



14.oktobar

Imk "14. Oktobar" JSC
kruševac



14.oktobar

General Information

Full legal name	Imk “14. Oktobar” JSC, kruševac
Address	No. 2, 14. oktobra Street, 37000 kruševac
Identification Number	07144288
Core activity	Industry machinery and components
Foundation Year	1923
Number of Employees	786



Capital structure

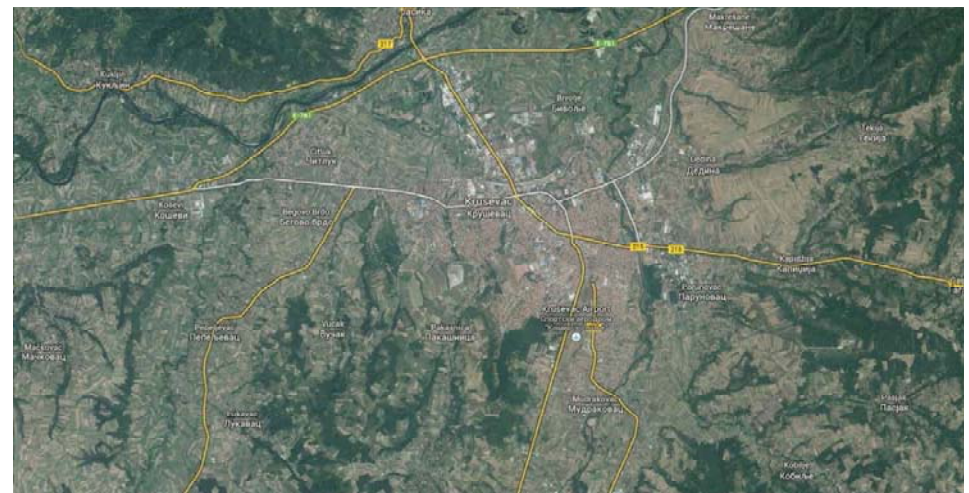
Socially-owned	2.01%
Others	4.68 %
Republic of Serbia	79.33%
Development fund	6.65%
Others	7.33%

General Information



Distance form the Company to:

Belgrade	198 km	
Regional Center	60 km	
main road	3 km	
Port	140 km	Railway
	0.5 km	



Location



Pan-European Transport Corridors

Geographical location IMK “14. oktobar” a.d. Kruševac is of strategic importance in the market area of sougtheast Europe and provides oportunity for intensive busines coperation. IMK “14. oktobar” a.d is unique manufacturer in region, capable to produce both finished products, and components, as wel as giving services in the field of repair and overhaul. As the single producer of the type, is perfectly located.



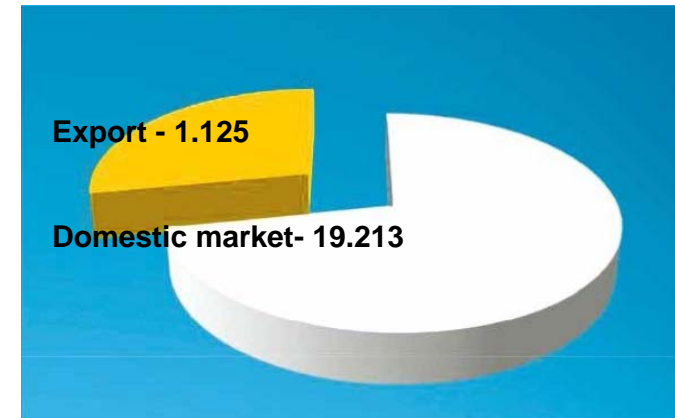
Long tradition and expertise



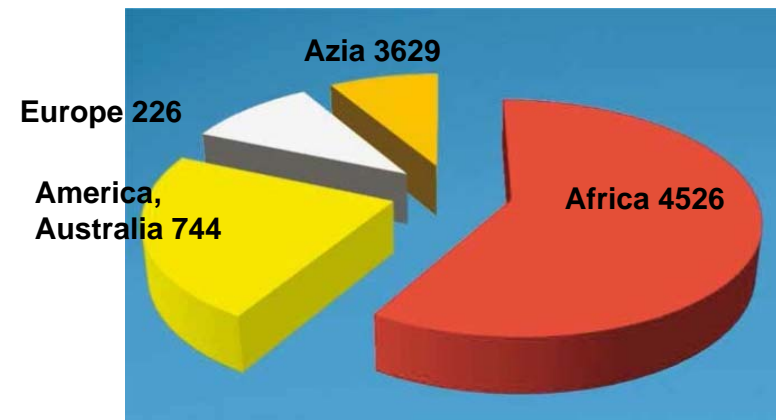
IMK "14.oktobar" a.d. is the eldest company in metal treatment in Serbia. Founded in 1923. aiming to re-build and manufacture railway wagons and stel constructions. Today, the company is the stock company with majority state capital. Located in area of 60h and has fully closed production proces.



