 43,323€ • Net income 350,624€ 384,373€
Contact	• Alihodžić Selma selma@madi.ba, www.madi.ba • Madi ,Tesanj 74260 • +387(0)32 656 450; +387(0)32 656 451
Other information	○ Profit in 2011: 400,000 €

A-402/2012

AGRO-CENTRE, REGIONAL FOOD CENTER

SARAJEVO, BOSNIA AND HERZEGOVINA



PROJECT PROFILE – BH GROUP G-6 d.o.o. Sarajevo BiH

Investment opportunity	**AGRO-CENTRE, Regional Food Center, Sarajevo Bosnia and Herzegovina**
Industry sector	**Food sector – Agro industry**
Location	**Land in Doglodi, Sarajevo Canton**
Investment opportunity objective	Reception of import and export agricultural and food products, Space for storing reserves, and providing inputs for food production for Canton Sarajevo and more regies.
Indication of returns	*CASH FLOW FOR 10 YEARS:* *A. Total Income: 569,800,000,00 €* *B. Total expenses 379,035,000,00 €* *C. PROFIT 190,765,000,00 €* *D. Or in % 112,65 %*
Expected investment budget	*TOTAL PLANNED FACILITIES OF AGROCENTR: 169,346,500,00 € ALL FASES*
Expected collaboration	• *Expected collaboration with govrement, and ather investors* • *Our participation is Land and project documents: 28,999,800,00 €*

Company info	• *Design, engineering and construction services* • *Established 2003,* • *Address: A. Šećirbegović br. 12 Sarajevo, BiH* • *Company owner 100% capital* • *Sales in 2011 = 150.000,00 €* • *Number of employees 7 (seven)* • *In this project we do not have competition!*
Factory premises	*Construkcion product apartents for sale*
Manufacturing departments	*We sale apartments for market*
Portfoilio of products	• *Apartments and offices for sale,*
Structure of sales (2010, 2011)	• *Total sales in 2010, 2,500,000,00 €* • *Total sales in 2011. 1,700,000,00 €* • *Domestic market 100 %*
Production and sale by products	*Production in construction 100 %*
Employees structure	• *Number of employees 7 (seven),* • *Age structure apx 35 yares,* • *Workforce trend aprox. Beachler degree*
Customers	• *Individual customers, and company*
Financial data	• *Income statement data for 2011, 150,000,00, € For 2010, 200,000,00 €* • *Balance sheet data for 2011, 390,000,00 €, For 2010, 450,000,00 €* • *Total liabilities and capital in 2010, 12,000,000 € In 2011, 10,000,000,00 €*
Contact:	• *Contact person: Šerif Pramenković* • *Address, A. Šećirbegović, 12 Sarajevo, BiH* • *Phone: 387-33-274-920* • *Fax: 387-33-274-921* • *E-mail:kgidm@bih.net.ba* • *Company's web page; www.kgikonstrukt.ba*
Others	

A-403/2012

JOINT VENTURE INVESTMENT OPPORTUNITIES IN PRODUCTION OF HIGH QUALITY FOOD PRODUCTS

SARAJEVO, BOSNIA AND HERZEGOVINA









PROJECT PROFILE – COMPANY: *CET BAH DOO, PJ AGROPRODUKT*

Investment opportunity	Joint venture investment opportunities in production of high quality food products
Industry sector	Agriculuture and food industry
Location	Bosnia and Herzegovina, Sarajevo, Hadžići
Investment opportunity objective	• investment turnover in 3 years • profit per 1 Euro is 45 % • high demand for this products in export countries and in B&H
Indication of returns	*ROI – 50%*
Expected investment budget	Own production plant – EUR 1.500.000,00 Investitors : 1. 50.000,00 € for the drying process of fruits and vegetables, 2. 200.000,00 € for the completion of the cold storage for cooling fruits and vegetables 3. 100.000,00 € for the process of planting and breeding at planting and growing at the desired surface
Expected collaboration	• New investors is looked for financial investment in proposed investment in ratios 1:1 • Financial share is equity participatin or joint venture

Company info	• Agriculture and food industry investment • Conpany since 2009 and PJ Agroprodukt since 2010 • Hadzici bb, 71000 Sarajevo, Bosnia and Herzegovina, Tel: ++ 387 33 710 310; pjagroprodukt@gmail.com • Production plant, agriculture land, agriculture machines, know how and experts • Own and investitors • 3+5 and cooperatives
Portfoilio of products	• dried fruits and vegetables, • cooled fruits and vegetables, • fresh fruits and vegetables
Structure of sales (2008, 2009)	
Employees structure	• Number of employees – 3+5 • Age structure – 35 years
Customers	• Food industries
Contact:	▪ Name of contact person: Cosic Zijad ▪ Address, City, Country: Trg heroja 8, Sarajevo, BiH ▪ Phone: 0038733710310 ▪ Fax: 0038733710312 ▪ E-mail: cetbah@epn.ba ▪ Company website: www.cetbah.ba

A-404/2012

SUPPLY OF LIVESTOCK & MEAT AND PROJECT FOR DEVELOPMENT OF ANIMAL RESOURCES

AUSTRALIA AND BOSNIA AND HERZEGOVINA



PROJECT PROFILE – THE FARES GROUP

Investment opportunity	*Project title: Supply of livestock & meat and project for development of animal resources*
Industry sector	*Agriculture*
Location	*Australia & Bosnia and Hercegovina*
Investment opportunity objective	*Production, turnover, employment*
Indication of returns	*Return of invested funds in 5 years*
Expected investment budget	• *Own funds : 3.000.000 €* • *Costs: land: 7.000.000 €* *equipment: 4.000.000 €* *contraction work: 6.000.000 €* *others: 2.000.000 €*
Expected collaboration	*Joint venture*

Company info	• *Main supplier of livestock worldwide* *1980* • *82 Smith street* *Darwin NT 0801* *Australia* *faresrur@taunet.net.au* *+61 889 814 242* • *President and board of directors* • *Number of employees : 250*
Factory premises	
Manufacturing departments	
Portfoilio of products	
Structure of sales	
Production and sale by products	
Employees structure	
Customers	
Financial data	
Contact:	• *Capt. Bakšić Namik* • *Eugena Kvaternika 10, 20000 Dubrovnik* • *+385 20 332 621* • *+385 20 412 784* • *nabaksic@inet.hr*
Others	*For all inquiries and expressions of interest, please contact Capt. Bakšić Namik.*

A-405/2012

INVESTMENT IN EXPANDING NEW CAPACITIES FOR PRODUCTION AND PROCESSING OF POULTRY MEAT IN LINE WITH HALAL STANDARDS

GRADAČAC, BOSNIA AND HERZEGOVINA



PROJECT PROFILE – *PILKOM d.o.o. Gradačac*

Investment opportunity	*Investment in expanding new capacities for production and processing of poultry meat in line with HALAL standards*
Industry sector	*Agriculture*
Location	*Gradačac town, north-east Bosnia*
Investment opportunity objective	*Current capacities of the company forms solid base for further investments in expanding production capacity and entering processings market, which is already being in progress. Company's roots spread back to 1978, while company operates under PILKOM name since 15th March 2000. Over the years our fresh and frozen chicken meat is recognized to be of supreme quality, especially in regard to colour and taste.* *PILKOM d.o.o. (Ltd) is the very first company in poultry business in Bosnia to be accredited HALAL certificate.* *Our future plans are as follows:* *- entering poultry processings market, which is already being in progress;* *- investment in own farming units which will strongly increase company's production ability and decrease costs per unit.* *This investment shall result in improving company's market position which combined with meat quality shall result in real export potential.*
Indication of returns	*Expected rate of return (ERR): 20%*
Expected investment budget	** Total investment budget: EUR 4,000.000* ** Own contribution:* *Funds: EUR 1,000.000 (25%)* *Additional contribution: construction land about 45.000sqm, existing facilities with slaughtering unit and small processing unit* ** Investitor's contribution EUR 3,000.000 (75%):* *- own farming facilities: EUR 1,050.000* *- processing unit equipment and building anex: EUR 1,150.000* *- working capital: EUR 800.000*
Expected collaboration	*Company is open for any form of collaboration: loan, strategic partnership, join-venture etc.* *Local company can provide: land in sufficient amount, buildings, existing facilities with established production and (small) processing, brand, experience in the field.* *Investor is about to provide: additional funds, access to foreign markets, technological and operational improvements, if availabile.*
Company info	*PILKOM is a chicken meat manufacturer established in 2000 while chicken farming begun in 1978. Location in Gradačac town, north-east Bosnia. Company is in private ownership.*
Factory premises	** Construction land: 30.000 + 16.000m2 (in progress)* ** Facilities: 3.100m2; total 4.200m2 (in prgrss)* ** Slaughtering unit: 1.260m2* ** Add. facilites: 420m2*

Manufacturing depts	* Production of fresh chicken meat in various forms * Production of frozen chicken meat * Production of chicken meat processings (in progess)		
Portfolio of products	* Fresh frozen chicken, whole * Fresh chicken legs and thights * Fresh chicken wings * Chicken heart and liver * Chicken fillet * Chicken meat, machine un-boned, fresh ** All products availabile in forzen form *** Chicken meat processings being currently introduced		
Structure of sales	***Sales in EUR***	***2010***	***2011***
		4.415.025,54	4.221.637,05
	Note: sales achieved in domestic market		
Employees structure	56 emplooyes total, management comprises of owner of the company, director, head of economic affairs with commercial manager and head of production dept (slaughtering and processing units)		
Customers	Company's products are present in retail stores and supermarkets chains throughout country		
Financial data	***Income statements in EUR***	***2010***	***2011***
	Sales	4.415.025,54	4.221.637,05
	Costs of goods sold	4.674.942,91	3.864.568,20
	Operating costs	272.553,47	319.069,72
	Net profit	-532.470,84	37.999,13
	Balance sheet in EUR	***2010***	***2011***
	Long term assets/equipm.	2.145.470,28	2.066.417,86
	Current assets	1.389.104,40	1.534.708,13
	Long terms liabilities	549.766,56	425.650,27
	Short terms liabilities	1.958.551,58	2.111.220,06
	Capital	1.026.256,54	1.064.255,66
Contact	Contact person: Edin Karajić, head of economic affairs Address: Kerep-Centar, 76250 Gradačac, B&H Phone: +387 35 860209; Fax: +387 35 860210 E-mail: pilkomdoo@bih.net.ba		
Others			







