



dunav^{a.d.}
Grocka

Dunav JSC - Grocka

General Information

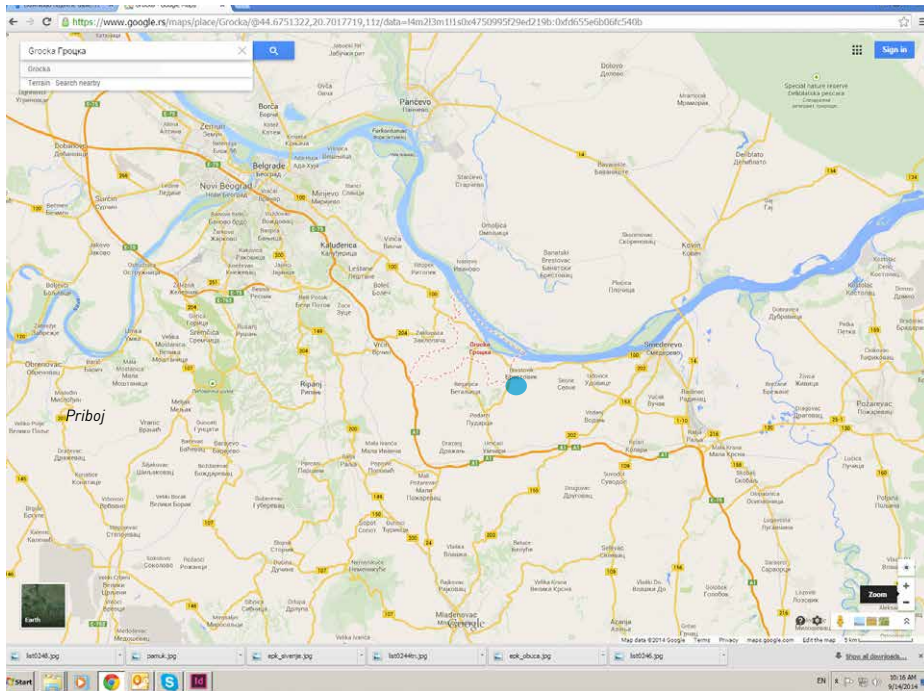
Full legal name	Company for production of synthetic textured filaments, effective and combined yarn and thread JSC Dunav
Address	Bulevar revolucije no. 15, Belgrade - Grocka
Identification Number	07030550
Core activity	Production of textured polyamide and polyester yarns, cotton, sewing threads and covered elastane yarns
Foundation Year	1960
Number of Employees	105



Capital structure (in %)

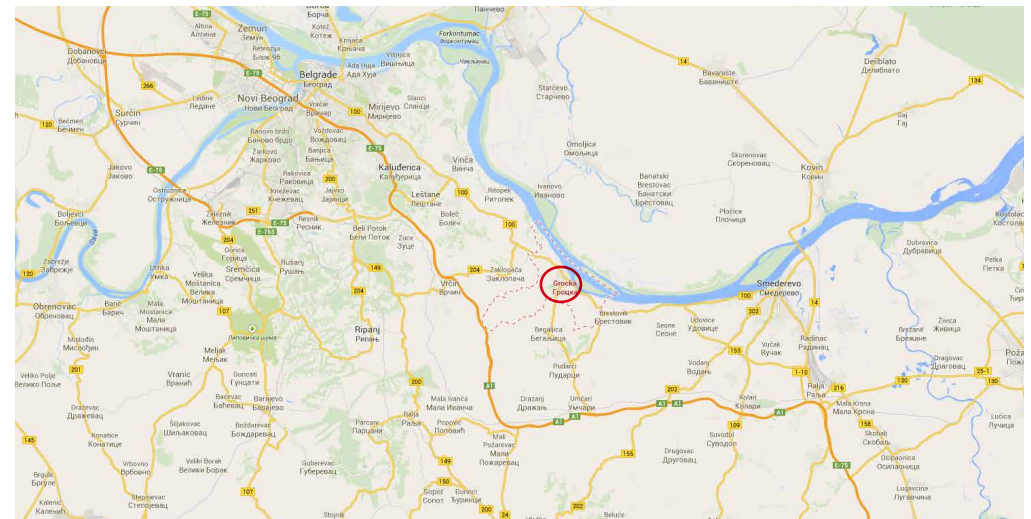
Shareholders' fund	24.57
Others	75.43

General Information



Distance form the Company to:

Belgrade	25 km
Regional Center	25 km
Main road	5 km
Port	20 km
Railway	25 km



Location



Pan-European Transport Corridors

Geographical location Dunav JSC, Grocka is of strategic importance in the market area of southeaste Europe and provides oportunity for intensive busines cooperation.



