



Pursuant to the Articles 28, 69 paragraph 3 and Article 72 of the Law on Privatization («Official Gazette of the Republic of Serbia» nos. 38/2001, 18/2003, 45/2005 and 123/2007), Article 9 of the Law on Privatization Agency («Official Gazette of the Republic of Serbia» nos. 38/2001 and 135/2004) and Article 9 of the Law on the Share Fund of the Republic of Serbia («Official Gazette of the Republic of Serbia» nos. 38/2001 and 45/2005), The Privatization Agency (hereinafter «The Agency») hereby announces

PUBLIC INVITATION

For participation in the Summary Procedure Public Tender For sale of 21,084 shares CFI: ESVUFR, ISIN: RSBETAE67166, with nominal value RSD 2,200.00 (hereinafter: "the Share Package") owned by the Share Fund of the Republic of Serbia, which represents 76.56051% of total capital

of the Joint stock company for production of concrete poles, substations and related products for construction and maintenance of electrical-power facilities Betonjerka a.d. Aleksinac (Hereinafter: «The Company»)

Tender Code: BTA 15/09

- **1.** The total registered share capital of the Company consists of 27,539 shares CFI: ESVUFR, ISIN: RSBETAE67166 and has the following structure:
 - 76.56051% of equity or 21,084 shares owned by the Share Fund of the Republic of Serbia and
 - 23.43949% of equity or 6,455 shares owned by indidvidual shareholders.
- **2.** The Agency offers for sale the Share Package, at a minimal price of EUR 1,220,000.00 (onemilliontwohundredandtwentythousand euros), or EUR 57.8638 per share .
- **2.a.** The bidder is obliged to submit an offer for purchase of the Company's shares owned by the individual shareholders at equal price per share, as the Share Fund of the Republic of Serbia will send an invitation to all remaining individual shareholders to join their shares to the Share Fund's portfolio for the purpose of sale.
- **3.** Details about the Company:

Registry code: 07858329 Address: Autoput bb, Aleksinac Phone: +381 18 804 412 Fax: +381 18 806 022 Web: www.betonjerka-al.co.rs

E-mail: info@betonjerka-al.co.rs

Industry code: 26610 Production of concrete-based products for construction industry

More details about the Company are available at:

http://www.priv.rs/pregled_preduzeca/pdf/e-teaser_11670.pdf

Detailed information on the Company, Information Memorandum, Instructions to Bidders and Draft Share Purchase Agreement (hereinafter: «the Tender Documents») will be made available to all interested parties after signing the Confidentiality Agreement and payment of the Tender Documents Fee.

The Tender Documents Fee is EUR 8,000 (eight thousand Euros) in RSD counter value, calculated according to the average exchange rate of the National Bank of Serbia on the day of the invoice issuance.

The Agency has appointed Citadel Financial Advisory d.o.o. Belgrade (hereinafter: the Advisor) to act as the Advisor in this privatization procedure.

- 4. A bid may be submitted by:
- **A.** A potential bidder who, on the day the bid submission, cumulatively fulfils the following conditions:
- Has purchased the Tender Documents,
- In the last 3 (three) business years has been engaged in production of concrete-based products for construction industry and/or rough construction work and specific activities in low building civil engineering and recorded operating revenues of at least EUR 6,000,000 (sixmillion euros), or in the last 3 (three) business years has been engaged in final works in the construction industry, and/or wholesale of concrete poles, substations and related products for construction and maintenance of of electrical-power facilities and/or production or wholesale of other related products and recorded operating revenues of at least EUR 12,000,000 (twelvemillion euros) in year 2008..

If a potential bidder is a parent company that does not fulfill the conditions of this clause of the Public Invitation, its subsidiary shall have the right to submit a bid if it fulfils the conditions thereof. The subsidiary that fulfils the above mentioned conditions shall have the right to submit a bid if the parent company has purchased the Tender Documents.

If a potential bidder is a subsidiary that does not fulfill the conditions of this clause of the Public Invitation, its parent company shall have the right to submit a bid if it fulfils the stated conditions. The parent company that fulfils the above mentioned conditions shall have the right to submit the bid if the subsidiary has purchased the Tender Documents.

- **B.** If a potential bidder is a consortium it is necessary that it cumulatively fulfills the following conditions:
- All consortium members have made a decision on organizing and entering into the consortium;
- All consortium members have signed a written Consortium Agreement and duly notarized it with the Court or with other competent authority (in case of foreign legal entities and individuals);
- Each consortium member assumes unlimited joint and several liability;
- The Consortium Agreement specifies each member's percentage stake in the acquisition of the Share Package of the Company, with one member of the consortium having at least 51% stake in the consortium (hereinafter: «the Consortium Leader»);
- All consortium members have signed a notarized power of attorney for the representing member of the Consortium;
- All consortium members have signed the Confidentiality Agreement;
- At least one consortium member has purchased the Tender Documents and
- Consortium Leader cumulatively fulfils the following condition:
 - In the last 3 (three) business years has been engaged in production of concretebased products for construction industry and/or rough construction work and specific activities in low building civil engineering and recorded operating revenues of at least

EUR 6,000,000 (sixmillion euros), or in the last 3 (three) business years has been engaged in final works in the construction industry, and/or wholesale with concrete poles, substations and related products for construction and maintenance of of electrical-power facilities and/or production or wholesale of other related products and recorded operating revenues of at least EUR 12,000,000 (twelvemillion euros) in year 2008.

5. The Agency hereby invites all parties interested to participate in the tender to submit a written request for purchasing the Tender Documents of the Company no later than by **26.02.2010**, **16:30 hrs (Belgrade time).**

The Tender Documentation will be available to all interested parties starting from 11.01.2010.

A written request for purchasing the Tender Documents shall be sent by post, e-mail or fax to the Advisor and the Agency and shall clearly display the reference «Request for purchasing the Tender Documents – Tender Code: **BTA 15/09**».

Upon receipt of such request, an invoice for payment of the Tender Documents Fee, as well as the Confidentiality Agreement for signing, shall be forwarded to the tender participant's authorized representative by post, e-mail or fax. The signed Confidentiality Agreement shall be immediately faxed and mailed back to the Advisor to the address below.

Upon receiving the signed Confidentiality Agreement, evidence of authorization for the person signing the Confidentiality Agreement and evidence of payment of the Tender Documents Fee, the Advisor shall forward the relevant Tender Documents to the tender participant by mail/e-mail or hand it to its authorized representative, upon the expiration of the deadline from the paragraph 2 of this point.

The Advisor and the Agency shall not be held liable for any loss or delay that may occur in the delivery of any document.

6. The deadline for submission of the final binding offers for the purchase of the Share Package by interested bidders is **26.03.2010 at 16:30 hrs (Belgrade time).**

If necessary, the Agency retains the right to amend all or specific elements, that is, conditions and/or deadlines of this Public Invitation. As a prerequisite for submitting the bid, it is required to pay a deposit or submit a Bid Bond in the amount of EUR 50,000 (fiftythousand euros).

7. All the questions relating to this Public Invitation should be directed to the contact persons at the address below, in Serbian or English.

Privatization Agency of the Republic of Serbia

Terazije 23 11000 Belgrade, Republic of Serbia **Dragana Puzić Project Manager**

> Phone: (+38 11) 3020 855 Fax: (+38 11) 3020 816 Email: dpuzic@priv.rs

Citadel Financial Advisory (Advisor)

Vladimira Popovica 6
11070 Belgrade, Republic of Serbia
Branko Todorović
Project Manager

Phone: (+381 11) 302 0000 Fax: (+381 11) 302 0040

Email: btodorovic@citadel-finance.com