A-406/2012

SOLUBLE FERTILIZERS FILLING AND PACKING FACILITY

CAZIN, BOSNIA AND HERZEGOVINA







PROJECT PROFILE – *Edix d.o.o. Cazin*

Investment opportunity	**SOLUBLE FERTILIZERS FILLING AND PACKING FACILITY**
Industry sector	Agriculture
Location	Cazin, Bosnia and Herzegovina
Investment opportunity objective	Business expansion.
Indication of returns	Financial ratios that shows economic justification for the Project (ROI etc)
Expected investment budget	• Sources of funds: own, new investor 1.000.000 €, • List of costs (building, equipment, raw matherials, starting funds) 1.000.000 €
Expected collaboration	• Expected collaboration with new investor (financial support and acess to new technology etc.) • Financial share (40% our company, 50% investors, 10% others /bank etc./) 1.000.000 €

Company info	• Nature of busniess: Trade • When established: 1996. • Location: (see „Contacts“ part) • Management: Senija Basic-Hodzic • Facilities possessed: one building with warehouse included • Structure of capital: Private • Basic financial information: sales in 2011 – cca 200.000 €, • 3 • 15-year experience, good reputation, increasing annual sales and income, qualified staff
Factory premises	
Manufacturing departments	
Portfoilio of products	
Structure of sales (2010, 2011)	• 160.000 € (in 2010); 205.000 € (in 2011) • Only domestic and market
Production and sale by products	
Employees structure	• 3, • 40-50 years, • Planning to increase the number of emloyees
Customers	• Agriculturers' trusts (40% of turnover) • Major cucumber, rasberry and stawberry producers, farmers (60 %)
Financial data	• Only data from above is available
Contact:	• Senija Basic-Hodzic • Jošani bb, 77220, Cazin, Bosnia and Hezegovina • Phone: 38737-518-607 • Fax: 38737-518-123 • E-mail: agroedix@hotmail.com • Company's web page: agroedix.com.ba
Others	We have a great location and adaptable object, 15-year experience and we know the market well. Also we have good qualified staff and many satisfied customers.

A-407 /2012

CONSTRUCTION OF COOLERS OF PREPARATION, COLD, STORAGE AND SALE FRUITS AND VEGETABLES

GRAČANICA, BOSNIA AND HERZEGOVINA









PROJECT PROFILE –Agriculture cooperatives „GRACANKA“ Gracanica

<table>
<tr><td>Investment opportunity</td><td>Project title: Construction of coolers of preparation, cold, storage and sale fruits and vegetables.</td></tr>
<tr><td>Industry sector</td><td>Investment is planned to be produced in agricultural production</td></tr>
<tr><td>Location</td><td>This building capacity to shall area of the muncipality Gracanica, a raw materials base on Tuzla canton.</td></tr>
<tr><td>Investment opportunity objective</td><td>Goal of the project is to increase quantity and quality in production and sale of vegetables and fruits. This investment would increase the volume and structure vegetable production the action cooperatives. Implementation of this project would do welcome increase in the income of agicultural population and a better exploitation of natural resources in this area</td></tr>
<tr><td>Indication of returns</td><td>Return of funds invested is expcted in five years.</td></tr>
<tr><td>Expected investment budget</td><td>❑ GRACANKA, Own funds.....110.000,00 € or 27,17 %
❑ Loan funds..... 125.000,00 € or 28,60 %
❑ New investor.....202.000,00 € or 46,22 %
❑ Land ……..... 70.000,00 €
❑ Preparatory and buildable works…….. .105.000,00 €
❑ Equipment and panels……..... 127.000,00 €
❑ Other eguipments (load, scales,track)..... 135.000,00 €
❑ TOTAL: 437.000,00 €
- The building is under construction
- We provide our own and loan funds
- We need funds of the investors fot the equipment in cold storage.</td></tr>
<tr><td>Company info</td><td>Agiculture cooperatives GRACANKA, Our business is based on:
- Production and purchase of fresh milk
- Production and purchase of vegetables and fruits
- Procurement materials for yours farmers
GRACANKA was founded in 1954 year

Adress: Ahmed paše Budimlije 17, Gračanica 75320 BiH.

Tel/fax 035/703-277, e-mail. info@gracanka.ba, www.gracanka.ba
Manager: Rasim Husic, engineer of agriculture

GRACANKA has in its owership and warehouse 9 purchase and administration building.

Adventages over the other companies with similar in activity long tradition of this activity, expert team, owning infrastrtucture and natural and human resources for this production.</td></tr>
<tr><td>Structure of sales</td><td>Total sales in 2010. amounted 1.493.636,00 € and in 2011 year 1.792.199,00 €</td></tr>
<tr><td>Employees structure</td><td>The namber of employees is 17, whose age structure of the average 45 years. Structure of jobs is 9 engineers of agriculture, a economic, a lawyer, seven agricultural technicians and two administrative workers.</td></tr>
<tr><td>Customers</td><td>Bayers of our products are factory for vegetables, fruit and milk („VEGAFRUIT“, „FANA“, „INMER“, “VOCAR”, “SAVA”, “VITAMINKA”, “INMER” and „PPM“).</td></tr>
<tr><td>Financial data</td><td>A – Income statement

<table>
<tr><th>R.b.</th><th>Items income success</th><th>2011 year (€)</th><th>2010 year (€)</th></tr>
<tr><td>1</td><td>Revenues from sales</td><td>1.792. 199</td><td>1.493. 636</td></tr>
<tr><td>2</td><td>Cost of sales</td><td>1.445. 084</td><td>1.154. 662</td></tr>
<tr><td>3</td><td>Gross profit</td><td>347.115</td><td>338. 974</td></tr>
</table>
</td></tr>
<tr><td>Contact:</td><td>Ahmuljic Refik, adress: Ahmed paše Budimlije 17, 75320 Gracanica BiH.

Tel/fax. 035/703-277, mob. 062/393/868, e-mail. refik.a@gracanka.ba. www.gracanka.ba</td></tr>
</table>

A-408/2012

PRODUCTION, PURCHASE AND SALES COMPLEX OF THE ORGANICALLY GROWN FOOD

ZENICA, BOSNIA AND HERZEGOVINA







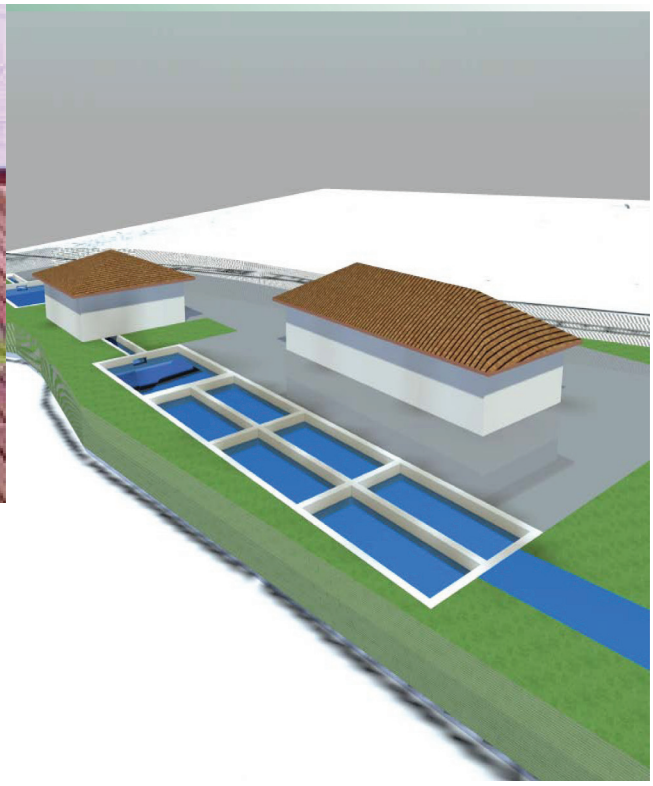


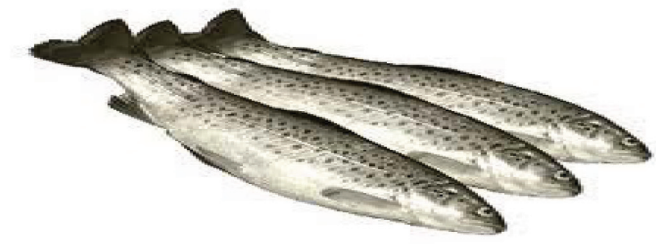
Investment opportunity	**Project title: "Production, purchase and sales complex of the organically grown food"**
Industry sector	**Agriculture**
Location	**Nemila, Zenica Municipality, Zenica-Doboj Canton**
Investment opportunity objective	**Turnover (5 years): 20.164.025,50 €, production: 37.432 tons, profit: 8.102.975,20 €, employment: 80, exports: about 65%**
Indication of returns	***Ratio of estimated profit and the planned investment (ROI) was 2.754. Therefore, it is unquestionable economic viability of the project***
Expected investment budget	• ***fixed assets: €2.593.382,13*** • ***current assets: €555.692,46*** • ***capital project holder: € 640.091,00*** • ***capital investor: € 2.812.105,34***
Expected collaboration	• ***Access to new technologies, marketing expertise, common market*** • ***From investors we are expecting investment of approximately € 2.812.105,34. The rest of the money needed for the project was provided by the holder of the project, which is reflected in the infrastructure, necessary permits, machinery, and professional personnel.*** • ***Joint Venture / Financial credit Opportunity***

Company info	• ***Brief description of business :Production, transportation, trade and services*** • ***Company established in 1990 year*** • ***Location (Vrandučka bb, Zenica, Bosnia and Herzegovina,*** • ***tel. +387 32 456 346, fax +387 32 456 350, mail: pravnasluzba@almy.ba*** • ***Management: general manager and sector directors*** • ***Facilities possessed: 3 buildings for the sale of building materials, 4 gas stations, motel, asphalt base, a factory for the production of building materials, storage of building materials, carpentry plant, three concrete plants, place of business of the company etc ...*** • ***Structure of capital: 100% private*** • ***Basic financial information: sales in 2011 - €48.000.000,00 , net profit in € 500.000,00,*** • ***Number of employees: 240*** • ***Strengths and Opportunities: years of experience, recognition in the market, a very competent and professional staff, quality of previous work (references)***
Factory premises	***Motel, four coffee shop, asphalt base, a factory for the production of building materials, storage of building materials, carpentry plant, three concrete plants***
Manufacturing departments	***Production of construction materials and concrete Production of asphalt*** ***Joinery manufacture, transport, store construction materials, oil trade, catering services, passenger transport, etc. ..***
Portfoilio of products	• ***All kinds of building materials, concrete, asphalt, merchandising and wholesale*** • ***gas*** • ***restaurant and accommodation***
Structure of sales (2010, 2011)	• ***Total sales in € 48.000.000,00*** • ***Structure / Domestic and foreign market: mostly domestic market***

