

# Company for manufacture and sale of parts for vehicles 21. oktobar Kragujevac, KRAGUJEVAC

## Basic company data

Full legal name :	Company for manufacture and sale of parts for vehicles 21. oktobar Kragujevac
Identification number :	07631600
Full address :	No. 56 Dragoslava Srejevica Street, 34000 Kragujevac
Foundation year :	1946
Director :	Стојковић Горан
Contact person :	Goran Stojkovic
Number of employees :	78
Phone number :	034/336-242
Fax number :	034/335-703
E-mail address :	gstojkovic.21o@eunet.rs
Core operating activity:	2932-Proizvodnja ostalih delova i dodatne opreme za motorna vozila

## 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	144
Regional Center	0
Main road	0.2
Port	427
Railway	0

## Capital structure (in %)

Capital structure	% of share in the total capital
Republic of Serbia	0.42
Development fund	18.34
Others	6.18
Deposit Insurance Agency	75.06

# 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	Injection machine 420t ENGEL	plastic injection	functional	1989	6,270	0	6,270
2	Injection machine Belmatic	plastic injection	functional	1980	3,420	0	3,420
3	Press Suler 300t	sheet metal processing	functional	1972	10,260	0	10,260
4	Press 250t	sheet metal processing	functional	1989	2,508	0	2,508
5	Cannon	injection machine	functional	1990	3,420	0	3,420
6	BALZERS	aluminum coating	functional	1984	5,130	0	5,130
7	MIKRON (CNC grinder)	tool machine	functional	1988	2,280	0	2,280
8	Press Agosto	sheet metal processing	functional	2013	8,300	0	8,300

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 entrydate
CM Kragujevac Real estate list 9085										
Building no. 1	4744/1	1	Land under building	772.00	urban construction land			1/*1		
Building no. 2	4744/1	2	Land under building	10,783.00	urban construction land			1/*1		
Building no. 3	4744/1	3	Land under building	9,731.00	urban construction land			1/*1		
Building no. 4	4744/1	4	Land under building	7679	urban construction land			1/*1		
Building no. 5	4744/1	5	Land under building	2,449.00	urban construction land			1/*1		
Building no. 6	4744/1	6	Land under building	950.00	urban construction land			1/*1		
Building no. 7	4744/1	7	Land under building	458.00	urban construction land			1/*1		
Building no. 8	4744/1	8	Land under building	449.00	urban construction land			1/*1		
Building no. 9	4744/1	9	Land under building	296.00	urban construction land			1/*1		
Building no. 10	4744/1	10	Land under building	306.00	urban construction land			1/*1		
CM Toponica Real estate list 238										
Building. no. 1	927/1			22.00	construction land outise urban area			1/*1		
Building. no. 2	927/1			283.00	construction land outise urban area			1/*1		
Building. no. 3	927/1			74.00	construction land outise urban area			1/*1		
Building. no. 4	927/1			52.00	construction land outise urban area			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 entrydate
CM Kragujevac Real estate list 9085											
Auxiliary building	4744/1	1	Auxiliary building	1540.20	772.00				1/*1		
Auxiliary building	4744/1	2	Auxiliary building	11038.20	10,783.00				1/*1		

Auxiliary building	4744/1	3	Auxiliary building	10,515.25	9,731.00				1/*1		
Auxiliary building	4744/1	4	Auxiliary building	8,950.74	7679				1/*1		
Auxiliary building	4744/1	5	Auxiliary building	2445.20	2,449.00				1/*1		
Auxiliary building	4744/1	6	Auxiliary building	2098.60	950.00				1/*1		
Auxiliary building	4744/1	7	Auxiliary building	458.00	458.00				1/*1		
Auxiliary building	4744/1	8	Auxiliary building	444.80	449.00				1/*1		
Auxiliary building	4744/1	9	Auxiliary building	547.76	296.00				1/*1		
CM Toponica Real estate list 238											
Metal processing building	927/1	1	metal processing building	2,200.00	2,200.00				1/*1		
Auxiliary building	927/1	2	Auxiliary building	283.00	2 83				1/*1		
Auxiliary building	927/1	3	Auxiliary building	74.00	74				1/*1		

Liability structure

Creditor	Amount of (in 000 RSD)
Commercial creditors	8,624
Commercial banks	
Banks in banktrupcy	1,638,488
Development Fund	362,645
Public utility companies	69,921
Local utility companies	3,813
Other state creditors	
Liabilities to employees	1,456
Tax liabilities relating to employees	65,425
Contributions	227,861
Other tax liabilities	181,007
Other liabilities	123,096
TOTAL :	2,682,336

# 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 :					59,134	48,348	115,830

## Sales structure

Sales structure in %	2011	2012	2013
Domestic market	96.72	95.97	97.90
Foreign market	3.28	4.03	2.10
TOTAL :	100.00	100.00	100.00

## Distribution channels

Distribution channel	% of share
Direct sale	
Wholesale	99.00
Retail	1.00
Intermediaries	

# ORGANIZATION, MANAGEMENT AND EMPLOYMENT

## Number of employees

Working	258
Paid leave	0
Unpaid leave	0
Other (sick leave, vacation, etc.)	0
<b>Total number of employees</b>	<b>258</b>

## Age structure of employees

Age	-25	25-35	35-40	40-45	45-50	50-55	55+
Number of employees			86	62	24	58	28

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

Year	Gross	Net
2011	27,915.00	20,426.00
2012	27,896.00	20,443.00
2013	29,116.00	21,371.00



# SWOT ANALYSYS

Strengths:	Long-term tradition and experience, flexible production, complete infrastructure at attractive location in Kragujevac, quality system
Opportunities:	Joining FAS Kragujevac supply network, expanding production range for GORENJE-Valjevo, privatization
Weakness:	Obsolete equipment and technology, small export share, financial indicators
Threats:	Strong competition from Slovenia, Croatia and EU.

