

# Institute for Treatment and Rehabilitation Niška Banja, NIŠ

## Basic company data

Full legal name :	Institute for Treatment and Rehabilitation Niška Banja
Identification number :	07210582
Full address :	No. 2 Srpskih Junaka St.
Foundation year :	1979
Director :	др Марина Дељанин Илић
Contact person :	Prof. Dr Aleksandar Dimic
Number of employees :	376
Phone number :	018/502-000
Fax number :	018/549-084
E-mail address :	
Core operating activity:	8710-Delatnosti smeštajnih ustanova s medicinskom negom

## Quality assurance certificate ISO 9001

Company owns quality assurance certificate ISO 9001.

## Ecology

According to applicable regulations, the requirements for environment protection are fulfilled.

## Distance from the company (km) to

Distance from	Distance (km)
Belgrade	250
Regional Center	6
Main Road	10
Port	
Railway	10

## Capital structure (in %)

Capital structure	% of share in the total capital
State-owned	100.00

# PROPERTIES AND LIABILITIES

## Main equipment

	Name	Type and purpose	Estimated state	Year of production	Purchase value (in 000 RSD)	Amortized value (in 000 RSD)	Current value (in 000 RSD)
1	System for computer radiography CR system	medical equipment	new	2010	3,257	543	2,714
2	Magnetic resonance O-scan	medical equipment	new	2010	21,240	708	20,532
3	X-ray digital digraph C	medical equipment	new	2010	18,290	609	17,680
4	Toyota avensis	vehicle	new	2010	3,247	168	3,079
5	Six-channel ECG Kardiovit	medical equipment	new	2010	1,445	241	1,204
6	Elizys uno lab.analizator	medical equipment	fairly good	2008	2,310	924	1,386
7	Universal machine	catering equipment	fairly good	2008	1,114	302	812
8	Dacia logan MCV	vehicle	fairly good	2008	1,242	503	739
9	Denzinometar Hologic QDR	medical equipment	fairly good	2007	6,150	4,407	1,742
10	Central monitoring with 6 monitors	medical equipment	fairly good	2008	4,963	2,895	2,068
11	Dig. USZ with color Doppler ESAOTE	medical equipment	fairly good	2007	2,478	1,569	908
12	Vibrosauna	medical equipment	fairly good	2007	1,212	679	533
13	Ultrasound VIVID-3	medical equipment	fairly good	2007	2,994	2,046	948
14	Automatic Autoclave	medical equipment	fairly good	2007	2,237	1,566	671
15	Defibrillator Defigard	medical equipment	fairly good	2007	1,096	785	310
16	Biochem. autoanal. Humastar-180	medical equipment	fairly good	2007	2,257	1,768	489
17	Dish washing machine	catering equipment	satisfactory	2005	1,410	962	448
18	Hydromassage bathtub	medical equipment	satisfactory	2004	790	678	112
19	Holter System	medical equipment	satisfactory	2004	1,705	1,705	
20	Apparatus for anaesthesia Dreger	medical equipment	satisfactory	2004	3,605	3,605	
21	Air conditioning equipment	air conditioning	satisfactory	2004	1,829	1,829	
22	SIEMENS telephone exchange	telecomm. equipment	satisfactory	2004	8,876	4,039	4,838
23	EKG - MAC 500	medical equipment	satisfactory	2004	909	909	
24	Vaskulator	medical equipment	satisfactory	2004	1,121	1,121	
25	Ligamentoplasty set	medical equipment	satisfactory	2004	1,087	1,087	
26	Drill and saw for bone treatment	medical equipment	satisfactory	2004	1,244	1,244	
27	Celly - Hematol. analyzer	medical equipment	satisfactory	2003	1,190	1,190	
28	BH microscope with polarizer	medical equipment	satisfactory	1998	3,308	3,308	
29	Arthroscopy	medical equipment	satisfactory	1999	3,842	3,842	
30	Artax classic analyzer	medical equipment	satisfactory	1999	1,777	1,777	
31	Logidop	medical equipment	satisfactory	1997	3,824	3,824	
32	Probe	medical equipment	satisfactory	1997	1,418	1,418	
33	Doppler TK	medical equipment	satisfactory	1997	2,578	2,578	
34	AVL 2001 apparatus for el. Diagnosis	medical equipment	satisfactory	1995	1,550	1,550	
35	EHO ACUSON 128 HP/410 C	medical equipment	satisfactory	1996	30,010	30,010	
36	Heat pumps	heating	satisfactory	1990	4,010	4,010	

