

*D.P. Industrija stakla-Pancevo*

**GLASS INDUSTRY Pancevo,  
Pancevo**



# General Information

Full legal name	Social company for glass production GLASS INDUSTRY Pancevo
Address	No. 10 Prvomajska Street, 26000 Pancevo
Identification Number	08005907
Core activity	Shaping and processing of flat glass
Foundation Year	1930
Number of Employees	174 (with subsidiaries: 188)



## Capital structure (in%)

Socially-owned	81.29
Republic of Serbia	14.82
Development fund	3.89

# General Information



## Distance form the Company to:

Belgrade	18 km
Regional Center	90 km
Main road	0 km
Port	1.5 km
Railway	0 km



# Location



**BEOGRAD**  
Pan-European Transport Corridors

Geographical location of DP INDUSTRIJA STAKLA PANCEVO, Pancevo is of strategic importance in the market area of soughteaste Europe and provides oportunity for intensive busines coperation.



# Long tradition and expertise



1930th established as “The first mechanical glass factory”

1932nd given the present name; started production of flat glass by “FOURCOUT” technology

1954th started production of tempered glass

1960th started production of cast glass and reinforced glass

1964th started production of laminated glass, medical and thermal – insulating glass 1975th

started production of flat glass by “Pittsburgh” Technology

1980th started production of cast – profiled glass 1981st started glass testing according to

ECE 43/00

1982nd started production of glass for special applications 1987th development of glass for

boats

# Product portfolio



## TemPeReD GLASS:

safety flat and bent glass; thickness of 4-12mm.

Usage: automotive glass, glass for buses, trucks, tractors, railway, construction, kitchen appliances and accessories, furnitures.



## LAMINATeD GLASS:

safety flat and bent laminated glass with PVB foil;  
double layer of 4-20mm, multilayer thickness up to 90mm

Usage: windshields for cars, buses, trucks, tractors,  
railway, safety bulletproof glass.



# Product portfolio



## TheRmAL-INSULATeD GLASS:

double and triple layer flat and bent glass,  
combinations with tempered and laminated glass, filled with argon.

Usage: automotive industry, railway, construction.



## SPeCIAL GLASS:

special flat and bent glass

Usage: glass with heaters for locomotive; protective glass for  
gas masks; mirrors.



## meDICAL PACKAGING:

ampoules

Usage: packaging for pharmaceutical industry



# Certificates



## Quality assurance certificate ISO 9001

Company owns quality assurance certificate ISO 9001.

QMS implementation: First 2005th  
 certification: Surveillance 2007th June  
 audits: annually  
 Current validity of certificates: 2013th June

## Ecology

According to applicable regulations, the requirements for environment protection are not fulfilled.

Problems: Lack of financial resources to complete the construction of sewerage networks in the enterprise, with the connection to the city sewer system.

\* Owners of a licensed the homologation laboratory tests of glass according to European Regulation ECE 43/00



# Reference List



- **Glass for tractors:** MTW-Republic of Belarus; IMT-Serbia; Sempeter-Slovenia, Service mounting: Deutz-fahr-Germany, John Deere-USA.
- **Glass for buses:** Ikarbus-Serbia; Feniks-bus-Serbia; BredaMenarinibus-Italy; Service mounting: Mercedes-Benz, MAN and others.
- **Glass for railway:** Serbian Railways; Glassport-Slovakia; Craiova-Romania.
- **Automobiles:** Service mounting of all types of cars.
- **kitchen appliances:** Alfa-plam Vranje-Serbia; Milan Blagojevic Smederevo-Serbia.
- **Furniture:** Forma Ideale-Serbia.
- **medical Packaging:** Torlak Institute-Serbia, Enter-Romania.



Mercedes-Benz



# Production and Capacity



Product	Unit	Quantity			Value in EUR		
		2011	2012	2012	2011	2012	2013
Tempered glass	m	38,321	48,225	49,389	838,171	999,725	745,433
Laminated glass -panpleks	m	6,099	6,739	5,026	346,136	362,483	313,375
Thermal insulating glass	m	847	508	318	22,171	12,601	11,575
Medical packaging	000 pcs	2,157	1,186	1,875	79,453	41,401	25,680

## Land / Buildings

All main business units are located in Pancevo where the company's facilities occupy approximately 150,386 m2 within a land area of around 257,774 m2. The Company has excellent infrastructure, which includes internal industrial railroad, double tank cars for transporting dolomite, one locomotive etc.