# FINANCIAL INDICATORS

## BALANCE SHEET (in RSD 000)

	31.12.2011	31.12.2012	31.12.2013
Cash and cash equivalents	3,638	408	1,954
Short-term operating receivables	16,984	17,649	94,003
Receivables from overpaid income tax	0	0	0
Short-term financial investments	0	0	0
Inventories	89,304	88,351	77,229
Non-current assets intended for sale and assets related to discontinued operations	0	0	0
VAT and accrued revenues	239,517	19,833	5,698
Deferred tax assets	0	0	0
<b>Current assets</b>	<b>349,443</b>	<b>126,241</b>	<b>178,884</b>
Subscribed capital unpaid	0	0	0
Goodwill	0	0	0
Intangible assets	0	0	0
Fixed assets	1,513,244	1,454,145	1,604,296
Long-term investments	6,100	5,155	4,944
<b>Non-current assets</b>	<b>1,519,344</b>	<b>1,459,300</b>	<b>1,609,240</b>
Loss above equity	388,226	1,108,823	907,270
<b>TOTAL ASSETS</b>	<b>2,257,013</b>	<b>2,694,364</b>	<b>2,695,394</b>
<b>Off-balance sheet assets</b>	<b>0</b>	<b>0</b>	<b>0</b>
Suppliers (Accounts payable)	58,408	64,192	82,358
Short-term financial liabilities	4,695	11,108	13,571
Liabilities from VAT and other public revenues	303,403	208,138	232,072
Liabilities based on assets intended for sale and assets related to suspended operations	0	0	0
Other short-term liabilities and accrued costs	89,399	418,327	294,742
Profit tax liabilities	0	0	0
<b>Total short-term liabilities</b>	<b>455,905</b>	<b>701,765</b>	<b>622,743</b>
Long-term borrowings	1,759,427	1,953,373	2,044,797
Other long-term liabilities	30,074	26,168	14,796
<b>Total long-term liabilities</b>	<b>1,789,501</b>	<b>1,979,541</b>	<b>2,059,593</b>
<b>Long-term provisions</b>	<b>11,607</b>	<b>13,058</b>	<b>13,058</b>
<b>Total long-term provisions and liabilities</b>	<b>2,257,013</b>	<b>2,694,364</b>	<b>2,695,394</b>
Initial and other capital	0	1,381,228	1,381,228
Subscribed capital unpaid	0	0	0
Reserves	0	0	0
Revaluation reserves	0	0	270,276
Unrealized gains based on securities	0	0	0
Unrealized losses based on securities	0	0	0
Retained earnings	0	0	0
Loss	0	1,381,228	1,651,504
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>2,257,013</b>	<b>2,694,364</b>	<b>2,695,394</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	113,867	101,471	138,614
Revenues from the use of own products and services	344	181	662
Increase of value of effects on stock	0	479	0
Decrease of value of effects on stock	9,407	638	964
Other operating expenses	8,002	0	201,420
<b>OPERATING INCOME</b>	<b>112,806</b>	<b>101,493</b>	<b>339,732</b>
Cost of goods sold	0	775	0
Costs of materials	40,928	39,312	40,794
Wages, salaries and other personal indemnities	132,735	120,670	127,743
Depreciation costs	60,937	56,350	47,473
Other operating expenses	17,268	14,219	17,419
<b>OPERATING EXPENSES</b>	<b>251,868</b>	<b>231,326</b>	<b>233,429</b>
<b>OPERATING PROFIT</b>	<b>0</b>	<b>0</b>	<b>106,303</b>
<b>OPERATING LOSS</b>	<b>139,062</b>	<b>129,833</b>	<b>0</b>
Financial incomes	4,050	85	712
Financial expenses	192,383	596,434	155,133
Other incomes	30,593	7,220	26,188
Other expenses	1,720	1,635	46,792
<b>PROFIT FROM REGULAR BUSINESS OPERATIONS BEFORE TAXATION</b>			
<b>LOSS FROM REGULAR BUSINESS OPERATIONS BEFORE TAXATION</b>	<b>298,522</b>	<b>720,597</b>	<b>68,722</b>
<b>NET PROFIT SUSPENDED</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>NET LOSS SUSPENDED</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>PROFIT BEFORE TAXATION</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>LOSS BEFORE TAXATION</b>	<b>298,522</b>	<b>720,597</b>	<b>68,722</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>298,522</b>	<b>720,597</b>	<b>68,722</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.