

# Company for professional rehabilitation and employment of disables persons

## Elka Elektrokeramika doo, BUKOVIK

### Basic company data

Full legal name :	Company for professional rehabilitation and employment of disables persons Elka Elektrokeramika doo
Identification number :	07114184
Full address :	No number Bukovik, Arandjelovac
Foundation year :	1959
Director :	Љубиша Димитријевић
Contact person :	Ljubisa Dimitrijevic
Number of employees :	5
Phone number :	034/742-117,034/ 742-113
Fax number :	742-113
E-mail address :	elka.doo@gmail.com
Core operating activity:	8899-Ostala nepomenuta socijalna zaštita bez smeštaja

### 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	90
Regional Center	64
Main road	14
Port	90
Railway	26

### Capital structure (in %)

Capital structure	% of share in the total capital
Republic of Serbia	100.00

Associated legal entities

Share of other legal entities in company's equity				Share of the companyin other legal entities' equity			
Companyname	Identification number	Form of association	% of share in total capital	Companyname	Identification number	Form of association	% of share in total capital
			0.00	none			0.00

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	Small hammering machine	grinding	functional	1983	404,709	353,078	51,631
2	Big I hammering machine	grinding	functional	2001	316,745	271,523	45,222
3	Hammer for grinding spoilage	spoilage grinding	functional	1987	50,851	34,616	16,234
4	Hammer for grinding redspoilage	red spoilage grinding	functional	2005	150,000	115,780	34,220
5	Tractor IMT542	internal transport	functional	1988	210,000	190,190	19,810
6	Mixer of 500l	mixing	functional	1981	519,829	365,266	154,560
7	Big friction press	pressing bricks	functional	1981	173,347	138,450	34,897
8	New friction press	pressing bricks	functional	1988	520,445	366,020	154,425
9	Friction press pellets	pressing bricks	functional	1989	371,259	366,960	4,299
10	Ball mill No.2 400l	grinding dry clay	functional	1988	153,184	104,898	48,286
11	Mixer progres blue	mixing	functional	1993	504,208	338,359	165,849
12	Belt transporter l600	transport of spoilage	functional	1983	1,111,017	691,607	419,410
13	Filler torket	mass filling	functional	2005	100,000	62,250	37,750
14	Zastava 55-skala	passenger car	functional	2008	118,000	18,290	99,710
15	Mass seeder	seeding	functional	1996	60,000	37,351	22,649
16	Vibratio seeder	sowing grains	functional	2005	40,486	27,368	13,118
17	Electric furnace 1	calcination	functional	2005	304,500	189,551	114,949
18	Electric furnace 2	calcination	missing part	2005	304,500	189,551	114,949
19	Electric furnace for tempering	tempering	functional	2005	50,000	31,125	18,875
20	Crushing mill Fagram	crushing of fire clay spoilage	functional	2005	50,000	31,125	18,875

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
(Cadastre Municipality-CM) K.O.Bukovik Cincarska kosa	993/2		Ind next to buildign - facility	331.00	other land	ownership	social	1\1		
K.O.Bukovik Cincarska kosa	993/3		Ind next to buildign - facility	136.00	other land	ownership	social	1\1		
K.O.Bukovik Cincarska kosa	994/1		meadow 3rd class	3,549.00	agricultural land	ownership	social	1\1		
K.O.Bukovik Cincarska kosa	995/1	1	land under the building - facility	2,435.00	constr. land outside of constr. area	ownership	social	1\1		
K.O.Bukovik Cincarska kosa		2	land under the building - facility	31.00	constr. land outside of constr. area	ownership	social	1\1		
K.O.Bukovik Cincarska kosa		3	land under the building - facility	24.00	constr. land outside of constr. area	ownership	social	1\1		
K.O.Bukovik Cincarska kosa		4	land under the building - facility	13.00	constr. land outside of constr. area	ownership	social	1\1		
K.O.Bukovik Cincarska kosa		5	land under the building - facility	8.00	constr. land outside of constr. area	ownership	social	1\1		
K.O.Bukovik Cincarska kosa		6	land under the building - facility	200.00	constr. land outside of constr. area	ownership	social	1\1		
K.O.Bukovik Cincarska kosa		7	land under the building - facility	400.00	constr. land outside of constr. area	ownership	social	1\1		
K.O.Bukovik Cincarska kosa			Ind next to buildign - facility	13,022.00	constr. land outside of constr. area	ownership	social	1\1		
K.O.Bukovik Cincarska kosa	996/2		forest 4 class	2,410.00	forest land	ownership	social	1\1		