Production and sale by products	***asphalt - 15% of total group sales, building materials – 25%, carpentry – 2%, concrete- 20%, gas-35%, Others-3%***
Employees structure	• ***Number of employees: 240*** • ***Age structure: 18-50*** • ***Workforce trend: University Degree 30*** ***High scholl 177*** ***Primary school 33*** ***There has been a marked increase in the number of employees***
Customers	***Zenica Municipality – 5%, Ministry of Transport and Communications of the Zenica-Doboj Canton-7%, JP Elektroprivreda BiH-7%, Arcellor Mittal Zenica-10%, BH Telecom-5%, JP Vodovod i kanalizacija -5%, STAMAL d.o.o. Kreševo – 8% etc...***
Financial data	• ***Income statement data 2010/ 2011 in €(sales: 21.000.000,00 / 27.000.000,00, cost of goods sold: 18.000.000,00 / 24.000.000,00, gross profit: 2.800.000,00 / 3.690.300,00, operating costs: 2.000.000,00 / 2.300.000,00, depretiation: 460.000,00 /760.000,00, taxes: 17.500,00 / 12.300,00, net profit: 200.000,00/ 180.000,00)*** • ***Selected Balance sheet data 2010/ 2011 in €(fixed assets (10.000.000,00)+ cash (100.000,00)+inventory(3.000.000,00)+ accounts receivables (3.000.000,00) + other current assets (700.000,00) = 16.800.000,00*** • ***total assets, total capital (10.000.000,00)+long term liabilities(1.800.000,00) +short term liabilities (5.000.000,00)= total liabilities and capital (16.800.000,00)***
Contact:	• ***Mr. Dubravac Adis or Mr. Alija Sinanović*** • ***Vrandučka bb, Zenica, BiH*** • ***Phone: +387 32 456 346*** • ***Fax: +387 32 456 350*** • ***E-mail:*** **pravnasluzba@almy.ba** • ***Company's web page: www.almy.ba***
Others	***ALMY group is a safe partner, known in the market. The group constantly increased, and progress in business.***









A-409/2012

COMPANY INTENDS TO EXPAND BUSINESS

BOSANSKA KRUPA, BOSNIA AND HERZEGOVINA





PROJECT PROFILE - *Agricultural cooperative UNA*

Investment opportunity	*Project title: Company intends to expand business*
Industry sector	*Industry sector of the proposed investment* *Food processing industry*
Location	*Ivanjska, Bosanska Krupa, Bosnia and Herzegovina*
Investment opportunity objective	*Explain expected impact of the investment: turnover, production, profit, employment, exports etc.* *Expected impacts of investment are: increase of raw goat milk, production, profit, employment, exports*
Indication of returns	*Financial ratios that shows economic justification for the Project (ROI etc)*
Expected investment budget	• *Sources of funds:* *Own- 750.000 €, loan1 80.000 €,new investor 250.000 €* ***Total invest 1,180.000€*** • ***List of all costs (land, equipment, w/c)€*** *1.LAND: 100.000 EUR 2.FACILITIES:450.000 EUR* *3.CONST WORK: 100.000 EUR 4.EQUIPMENT:240.000 EUR* *5. GOAT FLOCK (100) 30.000 E 6. GOAT FLOCK (700 210.000 EUR* *7.TRANS. VEHICLES 40.000 EUR 8.OTHERS EXPEN. 10.000 EUR*
Expected collaboration	• *Expected collaboration with new investor would be:* *Joint venture, markets and distribution channels, etc.)* • *Financial share:equity participating/ joint venture,*

Company info	• *Nature of busniess, Agricultural cooperative UNA* • *Goat farm and goat dairy* • *When established, 2008.* • *Location (address, city, country, phone, fax, e-mail)* *Ivanjska, Bosanska Krupa, Bosnia and Herzegovina* *Tel/fax 0038737480013, una.zadruga@yahoo.com* • *Management:Manager-Senija Rakovic,* *President of Assambley Slavko Poznanovic* • *Facilities possessed: Goat mik dairy plant and goat stable-farm, 11 hectars of land* • *Structure of capital: land, fscilities, bank loan 180.000Euro* • *Basic financial information: sales in 2009, net profit in €,* *During mentioned period there was an investment* • *Number of employees 13* • *Strengths and Opportunities: weak competition, production of demanded organic food*
Factory premises	*Goat milk dairy plant, goat stable-farm*
Manufacturing departments	*Milk processing department, cheese ripening department, cooling store*
Portfoilio of products	• *List all products: goat cheese in olive oil with wild mushrooms, garlic, seasonings, aromatic and curative herbs*
Structure of sales (2008, 2009)	• *During 2008, 2009. and 2010. there was investment period*
Production and sale by products	*Goat cheese in olive oil with wild mushrooms 50%* *Goat cheese in olive oil with aromatic herbs 30%* *Goat cheese in olive oil with seasoning herbs 20%*
Employees structure	• *Number of employees, 13* • *Age structure,30* • *Workforce trend:* *4 food processing tehnologists* *2 cattle breeding tehnologists* *7 workers*
Customers	• *List major customers (% of turnover)* *30 %domestic markets* *70 %foreign markets*
Financial data	*During 2008, 2009. and 2010. there was an investment period. The production and sale has been started in 2011* *In 2011 total income is expected 1, 368.000 Euro*
Contact:	• *Name of the contact person:Manager- Senija Rakovic* *For english speaking call 0038765446056 Slavko Poznanovic, President* • *Address, city, country:Ivanjska, Bosanska Krupa, Bosnia&Herzegovina* • *Phone 0038737480013 engl. 0038765446056* • *Fax 0038737480013* • *E-mail una.zadruga@yahoo.com* • *Company's web page is under cunstruction*
Others	*Cooperative has an organic food producer certificate, while HACCP standard is under way*

A-410/2012

PRODUCTION, PURCHASE AND SALES COMPLEX OF THE ORGANICALLY GROWN FOOD

GRAČANICA, BOSNIA AND HERZEGOVINA

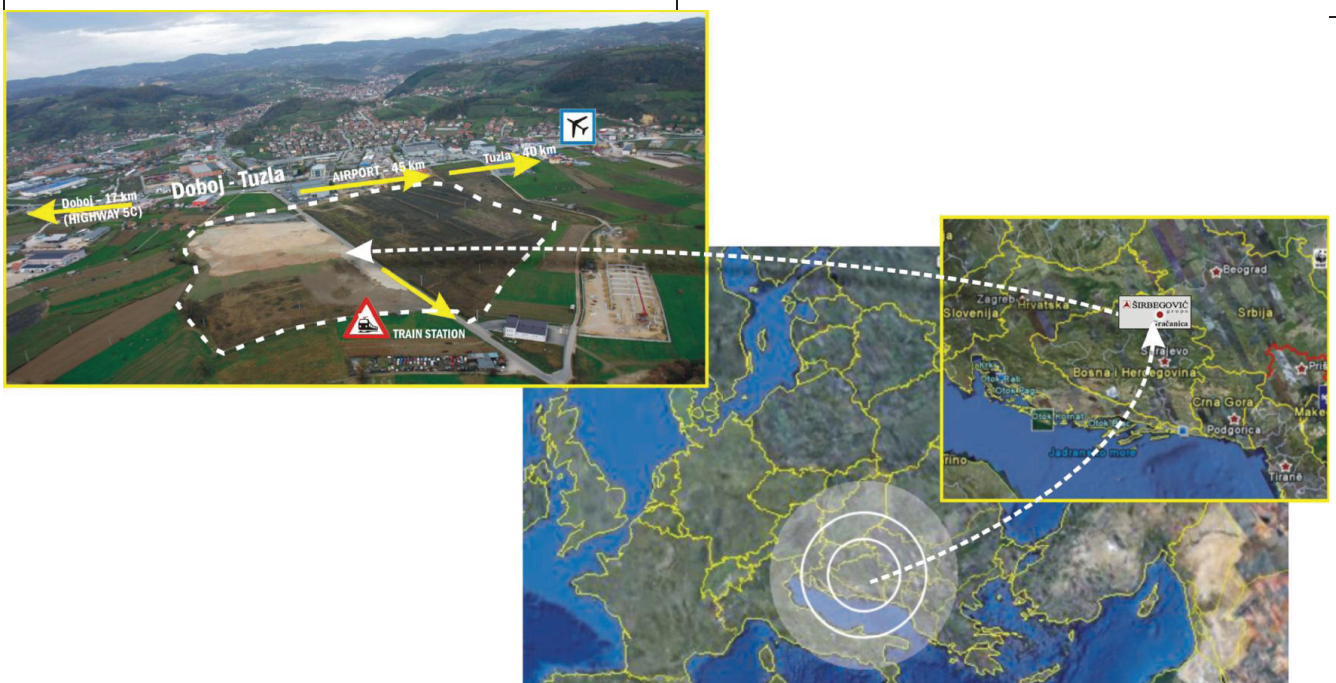


PROJECT PROFILE – *ŠIRBEGOVIĆ GROUP*

Investment opportunity	*HALAL BUSINESS PARK*
Industry sector	*AGRICULTURE, INFRASTRUCTURE*
Location	*GRAČANICA, BOSNIA AND HERZEGOVINA*
Investment opportunity objective	▪ *Offer investors a great opportunity to capitalize on the increasing demand for halal products on the European market,* ▪ *Be the leader in satisfying targeted markets needs,* ▪ *Develop business conduct based on Halal ethical principles in B&H,* ▪ *Set quality standards of international Halal industry,* ▪ *Be a catalyst for other halal parks in the country and the region,* ▪ *Improve the socio-economic wellbeing of the people in the area and B&H as a whole by creating job and business opportunities, and thus improve quality and standard of living for people in B&H.*
Indication of returns	
Expected investment budget	*88,4 mio. € , furnishing equipment and facilities for production excluded* *Scenario I: construction and renting of facilities* *ROE 220,51%* *Payback period 9,70 yrs* *Scenario II: construction and sale of facilities* *ROE 42,87%* *Payback period 6,70 yrs*
Expected collaboration	• *Joint venture company, equity participating, strategic partnership*