Tradition and expertise



PRINCIPLES OF OUR OPERATION

In the field of manufacturing texturized dyed and raw, polyamide and polyester yarn and covered elastane yarn we meet the market demands, not only with production materials, but also by offering advice and technical service, from needs analysis to the meeting of such needs.

Our market activities are reflected in addressing problems in economical and technologically modern manner, simple and reliable in application. Our systems are of high quality and appropriate price and bear the trademark of “Dunav” a.d.Grocka.

We believe that a strong position in the market is an important factor for ensuring the sustainability of the system. We create and strengthen such position through active marketing aimed at carefully designed economic market activity.

Our activities are directed towards all markets. As a joint-stock company, we understand the necessity of building and further developing all the potentials in marketing, sales, production, research and development, finance, management and organization.

Tradition and expertise



GOALS OF DUNAV JSC GROCKA

We want Dunav a.d. to be for many years a recognizable manufacturer of texturised polyamide and polyester yarns, yarn effects and threads as well as covered elastane yarns.

To provide for sustainability and current investment our thoughts and acts are directed towards earning profit.

Our goal is to further build, develop and create capacity to respond to all our customer needs.

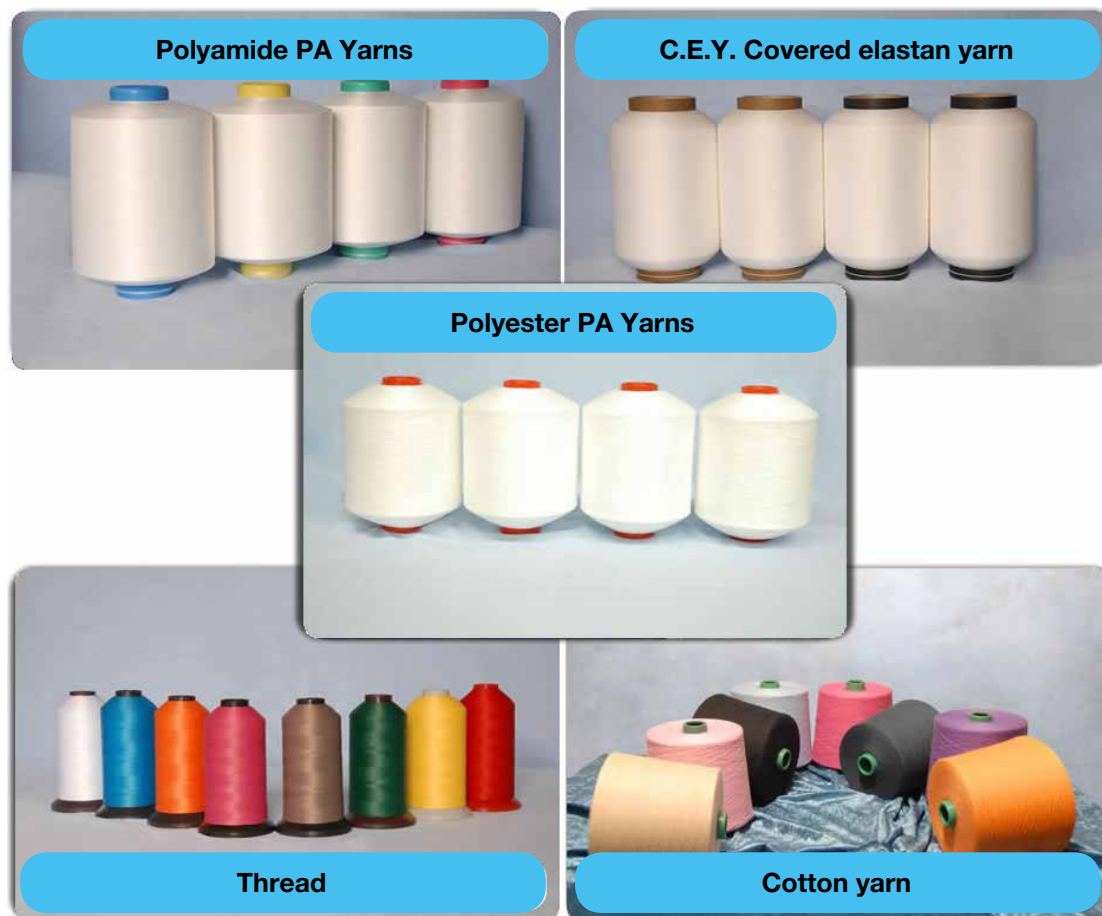
We are guided by innovation, good service, quality; we are flexible and strive for good image.

