



AD AleksaŠantić

**“Aleksa Santic” JSC,
Aleksa Santic**

General Information

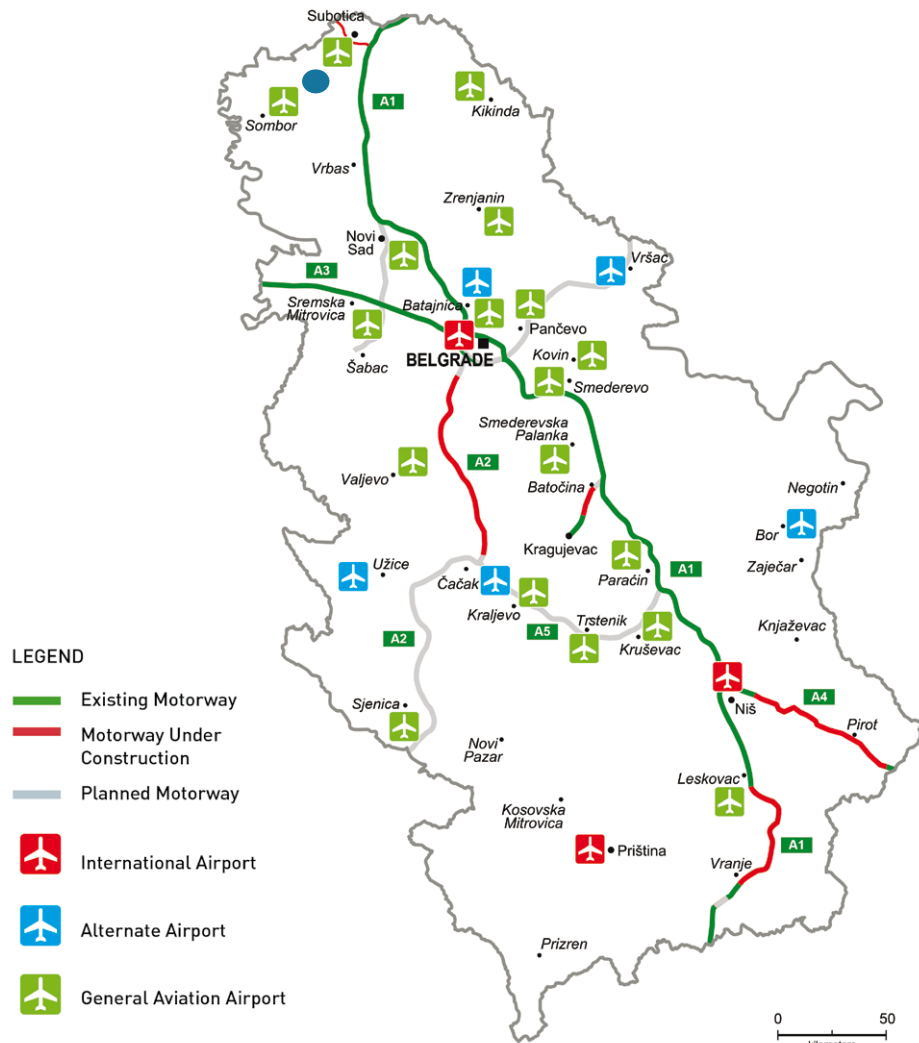
Full legal name	Joint-stock agricultural company “Aleksa Santic”
Address	No. 3 Solunskih Dobrovoljaca Street
Identification Number	08166978
Core activity	Cultivation of wheat, other crops and plants
Foundation Year	1958
Number of Employees	221



Capital structure (in%)