Company info	• *Civil engineering* • *Established in 1990.* • *Street Patriotske lige, 75320 Gračanica, 00387 35 700 000, 00387 35 700 980, info@sirbegovic.com* • *Faruk Širbegović, Fahrudin Ahmetašević, Emir Pašalić,* *Almir Šabuljić, Senad Kadić,* *Production facilities in Gračanica, factory in construction in Libya, diverse buildings in BiH,Serbia, Croatia* *100% private,* • *Basic financial information: sales 31 mio. € in 2009,net profit 5,11 mio. €, sales 20 mio. € in 2010, net profit 3 mio. sales 15 mio. € in 2011,net profit 1 mio. €, 420 employees* • *Strengths: Company image, know-how, competency, efficiency, empathy, business system,Libyan market and good relations with Arab countries* • *Opportunities: Increase of market share in Libya,strategic alliances with competition, complete service „turn key" for the customers, quality workforce, flexibility, anticipation, business diversification*
Factory premises	*Industrial zone of town Gračanica,* *Misurata, Libya*
Manufacturing departments	*Prefabricated armored concrete constructions, steel constructions, Al and PVC carpentry*
Portfolio of products	• *Prefabricated armored concrete constructions, steel constructions, Al and PVC carpentry, assembly and transport of all constructions*
Structure of sales (2009, 2010, 2011)	• *2011: Total sales 15 mio.€ ,* • *2010: Total sales 20 mio.€ ,*

	• *2009: Total sales 31 mio.€,* • *Structure / Domestic and foreign market:* • *30% domestic market , 70% foreign market*
Production and sale by products	*12,0 mio. € concrete constructions* *1,0 mio. € steel constructions* *0,3mio. € carpentry* *1,0 mio. € engineering* *0,4 mio. € design* *0,3 mio. € other works*
Employees structure	• *Number of employees 420,*
Customers	• Major customers (% of turnover) Eurobau Voždovac 4.275.419 KM 14.85% Niskogradnja Laktaši 1.551.011 KM 5,36 % Bingo Tuzla 1.511.100 KM 5,22 %
Financial data	***Income statement data 2011 in mio. €*** Sales 15,0 Cost of goods sold 11,0 **Gross profit 4,0** Net profit 1,0 ***Income statement data 2010 in mio. €*** Sales *20,0* Cost of goods sold *12,0* **Gross profit** *8,0* Net profit *3,0*
Contact:	*Bakir Sulejmanović* *Patriotske lige bb, 75320 Gračanica, BiH* *00387 35 700 966, fax: 00387 35 700 980* *bakir@sirbegovic.com - http://www.sirbegovic.com*



Area of the Plots and Buildings







A-411 /2012

EXTENSION OF THE EXISTING ACTIVITY TO INCLUDE PRODUCTION OF BOTTLED WATER AND FRUIT JUICES

SARAJEVO, BOSNIA AND HERZEGOVINA



PROFILE OF THE PROJECT – *El Tarik Oil d.o.o. Sarajevo (ELTA)*

Project proposal	- Extension of the existing activity to include production of bottled water and fruit juices, while the current basic activity of the company is turnover of oil derivates.
Industry sector	- Food industry
Location	- BiH, Sarajevo, the municipality of Ilidža
Project goal	- Production and packing of bottled water and fruit juices ; - In the first year the turnover of 18 000 tons has been planned in the value of circa 8 million of Euros with profit of 1 million of Euros; - 30 employed workers; - Export of products is 50%
Indicators of the investment repayment	- So far 2, 7 million Euros have been invested in this project for the purchase of land, the construction of borehole, the drafting of study on the quantity and quality of water. - Estimated value of the project is 9, 7 million Euros. - According to the first projection of the Feasibility Report, the repayment of the investment is expected in 7 years.
Budget of the expected investment	- Own funds of 2, 7 million Euros have been invested. - Investments by prospective partners to the amount of 2, 3 million Euros. - It is planned to take loan for the construction of building and equipment to the amount of 4, 7 million Euros. - Investments made so far: the land (12 000 m^2) to the amount of 2, 5 million Euros; construction of borehole and well - 200 000 Euros. - Future investments: building of 3150 m^2 to the amount of 1 million Euros; equipment in the amount of 5 million Euros; current assets amounting to 500, 000 Euros
Expected form of cooperation with prospective investor	- Partner is sought to invest 2, 3 million Euros and to take a joint loan for the factory to the amount of 4, 7 million Euros.

Information about the company	- The current company has started to operate in 1996 and new activity commenced in 2008. - Address: Ćamila Sijarića no. 26, Sarajevo, BIH; E-mail: eltariko@bih.net.ba; Tel:00 387 33 667-404; Fax:00 387 33 667-405. - Privately owned family business with 100% of ownership Director: Čengić Bakir. - The company owns: three gas stations, three tank cars; four apartments on Bjelašnica, the land of 12000 m^2 (for the factory), the land of 3500 m^2 (for new gas station). - Privately-owned family capital - In 2010 the selling result was in the amount of 9,512,213 of Euros - Net profit in 2010 was 193,755 of Euros - Number of employees: 50 - New activity in production of bottled water and fruit juices may considerably rely on the existing organisation of the company dealing with turnover of oil derivates.
Production facilities	- There is the land, and the borehole has been constructed.
Production departments	- Production of bottled water, both sparkling and still water, fruit juices and non-alcoholic beverages and refreshment drinks.
List of products	- Bottled water, sparkling and still water, fruit juices and non-alcoholic beverages and refreshment drinks.
Selling structure	- During the first year it is planned to produce and sell 18 000 tons in the value of circa 9 million Euros along with annual growth of 10%.
Production and selling as per product	-
Employees	- The planned number of employees is 30; so far 3 persons have been employed.
Purchasers	- The planned selling of products is 50% on domestic market and 50% on international market.
Financial data	- For this branch we have no data available as this is a start-up phase. As for the existing activity, i.e. the oil derivates branch, all data are presented in the documents already submitted to you: Balance Sheet for 2010 and Semi-annual Balance Sheet for 2011.
Contact information	- Čengić Bećir; Bajraktarević Asim, Botonjić Berina. Ćamila Sijarića no. 26, Sarajevo, BIH; E-mail:eltariko@bih.net.ba; eltarikaqua@gmail.com; Tel: 00 387 33 667-404; Fax: 00 387 33 667-405.
Other information	- The personnel has been trained in this branch and, in addition to the existing personnel, we have two experts with master's degree in the filed of treatment of waters and fruit juices. The procedure on the recognition of our well "Sarajevsko vrelo-Ilidža" by the EU is still in progress.

A-412/2012

ESTABLISHMENT OF THE INDUSTRIAL TYPE OF MEAT PRODUCTION

VISOKO, BOSNIA AND HERZEGOVINA







PROJECT PROFILE - KAPLAN PRODUKT d.o.o.

Investment opportunity	ESTABLISHMENT OF THE INDUSTRIAL TYPE OF MEAT PRODUCTION
Industry sector	Agriculture
Location	Smrsnica nn, 71300 Visoko, B&H
Investment opportunity objective	Increasing production of the meat products and establishing production of the semi shelf stable products. To ensure 20 new work places, or possible 32 work places with establishing production in two shifts. Also, to achieve possibility of export into the country of region and abroad.
Indication of returns	• Projected annual sale **2,210,000.00 EUR** while total sale of the fifth year would be **3,185,000.00 EUR** • **Expected total income: 240,240.00 EUR (second year)** • **Payback period: 4 years** • **IRR (internal rate of return): 19 %** (Calculation are done on total investment of 1,500,000.00 EUR).
Expected investment budget	**Own investment: 1,000,000.00 EUR** (New built facility, licenses, land, active contracts, equipment, technology, developed brand...) **Necessary funds of the foreign investors : 500,000.00 EUR** • Into facility – external decoration: 75,000.00 EUR • Into equipment: 150,000.00 EUR • Working capital: 275,000.00 EUR
Expected collaboration	Foreign investor is offered: • Part in capital; • Part of the total capital; • Credit investment and • Other

Company info	• Firm Kaplan Produkt d.o.o. is inheritor of the company SZR "KAPLAN" which traditionally performs production and processing smoked products since **1970**. • Firm is located in Visoko, 30 km away from capital city Sarajevo. **Advantages of the firm Kaplan Produkt d.o.o. is:** • Kaplan Produkt d.o.o. has new built facility with its full capacity of 8 tones finished products daily. • Developed brand and achieved product which become more demandable on Bosnia and Herzegovina market. • Possibility of the expanding production and many other advantages. More information about company is available by demand of the foreign investors.
Factory premises	Facility is located next to the local and main high – way, which allows very simple access, and also has completely resolved sewage and water issue. Facility is built accordingly to the world standard which offers possibility to expand on the regional and abroad market.
Manufacturing departments	In manufacturing departments of the firm, there are storages with -18 °C regime of work and capacity about 150 tones. There are also smoking rooms with capacity of 20 tones.
Portfolio of products	**When it comes to the products which are on the market, we should say that we are dividing it into two groups:** • Shelf Stable product (smoked sausage, smoked beef and smoked spice sausage) • Products of the minced meat (minced meat, cevapi and hamburgers)
Structure of sales	Market of the sale is at the moment domestic. Our main buyers are leading centers in B&H (Bingo d.o.o. Tuzla which owns 80 stores through B&H). In addition, our buyers are the ones with individuals stores (over 100), as well kitchen of different firms in Bosnia and Herzegovina (RMU Banovici and others.)
Production and sale by products	Data available for review to the foreign partner, if necessary.
Employees structure	Data available for review to the foreign partner, if necessary.
Financial data	Data available for review to the foreign partner, if necessary.
Contact:	• Kaplan Produkt d.o.o. • Smrsnica, bb., 71300 Visoko, BiH • Tel/Fax: +38732 746 700 • Mob.: +38761 594 571 (Kaplan Hidajet) • Mob.: +38761 976 317 (Kaplan Fikret) • E-mail: kaplan.produkt@gmail.com
Others:	Others information about company which could be interested for potential partner are available on his/her request.

