



**BRATSTVO I JEDINSTVO
NEUZINA**

**BRATSTVO JEDINSTVO JSC
NEUZINA, Neuzina**

General Information

Full legal name	JOINT STOCK COMPANY BRATSTVO JEDINSTVO NEUZINA, NEUZINA
Address	No. 45 Djure Raskova Street
Identification Number	08057745
Core activity	Cultivation of wheat, other crops and plants
Foundation Year	1955
Number of Employees	21

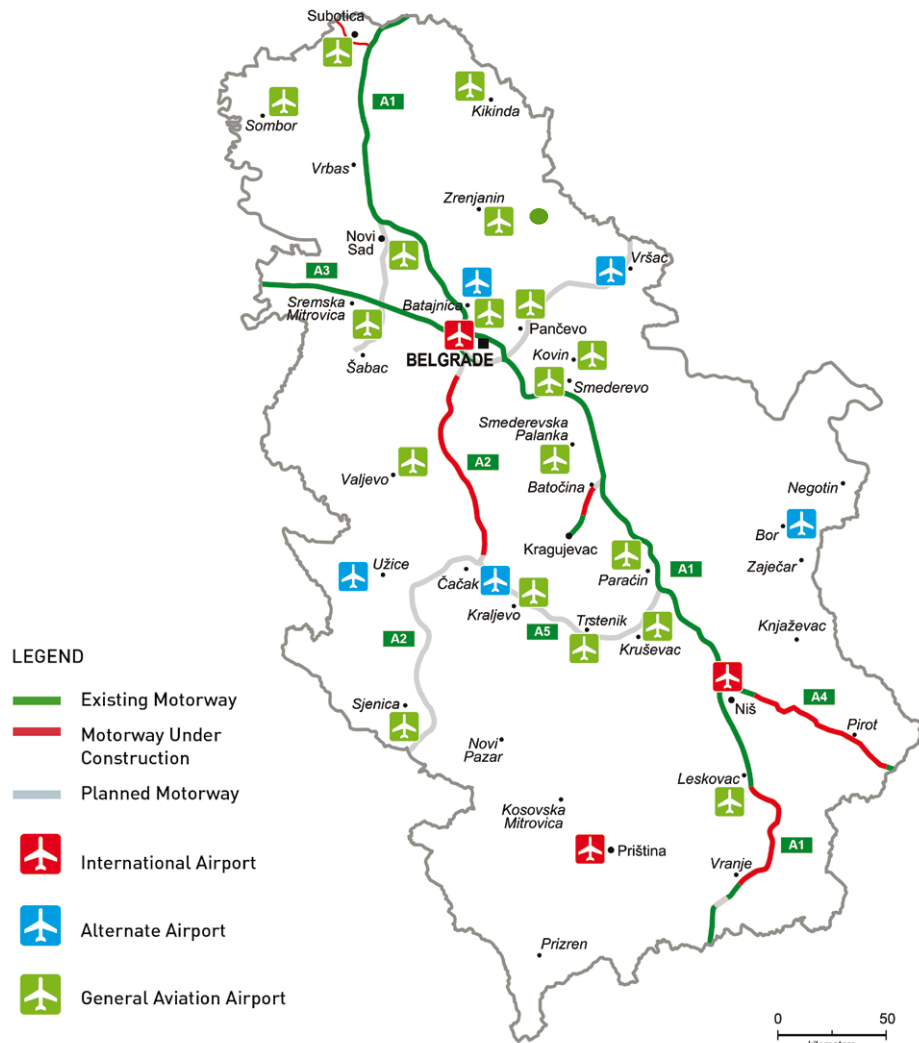


Capital structure (in%)