In the markets where we are present, we want to offer system solutions and complete service and, owing to such acting, secure a high ranking position,

We consider acting in the field of texturized and covered elastane yarns to be the task of the whole company.

We want to be successful and unique and in this way to contribute to the company development.

Product portfolio



Polyamide PA Yarns

Standard yarns
Multifilament yarns
Microfilament yarns

Polyester PES Yarns

Standard yarns
Multifilament yarns
PBT and cationic PES

C.E.Y. Covered elastan yarn

C.E.Y. – Covered elastan yarn

Thread

Footwear and leather goods thread
Sewing thread

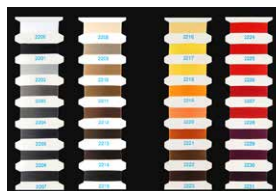
Cotton yarn

Cotton yarn

Product portfolio



Polyamide PA Yarns



STANDARD YARN

Standard textured PA yarns: bright, semidull and dull, used for production of women's hosiery, men's and children's socks, raw white or dyed, with or without elastane, according to the strictest world quality control standards.



MULTIFILAMENT YARNS

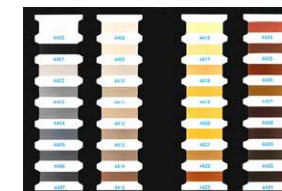
Multifilament textured PA yarns: bright, semidull and dull, used for production of fancy women's and children's hosiery, the finest underwear, lace, bodies, T-shirts and sportswear with or without elastane, raw white or dyed, according to the strictest world quality control standards.



MICROFILAMENT YARNS

Multifilament textured PA yarns: bright, semidull and dull, used for production of sportswear, swimwear, underwear, lace, bodies, T-shirts and women's hosiery, with or without elastane, raw white or dyed, according to the strictest world quality control standards.

Polyester PES Yarns



WEAVING LINE - STANDARD YARNS

Standard textured and twisted PES yarns, used for production of decorative and clothing fabrics, upholstery fabrics and knitwear, raw white or dyed, according to the strictest world quality control standards.



WEAVING LINE - MULTIFILAMENT YARNS

Multifilament textured and twisted PES yarn distinguished by extraordinary soft cushioning, especially suited for both woven wear and fabrics, haberdashery and curtain line, according to the strictest world quality control standards.



WEAVING LINE - PBT AND CATIONIC PES

Our production also includes PBT yarns, characterised by increased elasticity, recommended for weaving industry as well as cationic PES yarns distinguished by better colour fastness.

Product portfolio

C.E.Y. – Covered elastane yarn



Comfort is the top requirement, related to comfortable clothes or objects surrounding us. Products with covered elastane yarn meet the high standards of quality, reliability and durability. They are characterized with high elasticity, greater freedom of movement and ability to retain the designed dimensions even after long-term use.

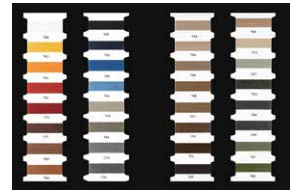
Covered elastane yarns are suitable for wide production range of clothing articles for children and adults, such as socks, underwear, belts, elastic bands, bathing suits, knitwear, fabrics, sports clothes... Moreover, they are widely used for medical hosiery, upholstery and technical textile production.

Thread



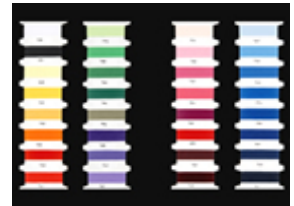
FOOTWEAR AND LEATHER GOODS THREAD

- “Open” textured thread for the footwear industry
- Ready-made thread for dedicated industry



SEWING THREAD

Program offers sewing thread of polyester filament, which is also used for light clothing.

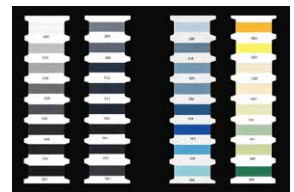


Cotton yarn



Cotton yarn is the most important natural resource, as a fiber can be used in knitwear, haberdashery and for socks production.