A-413/2012

HEALTHY FOOD PRODUCTION

ZENICA, BOSNIA AND HERZEGOVINA







PROJECT PROFILE – *Cooperative Farm PRONATURA p.o. Zenica*

Investment opportunity	*HEALTHY FOOD PRODUCTION*
Industrial Sector	*AGRICULTURE*
Location	*Zenica Bosnia and Herzegovina*
Project Objective	• *Turnover: 2.500.000 €* • *Production: 1.600 tons of fruit* • *Profit: 30 %* • *Employment: 1000* • *Export: 90 %*
Return on Investment Indicator (3 years)	*IRR = 35 %* *In the third year the investment will have the return of investment funds*
Expected Investment Budget	• *Own Funds 200.000 €* • *Investor 750.000 €* • *Investment Funds 950.000 €*
Expected Form Of Cooperation With Potential Investor	• *Access to new markets and distribution channels* • *Loan Funds: 750.000 €*

Company Information	• *Production, purchase, freeze-storage and sale of berries,* • *Company founded: 2011* • *Location: Sarajevska bb – Drivuša, 72000 Zenica Bosnia and Herzegovina tel 00387 32 420 633 Fax 00387 32 203 181, e-mai: info@pronatura-bh.com* • *Compny Management Structure: Director* • *Capital Structure: Private* • *Number of employees: 2* • *Advantage: One of the first companies of this type in BiH* *Founders are the owners of successful companies K.L.P.d.o.o. Mengeš Slovenija* *EUROMAS d.o.o. Zenica Bosnia and Herzegovina*
Production facilities	*Currently using rented facilities* - *Freezer with the capacity of 400 tons* - *Deep freeze tunnel with the capacity of 30 t/ 24 hrs*
Production Departments	*Plantation growing of berries* *Center for processing, freezing and storage of berries*
List of Products	*Raspberry, Blackberry, Blueberry, Strawberry*
Structure of Production (Plan for 2012)	• *Founded in 2011 with no sales* • *Sales structure for 2012: domestic market 10 %and foreign market 90 % (Slovenia, Austria, Turkey…)*
Production and Sales of Products (plan for 2012)	*Plantation raspberry – 600 tons; blueberry american – 20 tons; forest blackberry – 50 tons; forest blueberry – 50 tons .*
Employees	• *Number of employees: 2 formal + 25 season workers* • *Age structure: 40* • *Work position structure: Director and Sales Specialist*
Buyers	*Potential buyers: DANA, FRUCTAL, ETA,LJUBLJANSKE MLEKARNE from Slovenia*
Financial Information	• *No sales in 2012* • *Plan for 2012:* *sales: 1.400.000 €* *profit: 420.000 €*
Contacts	• *Midhat Haračić* • *Sarajevska bb, 72000 Zenica, Bosna i Hercegovina* • *Telephone 00387 32 420 633 ;* *mob 00387 61 265 824* • *Fax: 00387 32 203 181* • *E-mail, info@pronatura-bh.com* • *Web: www.pronatura-bh.com*
Other	*Currently contracts are being signed with producers for the total quantity of 700 tons of fruit*

A-414/2012

ANTATION CULTIVATION AND PROCESSING OF (ECO) MEDICINAL HERBS AND FOREST BERRIES

BOSNIA AND HERZEGOVINA

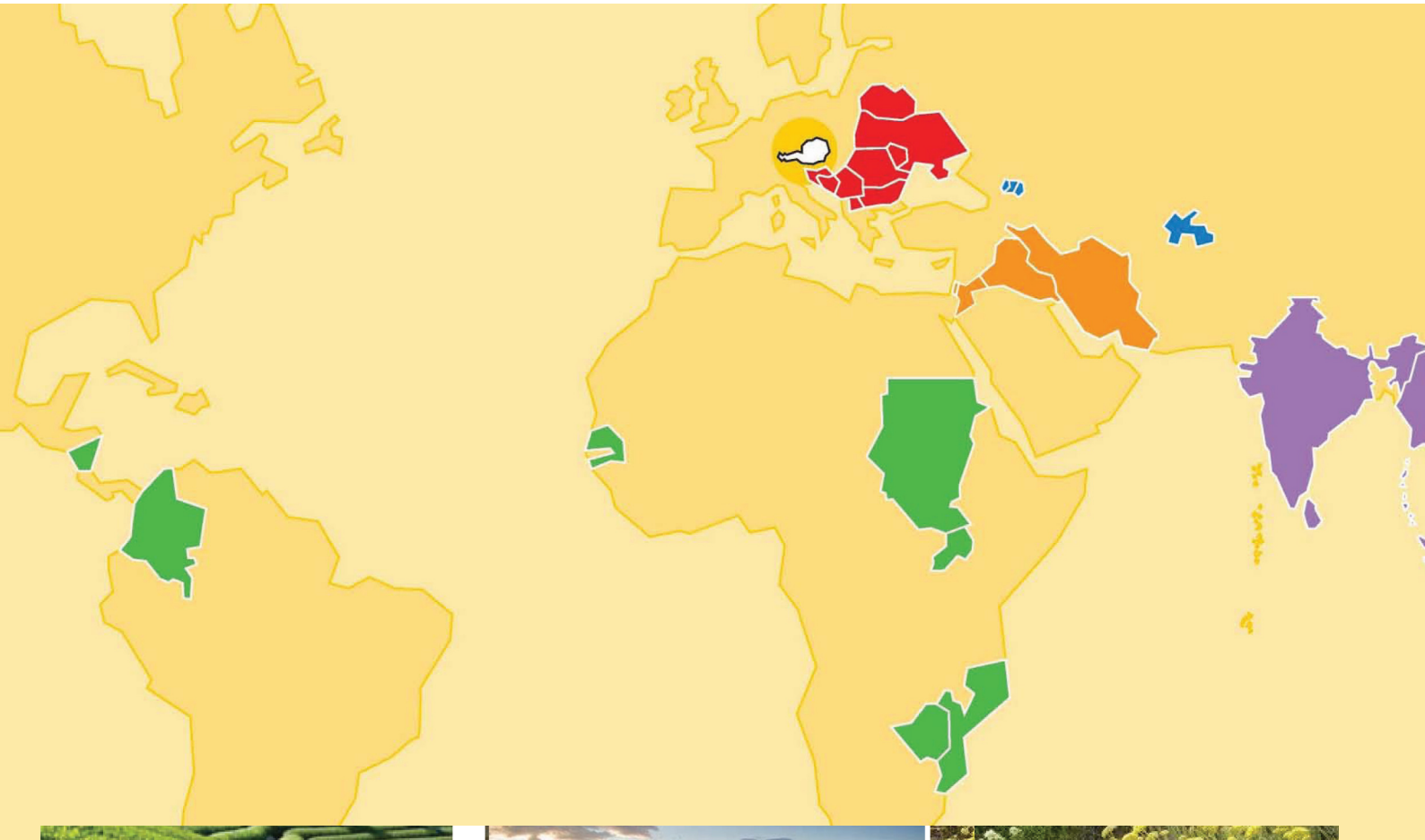


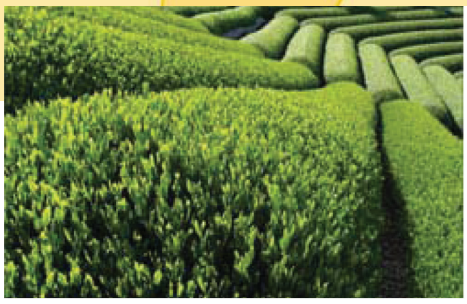
PROJECT PROFILE – *HILFSWERK AUSTRIA INTERNATIONAL*

Investment opportunity	Project title: Plantation cultivation and processing of (eco) medicinal herbs and forest berries
Industry sector	Agriculture
Location	Bosnia and Herzegovina, Municipalities: Stolac, Jablanica, Trebinje, Konjic, Ilijas, Zepce, Odzak, Banja Luka, Prijedor, Bihac, Bugojno, Gornji Vakuf/Uskoplje
Investment opportunity objective	*Explain expected impact of the investment: turnover, production, profit, employment, exports etc.* Investment in medicinal herbs and their products (essential oils) is very profitable. With minor investments in the capacities of existing producers and processors in the period of 3 years it is possible to make at least 22,730 million EUR of products ready for the market with investment of about 684.740 EUR. Possible net benefit is at least 12.953.000 EUR in 3 years (for producers of dry herbs) and almost double for essential oils, all possible for export. With the project implementation the total increase in medicinal herbs use / production will be from current 5-7% up to 20% in next three years. Formation of the Primary station in Bugojno (existing company) for processing of medicinal herbs, forest berries and needle-like evergreen trees. Number of employments: - In collecting herbs and berry fruit – 2.000 families (about 6000 Persons) - In plantation 60 producers - In processing (secondary and primary centers) 40 actors (companies) - In creation of mother nursery (production of seeds and seedlings) 8 actors
Indication of returns	*Financial ratios that shows economic justification for the Project (ROI etc)* ROI = at least 1,32 (very high) (132%)
Expected investment budget	• List all sources of funds own – HWA with BiH producers 30% new investor - 60% - 70% other sources – up to 10% • List all costs equipment, vehicles, technical equipment, seedlings, seeds, other materials for transport and package, supervision, organization, w/c – 684.740 €
Expected collaboration	• *Explain expected collaboration with new investor (technical and / or marketing expertise, access to new technology and /or markets and distribution channels, etc.)* Investment in project management/organization/supervision and new equipment, seed, seedlings, other materials for transport and package, study, expert follow up and advisory etc. (medicinal herbs and products) • *explain financial share (equity participating, joint venture, loan, etc)* Own participation with producers involved – 30% Partner participation – 60% - 70% Other sources of funding – up to10%

Company info	• Nature of business - Consulting/Monitoring/Manager (nonprofit organization) • When established – 1978 in Austria; 1996 in BiH • Location (address, city, country, phone, fax, e-mail) BiH, 71000 Sarajevo, Dervisa Numica 6, +387 33 525 369; Fax: +387 33 611 563, suzanaj@hwa.com.ba • Management – Managing Director in Vienna, Country Director in BiH • Facilities possessed – offices worldwide with technical equipment and vehicles • Structure of capital - HWA as a nonprofit organization that implement various donor funds (support economical development), in this project has for partners producers and processors, well established in BiH • Basic financial information: Total expenditure in 2010 was 10.022.650 EUR, with zero net profit, Since 1996 in BiH Implemented 73 projects valued more than 52 Million EUR • Number of employees: 17 in HQ, 13 in BiH and 48 worldwide

	• Strengths and Opportunities: HWA has an excellent knowledge on BiH market, policies, people and companies. It has an excellent management expert team and great experience in support to agriculture producers and other players in economical sector. It has well established mechanisms of financial management and monitoring. Provides direct access to civil society and has expertise in projects implementation. Due to our non-profit longstanding experience, we offer high credibility and reliance as well as high competence of projects. We offer win-win approach to all participants. Potential investor will benefit from stable general conditions which we create in the country(ies) using our experience and know-how. Local communities and people will benefit from new companies offering employment and income.
Factory premises	N/A
Manufacturing departments	N/A
Portfoilio of products	• List all products
Structure of sales (2010, 2011)	• Total sales in • Structure / Domestic and foreign market
Production and sale by products	
Employees structure	• Number of employees - 17 in HQ, 13 in BiH and 48 worldwide with involvement of all local partner (producers, collectors and processors of herbs) • Age structure: Mostly 28 – 50 years • Workforce trend – stable with slight increase
Customers	• List major customers (% of turnover) in 2010 European Union - 16%, Austrian Development Cooperation - 7,4%, BiH and other national and international contribution – 43,5%, HWA own resources – 33,1%
Financial data	• Income statement data 2010 / 2011 in €(sales, cost of goods sold, gross profit, operating costs, depretiation, taxes, net ptofit) • Selected Balance sheet data 2010 / 2011 in €(fixed assets+ cash+inventory+ accounts receivables+ other current assets= total assets, total capital+long term liabilities+short term liabilities= total liabilities and capital)
Contact:	• Suzana Jasarevic, Country Director • Dervisa Numica 6, Sarajevo, BiH • Tel +387 33 525 369 • Fax +387 33 611 563 • E-mail suzanaj@hwa.com.ba • Web www.hwa.com.ba www.hilfswerk.at
Others	Excellent knowledge about local situation in BiH. More than 16 years of work in BiH and the world. More than 30 years of existence. Expertise in management, monitoring and supervision. Good contacts with local authorities and with Austrian Chamber of Commerce. Our experience facilitates the entrance into a new market – no meter if it is for buyer, seller or producer.



