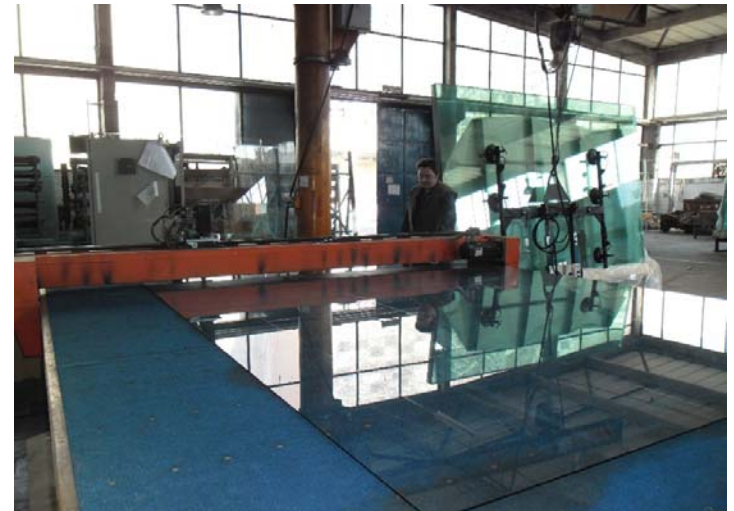


# Production and Capacity



## Capacity utilization

Machine (Production line)	Unit	Installed capacity	Real capacity	% of utilization		
				2011	2012	2013
Tempered glass	m	430000	288000	13.30	16.70	17.15
Laminated glass -panpleks	m	150000	60000	10.20	11.20	8.38
Thermal insulating glass	m	150000	60000	1.40	0.85	0.53
Medical packaging	000 pcs	78000	44000	4.90	2.70	4.26



# Realization



## Movement in sale volume

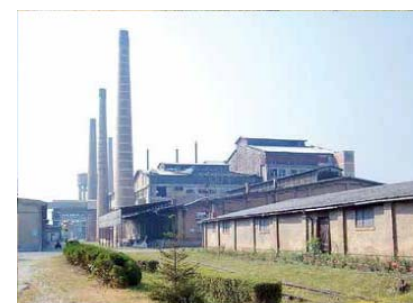
Product/service	Unit	Quantity sold			Value in EUR		
		2011	2012	2013	2011	2012	2013
Flat glass Pittsburgh	m	9,154	0	0	4,148	0	0
Cast glass	m	6,124	0	0	965	0	0
Tempered glass	m	36,929	41,543	44,806	654,983	861,198	676,261
Laminated glass -panpleks	m	6,517	6,055	5,160	324,300	325,691	313,375
Insulating glass	m	882	389	359	29,730	9,647	13,067
Medical packaging	000 pcs	2,055	1,265	2,088	49,617	18,159	28,567
<b>TOTAL :</b>					<b>1,063,743</b>	<b>1,214,695</b>	<b>1,031,270</b>

## Sales structure

Sales structure in %	2011	2012	2013
Domestic market	62.69	44.24	61.42
Foreign market	37.31	55.76	38.58
<b>TOTAL :</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>

## Distribution channels

Distribution channels	% of share
Direct sale	91.83
Wholesale	0.00
Retail	3.22
Intermediaries	4.95



# Organization



## EMPLOYEES



### Number of employees

Working	186
Paid leave	0
Unpaid leave	0
Other (sick leave, vacation, etc.)	5
<b>TOTAL NuMBER Of EMPLOYEES</b>	<b>191</b>

### age structure of employees

Age	-25	25-35	35-40	40-45	45-50	50-55	55+
Number	1	18	22	18	32	59	41

### average salaries in Eur

(gross and net) in 2011, 2012 and 2013

Year	Gross	Net
2011	342	248
2012	344	249
2013	410	296

# Assets Overview



	Value in EUR		
	31/12/2011	31/12/2012	31/12/2013
CURRENT ASSETS	936,498	906,160	646,133
NON-CURRENT ASSETS	3,315,224	2,898,988	15,249,319



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:

80 years of experience in the production and processing of flat glass; ISO 9001:2008 quality management system; Long term supplier of large enterprises in Serbia; Lowered level of obligations and optimized number of employees after the implementation of restructuring measures; Geostrategic position (proximity to Belgrade, river port, highway and rail); In the factory there is a paved road infrastructure, 7 railway tracks, resolved the gas and electrical installations;



