



**Cable Industry Jagodina JC (FKS),
Jagodina**



General Information

Full legal name	Cable Industry Jagodina JC (FKS), Jagodina
Address	Kraljevica Marka bb Street, 35000 Jagodina
Identification Number	0711419
Core activity	Manufacture of other electronic and electric wires and cables
Foundation Year	1947
Number of Employees	1271



Capital structure (in%)

Socially-owned	99.36
Others	0.64

General Information

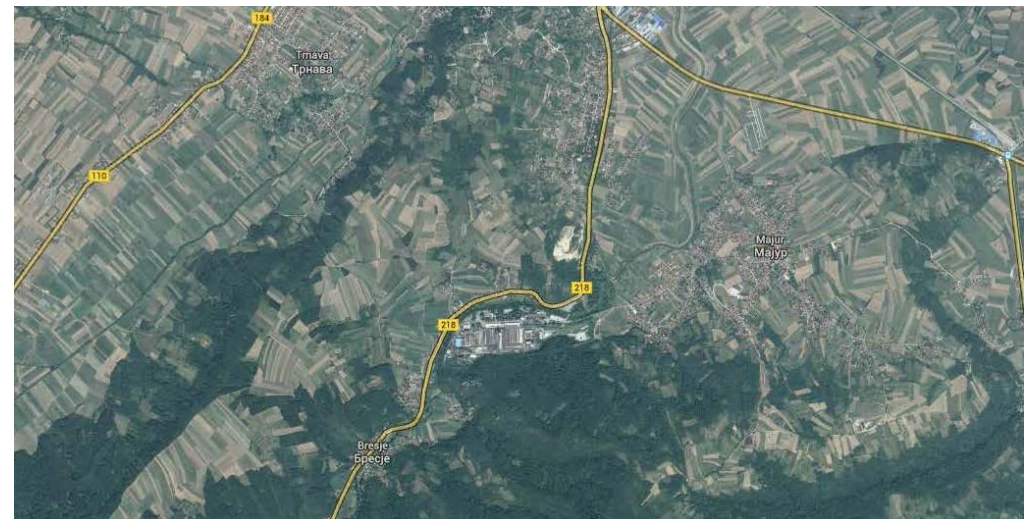


LEGEND

- Existing Motorway
- Motorway Under Construction
- Planned Motorway
- International Airport
- Alternate Airport
- General Aviation Airport

Distance form the Company to:

Belgrade	135 km
Regional Center	0 km
Main road	0 km
Port	100 km
Railway	0 km



Location



Pan-European Transport Corridors

Geographical location Cable Industry Jagodina JC (FKS), is of strategic importance in the market area of sougtheaste Europe and provides oportunity for intensive busines cooperation.

Production capacities are situated in:
Jagodina, Cuprija, Rekovac, Despotovac and Dragocvet.



Long tradition and expertise



Cable Industry Jagodina JC (FKS), was founded in 1947. and the regular production started in 1955.

In 1957. started manufacture of submarine cables, the electrification of the Adriatic islands. In 1963. the first domestic coaxial cable was developed, in 1971 . XLPE insulated power cables etc. Today it is VCV line for manufacture of XLPE insulated high voltage cables and heavy-duty mine power cables, then the technology of insulated conductors radiation, production of cables with non-metal conductors - optical cables, thermo-shrinkable accessories, as well as production of wide range of radiofrequency microcables, seismic cables and microcables for special purposes. In production of connectors and electromechanical products, the up-to-date technology of mechanical processing, automatic galvanisation are applied.

FCS is the largest Serbian exporter of cable products. Consists of:

- **Factory for production of power cables "FKS power cable"**
- **Factory for production of telecommunication cables and enameled wire "FKS TKL"**
- **Factory for production microwares, connectors and electromechanical products "FKS Elmos"**
- **Factory for production of wire conductors "FKS REKOVAC"**
- **Factory for producing cable accessories and engineering "FKS Cable Accessories and Engineering"**
- **Factory for production and installation of equipment "FKS Equipment"**

Products with the name of the company are applied in over 80 countries worldwide.



Product portfolio



FKS establishes its manufacturing programme, which contains over 20.000 various products, according to requirements of domestic and foreign market, including regular improvement of present products and introduction of new ones.

Following pages represent our manufacturing programme with basic characteristics of certain groups of products, in order to get the most comprehensive information of our manufacturing range.

FKS products are manufactured according to all world-known standards, as well as on special buyer's request.

Power and telecommunication cables, conductors and connectors are approved by world-known institutes, as follows: Institute VDE Prufstelle-Offenbach, UTE(LCIE)-Paris, KEMA-Arnhem, SEMKO-Stockholm, ÖVE(PVEW)-Wien, MSHA-Triadelfia, USA, Underwriters Laboratories Inc. -UL-USA, CSA-Rexdale-Canada, VNIIEP-Moskva, Yugoslav Post Association in Belgrade, the Institute "Boris Kidric" in Belgrade, etc.