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
Hall	995/1	1	land under the building	2,435.00	2,435.00	hall	ownership	social	1\1	Executive extrajudicial mortgage base on annotation of lien no. 1080/2008	28.02.2008
Warehouse	995/1	2	land under the building	31.00	31.00	warehouse for compresor	ownership	social	1\1		
Warehouse	995/1	3	land under the building	24.00	24.00	warehosue	ownership	social	1\1		
Warehouse	995/1	4	land under the building	13.00	13.00	warehouse for bottles under pressure	ownership	social	1\1		
Porter's house	995/1	5	land under the building	8.00	8.00	porter's house	ownership	social	1\1		
Administrat. building	995/1	6	land under the building	200.00	200.00	adminis. building	ownership	social	1\1		

New hall	995/1	7	land under the building	400.00	400.00	new hall	ownership	social	1\1		
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Liability structure

Creditor	Amount of (in 000 RSD)
Commercial creditors	
Commercial banks	
Banks in banktrupcy	
Development Fund	172,220
Public utility companies	81,662
Local utility companies	528
Other state creditors	
Liabilities to employees	36,487
Tax liabilities relating to employees	32,300
Contributions	48,301
Other tax liabilities	38,914
Other liabilities	107,334
TOTAL :	517,746

# 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 :					35,843	46,211	61,270

## Sales structure

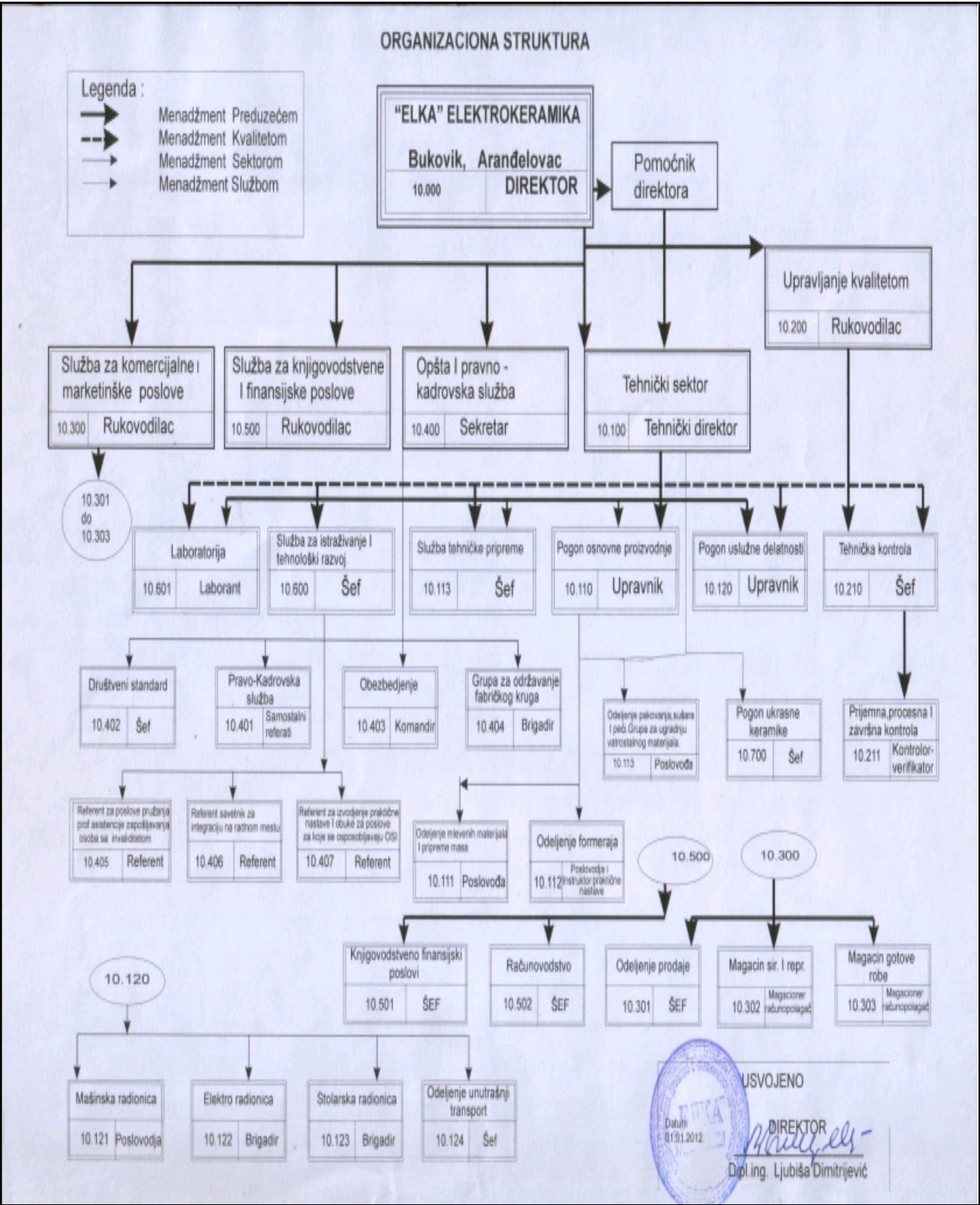
Sales structure in %	2011	2012	2013
Domestic market	100.00	100.00	100.00
Foreign market	0.00	0.00	0.00
TOTAL :	100.00	100.00	100.00