A-415/2012

PROPOSAL TO EXPAND THE BUSINESS

MOSTAR, BOSNIA AND HERZEGOVINA



PROJECT PROFILE – *EKO KOZA MOSTAR*

Investment opportunity	Proposal to expand the business
Industry sector	Industrial agriculture - goat
Location	Location GACKO - BiH - source of the river Neretva
Investment opportunity objective	The project aims the production of eco goat meat, EMPLOYMENT returnees and other
Indication of returns	Indicators of investment return after three years grace period is achieved yearly realization of € 250.000,00. The return on investment after three years.
Expected investment budget	• Private investor funds - € 510,725.00,
Expected collaboration	• It is expected that investments in property € 153,217.00 • 70% investor • 30% investor

Company info	• Growing breeding goats and milk production of dairy products and meat, • Registered 2006th Vol. • Mostar, Bosnia Vrapčići, o61 273 676; mail:dzevad.kovac @gmail.com) • Director - Owner • Private • 7 Employees • Unique in the wider region
Factory premises	
Manufacturing departments	Stables, milking parlor, dairy and meat, residential and office facility.
Portfoilio of products	Milk and meat production
Structure of sales	
Production and sale by products	produce milk, cheese, whey and meat approximately € 100,000.00
Employees structure	• Number of employees, 7 • Age structure, 25-60 years • Workforce trend: Learned workers
Customers	Customers Legal and natural persons
Financial data	
Contact:	Dževad Kovač • Vrapčići, Mostar, BiH • Phone 061 273 676 • Fax, 036 981 027 • E-mail, dzevad.kovac@ gmail.com
Others	very stable company

A-416/2012

PRODUCTION OF SEED POTATO, PURCHASE AGRICULTURE PRODUCTS AND FOREST FRUITS, AND TRANSPORT OF ROW MATERIALS

FOJNICA, BOSNIA AND HERZEGOVINA



PROJECT PROFILE - FOJNICA ZZ
RECONSTRUCTION AND INCREASING COOPERATIVE BUSINESS

Investment opportunity	Production of seed potato, purchase agriculture products and forest fruits, and transport of row materials
Industry sector	Agriculture
Location	Fojnica
Investment opportunity objective	Production of seed potato on land surfance of 25 ha, total grown fruit on this land is 625 t (440 t seed potato and 185 mercantile potato). For purchase agriculture products and forest fruits we needed current assets, and adaptation of wearhouse and purchase of equipmant
Indication of returns	Return of investion is 7 years
Expert Investment Budget	Own capital – object, land **373.850 €** New investior – adptation of wearhouse, equipment, means for transport and current assets **200 000 €**
Expected collaboration	Financial investment

Company info	Production of agriculture products It is estabilishdes 1990. Year Location: Fojnica, Bosanska bb Bosna i Hercegovina +38730831421 zadrugafojnica@hotmail.com Menagement: Safija Ramić – director, phone number +38761427305 Company is estabilished as farmer assotiation For two last years company couldnt start own production, because of financial problems. Number of employees is 5, at this moment. Strenght of company is in her farmers –

	cooperants. Company gives them secure placement of thier all products, also safe wearhouse for frutis or vegetables.
Portfilio of products	All agriculture products, forest products, and all other home made products
Employees structure	Total number of employees is 5
Customers	RC REUMAL – Fojnica Agricom Blažuj, Poljooprema Sarajevo, Cooperants and supermarkets
Financial data	Activ is 373.945 € Bilance Sheet - 21.599 € We where in losts because of financial problems and general agriculture state.
Contact:	Pašić Nisvet, agr. Sarajevo, BiH Phone nubrer: +38761297327 pasic_nisvet@hotmail.com
Others:	List of all detailed information that potential investor can be interested can be presented when required



A-417 /2012

PRODUCTION OF SPECIALIZED TYPES OF CHEESES, BUTTER AND OTHER PRODUCTS FROM MILK

KPRIVNICA, REPUCLIC OF CROATIA



PROJECT PROFILE – *Mini Dairy – Cheese production*

Investment opportunity	*Company intends to expand business and production for Mini Dairy – Production of specialized types of cheeses, butter and other products from milk*
Industry sector	*Food-production industry - Agriculture*
Location	*Jagnjedovec - Koprivnica – North Croatia*
Investment opportunity objective	• *Buying of an existing cow- farm for 70 cows next to the dairy production premises* • *Issuing HACCP standard licence* • *Educating 5 existing employees* • *Employing 4 new workers* • *Expanding production of milk from 1000 lit. per day to 2000 lit. per day, meaning turnover of 100%.* • *Exporting of products to an existing buyers and market in Hungary* • *Expanding sale of existing and new products in domestic market – Croatia*
Indication of returns	• *ROI in 5 years* • *IRR 5%* • *Open for further agreements*
Expected investment budget	• *250.000,00 € requested amount from new investor* • *Value of existing real estates 408.000,00 € + land for building dairy with all permits 25.000,00 € + new for buying 85.000,00 € - total: 518.000,00 €* *Investment costs:* ***250.000,00 €***
Expected collaboration	• *From new potential investor we expect collaboration in expanding our exporting through investors new distribution channels* • *Loan funds*

Company info	• *Production of milk and milk related products, cow breeding* • *Established 1999, as Dairy Visak* • *Jagnjedovec - Koprivnica – North Croatia* • *House + farm+ land for building new dairy* *Structure of capital:* • *518.000,00 € in real estates and equipment* • *90.000,00 € in livestock – cows* • *Total revenue in - 2010.= 159.546,00 €* *- 2011. = 57.857,00 € - smaller revenue because of milk dropping price* • *Number of employees = 5* • *Company has good development terms with proper investor to expand their production and capacity 100%.* • *Competitive advantage in the market because we have our own raw materials for production and low prices* • *Advantage in inovative products which are represented in very small amount on market, but are very popular* • *No competition for this kind of products*
Portfoilio of products	• *9 different kinds of cheese products with various aromatic weeds and nuts* • *Grated cheese* • *Cheese in pumpkin seed oil* • *Domestic butter* • *Fresh cheese with sour cream* • *Milk and cheese spreads*
Structure of sales	• *Sales – 50% domestic and 50% foreign market*
Employees structure	• *5 employees* • *Age trend - 35-60 years*
Customers	*Major customers: Croatia* • *Vindija d.d. 10%* • *Public markets 70%* • *Podravka Gastro Grupa d.d. 20%* *Hungary*
Contact:	• *CT-INTRUST d.o.o.* • *Petrovaradinska 7/V, 10000 Zagreb - Croatia* • *+385 1 230 - 2030* • *+385 1 230 - 2013* • *ctintrust@yahoo.com*

A-418/2012

THE INVESTMENT PROJECT OF THE INTENSIVE PRODUCTION VEGETABLE AND FLOWERS IN GREENHOUSE

ŽIVINICE, BOSNIA AND HERZEGOVINA



PROJECT PROFILE - Senaid Mujabasic

Independent Business Consultant

Investment opportunity	*Project title: The investment project of the intensive production vegetable and flowers in greenhouse in Bosnia and Herzegovina*
Industry sector	*Industry sector of the proposed investment:* *Agriculture*
Location	*Location of the proposed investment :* *Bosnia and Herzegovina*
Investment opportunity objective	*Explain expected impact of the investment:* ***Production of tomato:*** *Total Investment 58.625 KM* *Turnover for vegetable :96.735 KM* *Profit for vegetable :38.110 KM* *Cash flow for vegetable :90.615 KM* *Pay of back:0,64* *Profitability :1,54* ***Production of flowers:*** *Total inveatment :58.625 KM* *Turnover for flowers :113.375 KM* *Profit for flowers :54.750 KM* *Cash flow for flowers :108.615 KM.* *Pay of back:0,93* *Profitability :1,85* *Employment 4 persons With implementation of the project* *Export decreased* .
Indication of returns	*Financial ratios that shows economic justification for the Project (ROI etc)* *ROA FOR VEGETABLE :1,65* *Pay of back:0,64* *Profitability :1,54* *ROA FOR FLOWERS :1,93* *Pay of back:0,93* *Profitability :1,85*
Expected investment budget	•
Expected collaboration	• *Sales of the Project* • *Consulting*

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Contact:	• Senaid Mujabasic *Oslobodjenja 38 75270Zivinice* • *00387 176 909* • *Bosnia and Herzegovina* • *Email:senaidm@mail.com*

A-419/2012

THE INVESTMENT PROJECT OF THE INTENSIVE PRODUCTION MEDICAL PLAN-TEA

ŽIVINICE, BOSNIA AND HERZEGOVINA



PROJECT PROFILE - Senaid Mujabasic

Independent Business Consultant

Investment opportunity	*Project title: The investment project of the intensive production medical plan-tea in Bosnia and Herzegovina*
Industry sector	*Industry sector of the proposed investment:* *Agriculture*
Location	*Location of the proposed investment :* *Bosnia and Herzegovina*
Investment opportunity objective	*Explain expected impact of the investment:* ***Production of basil:*** *Total Investment 90.500 KM* *Turnover :312.000 KM* *Profit :204.000 KM* *Cash flow :96.000 KM* *Pay of back:0,94* *Profitability :2,25* *Employment 10 persons with implementation of the project* *Export decreased* .
Indication of returns	*Financial ratios that shows economic justification for the Project (ROI etc)* *ROA FOR :BASIL :2,4* *ROE FOR BASIL:1,8* *Pay of back:0,94* *Profitability :2,25*
Expected investment budget	•
Expected collaboration	• *Sales of the Project* • *Consulting*