Shareholders' fund	0.28
Privatization Agency	74.02
Others	25.70

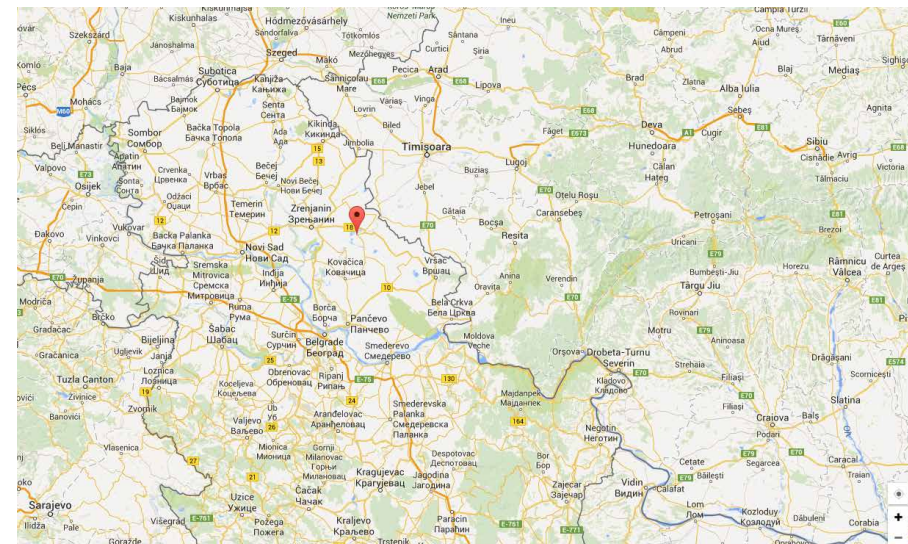
General Information

**BRATSTVO I JEDINSTVO
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Distance form the Company to:

Belgrade	75 km
Regional Center	36 km
Main road	6 km
Port	60 km
Railway	8 km



Location

**BRATSTVO I JEDINSTVO
NEUZINA**



Pan-European Transport Corridors



Neuzina is a village in Serbia. It is situated in the Sečanj municipality, in the Central Banat District, Vojvodina province.



Product portfolio

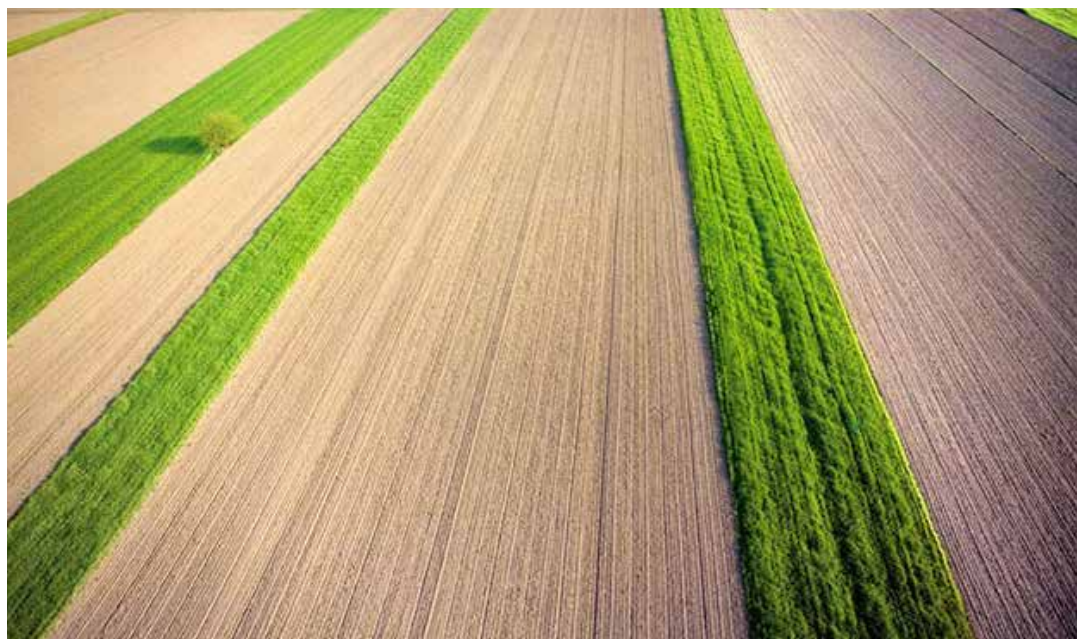
**BRATSTVO I JEDINSTVO
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**MERCANTILE WHEAT
MERCANTILE CORN
TRITICALE
MERCANTILE SOY
MERCANTILE SUNFLOWER
NATURAL WHEAT
SUMMER BARLEY
NATURAL SOY
WINTER BARLEY
SUGRAR BEET
ALFALFA**