Reference list of sold machines



Export market



Product portfolio



mACHINES

- Crawler tractors
- Wheel Loaders
- Tracked excavators
- Agricultural mashinery



COmPONENTS

- Gearbox Undercarriages
- are Rigid driving axle
- Hydrodynamic couplings
- Axial bearings



PROCESSING EquipMent

PRODuCtION OF CASTINGs

- Foundry cast steel
- Non-ferrous metal foundry



PRODuCtION OF FORgINS

mEtAl SPECIAL PRODuCtS

mANuFACturing SERVICES

- Machinig Treatment Heating Treatment
- Galvanize and Chemical Protection
- General machine and components repairmen
- Tehnical Service



ADDItIONAI PROgRAMmE

- Working devices Containers Reservoirs and tanks
- Produced at the request of the customer



mIlltARY PROgRAMmE



Product portfolio



Crawler tractors

Model	Net power (kW/HP)	Machine mass (kg)	Capacity (m ³)
TG-50 D	61/82	6475	-
TG-120 CE	92/125	12,060	1,80 - 2,32
TG-160 CE	121/165	16,750	2,73 - 4,57
TG-220 CE	165/225	22,200	3,36 - 5,75



Loaders

Model	Net power (kW/HP)	Machine mass (kg)	Bucket capacities (m ³)
ULT-160 DE	121/165	13,960	2,3 - 3,6
ULT-220 DE	162/220	18,700	2,2 - 4,8



Sanitary compactors



Model	Net mass (kW/HP)	Working weight (kg)	Engine
K-220	172/230	23,000	"Cummins" QSC TIER-3

Hydraulic crawler excavator



Model	Net power (kW/HP)	Machine mass (kg)	Digging depth (range) (m)
BGH-250 ST	114/154	25,500 - 26,200	5,9-7,3/9,7-10,9

Backhoe excavator



Model	Net power (kW/HP)	Machine mass (kg)	Standard bucket capacity loader/d. excavator (m ³)
UBT-100	78,5 /107	12,640	1,45/0,38

Terrain crane



Model	Net power (Kw)	Machine mass (kg)	Max. loading(t) / lifting of freight (m)
TD-16	130	20,000	16/18,5

Product portfolio



Universal agricultural tractor



Model	Net power (kW/HP)	Machine mass (kg)	Speed (km/h)
UZT-24	16,5	1.090	1,8 – 19,18

Components



Hydraulic planetary gearboxes

Hydrodynamic planetary gearboxes
POWER SHIFT in variation
3/4PW25H/H1 i 3/4PW45/H1.



Rigid drive axel

Rigid drive axel PKM-230 and PKM-290
With classical or self-blocking diferential,
Static loading 22.800 daN and 32.000 daN.



Undercarriage

Crawler under carriages are consisted of
carrying and track loader , idlers and
chains with pitchD-3 do D-8.

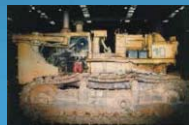
Military programme



Overhaul, repair and service of machine

for own manufacture and other manufacturers.

Before overhaul After overhaul



Forgings and Castings

In own foundry is doing free forging and
forging in tools. The forging mass is 2,5 –
90 kg.



Steel casting factory has 5 tons electric arc furnace.
Individual casting weight ranges 0,5 – 2500 kg/pcs.



Additional program

Additional program is the preparation of
different types of reservoirs for drinking,
industrial and waste water, production of
tractor baskets to transport cargo and preparation
types of



certificates



Certified Quality System

IMK “14.oktobar” Kruševac has certified quality system in accordance with the requirements of the standard .

SRPS ISO 9001 – 2008
SRPS ISO 14001 – 2005



Accredited Laboratory for testing of materials and products in accordance with the series of standards **SRPS ISO / IEC 17025 - 2006** for mechanical and chemical testing of materials (metals and non-metals) and welds with and without destruction.

The license for the design, construction and supervision of construction of facilities. Technical documentation for the program of construction and mining machinery and their components.