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Contact:	• Senaid Mujabasic *Oslobodjenja 38 75270Zivinice* • *00387 62 176 909* • *Bosnia and Herzegovina* • *Email:senaidm@mail.com*

A-420/2012

AGRICULTURAL ECONOMY

SLAVONSKI BROD, REPUBLIC OF CROATIA



















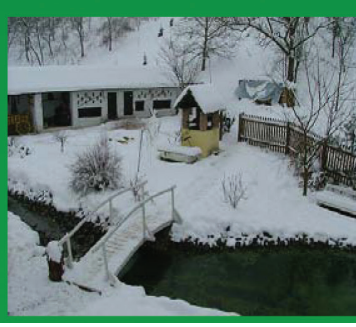












PROJECT PROFILE – *„DAIVA CAR“ d.o.o. Vitez*

Investment opportunity	**AGRICULTURAL ECONOMY** **OPG EMILIO ABRAMOVIĆ**
Industry sector	**AGRICULTURE**
Location	**SLAVONSKI BROD-BRODSKI ZDENCI-SLAVONIJA, REPUBLIC OF CROATIA**
Investment opportunity objective	**PROFITS FROM THE SALE**
Indication of returns	**FINANCIAL FEASIBILITY-TOTAL INVESTMENT** ▪ **Equipment for drying of fruits and vegetables and of medicinal herbs and other equipment for drying fruit 56.061,25 EUR** ▪ **Equipment for the packaging of dried fruits 5.134,13 EUR** ▪ **Chamber for cooling of fruit 45.418,33 EUR** ▪ **Equipment for the processing of the existing orchard of pear trees, 1 thousand.Purchase of tractors and other equipment 21.246,40 EUR** ▪ **Equipment for the distillation 18.043,82 EUR** ▪ **The water tank and irrigation equipment 9.843,29 EUR** ▪ **Electrical installations 5.312,08 EUR** ▪ **Construction of tourist facilities 48.605,58 EUR** ▪ **Raw materials 42.605,85 EUR** ▪ **Fixed costs 5.152,72 EUR** **TOTAL INVESTMENT: 257.423,45 EUR** ▪ **EXTRA PROFIT IN ONE YEAR 76.029,22 EUR** ▪ **CAPITAL FUNDS TURNOVER AND PROFIT ALOUD UNOBSTRUCTED MONTLY REPAYMENT OF POTENTIAL CREDIT FOR PLANNED INVESTMENTS.** ▪ **RETURN ON INVESTED CAPITAL FOR FOUR YEARS**
Expected investment budget	**Investment according to the above calculation**

Expected collaboration	• **INVESTMENT AND JOINT VENTURE ORGANISATION**

Company info	**1)Trade company, with own brand new luxurious sale and business building wit 1.096 m2 at Business Center PC-96 in Vitez, BiH** **2)Company was founded in 1987 year, reregistered in the year 2000.** **3)Structure of the capital: Private.** **4)Sale and profit information for the year 2012 is not available.** **5)Strengths and Opportunities: Knowledge, skills and ideas, direct import, fast turnover, own sales capacities, free of credit or any other indebtedness of companies and employees, great market knowledge and experience, aspiration for greater successes and profit, remarkably good location of the company at positive and very active business environment with large frequency of custumers**
Factory premises	*
Manufacturing departments	*
Portfoilio of products	*
Structure of sales (2010, 2011)	*
Production and sale by products	**AGRICULTURAL PRODUCTS**
Employees structure	▪ **Executive director Emilio Abramović is agriculture engineer, with 15 years of experience in processing and management of production.** ▪ **Vesna Štrukelj agriculture engineer has 10 years experience with implantations of project funded by international organizations and institutions.** ▪ **Ilija Abramović, dipl. engineer with 25 years experience in production and management of factory constructions abroad.** ▪ **Other employees with adequate education and skills.**
Customers	• **EU-EUROPEAN UNION** • **BOSNIA AND HERZEGOVINA**
Financial data	*
Contact:	**1) Emilio Abramović** **2) PHONES: 00 387 62 143 858** **00 387 63 414 707** **FAX: 00 387 30 711 324** **e-mail: emilio.abramovic@tel.net.ba**
Others	





A-421 /2012

WATER PLANT FOR THE PRODUCTION OF CLEAN SPRING WATER FOR SALE OR JOINT VENTURE INVESTMENT

VITEZ, BOSNIA AND HERZEGOVINA







PROJECT PROFILE – *„DAIVA CAR“ d.o.o. VITEZ*

Investment opportunity	*Water Plant for the production of clean spring water for sale or Joint Venture investment*
Industry sector	*Production of clean spring water and aerated spring water*
Location	*Bosnia and Herzegovina*
Investment opportunity objective	*Start production, profit, employment and export*
Indication of returns	*1. Total investment:* *- Complete Factory purchase EUR 3.500.000,00* *- Purchase of 8 trucks with trailers “ 884.200,00* *TOTAL: 4.384.200,00* *2. Total market value of the production:* *Based on annual production of 50.400.000 l water, or. 2800 trucks of water or 2.800 40” CTN:* *100l/minx60minx24hx350daysx0,19EUR/l=9.576.000,00 EUR* *3. Annual production costs:* *- Raw material and packing 4.123.057,00 EUR* *- Employees salaries and contributing 420.531,00 EUR* *- Transport to the port 644.227,00 EUR* *- Electricity costs 183.620,00 EUR* *- Depreciation 306.894,00 EUR* *- Maintenance 122.500,00 EUR* *- Concessions 50.000,00 EUR* *- Phone costs 6.850,00 EUR* *- Heating 14.250,00 EUR* *- Marketing and new products introduction 118.500,00 EUR* *TOTAL: 5.990.429,00 EUR* *4. FIRST YEAR PRODUCTION PROFIT:* *3.585.571,00 EUR* *REMARKS:* *- Profit calculation is based on 100 liters of water per minute since it is currently installed capacity of equipment. However, since the concessions are for 400 liters per minute ant there is planed space within the factory for additional production lines, additional investment of 1.600.000,00 EUR in the following years would increase the profit 3 times in each year of production and business.* *- This short analysis shows extra high profit in the following years and very quick capital redemption.* *- Since these calculations are for a foreign investor, tax on profit is not calculated according to free of tax in the first five years of business.* *- Expected transport costs are based on assumption that purchaser is in Asia or Africa, destinations where a ship transport is required; product price is FcO Zadar port in Croatia. Transport costs for road or railroad destinations in EU are different.*
Expected investment budget	• *Investment according to the above calculation.*
Expected collaboration	• *Investment in Water Plant acquisition.* • *Access to export markets and distribution chanels.*

Company info	• *Trade company, with own brand new luxurious sale and business building wit 1.096 m2 at Business Center PC-96 in Vitez, Bosnia and Herzegovina.* • *Company was founded in 1987 year, reregistered in the year 2000.* • *ADRESS: Business Center PC-96 Vitez, B&H.* • *Management structure of the company:* *Manager Emilio Abramović* *Owner Mira Šobak* • *Facilities possessed by Emilio Abramović and Mira Šobak.* • *Structure of the capital: Private.* • *Basic financial information: Sale and profit information for the year 2009 is not available.*

	• *Number of employees: 6* • *Strengths and Opportunities: Knowledge, skills and ideas, direct import, fast turnover, own sales capacities, free of credit or any other indebtedness of companies and employees, great market knowledge and experience, aspiration for greater successes and profit, remarkably good location of the company at positive and very active business environment with large frequency of custumers.*
Factory premises	*Location: Bosnia and Herzegovina, 110 km (70 miles) land distance to the port Zadar in Croatia. Distance to railroad is only 1 km so provides railroad transport options to whole Europe.* *Water Plant is brand new. Installed in new 2500 m2 business building. Brand new water bottle packing equipement installed is manufactured in Canada.Within the building additional four packing lines can be installed and provide incresed packing spring water, aerated water packing, and two juice packing lines.* *9000 m2 tarmac parcing is placed arround the building, including warehouse space for finished products and PVC botles. All fenced with very nice fence and gate.* *Within the busuness building there are new and luxurious offices, wardrobe and restaurant for the workers. The plant owes power station with enough capacity for unmolested production.* *With the plant, buyer or investor will purchase water spring and the pipeline to the facility as 1/1 property.* *This spring is the water source for a bigger river but permission and concession is for 400 l per minute, however there is the option for larger concession.* *Water from the spring has all necessary analysis which confirm it is the spring of high quality water, there is The Ministry of Health permission for export from B&H an import to Croatia and EU.*
Portfoilio of products	• *Spring water bottled in 0,5 l, 1 l, 1,5 l, 5 l and 9 l PVC bottles.*
Structure of sales (2011, 2012)	• *The factory is brand new and did not start production.*
Production and sale by products	*There is no sale at the moment.*
Employees structure	• *Employees structure:* *Executive director: 1* *Technical director: 1* *Technology engineer. 1* *Quality control: 3* *Administration and finances: 3* *Commercials: 2* *Drivers: 8* *Maintenance: 2* *Production workers: 30* • *Workforce trend: 51 employee planed for the existing equipment work in three shifts.*
Customers	• *Not defined*
Financial data	• *Not available*
Contact:	• *Emilio Abramović* • *Business Center PC-96 Vitez, B&H.* • *PHONES: 00 387 62 331 781* *00 387 62 143 858* *00 387 63 414 707* *00 385 98 872 924* *FAX: 00 387 30 711 324* *E-MAIL: mira.sobak@bih.net.ba* *emilio.abramovic@tel.net.ba*
Others	*The value of the plant, equipment, business building with parking, water spring, concession and all analisis, permissions for work and export, is 3,5 million Euros.*

	We are willing to sell the plant with 5% intermediary fee or we are looking for a strategic partner to enter joint-venture project where our company remains with minimum of 25% shares in the plant ownership. Buyer or investor is obliged to find a market and customers for water. Daiva Car d.o.o. is obliged to arrange the plant realization and ownership paperwork, to organize and monitor production and technology process and to organize the transport of the final products to the destinations.