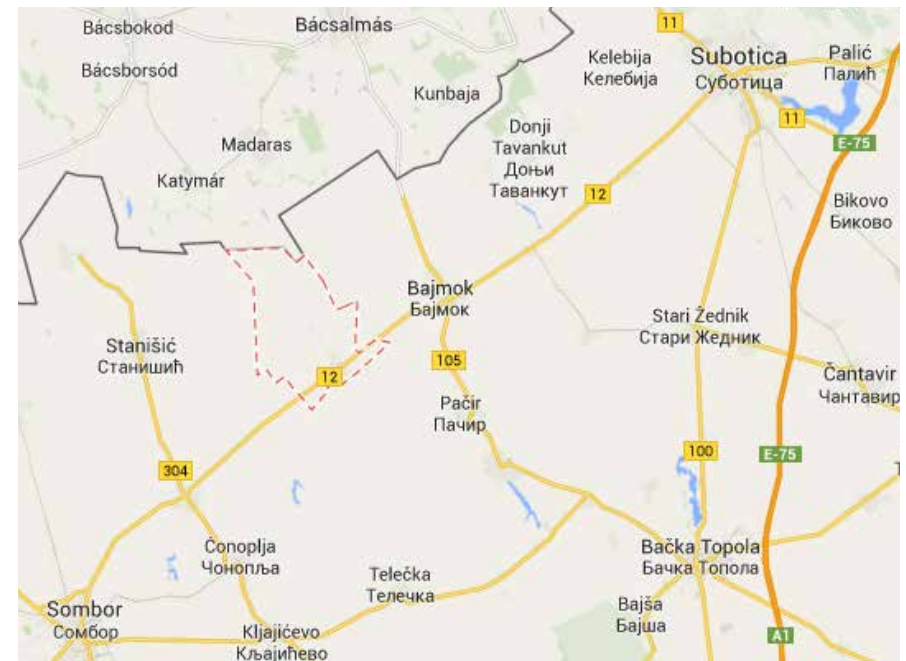
Shareholders' fund	0.13
Privatization Agency	70.00
Others	29.87

General Information



Distance form the Company to:

Belgrade	180 km
Regional Center	25 km
Main road	0 km
Port	40 km
Railway	0 km



Location



Pan-European Transport Corridors

Geographical location of Joint-stock agricultural company “Aleksa Santic” is of strategic importance in the market area of southeaste Europe and provides oportunity for intensive busines coperation. Majdanpek is a town and municipality in Bor District of Serbia.



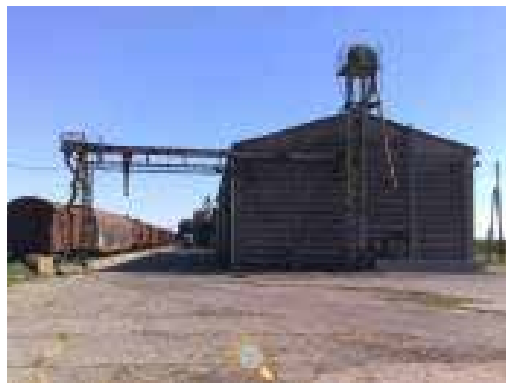
Tradition



On surfaces district of village Aleksa Santic in 1946 formed two farms and one on what was then the territory of atara Čonoplja So in Aleksa Santic formed State farm “North” and the State farm “exemption” in the area Čonopljanski State farm “9 May”.

In 1953, merged the PD North and PD liberation into a single enterprise Agricultural well Unity which was not long-lived because in 1954, separated.

Year 1958 is a milestone for the PD Aleksa Santic. That year, there is a connection, the North, Liberation and “9 May” in a single farm: agricultural-industrial complex “Aleksa Santic” - the largest farm in this part of Vojvodina, with 6,792 ha of land. PIK “Aleksa Santic” and in 1962 merged with the agricultural cooperative of Aleksa Santic, and a unified whole social sector of agriculture.



FIELD
POMOLOGY
ANIMAL HUSBANDRY
COOPERATION
RETAILERS
VETERINARY STATION
SERVICES

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 not fulfilled.

Production

Product / services	Unit	Quantity			Value in EUR		
		2011	2012	2012	2011	2012	2013
Wheat	kg	5,052	4,343	5,345	907.762	1.083.658	992.853
Winter barley	kg	2,169	1,636	2,577	429.829	378.762	532.860
Sunflower	kg	1,277	1,360	1,802	390.526	716.078	451.047
Soy	kg	1,229	218	305	422.712	143.185	131.182
Sugar beet	kg	30,393	17,914	19,050	1.336.896	765.236	855.631
Commercial corn	kg	6,383	1,703	2,421	1.037.061	312.039	386.359
Commercial corn - trench silo	kg	0	0	2,416	0	0	265.269
Seed corn	kg	242	62	211	202.215	58.008	255.091
Sour cherry	kg	200	95	220	106.813	100.114	125.878
Plum	kg	116	35	195	14.469	7.425	19.486
Fattening pigs	kg	510	662	698	657.659	1.103.460	1.159.996
Cull sows	kg	37	35	36	38.990	47.582	48.050
Pigs (cages)	kg	0	0	8	0	0	17.441
Fattening pigs-light	kg	0	0	20	0	0	28.631

