



In accordance with the Article 28 of the Law on Privatization ("Official Gazette of the Republic of Serbia", numbers 38/2001, 18/2003 and 45/2005)

### **PRIVATIZATION AGENCY**

(hereinafter: "the Agency") hereby announces:

### **PUBLIC INVITATION**

For participation in the Public Tender for sale of 70% of the registered socially-owned capital of: Joint-stock company Holding system "Janko Lisjak", Enterprise for engineering, designing, manufacturing and installation of energy, hydro-technical, thermo-technical and technological plants, Belgrade

(hereinafter: Entity undergoing privatization)

Tender Code: JL 21/07

- 1. The total registered capital of the Entity undergoing privatization consists of 99.2259% sociallyowned capital and 0.7741% of share capital.
- 2. The Agency is offering for sale 70% of the registered socially owned capital of the Entity undergoing privatization, which represents 69.4581% of the total registered capital.
- 3. Data about the Entity undergoing privatization:

Address: 1, Zage Malivuk St., 11000 Belgrade, Republic of Serbia Phone: + 381 11 33 18 732 Fax: + 381 11 33 18 735 The main activities: Assemblage and installation of duct installations;

More details about the Entity undergoing privatization are available at Internet address:

http://www.priv.yu/pregled preduzeca/pdf/e-teaser 870.pdf

Detailed information on the Entity undergoing privatization, along with the Instructions to Bidders (hereinafter: Tender Documents) will be made available to all interested tender participants upon signing of the Confidentiality Agreement and payment of the Tender Documents Fee.

The Tender Documents Fee is EUR 6.000 (Euro Six thousand).

The Agency has appointed BC Consulting d.o.o. Belgrade to act as its advisor in this privatization process (hereinafter: Consultant).

4. A bid may be submitted by:

A. An interested party that fulfills the following requirements:

- It has purchased the Tender Documents, and
- It fulfills one of the following conditions:

#### either

- a) It has been engaged in engineering and/or designing and/or manufacturing and installation of: energy or hydro-technical or thermo-technical or technological plants for at least the last 3 consecutive years, and it achieved operating revenues of at least EUR 5.000.000 (Euro five million) in 2006;
- or
- b) it is a financial investor (a legal entity whose core business is investment of money, existing for at least the last 3 years, and includes investment companies, mutual funds, insurance companies, pension funds, and investment banks) with total assets in excess of EUR 50.000.000 (Euro fifty million) in 2006;
- or
- c) it is an investor that achieved operating revenues in excess of EUR 10.000.000 (Euro ten million) in 2006.

If a potential bidder is a parent company that does not fulfill the requirements of this Clause of the Public Invitation, its subsidiary has the right to submit a bid if it fulfills the stated requirements. The subsidiary that fulfils the above stated requirements also has the right to submit a bid if the parent company has purchased the Tender Documents.

If a potential bidder is a subsidiary that does not fulfill the requirements of this Clause of the Public Invitation, its parent company has the right to submit a bid if it fulfills the stated requirements. The Parent company that fulfils the above stated requirements also has the right to submit a bid if the subsidiary has purchased the Tender Documents.

- B. If a potential bidder is a Consortium it must cumulatively fulfill the following requirements:
  - All consortium members made a Decision on forming and entering into Consortium;
  - All consortium members have entered into a written Consortium Agreement and such agreement has been duly notarized with the court, or other competent body (in case of foreign legal entities and private entities);
  - Each consortium member assumes unlimited joint and several liability under the Consortium Agreement;
  - Consortium Agreement specifies each member's percentage in acquisition of the capital of the Entity undergoing privatization, provided that the member with majority share in consortium must have at least 51% of total share in consortium (hereinafter : "Consortium Leader");
  - All consortium members have signed a notarized power of attorney for the representing member of the consortium;
  - All consortium members have signed a Confidentiality Agreement;
  - At least one of the consortium members has purchased the Tender Documents;
  - Consortium Leader fulfills at least one of the following requirements:

#### either

 a) It has been engaged in engineering and/or designing and/or manufacturing and installation of: energy or hydro-technical or thermo-technical or technological plants for at least the last 3 consecutive years, and it achieved operating revenues of at least EUR 5.000.000 (Euro five million) in 2006; b) it is a financial investor (a legal entity whose core business is investment of money, existing for at least the last 3 years, and includes investment companies, mutual funds, insurance companies, pension funds, and investment banks) with total assets in excess of EUR 50.000.000 (Euro fifty million) in 2006;

or

- c) it is an investor that achieved operating revenues in excess of EUR 10.000.000 (Euro ten million) in 2006.
- The Agency hereby invites all interested parties to submit a written request for the purchase of the Tender Documents for the Entity undergoing privatization, by October 25<sup>th</sup> 2007.

The Tender Documents will be available to interested parties from October 5<sup>th</sup> 2007.

A written request for purchasing the Tender Documents shall be sent to the Consultant by mail, e-mail or facsimile to the address below, with clearly displayed reference "Request for purchasing the Tender Documents – Tender Code: JL 21/07".

Upon receipt of the request, an invoice for payment of the Tender Documents Fee, as well as the Confidentiality Agreement for signature, will be delivered to the Tender Participant's authorized representative by mail, e-mail or facsimile. The signed Confidentiality Agreement shall be immediately faxed and mailed back to Consultant at the address stated below.

Upon receipt of the signed Confidentiality Agreement, evidence of authorization for the persong that signed the Confidentiality Agreement, and evidence of payment of the Tender Documents Fee, the Consultant shall immediately forward the relevant Tender Documents to the Tender Participant by mail/e-mail or hand it to its authorized representative.

Consultant and the Agency shall not be held liable for any loss or delay that may occur in the delivery of any document.

 The deadline for submission of the final binding offers for acquisition 70% of the registered socially owned capital of the Entity undergoing privatization by interested bidders is December 7<sup>th</sup> 2007, by 16:30h (Belgrade time).

If necessary, the Agency reserves the right to amend or change any and all conditions of this Public Invitation.

As a prerequisite for submitting a bid, it is necessary to pay a deposit or submit a Bid Bond in the amount of EUR 50.000 (Euro fifty thousand).

7. All questions relating to this Public Invitation should be directed to Consultant's representatives at the address below, in the Serbian and English.

or

## BC Consulting d.o.o

Kneginje Zorke 2 11000 Belgrade Republic of Serbia

Phone: + 381 11 30 82 201 Phone: + 381 11 30 82 207

# Nikica Kolundzija, Director

E-mail: <u>nikica.kolundzija@bcconsulting.co.yu</u> **Dušan Marković, Project Manager** E-mail: <u>dusan.markovic@bcconsulting.co.yu</u> Privatization Agency, Republic of Serbia Terazije 23 11000 Belgrade Republic of Serbia

Phone: +381 11 3020 855 Fax: +381 11 3020 816

# Borislav Marjanović, Project Manager

E-mail: <u>bmarjanovic@priv.yu</u>