## Distribution channels

Distribution channel	% of share
Direct sale	83.00
Wholesale	
Retail	
Intermediaries	17.00

# ORGANIZATION, MANAGEMENT AND EMPLOYMENT

## Organization scheme





Number of employees

Working	117
Paid leave	0
Unpaid leave	0
Other (sick leave, vacation, etc.)	0
Total number of employees	117

Age structure of employees

Age	-25	25-35	35-40	40-45	45-50	50-55	55+
Number of employees	5	28	16	24	14	18	12

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

Year	Gross	Net
2011	27,608.00	20,942.00
2012	40,508.70	29,335.54
2013	41,663.03	31,492.80

# SWOT ANALYSYS

<b>Strengths:</b>	Sustainable production process, regular customers, sufficient number of skilled workers, the status of sheltered workshop, the possibility of solving part of the problem through restructuring, the ability to withdraw funds at competitions.
<b>Opportunities:</b>	The ability to attract new customers (EPS, Zelezaral, AL Podgorica, Zelezara Niksic, Thermal Power Plant Gacko and Ugljevik)
<b>Weakness:</b>	Old appliances that need renovating, inherited debts for energy, lawsuits by workers for unpaid earnings and severance, loan from Agrobsnka and the Development Fund.
<b>Threats:</b>	Reorientation of customers to imports, unfair competition (subsidies to companies Samot-Darosava, Samot-Arandelovac, the private sector). Possible increases in energy prices (electricity, gas, water and utilities). Incompatibility of restructuring process with the relevant ministries