Land / Buildings / Livestock



Agricultural land-type of right:ownership/type of ownership:private: 732 ha

Agricultural land- type of right:lease/ type of ownership:state: 2,881 ha

Buildings: Total surface-78.955 m2

Livestock: Balance state on March 12th 2014; Pigs 7,307 Pcs

Production and Capacity

Capacity utilization

Machine (Production line)	Unit	Installed capacity	Real capacity	% of utilization		
				2011	2012	2013
New silo	t	18000	15000	70.00	50.00	50.00
Ground storages	t	7500	7500	20.00	20.00	20.00
Trench silo	t	4500	5000			70.00
Drying unit IVSK 2x12	t	2x12 t/č	2x10 t/č	40.00	30.00	40.00
Fodder mixer	t	10 t/č	7 t/č	30.00	30.00	30.00
Hammer mill I	t	4 t/č	4 t/č	30.00	30.00	30.00
Hammer mill II	t	4 t/č	4 t/č	30.00	30.00	30.00
Hammer mill PSA 160t	t	45 t/č	35 t/č			
Tractor JD 8320-I	pcs	185,9 kw	185,9 kw	90.00	90.00	90.00
Tractor JD 8320-II	pcs	185,9 kw	185,9 kw	75.00	80.00	80.00
Combine JD CTS9780i	pcs	243.4 kw	243.4 kw	85.00	85.00	85.00
Combine JD CTS9780hm	pcs	243.4 kw	243.4 kw	75.00	75.00	75.00
Combine JD CTS9780hm	pcs	243.4 kw	243.4 kw	65.00	65.00	65.00
Tractor MTZ 1025	pcs 4	77.2 kw	77.2 kw	80.00	80.00	80.00
Tractor MTZ 820	pcs 2	60 kw	60 kw	70.00	70.00	70.00
Tractor MTZ 82	pcs 5	60 kw	60 kw	60.00	60.00	60.00
Tractor IMT 539	pcs 10	28.5 kw	28.5 kw	40.00	40.00	40.00
Loader ULT 160 C	pcs	177.6 ks	177.6 ks	60.00	60.00	60.00
Truck Iveco 190.36 tts with trailer	pcs	265 kw	265 kw	50.00	55.00	55.00
Tractor JD 6630	pcs 2				80.00	85.00
Tractor JD 5110	pcs				80.00	85.00
Tractor MTZ 1221					80.00	85.00

Realization

Movement in sale volume

Product/service	Unit	Quantity sold			Value in EUR		
		2011	2012	2013	2011	2012	2013
Wheat	kg	6,762	4,992	5,667	1.344.694	1.245.526	1.052.982
Winter barley	kg	2,128	1,525	2,152	420.170	353.007	445.170
Sunflower	kg	1,277	1,450	1,799	423.056	763.764	450.254
Soy	kg	1,226	215	304	401.057	135.530	130.972
Sugar beet	kg	29,595	17,914	19,050	1.266.512	716.230	855.631
Commercial corn	kg	1,566	2,749	2,654	244.111	503.570	423.506
Mercantile corn- trench silo	kg	0	0	0	0	0	0
Seed corn	kg	594	61	211	439.064	58.008	255.091
Sour cherry	kg	205	95	220	110.062	100.114	125.878
Plum	kg	117	32	195	14.430	7.425	19.486
Fattening pigs	kg	510	662	697	657.659	1.103.460	1.159.996
Cull sows	kg	37	35	36	38.990	47.582	48.050
Pigs (cages)	kg	0	0	8	0	0	17.441
Fattening pigs - light	kg	0	0	20	0	0	28.631
TOTAL :					5.359.805	5.034.216	5.013.088

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	90.00
Wholesale	0.00
Retail	0.00
Intermediaries	10.00

Organization

EMPLOYEES



Number of employees

Working	212
Paid leave	9
Unpaid leave	0
Other (sick leave, vacation, etc.)	0
TOTAL NUMBER OF EMPLOYEES	221

Age structure of employees

Age	-25	25-35	35-40	40-45	45-50	50-55	55+
Number	10	30	16	33	37	50	45

Average salaries in EUR

(gross and net) in 2011, 2012 and 2013

Year	Gross	Net
2011	280	205
2012	340	246
2013	377	273

Financial Indicators

	Value in EUR		
	31/12/2011	31/12/2012	31/12/2013
CURRENT ASSETS	3.862.983	2.941.039	0
FIXED ASSETS	7.920.335	7.893.637	0
Equity/Loss above equity	+1.426.240	+444.484	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 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:

The favorable geographical location, direct access to raw materials and customers, solid yields in crop production, high quality agricultural products, a long tradition, know-how, broad customer network and developed long-term relationships with them, diversified structure of suppliers, developed distribution network, significant storage capacity ...