Our dyed cotton yarns meet the most stringent international quality standards.



Certificates



Quality assurance certificate ISO 9001

Company owns quality assurance certificate ISO 9001.

Oeko-Tex Standard 100

Company has a certificate of conformity for products with the Oeko-Tex Standard 100.

Ecology

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

Tehnological Fasibilities



Production and Capacity



Product	Unit	Quantity			Value in EUR		
		2011	2012	2012	2011	2012	2013
Textured, raw thread PA	kg	146.675	174.458	156.293	880.268	1.126.811	1.019.905
Textured, dyed thread PA	kg	200.666	204.336	236.299	1.860.133	1.969.542	2.298.353
Textured, raw thread PET	kg	55.990	88.346	96.217	1.765.724	298.483	332.967
Textured, dyed thread PET	kg	66.670	54.895	61.284	642.483	308.745	402.950
Dyed cotton yarn	kg	22.570	1.590	4.346	132.654	8.688	25.776
Polyester thread	kg	42.994	3.064	3.374	755.995	3.570	3.995
Elastane yarn	kg	535.566	23.068	28.080	6.037.257	375.929	499.747
Wale-yarn	kg			4.461			17.637



Production and Capacity



Capacity utilization

Machine (Production line)	Unit	Installed capacity	Real capacity	% of utilization		
				2011	2012	2013
Texturing phase	kg	1.503.667	1.208.977	4.17	0.43	48.83
Threading phase	kg	1.343.705	1.074.975	2.45	0.32	37.00
Coloring phase	kg	727.584	582.067	4.52	0.46	53.22
Winding phase	kg	673.013	572.066	0.58	0.73	80.07
OEP Phase	kg	125.325	100.260	26.22	0.23	28.01

Buildings

Location	Buildings (m2)
Textile Production - Warehouse	2.141
Textile Production - Production of synthetic yarns	31
Textile Production - Production of synthetic yarns	6.413
Textile Production - Warehouse for finished products	1.217
Textile Production - administrative building	419
Textile Production - administrative building	300
Textile Production - Warehouse	820
Substation	108
Textile Production - boiler house, workshops, warehouses	612
Textile Production - Crude oil	21
Garage	297
Auxiliary building	100



Realization



Movement in sale volume

Product/service	Unit	Quantity sold			Value in EUR		
		2011	2012	2013	2011	2012	2013
Raw textured PA	kg	121.111	148.681	170.810	727.010	973.423	1.177.473
Colored textured PA	kg	178.404	219.852	229.956	1.656.895	1.974.810	2.119.344
Raw textured PES	kg	56.520	80.199	91.367	177.072	245.264	279.932
Colored textured PES	kg	58.489	57.871	61.402	315.039	293.532	345.763
Threads and yarns	kg	18.495	10.321	4.840	108.877	37.452	60.187
Elastane wrapped yarn	kg	38.980	23.243	22.811	688.182	45.111	344.123
Services	kg	11.935	158	2.816	17.804	309.291	10.302
TOTAL:					3.690.880	3.878.883	4.337.124

Sales structure

Sales structure in %	2011	2012	2013
Domestic market	41.62	41.57	38.87
Foreign market	58.38	58.43	61.13
TOTAL :	100.00	100.00	100.00

Distribution channels

Distribution channels	% of share
Wholesale	96.29
Retail	3.71



Organization



EMPLOYEES



Number of employees

Working	105
Paid leave	0
Unpaid leave	0
Other (sick leave, vacation, etc.)	0
TOTAL NUMBER OF EMPLOYEES	105

Age structure of employees

Age	-25	25-35	35-40	40-45	45-50	50-55	55+
Number	6	22	19	15	23	10	10

Average salaries in EUR

(gross and net) in 2011, 2012 and 2013

Year	Gross	Net
2011	446	276
2012	502	312
2013	500	313



Assets Overview



	31/12/2011	31/12/2012	31/12/2013
FIXED ASSETS	4.658.418	4.495.424	4.332.248
CURRENT ASSETS	2.676.286	2.612.508	2.444.137
OPERATING REVENUE	4.058.901	3.953.690	4.394.950
OPERATING COST	3.890.907	3.950.381	4.189.668
NET PROFIT	13.242	40.313	33.490



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, wide product range, high quality products

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WEAKNESS:

High cost of production

OPPORTUNITIES:

Increase of economic activity, increase of use of products

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THREATS:

Insolvency of customers, existence of gray market

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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