

According to the Article 38 of the Privatization Law ("Official Gazette RS", No. 38/2001 and 18/2003), and the Article 5 of the Decree on Capital and Estate Selling by Public Auction ("Official Gazette RS " No. 45/01, 45/02, 19/03, 59/04 and 98/04),

the Privatization Agency announces:

## PUBLIC INVITATION FOR PARTICIPATION IN PUBLIC AUCTIONS

### Basic information about auction sale

The Privatization Agency, within the joint offer, offers 70,00% of socially-owned capital of the enterprise to be privatized, which is 34,30% ukupnog of the total capital and 100,00% of the share of GRUPA ZASTAVA VOZILA, KRAGUJEVAC, which is 51,00% of the total capital. It is offered in total 85,30% of the capital of the enterprise to be privatized. The share of GRUPA ZASTAVA VOZILA, KRAGUJEVAC in the capital of the enterprise is on sale according to the authority given to the Privatization Agency.

Those who are interested can buy auction documentation at the price of **25,000 dinars**, after the invoice is received from the Privatization Agency. VAT has not been included in the price. The purchase of the auction documentation is obligatory, and on its receipt one is to sign the Agreement on Keeping the Confidential Information. After the payment evidence is submitted, the auction documentation can be collected at the following address:  
The Privatization Agency, Belgrade, Terazije 23, 9:00 – 17:00 from 22.06.2005 to 19.07.2005.

#### CLOSING DATE FOR APPLYING IS 20.07.2005 GODINE UNTIL 17:00

Filled application form which is a part of the auction documentation, with signed draft of sales contract and deposit payment evidence, is to be submitted in closed envelope with inscription: "THE APPLICATION FOR PARTICIPATION IN PUBLIC AUCTION 280705, The Privatization Agency, Belgrade, Terazije 23".

IF THERE IS THE NAME OF ENTERPRISE TO BE PRIVATIZED ON THE ENVELOPE, OR FULL AUCTION CODE, THE APPLICATION CAN BE REJECTED.

#### THE AUCTION WILL BE HELD ON: 28.07.2005.

at the address: **The Privatization Agency, Belgrade, 23 Terazije St., 2<sup>nd</sup> floor, Large Hall at 11:00.** The registration of the auction participants will take place at the same address on: **28.07.2005, 09:00 – 10:50.**

**Means of payment for a part of socially-owned capital which is on sale within the joint offer (34,30%)** can be in convertible currency, bonds based on the outstanding foreign exchange saving which is to become due not later than the capital selling day (28.07.2005.) issued to physical persons who are citizens of the Republic of Serbia. If the participant applies only for the second bidding, the means of payment can be even the bonds based on the outstanding foreign exchange saving which are not to be due until the capital selling day (28.07.2005.) issued to physical persons who are citizens of the Republic of Serbia.

**Means of payment in the share percentage of GRUPA ZASTAVA VOZILA, KRAGUJEVAC (51,00%) in total capital of the enterprise to be privatized can be ONLY in domestic currency and foreign convertible currency, but a part of sales price (achieved auction selling price) is to be paid IN FULL commensurate with the share of the holding in the enterprise to be privatized, regardless of whether the participant has applied for the first or the second bidding.**

In case that the first-class bank guarantee is submitted as the means of payment for the deposit, it has to be payable within the period of 48 hours after the declaration of a buyer at the auction. The participation deposit is to be returned 15 days after the public auction is held.

The Privatization Agency keeps the right to change the day of the auction and the closing date for applying as well as to inform the interested, until the auction day at the latest.

Enterprise to be privatized will be visited, after the Agreement on Keeping the Confidential Information is signed, from 22.06.2005 to 19.07.2005, at the previously established time by the Privatization Agency, tel: 011/3020-804;011/3020-803 or fax: 011/3020-881.

\* Total evaluation of the capital to be privatized, expressed in EURO, has been calculated in accordance with the official rate on 22.06.2005.

\*\* Total business income and expense, expressed in EURO, have been calculated in accordance with average annual real rates.

