



JSC AGROBAČKA BAČ



General Information

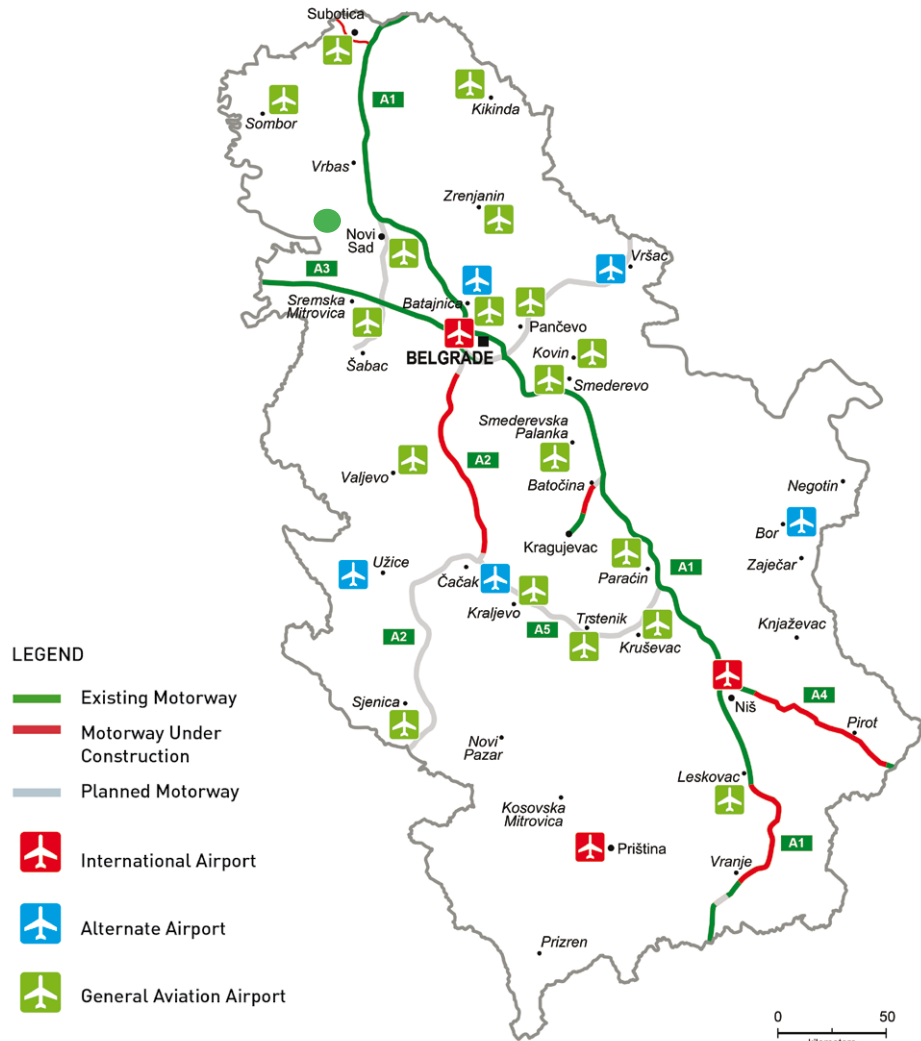
Full legal name	JSC AGROBAČKA BAČ
Address	No. 3 Bačka Street
Identification Number	08155968
Core activity	Growing of other annual and biennial plants
Foundation Year	1989
Number of Employees	20



Capital structure (in%)

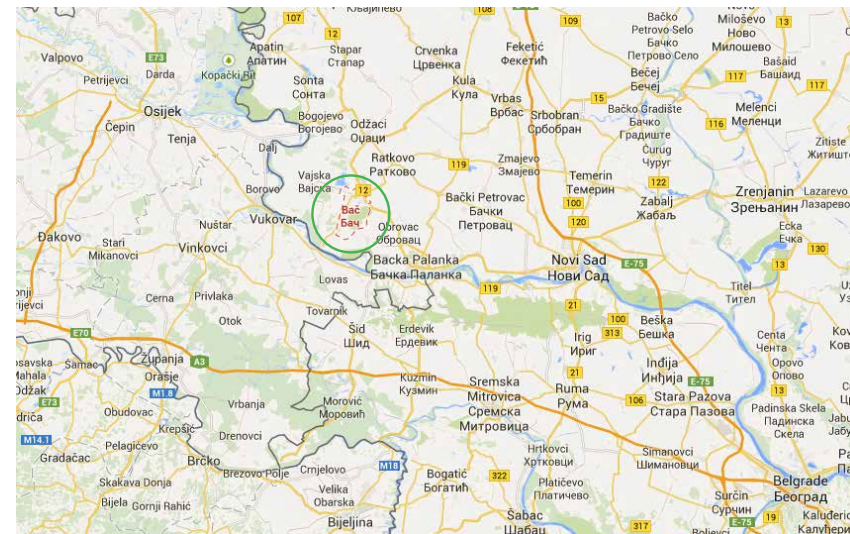
State-owned	74.48
Others	25.52

General Information



Distance form the Company to:

Belgrade	145 km
Regional Center	65 km
Main road	1 km
Port	25 km
Railway	silos are on the railway



Location



Pan-European Transport Corridors

Geographical location of JSC AGROBAČKA BAČ is of strategic importance in the market area of soughteaste Europe and provides oportunity for intensive bussines cooperation. Bač is a town and municipality in South Bačka District of Vojvodina.



Tradition



1978 created a PPO Labudnjaca, and the composition of PPO Labudnjaca are entered: KBI Bac (with all Economies I, II, III, IV, feed mixers, livestock and fish pond), PD Labudnjaca from Vajska (with the economy alive, Labudnjača Stapar and dehydrator), Subcontractors from Bac with work unit Zadrugar and Worker, ZZ Selenca (with the cooperation and community sector) and Mlinpek Bac (now the mill and silos).

The same year, the PIK Bac separated into: OUR Brotherhood (today's farming and cattle breeding) and OUR Pond.

1982, set aside the cooperation and formed a special cooperation: ZZ Lowlands Plavna and Backo Novo Selo, Cooperation and Bac, Cooperation ZZ Selenca.

And joining the OUR Mlinpek OUR Worker and OUR Brotherhood and produced PPK Agrobaccka Bac.

PPK Agrobaccka with all parts lasted until 1990 until it was dissolved Labudnjaca.

Since 1982 to 1990 Agrobaccka is build the silos, spread poultry and made incubator.

1998 introduced temporary measures to consolidate the company.

Products /Activities



- **MERCANTILE WHEAT**
- **SUGAR BEET**
- **MERCANTILE CORN**
- **WINTER BARLEY**
- **SEED CORN**
- **SEED SOY**
- **GREEN BEANS**
- **MERCANTILE SOY**
- **ALFALFA**

Certificates



Quality assurance certificate ISO 9001

Company does not own quality assurance certificate ISO 9001.

Ecology

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

Production and Capacity



Product	Unit	Quantity			Value in EUR		
		2011	2012	2012	2011	2012	2013
Sugar beet	t	915	2.344	2.849	281.745	97.574	93.936
Mercantil soy	t	87	261	141	246.586	149.053	57.405
Seed soy	t	0	35	0	0	19.970	0
Green beans	t	0	169	0	0	30.030	0
Mercantile corn	t	0	298	710	0	64.159	89.967
Seed corn	t	0	41	0	0	28.799	0
Winter barley	t	0	258	192	0	53.228	34.900
Commercial wheat	t	0	250	376	0	57.713	57.413
Alfalfa	t	0	0	1.048	0	0	101.307

Land

Total land owned by the company amounts 811 ha 80 a 38 m² of which:
 Agricultural land owned by the company amounts 691 ha 93 a 12 m².
 Other land owned by the company amounts 119 ha 87a 26 m².

Agricultural state owned land: 281 ha 85 a 32 m² of which:
 Lease based on infrastructure: 270 ha 78 a 45 m²
 Lease of the state land: 11 ha 6 a 87 m²
 Other state-owned land, forest: 68 ha 78 a 54 m²



Production and Capacity

Capacity utilization

Machine (Production line)	Unit	Installed capacity	Real capacity	% of utilization		
				2011	2012	2013
Fodder mixer	t/c	4	3			



Realization



Movement in sale volume

Product/service	Unit	Quantity sold			Value in EUR		
		2011	2012	2013	2011	2012	2013
Mercantile wheat	t	0	250	376	0	57.704	57.413
Sugar beet	t	915	2.344	2.849	29.482	97.574	93.936
Mercantile corn	t	0	184	710	0	39.642	89.967
Winter barley	t	0	258	192	0	53.228	34.900
Seed corn	t	0	41	0	0	28.799	0
Seed soy	t	0	35	0	0	19.970	0
Green beans	t	0	169	0	0	30.022	0
Mercantile soy	t	87	261	141	25.803	149.053	57.405
Alfalfa	t	0	0	1.048	0	0	101.307
TOTAL :					55.284	475.992	434.927

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 channels	% of share
Direct sale	100.00
Wholesale	0.00
Retail	0.00
Intermediaries	0.00



Organization



EMPLOYEES



Number of employees

Working	11
Paid leave	0
Unpaid leave	0
Other (sick leave, vacation, etc.)	9
TOTAL NUMBER OF EMPLOYEES	20