Certificates

**BRATSTVO I JEDINSTVO
NEUZINA**



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

**BRATSTVO I JEDINSTVO
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Product	Unit	Quantity			Value in EUR		
		2011	2012	2012	2011	2012	2013
mercantile wheat	kg	870,947	776,674	525,483	17.345	183.119	72.618
mercantile corn	kg	1,402,210	340,340	511,235	241.225	78.888	64.598
triticale	kg	28,820	0	0	13.064	0	0
mercantile soy	kg	422,402	186,221	172,433	109.221	84.094	64.106
mercantile sunflower	kg	145,400	107,819	170,711	7.865	49.667	37.109
natural wheat	kg	0	0	229,379	165.757	0	35.866
summer barley	kg	0	72,698	0	0	16.026	0
natural soy	kg	0	53,200	0	0	35.588	0
winter barley	kg	0	0	161,278	0	0	27.418
sugar beet	kg	0	0	1,605,260	0	0	55.867
alfalfa	kg	0	0	86,920	0	0	11.420

LAND AND BUILDINGS

Land

Agricultural land-private ownership=585.91,49 hectare

Agricultural land-state ownership-lease=77.51,46 hectare

Buildings

Total surface=25.946 m2



Production and Capacity

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Capacity utilization

Machine (Production line)	Unit	Installed capacity	Real capacity	% of utilization		
				2011	2012	2013
Extruder for the grains	pcs	1000 kg / h	700 kg / h			
Line for mixing and pelleting of fodder	pcs	1000 kg / h	1000 kg / h			
Tractor DEUTZ FAHR	pcs	265 KS	265 KS	70.00	60.00	80.00
Combine JOHN DEERE	pcs	30 Ha per day	25 Ha per day	90.00	90.00	90.00



Realization

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Movement in sale volume

Product/service	Unit	Quantity sold			Value in EUR		
		2011	2012	2013	2011	2012	2013
Mercantile wheat	kg	685,452	776,674	525,483	116.379	183.119	72.033
Mercantile corn	kg	910,348	31,240	420,395	135.903	7.246	52.712
triticale	kg	28,820	0	0	4.128	0	0
Mercantile soy	kg	422,402	186,221	172,433	127.856	84.094	63.589
Mercantile sunflower	kg	145,400	107,819	170,711	41.685	49.667	36.810
Natural wheat	kg	0	0	229,379	0	0	35.866
Summer barley	kg	0	72,698	0	0	14.747	0
Natural soy	kg	0	53,200	0	0	32.748	0
Winter barley	kg	0	0	161,278	0	0	27.418
Sugar beet	kg	0	0	1,605,260	0	0	55.867
Alfalfa	kg	0	0	31,220	0	0	4.100
TOTAL :					425.951	371.621	348.395

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

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EMPLOYEES



Number of employees

Working	21
Paid leave	0
Unpaid leave	0
Other (sick leave, vacation, etc.)	0
TOTAL NUMBER OF EMPLOYEES	21

Age structure of employees

Age	-25	25-35	35-40	40-45	45-50	50-55	55+
Number	2	1	0	0	3	10	5

Average salaries in EUR

(gross and net) in 2011, 2012 and 2013

Year	Gross	Net
2011	331	241
2012	487	337
2013	483	348

Assets Overview

**BRATSTVO I JEDINSTVO
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	31/12/2011	31/12/2012	31/12/2013
CURRENT ASSETS	527.509	441.521	153.478
FIXED ASSETS	1.080.467	971.875	5.002.368
EQUITY /LOSS ABOVE EQUITY	+1.010.838	+933.104	+4.329.893