## WEakNESS:

The low level of capacity utilization due to outdated technology; Unfavorable age structure of employees

## OppOrTuNITIES:

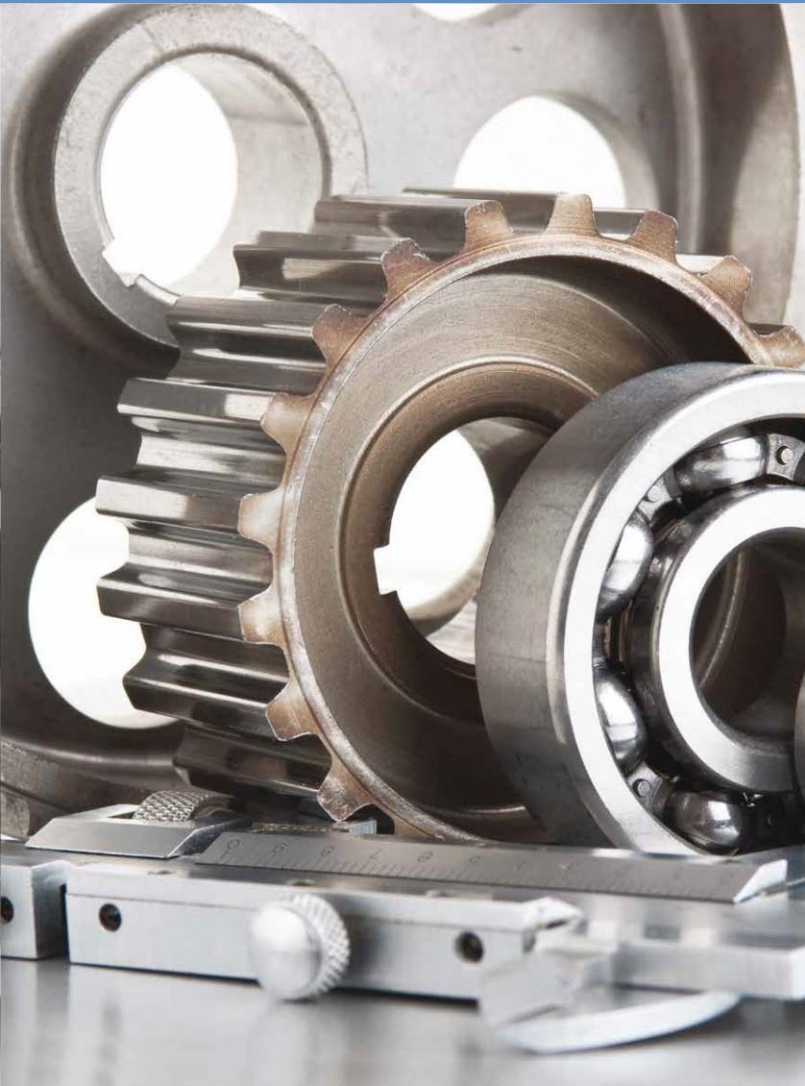
Possibility of investment in production of flat glass Float technology; In South-East Europe region sheet glass supply does not cover current demand. Sheet glass is manufactured in Hungary, Romania and Bulgaria; Possibility of investment in modern technology for glass processing, leading to an increase in the degree of capacity utilization, increase sales and improve product quality; Expansion of the construction industry, as the largest consumer of glass; Expansion of the automotive industry (cars, buses, trucks, tractors); Possibility of using the unused buildings and land for other purposes.



## ThrEaTS:

Market volatility; General market illiquidity in the country and the region; The high price of natural gas; Liberalization of glass; Imports at dumping prices; Insufficient control of imports of glass, especially the quality of auto glass; Emergence and growth of competing firms and their impact on the domestic 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



Republic of Serbia

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## **ministry of economy Republic of Serbia**

Address: 20, Kneza Milosa Street, 11000 Belgrade, Serbia

[www.privreda.gov.rs](http://www.privreda.gov.rs)

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## **Privatization Agency Republic of Serbia**

Adress: 23 Terazije, 11000 Belgrade, Serbia

Phone: +381 11 / 3020-800

Fax: +381 11 / 3020-828

Email: [info@priv.rs](mailto:info@priv.rs)

[www.priv.rs](http://www.priv.rs)

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