### Short Description of PUBLIC AUCTION PROCEDURE

Capital sale by public auction is carried out by Auction Commission established by the Privatization Agency. The Commission monitors auction sale, registers auction participants, announces auction unsuccessful, signs the minute and does other important jobs for auction process according to the law. The conditions for auction implementation are fulfilled if at least one person is given the auction participant status, if he is personally present or through his official accredited representative. At time ordered for the start of PUBLIC AUCTION, auctioneer will open the first bidding where the means of payment can be in cash or due bonds. If there are many persons at the first bidding, the auctioneer announces initial price as well as each further increase. In case that none of the interested buyers react after the third call

for accepting newly established price, the auctioneer, by hammering, declares the auction finished. Selling price becomes the highest offered value, and the participant who has been the first to offer the highest price is declared a buyer. If after the announcement of the initial price nobody is interested even after the third call, the auctioneer declares the first bidding unsuccessful and immediately opens the second bidding where even immature bonds can be the means of payment. Those who have applied for the second bidding can participate in it, as well as the participants in the first bidding if it has been declared unsuccessful. If there are many participants in the second bidding the auctioneer announces initial price as well as each further increase. If none of the interested buyers react after the third call

for accepting newly established price, the auctioneer, by hammering, declares the auction finished. Selling price becomes the highest offered value, and the participant who has been the first to offer the highest price is declared a buyer. If after the announcement of the initial price nobody is interested even after the third call, the auction is declared unsuccessful, and the participants lose the right to be brought back the deposit. If only one person who has been given auction participant status attends the second bidding, that person is called three times to accept initial price. If he accepts the initial price, he is declared a buyer, and the initial price becomes selling price. If the participant doesn't accept the initial price, the auction is declared unsuccessful, and he loses the right to be returned the deposit.

**1) Basic data on enterprise to be privatized: Enterprise with limited liability for trade and upkeep of vehicles, weapons for hunting and sport ZASTAVA PROMET KRAGUJEVAC, KRAGUJEVAC**

**Auction code: 280705-1460**

Official Registration Number: 07250053

Field of work: **Upkeep and repair of motor vehicles**

Total estimated value of the capital to be privatized: **685.314.000 Din** or **8.295.751 \*EUR** which is **85,3 %** of the total capital of the economic entity.

**Deposit** for participation in the auction: **82.238.000 Din** or **995.490 \*EUR**

**Initial auction price: 164.475.000 Din**

**Minimum investment** in the enterprise to be privatized: **30.589.000 Din**

**The most important assets of the enterprise**

**A) Buildings - the most important facilities (m²):**

1. Service hall, Kragujevac, Lepenički bulevar 1 (8477) 2. Administrative building with service, Kragujevac, Lepenički bulevar 1 (2863) 3. New hall, Niš, Nikodija Stojanovića - Tatka 1 (3242) 4. Warehouse "Jelovica", Niš, Nikodija Stojanovića- Tatka 1 (600) 5. Hall (service), painting workshop, washing workshop, Bor (2303)

**B)The most important equipment:**

1) Technical survey devices 2) Steam boiler with installation 3) Vehicle (Skoda Octavia) 4) Diagnostics system with equipment 5) Vehicle (Zastava Florida)

**C) Land (m²):** *Construction land: (93794 - state owned) Agricultural land: (18370 - state owned)*

**Statement of income and expense per year:**

| Shown in:              | 2003        |            | 2004          |            |
|------------------------|-------------|------------|---------------|------------|
|                        | Din         | **EUR      | Din           | **EUR      |
| Total business income  | 794.683.000 | 12.215.181 | 960.869.000   | 13.162.228 |
| Total business expense | 842.904.000 | 12.956.392 | 1.000.394.000 | 13.703.652 |

**The most important products/services:** 1) Wholesale and retail trade of motor vehicles 2) Upkeep and repair of motor vehicles 3) Wholesale and retail trade of components and equipment for motor vehicles 4) technical survey and analysis of vehicles 5) Sale of hunting and sport weapons and ammunition

**Total number of employees:** 368; **employees with university qualifications:** 47