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:

Many years of production experience in agricultural production; experienced workforce;

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WEAKNESS:

Obsolete machinery, age structure of employees (app. 50 years)

OPPORTUNITIES:

Great demand for agricultural products; Company is joined in the pool of agricultural enterprises for joint procurement of raw materials

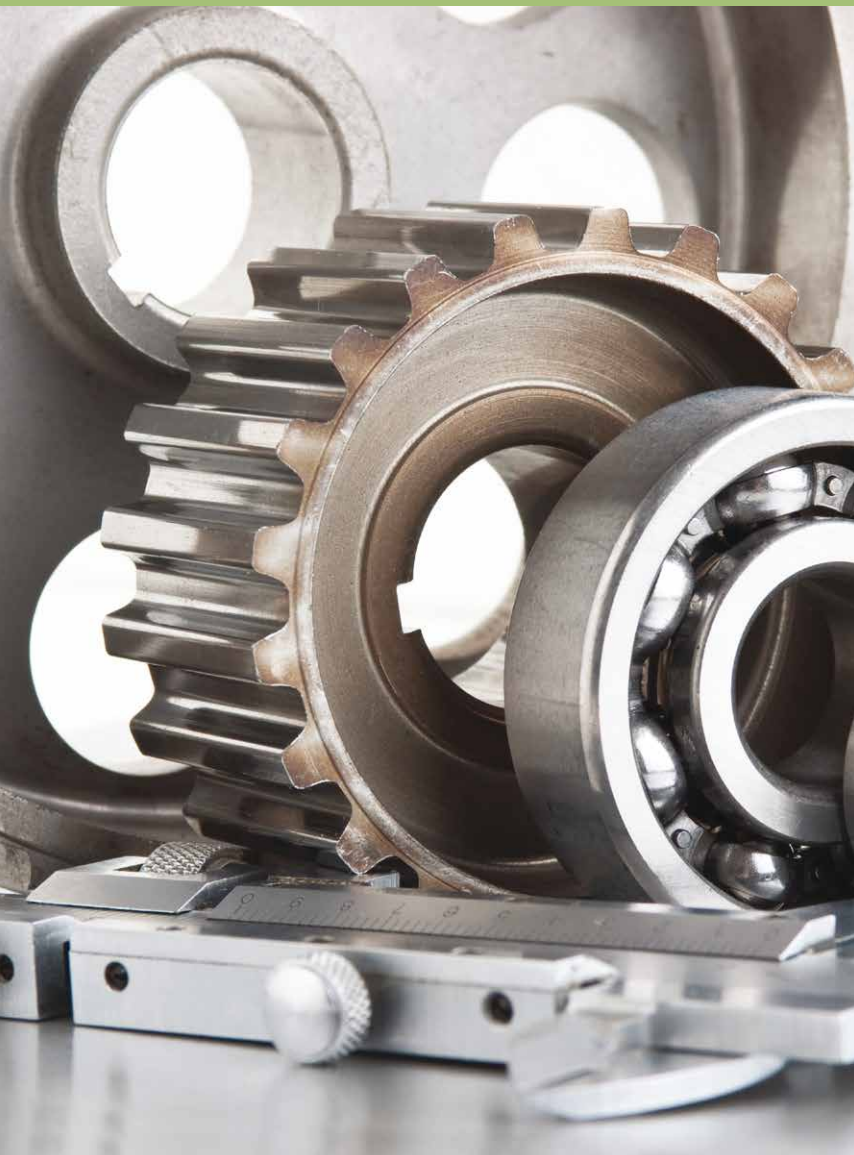
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THREATS:

Scissors prices to the detriment of agriculture (rapid growth of inputs in relation to the price of agr. products); Favoring farmers by the state (we do not have access to loans and funds)

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

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