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OPPORTUNITIES:

Export potential, the potential for the introduction of new products in crop and livestock production, the write-off of debt to state creditors, the possibility of renting state-owned agricultural land.

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WEAKNESS:

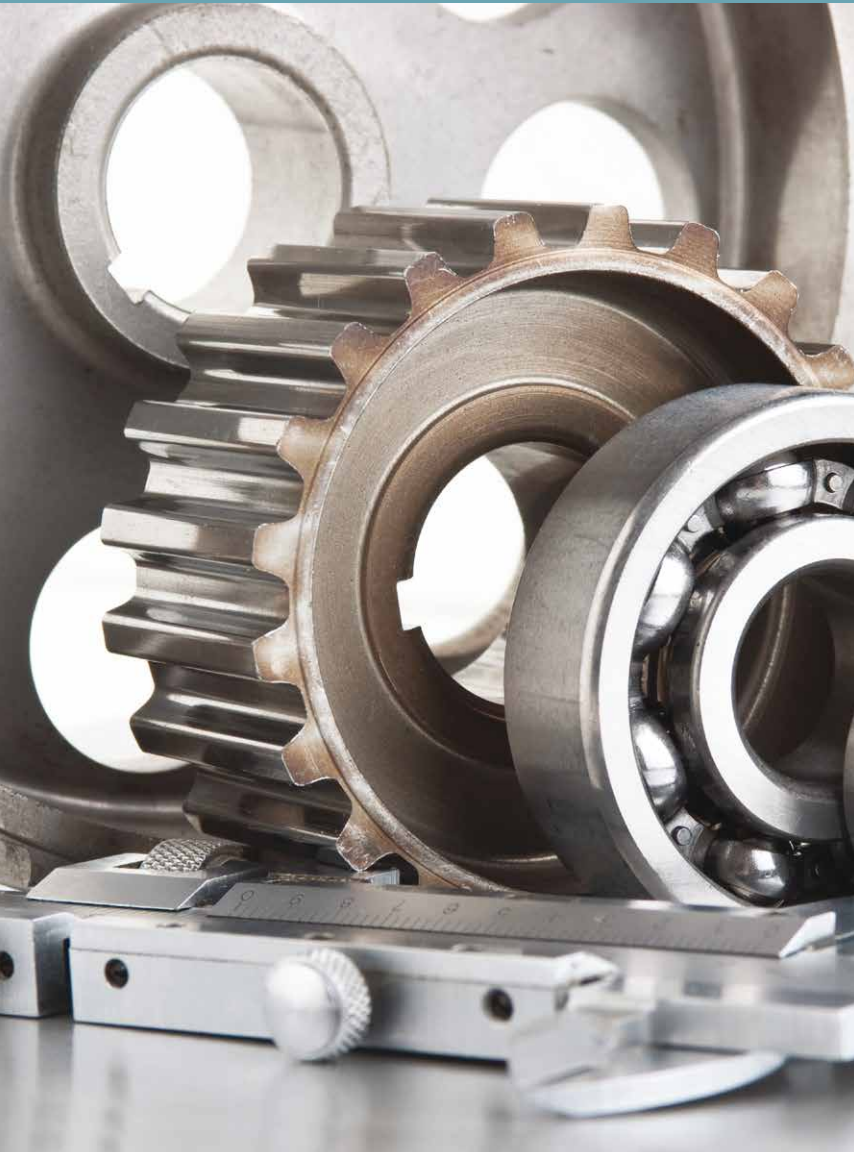
No ISO and HACCP standards, underutilized capacity, low level of finalization of the process of production, difficult access to loans, outdated and insufficient machinery, slow turnover in primary production, the relatively small area of own agricultural land, lack of state subsidies in agriculture for legal entities

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THREATS:

Unfavorable climate conditions (drought, hail), fluctuations of prices of agricultural products, price volatility of raw materials, loss of state agricultural 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



**PRIVATIZATION
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