Production and capacity



PRODUCt / SERvIcE

Production of main products

Product	Unit	Quantity			Value in EUR		
		2011	2012	2012	2011	2012	2013
Serial machines	t	78	66	38	600,167	461,271	228,345
Repair and overhaul of machines	t	133	33	14	322,140	179,901	50,749
Spare parts	t	213	128	67	277	35,430	51,543
Processing equipment	t	143	206	243	1,908,766	948,106	847,027
Components	t	38	21	16	2,034,835	81,368	60,946
Services	t	588	483	404	2,287,853	1,572,438	1,303,640



Production and capacity



PRODUCt / SERvIcE

Capacity utilization

machine (Production line)	unit	Installed capacity	Real capacity	% of utilization		
				2011	2012	2013
Loading shovels	pcs/year	400	36	9.00	5.00	4.00
Caterpillar trucks	pcs/year	300	33	11.00	6.00	5.00
Mobile excavators	pcs/year	200	0			
Overhaul and repair of machines	pcs/year	100	43	43.00	25.00	22.00
Overhaul of components	pcs/year	450	76	17.00	10.00	9.00
Installation of special armored vehicles	pcs/year	60	22	37.00	22.00	19.00
Booths for construction machinery	pcs/year	1000	40	4.00	2.00	1.00
Oil and fuel tanks	pcs/year	2000	480	24.00	14.00	11.00
Hydrod. planet transmissions	pcs/year	1300	533	41.00	25.00	22.00
Drive bridges	pcs/year	700	210	30.00	18.00	16.00
Hydrodynamic Inverters	pcs/year	600	264	44.00	26.00	25.00
hydrodynamic couplings	pcs/year	300	156	52.00	31.00	30.00
Thrust bearings	pcs/year	500	130	26.00	16.00	14.00
Caterpillar bearings	pcs/year	4200	840	20.00	12.00	10.00
Supporting and leading rollers	pcs/year	18000	7200	40.00	24.00	22.00
Input and tightening wheels	pcs/year	1300	533	41.00	25.00	22.00
Parts from artillery program	pcs/year	20000	10000	50.00	30.00	26.00
Welded tables	t/year	5000	2000	40.00	24.00	20.00
Steel castings	t/year	6000	3000	50.00	30.00	25.00
Steel castings	t/year	4000	2000	50.00	30.00	25.00
Copper alloy castings	t/year	200	92	46.00	28.00	21.00
Tools	t/year	50	27	55.00	33.00	26.00

Realization



Movement in sale volume

Product/service	Value in EUR		
	2011	2012	2013
Serial machines	575,626	368,155	123,890
Overhaul and repair	310,318	90,839	30,739
Work devices	8,639	0	0
Components	123,537	81,368	60,946
Spare parts	439,264	215,559	112,236
Processing equipment	1,908,766	948,106	817,771
Repair of components	27,265	18,625	35,528
Technical service	29,348	10,456	2,652
Services	2,431,028	1,629,817	1,401,510
Realization of goods	120,192	76,777	9,438
Other realizations	206,917	120,165	123,262
Total realizations	6,180,901	3,559,867	2,717,972
tOtAl:	12,361,801	7,119,734	5,435,944



Sales structure

Sales structure in %	2011	2012	2013
Domestic market	97.25	96.64	95.51
Foreign market	2.75	3.36	4.49
tOtAl :	100.00	100.00	100.00

Distribution channels

Distribution channels	% of share
Direct sale	99.95
Wholesale	0.00
Retail	0.00
Intermediaries	0.05



Organization



EMPLOYEES



Number of employees

Working Paid leave unpaid leave	786
Other (sick leave, vacation, etc.)	0
ToTal NuMber of eMPLOYEEs	0
	786

age structure of employees

Age	-25	25-35	35-40	40-45	45-50	50-55	55+
Number	3	82	67	91	186	259	98

average salaries in eur

(gross and net) in 2011, 2012 and 2013

year	Gross	Net
2011	414	301
2012	374	272
2013	374	272



Assets Overview



	31/12/2011	31/12/2012	31/12/2013
cuRRENT ASSETS	21,408,904€	19,777,037€	17,535,277€
NON-cuRRENT ASSETS	16,740,844€	14,921,442€	68,986,725€



A) Information contain in this document is based on the data reciev ed 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 here in.

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).

SWOT Analysys

STreNgThS:
Installed capacities , trained staff , wide product range, location.

S

WeakNeSS:
Outdated equipment , lack of working capital , large indebtetness.

W

oPPorTuNiTieS:
Joint venture with a partner with similar production program.

O

ThreaTS:
Inability to find strategic partner.

t

Advantages of Investing in Serbia



Favorable geographic position, owing to which any shipment can reach any location in Europe within 24 hours

highly educated and cheap labor force Restructured and stable financial system

Simple procedures for a company start-up and registration

Simple procedures for foreign trade transactions and foreign investments

Several free trade agreements have been signed, ensuring supply of goods to nearly 800 million consumers:

- **In march 2012 Serbia was granted the candidates status by the EC**
- **CEFTA**
- **Agreement with the EFtA members**
- **Autonomous trade preferences granted by the Eu in December 2000, and implementation of the Interim trade Agreement with the Eu started in February 2010**
- **Agreement with the Russian Federation, Belarus and kazakhstan**
- **Agreement with turkey**

contact



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