Product portfolio



POw ER CAbLES
COPPER, ALUmInIum AnD STEEL
PRoDuCTS TELEKommunICATIOn
CAbLES
EnAmELED wIRE
InDuSTRIAL ELECTROnICS
mICROCAbLES AnD
COnduCTORS COnnECTORS
AnD TERmInALS
InTEgRAL PARTS FROM ELECTROInSuLATED mATERIALS
HEATIng CAbLES AnD HEATIng SySTEMS
SPECIAL PROgRAmME - mEDICAL ACCESSORIES
ELECTRIC CORD SETS AnD CAbLE HARnESSES
InSuLATED POw ER COnduCTORS
CAbLE ACCESSORIES

EngInEERIng

Certificates



Quality assurance certificate ISO 9001

Com pany owns quality assurance certificate ISO 9001.

Ecology

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

Tehnological Fasibilities



Realisation of high-quality technology is provided by application of modern equipments. All production phases in FKS are based on the up-to-date machines and units.

FKS has the modern electronic computer center with terminal network connecting terminal units in all FKS locations. With the permanent follow-up and data processing in a field of technical, commercial and economical business, as well as the processing of mathematical and technical information necessary for the development and other technical business, data processing is applied in all business areas.

The quality control is integral part of manufacturing process. By the permanent control of input raw-materials and long-standing cooperation with its suppliers, FKS provides high-quality of input materials and raw-materials.

Selection of those materials results in the final products of the best quality. The optimal usage of the available capacities is provided. The routine testing is carried out on each product during and after its production and the type testing are carried out in the laboratories of development and research department.

New technology application and development of new products are followed with investments in the new testing installations, and today FKS has the most modern testing centers and laboratories providing the unique quality of final products.

Development and research



FKS has the Institute and the Department for development, research and technical business which employs over 200 experts-holders of a doctorate, holders of A. M. titles, engineers of various specialities.

The first activities in Holding Company "Kablovi" for INSTITUTE FKS foundation started in the middle of eighties. As a part of Holding Company "Kablovi", INSTITUTE FKS was officially registered on May 1st, 1990.

INSTITUTE FKS performs affairs and gives services to the rest of HC "Kablovi" as well as to the other interested subjects and partners out of company. INSTITUTE FKS is the first institution of such kind in the Country that was obtained a certificate of Quality System introducing according to JUS ISO 9001 (08. August 1996.)

- CENTER FOR RESEARCH AND DESIGN AFFAIRS
- QUALITY CENTER
- CENTER FOR EXPERIMENTAL INVESTIGATION AND CONTROL
 - Highvoltage Laboratory
 - Laboratory for insulation materials
 - Metallurgic Laboratory
 - Lowvoltage Laboratory
 - Chemical Laboratory
 - Mechanical Laboratory
 - Thermal Laboratory with Laboratory for Burning

Production and Capacity



Product	Unit	Quantity			Value in EUR		
		2011	2012	2013	2011	2012	2013
Factory power cables	kg	5,084	4.460	5.704	23.149.734	18.478.372	22.208.896
Factory telecommunication cables	kg	1.710	2.332	2.970	1.860.133	12.527.878	14.963.907
Factory Elmos	kg	161	177	115	1.765.724	1.218.045	1.066.169
Factory cable accessories	kg			26			160.284



Production and Capacity



Capacity utilization

Machine (Production line)	Unit	Installed capacity	Real capacity	% of utilization		
				2011	2012	2013
EK paper insulated cables	tons					
PETROLEUM CABLES	tons					
EK Rubber Insulated Cables	tons					
Power cables Factory	tons	40000	26640	0,19%	0,17%	22,03%
DSL cables	tons					
Signal cables	tons					
Optical cables	tons					
Telephone cablels factory	tons	20000	10280	0,17%	0,23%	28,89%
Connectors	tons					
Micro cables/wires	tons					
Connections	tons					
Fabrika ELMOS	tons	10000	6000	0,03%	0,03%	1,92%
Fabrika KPI	tons	800	800	0,04%	0,05%	3,25%
In TOTAL	tons	70800	73720	0,16%	0,17%	20,54%

Land / Buildings



Name of land	Surface (ha ar m ²)
FKS power cable Factory Total	28 73 81
Telephone cables Factory Total	29 84 00
Factory Despotovac Total	7 48 66
Factory ELMOS Total	13 50 09
Factory Čuprija Total	1 10 32
Factory KPI - Dragocvet Total	9 78 72
Directorate of Marketing Total	83 20
Factory Rekovac Total	9 82 72
Total land in yard of factories	101 11 52
Total out of yard of factories cca	88 ha