A-422/2012

BULIDING UP A FACTORY FOR WATER AND JUICE PRODUCTION

KONJIC, BOSNIA AND HERZEGOVINA



PROJECT PROFIL – EUROCAPP COMPANY D.O.O

Project proposition	*Buliding up a factory for water and juice production*
Industrial sector	*Sector for agriculture*
Location	*BOSNA I HERCEGOVINA* *GLAVATIČEVO – KONJIC*
The goal of the project	*Buliding up a factory for water and juice production and starting up production* *Value of investment* *13.994,254 EUR* *Predicted placement of water and juices:* *Export orientation 95 %* *Domestic market 5 %*
Indicators of investment return	*Expected annual revenue : 4.512,195 EUR* *Return on investment 3 years 31,85% annualy*
Expected cooperation with potential investor	*Eurocapp Company has prepared :* *˙ all necessary documentation for starting up the project* *-location,place for the plant* *-analysis of water* *-feasibility study* *-project for the plant* *According to all indicators from the feasibility study this is a high quality and profitable project for the period of 45 years.* *Investor :* *-ready to enter this project* *- redy to ensure market for placement of products* *- and ready to invest 13.994,254 € is needed*
Company information	• *Eurocapp company established 05.07.2006.* • *Bosna i Hercegovina Sarajevo,* • *Mob/ 0038761244766* • *e-mail: euro_capp@yahoo.com* • *CEO: Masleša Elmana* • *Private ownership 100%* • *Land 4078 m2* • *Adventages of the project:* • *Great quality of water* • *Source capacity 478 l/sec* • *Spring placed on the property 4078 m2* • *Concession for water use for 30 years with a possibility of extension to aditional 15* • *Largest factory of water and juice*

	production in the region • *Usage of most modern technology* • *Starting up a factory provides employment for a number of experts* • *Location of Glavaticevo is a famous turistic destination with a good climate conditions, it is famous for agriculture of high quality fruits which could be used in the plant production*
Production facilities	*Pllaned construction:* - *Production building 2500 m2* - *Parking* - *Warehouse in Konjic*
Production departments	*Three line production:* 1. *Line for packaging water and sodas capacity 36000L/h* 2. *Loine for packaging water- galons 3 L i 5L* 3. *Line for packanig juices*
List of products	*Bottling plant of water,sodas,natural juices, ice tea...*
Kontakt informacije **Contact information**	• *Masleša Elmana* • *Sarajevo, Bosna i Hercegovina* • *Mob/00387 61 244 766* • *E-mail: euro_capp@yahoo.com*



A-423/2012

DAIRY GOAT FARM AND STUD CENTER

HAN PIJESAK, BOSNIA AND HERZEGOVINA







PROJECT PROFILE – „PLANINA“ AD Han Pijesak

Investment opportunity	Dairy Goat Farm and Stud Center, A Base for Cluster Foundation Company wants to divesify its operation, searching for suitable JV Partner on co-ownership base.
Industry sector	Agriculture, Live Stock Breeding Farm nad Dairy Production
Location	Han Kram bb, 71 360 Han Pijesak
Investment opportunity objective	To establish a farm of 2.000 dairy goats, To establish a main stud farm, To facilitate a farm cluster: 100 small farms, (50–200 goats\farm), To benefit from strong product demand, which provides a good rate of return on investment,
Indication of returns	IRR: 20%, Payback period: 5 yrs.
Expected investment budget	• JV Partner investment of 500.000 €, • Stables adaptation 100.000 € • Equipment procurement 100.000 € • Live stock importation 200.000 € • Working capital 100.000 €
Expected collaboration	• Funding establishment of Dairy Goat Farm, securing new technologies and the best breeds of live stock, facilitating nucleus for cluster farming, taking opportunities of strong market growth; • Co-ownership

Company info	• Agriculture, Live stock and dairy production, • In 1964, • Han Kram, 71360 Han Pijesak, Bosnia and Herzegovina; Tel.: 00 387 (0)57 480 773, Fax.: 00 387 (0)57 489 197, e-mail: farmaplanina@gmail.com) • Facilities possessed: objects and infrastructure, land for pasture and hay, land for grains, necessary mechanisation, long-term contract with Dairy processor (Milkos d.d.- Sarajevo), • Structure of capital: TC Zona 75,28%, PIO 10%, Fond za restituciju 4,99%, small shareholders 9,73% • Number of employees: 17 • Strengths: vast unused land resources, experience in farming, strong business relationship with processing sector, access to distribution channels, • Opportunities: raising consumer awareness of goat milk and milk product dietetic and therapeutic properties, relativelly favourable subsidies for the sector, appropriate climate, supplies lower than demand, growing foreign market of goat products, growing interest of processing sector, self-employment, in line with general strategic direction of country development and sustainble return of displaced population
Portfolio of products	• Goat milk,offsprings, meat, manure & vermicompost
Structure of sales (2012, 2013)	• Total sales: 400.000 €/annum (for the first year, based on 500 goats) • Progressive enlargement in coming years • Structure / Domestic and foreign market: 50-50%
Employees structure	• Number of employees, 17-30 • Age structure, 20-65 • Workforce trend: seasonal workforce up to 50%
Customers	• List major customers: Konzum, Mercator, Bingo, TD Marketi, Delhaize, Tuš, Robot General Trading, Put Gross (Montenegro), Betoven and BB Farm (Croatia), Pecabesco (FYR Macedonia), hotels and restaurants
Financial data	• Expected Income statement: sales 400.000 €/annum, Net profit: 150.000 €/annum
Contact:	• Name of the contact person: Vera Jelić, dipl ing • Address: Han Kram bb, 71 360 Han Pijesak • Phone: 00 387 (0)57 480 773; mobile: 00 387 (0)62 330 665 • Fax: 00 387 (0)57 489 197 • E-mail: farmaplanina@gmail.com; jelicvera87@gmail.com

A-424/2012

COMMUNITY DEVELOPMENT THROUGH THE ASSOCIATION OF AGRICULTURAL PRODUCERS AND LAUNCH DIFFERENT TYPES OF ORGANIC AGRICULTURAL PRODUCTION

KAKANJ, BOSNIA AND HERZEGOVINA



PROJECT PROFILE - *General agricultural cooperatives "Bonsai" Kakanj*

Investment opportunity	*Project Title: "Community Development through the association of agricultural producers and launch different types of organic agricultural production"* *General agricultural cooperatives "Bonsai" intends to expandoperations throughout the organization and association of agricultural producers in all segments of organic agriculture in Kakanj. Kakanj has excellent agro-ecological climate that allows for the development of different types of organic agricultural production. .*
Industry sector	*Organic farming*
Location	*Kakanj*
Investment opportunity objective	*Finding investors who will invest in the organic farming association and allow expansion of the capacity of the cooperative. In this way we will allow the development of local communities and reducing unemployment*
Indication of returns	*Employment and self-300 agricultural producers who will succeed their products to market and generate profits. The actual profit will depend on the type of agricultural production and investment.*
Expected investment budget	*The expected budget for starting a business is 500,000 €. Of this 20% refers to the investment of own funds (own funds will be invested in physical form), 10% refers to investment from other grants (grants for the encouragement of agriculture), while the investor's expected investment of 70% of the total amount required.* *• Cost of investments is related to:* *- Project costs (purchase of equipment for agriculture, land acquisition, purchase raw materials (eg, seedlings, seeds, etc.)* *- Costs of training and organizing fairs (professional training sessions with consultants for agricultural producers, the costs of the organization of the fair)* *- Other current expenses (utilities, travel, costs of certification of organic agriculture and similar charges)*
Expected collaboration	*Joint venture and investment (in the form of technical assistance,equipment, financial support for the payment of other costs and fees)* *• Of the total capital needed for investment (500,000 €) of the investors is expected that 70% of € 350,000*

Company info	*Brief description of business: General agricultural cooperatives"Bonsai" was founded in September of 2011th in Kakanj. Given that these organizations only in the beginning of the action so far not been able to organize some more activities. What has so far been done mainly refers to private investment necessary lines of milk and juices, as well as putting the drive in a trial where the products are divided into the promotion of cooperative* *• Date of incorporation: 21.09.2011.* *• Location (street Almira Hasagic 6, Kakanj, BiH,opzbonsai@gmail.com,tel: 062/963-139 fax: 032/554-955)* *• The administrative structure of the company: cooperatives are the founders, director of the cooperative members and cooperative* *• Buildings owned: premises for the production of juices, milkrooms, offices for administration* *• Number of employees: All members are currently working on a voluntary basis* *• The advantages and opportunities that a company has compared to other national companies with same activities* *Working on the principle of association.*
Factory premises	*Dairy capacity 1000l / h, juice makers objects (currently existing capacity). Other facilities will be built in accordance with the needs of associated farmers and effectively manufactured*
Manufacturing departments	*Line for milk production capacity of 1000 l / h, as well as cheesemakers* *Line for juice production, which contains all the necessary machinery.* *We plan to expand capacity (equipment, facilities, human resources) to all members participated in their share of production which have affinities and possibilities*
Portfoilio of products	*All products in the field of organic agriculture*
Structure of sales (2008, 2009)	*As already stated all products have been produced so far are divided into promote purpose cooperatives, in order to inter alia assess the acceptability of the market.*
Production and sale by products	*Pasteurized Milk (1L) - 1000 liters* *Clears 100% apple juice (1 liter) - 500 liters* *All current products are manufactured for trial production and distributed to*

	promote
Employees structure	*All members are currently working on a volunteer basis, however this project to plan and self-employment of 300 members, if and other supporting staff for whom the need arises. Also, we plan to employ part-time experts in the field of agriculture provided for training and education*
Customers	*Organic farming is a specific production which finds its market with customers from all age groups, different economic status and lifestyle habits. However, trough market research, we came to the conclusion that the extremely high demand for organic products for customers who live in urban areas, the middle ages, the average financial status and water accelerated life.*
Financial data	*The cooperative was founded with together founder of the equity share of the value of 3000 KM. All existing infrastructure is privately owned by the founders of the cooperative as well as existing land, buildings and equipment.*
Contact:	• *Name: Lamija Karalija* • *Adress: Ul Almira Hasagića 6, Kakanj, Bosna I Hercegovina* • *Tel: 062/963-139* • *Fax: 032/554-955* • *E- mail: opzbonsai@gmail.com*
Others	*The cooperative owns 37 500 acres of which 40% of arable land. Currently being processed from 1000 to 3.500 acres.*