# Land and buildings

## Land

Name od land	Cadastre lot	Building no.	Usage mode and cadastre class	Surface (m²)	Type of land	Type of right	Type of ownership	Share volume	Encumbrance	Encumbrance entry date
Construction land				17680						

## Buildings

Name of building	Cadastre lot	Building no.	Usage mode and cadastre class	Surface (m²)	Land surface under building (m²)	Type of building	Type of right	Type of ownership	Share volume	Encumbrance	Encumbrance entry date
Infirmary Radon				13703							
Infirmary Zelengora				4687							
Infirmary Terme				3691							
Old bathroom				2102							
Storage				353							

# Liability structure

Creditor	Amount of (in 000 RSD)
Suppliers	80,143
Taxes and contributions	5,222
Banks in bankruptcy	
Other banks	
Unpaid earnings	7,624
Development fund	
Other obligations	20,238
TOTAL :	113,227

# PRODUCTION AND CAPACITY

## Realized production of the main products (in quantity and value)

	Quantity				Value in 000 RSD		
Product/service	Unit	2011	2012	2013	2011	2012	2013

## Capacity utilization

				% of utilization		
Machine (Production line)	Unit	Installed capacity	Real capacity	2011	2012	2013

# REALIZATION

## Movement in sales volume

	Quantity sold				Value in 000 RSD		
Product/service	Unit	2011	2012	2013	2011	2012	2013
TOTAL :					0	0	0

## Sales structure

Sales structure in %	2011	2012	2013
Domestic market			
TOTAL :	0.00	0.00	0.00

## Distribution channels

Distribution channel	% of share
Direct sale	75.23
Retail	11.74
Intermediaries	13.03

# ORGANIZATION, MANAGEMENT AND EMPLOYMENT

## Number of employees

Working	464
Unpaid leave	4
Other (sick leave, vacation, etc.)	8
<b>Total number of employees</b>	<b>476</b>

## Age structure of employees

Age	-25	25-35	35-40	40-45	45-50	50-55	55+
Number of employees	30	109	152	87	51	17	30

## Average salaries (gross and net) in 2011, 2012. and 2013.

Year	Gross	Net
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# SWOT ANALYSIS

Strengths:	- Out of the total number of beds (560) 470 beds are in the HIF network (40 beds in Clinic for Cardiology, 40 in Clinic for Rheumatology, 40 in Clinic for Orthopedics, 350 in Clinic for Cardiovascular and General Rehabilitation) - Within the Institute there is the only Clinic for Rheumatology south of Belgrade which has about 2.000.000 inhabitants. - The Institute has the latest non-invasive diagnostics in the field of cardiology and in the preparation of the introduction of invasive diagnostics - The only cardiovascular rehabilitation in Serbia for patients after cardio-vascular events. Natural resources, location and traffic infrastructure - Adequate personnel structure (highly qualified and highly specialized personnel) - The Institute is a teaching base of the Faculty of Medicine. - It has modern medical and non-medical equipment - Introduced standardization (ISO and NASSAR) and medical software - Continuous solvency and financial potential.
Opportunities:	- Possible increase of capacities and introducing contemporary methods of treatment.
Weakness:	- Slow development of local authorities (Municipality) due to the lack of funds. - Limited (insufficient) allocation of funds from the budget for health care.
Threats:	- Potential inadequate privatization which might result in change of the current activity, which serves to the benefit of our nation's health.

A) Information contain in this document is based on the data recieved from the company, and as such has not been verified by the Privatization Agency. Accordingly, the Privatization Agency shall have no liability with respect to the accuracy and validity of the information contained herein.

B) Pursuant to the law, enterprises from the Republic of Serbia were obliged as of 2004 to prepare Financial Statements in accordance with the International Standards of Financial Reports (ISFR).

C) For the indicated periods, commercial exchange rate has deviated from the official exchange rate. Commercial exchange rates used for calculating the above stated financial statements were as follows :

Income Statement was calculated by using the median annual exchange rate.  
2013: 1EUR=113.1369 RSD; 2012: 1 EUR=113.0415 RSD; 2011: 1 EUR=101.95 RSD.

Balance Sheet was calculated by using the exchange rate valid on 31. december of the indicated year.  
2013: 1 EUR=114.6421 RSD; 2012: 1 EUR=113.7183 RSD; 2011: 1 EUR=104.6409 RSD.