Age structure of employees

Age	-25	25-35	35-40	40-45	45-50	50-55	55+
Number	0	1	2	5	1	8	3

Average salaries in EUR

(gross and net) in 2011, 2012 and 2013

Year	Gross	Net
2011	394	285
2012	486	297
2013	417	302



Assets Overview



	31/12/2011	31/12/2012	31/12/2013
CURRENT ASSETS	312.440	289.989	271.009
NON-CURRENT ASSETS	2.597.627	2.388.112	8.857.671



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 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:

traditionally agricultural area and good quality arable land, provided own storage of products, an experienced and competent staff for agricultural production.



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WEAKNESS:

indebtedness from the previous period, lack of mechanization.



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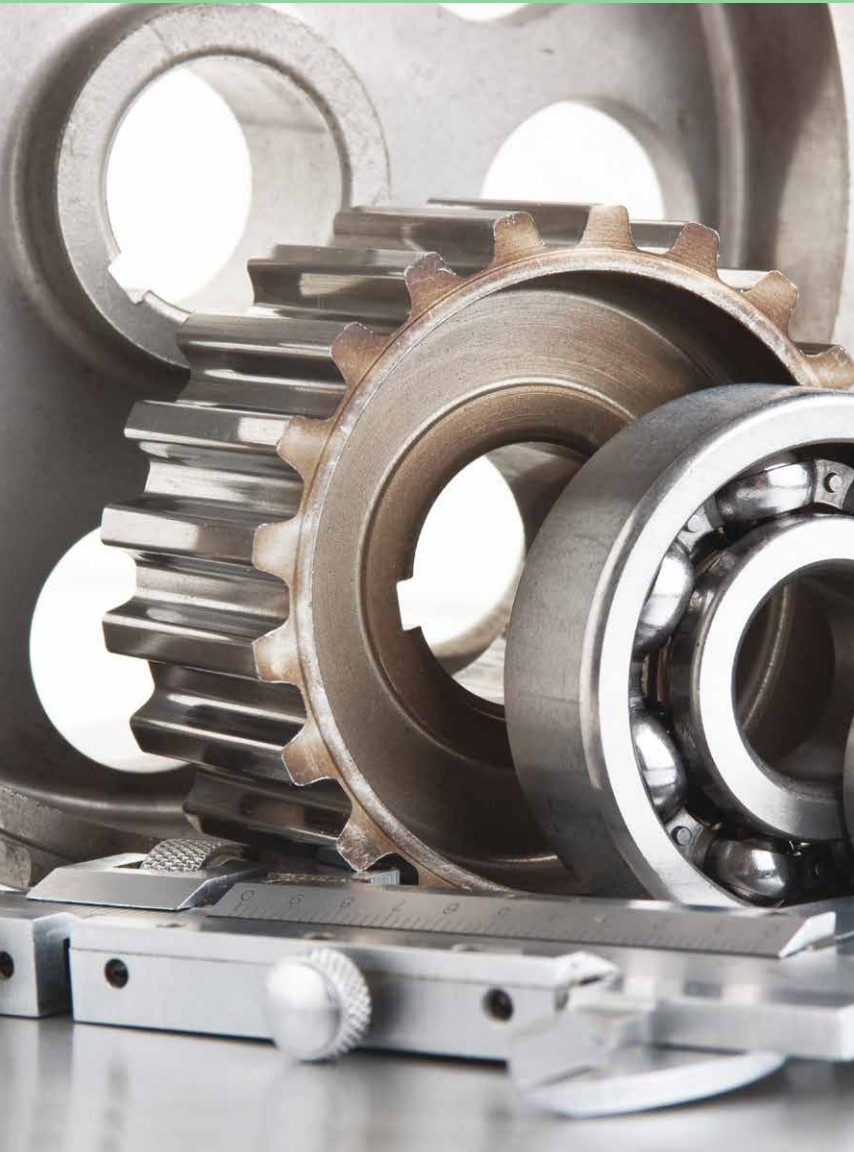
OPPORTUNITIES:

expanding production and increasing property, the revitalization of the mill.

THREATS:

the possibility of blockage due to labor disputes, adverse outcome of disputes over land.

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



Republic of Serbia

Ministry of Economy Republic of Serbia

Address: 20, Kneza Milosa Street, 11000 Belgrade, Serbia

www.privreda.gov.rs

Privatization Agency Republic of Serbia

Adress: 23 Terazije, 11000 Belgrade, Serbia

Phone: +381 11 / 3020-800

Fax: +381 11 / 3020-828

Email: info@priv.rs

www.priv.rs