# FINANCIAL INDICATORS

## BALANCE SHEET (in RSD 000)

	31.12.2011	31.12.2012	31.12.2013
Cash and cash equivalents	3,587	3	1,507
Short-term operating receivables	72,031	92,801	115,571
Receivables from overpaid income tax	0	0	0
Short-term financial investments	0	0	442
Inventories	36,174	35,753	15,798
Non-current assets intended for sale and assets related to discontinued operations	0	0	0
VAT and accrued revenues	6	6	28
Deferred tax assets	0	0	0
<b>Current assets</b>	<b>111,798</b>	<b>128,563</b>	<b>133,346</b>
Subscribed capital unpaid	0	0	0
Goodwill	0	0	0
Intangible assets	0	0	0
Fixed assets	43,557	40,471	61,845
Long-term investments	2,833	2,833	2,833
<b>Non-current assets</b>	<b>46,390</b>	<b>43,304</b>	<b>64,678</b>
Loss above equity	284,270	342,606	319,722
<b>TOTAL ASSETS</b>	<b>442,458</b>	<b>514,473</b>	<b>517,746</b>
<b>Off-balance sheet assets</b>	<b>0</b>	<b>0</b>	<b>0</b>
Suppliers (Accounts payable)	131,969	154,060	186,944
Short-term financial liabilities	50	2,072	2,581
Liabilities from VAT and other public revenues	26,824	34,018	38,914
Liabilities based on assets intended for sale and assets related to suspended operations	0	0	0
Other short-term liabilities and accrued costs	122,478	155,742	117,087
Profit tax liabilities	0	0	0
<b>Total short-term liabilities</b>	<b>281,321</b>	<b>345,892</b>	<b>345,526</b>
Long-term borrowings	0	0	0
Other long-term liabilities	161,137	168,581	172,220
<b>Total long-term liabilities</b>	<b>161,137</b>	<b>168,581</b>	<b>172,220</b>
<b>Long-term provisions</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Total long-term provisions and liabilities</b>	<b>442,458</b>	<b>514,473</b>	<b>517,746</b>
Initial and other capital	17,668	17,668	17,668
Subscribed capital unpaid	0	0	0
Reserves	0	0	0
Revaluation reserves	0	0	0
Unrealized gains based on securities	0	0	0
Unrealized losses based on securities	0	0	0
Retained earnings	0	0	0
Loss	17,668	17,668	17,668
Treasury shares	0	0	0
<b>Total equity</b>	<b>0</b>	<b>0</b>	<b>0</b>
Deferred tax liabilities	0	0	0
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>442,458</b>	<b>514,473</b>	<b>517,746</b>
<b>Off-balance sheet liabilities</b>	<b>0</b>	<b>0</b>	<b>0</b>

INCOME STATEMENT (in RSD 000)

	2011	2012	2013
Sales revenue	35,844	44,982	56,552
Revenues from the use of own products and services	334	588	249
Increase of value of effects on stock	13,361	3,307	0
Decrease of value of effects on stock	0	0	19,199
Other operating expenses	22,178	14,540	23,778
<b>OPERATING INCOME</b>	<b>71,717</b>	<b>63,417</b>	<b>61,380</b>
Cost of goods sold	7,065	5,549	2,526
Costs of materials	21,410	23,187	30,422
Wages, salaries and other personal indemnities	62,720	76,929	75,690
Depreciation costs	2,637	2,450	2,200
Other operating expenses	3,648	4,896	5,063
<b>OPERATING EXPENSES</b>	<b>97,480</b>	<b>113,011</b>	<b>115,901</b>
<b>OPERATING PROFIT</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>OPERATING LOSS</b>	<b>25,763</b>	<b>49,594</b>	<b>54,521</b>
Financial incomes	2,606	2,505	1,720
Financial expenses	10,211	10,658	7,172
Other incomes	3,242	767	2,028
Other expenses	3,226	1,309	1,003
<b>PROFIT FROM REGULAR BUSINESS OPERATIONS BEFORE TAXATION</b>			
<b>LOSS FROM REGULAR BUSINESS OPERATIONS BEFORE TAXATION</b>	<b>33,352</b>	<b>58,289</b>	<b>58,948</b>
<b>NET PROFIT SUSPENDED</b>	<b>0</b>	<b>0</b>	<b>58,257</b>
<b>NET LOSS SUSPENDED</b>	<b>0</b>	<b>46</b>	<b>0</b>
<b>PROFIT BEFORE TAXATION</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>LOSS BEFORE TAXATION</b>	<b>33,352</b>	<b>58,335</b>	<b>691</b>
Tax expenses for the period	0	0	0
Deferred tax expenses for the period	0	0	0
Deferred tax income for the period	0	0	0
Personal earnings paid to employer	0	0	0
<b>NET PROFIT</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>NET LOSS</b>	<b>33,352</b>	<b>58,335</b>	<b>691</b>
NET INCOME ATTRIBUTABLE TO THE MINORITY SHAREHOLDERS	0	0	0
NET INCOME ATTRIBUTABLE TO THE OWNERS OF THE PARENT LEGAL ENTITY	0	0	0
INCOME PER SHARE			
Basic earnings per share	0	0	0
Decreased (diluted) earnings per share	0	0	0

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.