Realization



Movement in sale volume

Product/service	Unit	Quantity sold			Value in EUR		
		2011	2012	2013	2011	2012	2013
Factory power cables		5,084	4,460	5,704	23.149.734	18.478.372	22.208.896
Factory telecommunication cables		1,710	2,332	2,970	7.632.417	12.527.878	14.963.907
Factory Elmos		161	177	115	688.832	1.218.045	1.066.169
Factory cable accessories				26			160.284

Sales structure

Sales structure in %	2011	2012	2013
Domestic market	55.00	53.00	41.00
Foreign market	45.00	47.00	59.00
TOTAL :	100.00	100.00	100.00

Distribution channels

Distribution channels	% of share
Direct sale	55.00
Wholesale	0.00
Retail	0.50
Intermediaries	44.50



Assets Overview



	31/12/2011	31/12/2012	31/12/2013
CURRENT ASSETS	20.329.049	16.762.394	12.591.631
NON-CURRENT ASSETS	92.372.562	84.722.415	105.308.608



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



STr ENgTh S

: Technological diversity, know-how, free production capacities and credibility

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WEa kNESS:

Exporting to Russia, Kazakhstan, Belorussia, introduction of new EC products and oil cables

OppOr TuNITIES:

Obsolete equipment, no loans for investments, low productivity

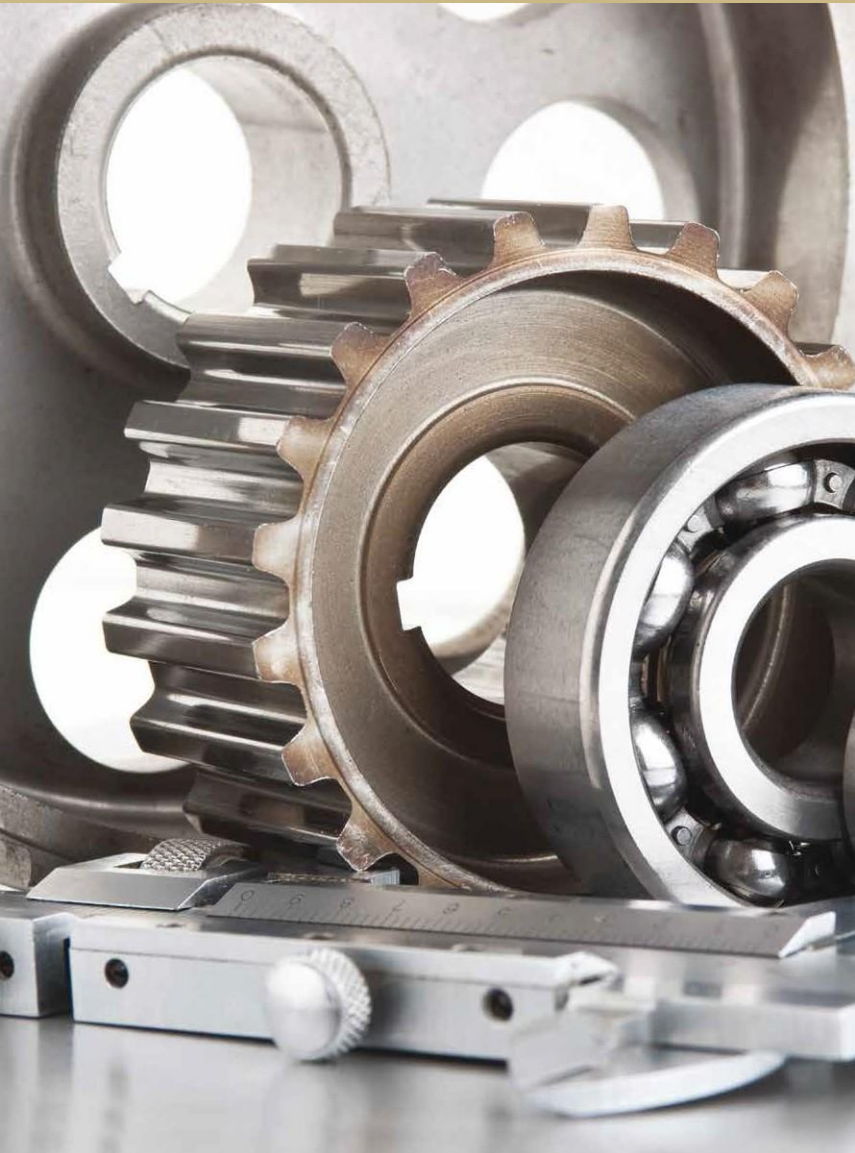
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Thr EaTS:

Liberalization of import, partial inaccessibility of certain foreign markets, high interests for the working capital

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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