



**JWS WATER MANAGEMENT COMPANY**  
**JUZNA MORAVA, NIS**



# General Information

Full legal name	JWS Water management company Juzna Morava, Nis
Address	No. 47 Vozda Karadjordja Street
Identification Number	07173253
Core activity	Construction of hydro projects
Foundation Year	1958
Number of Employees	65

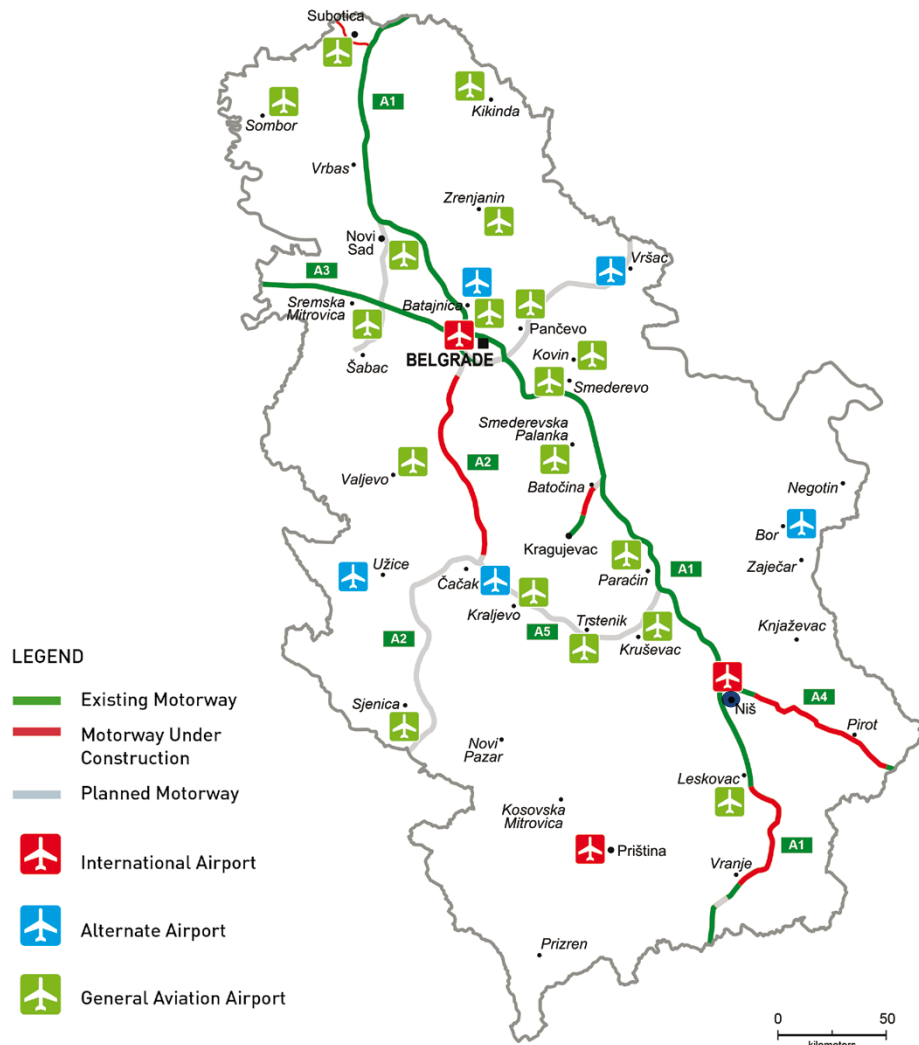


## Capital structure (in%)

Shareholders' fund	0.87
Privatization Agency	49.76
Others	49.37

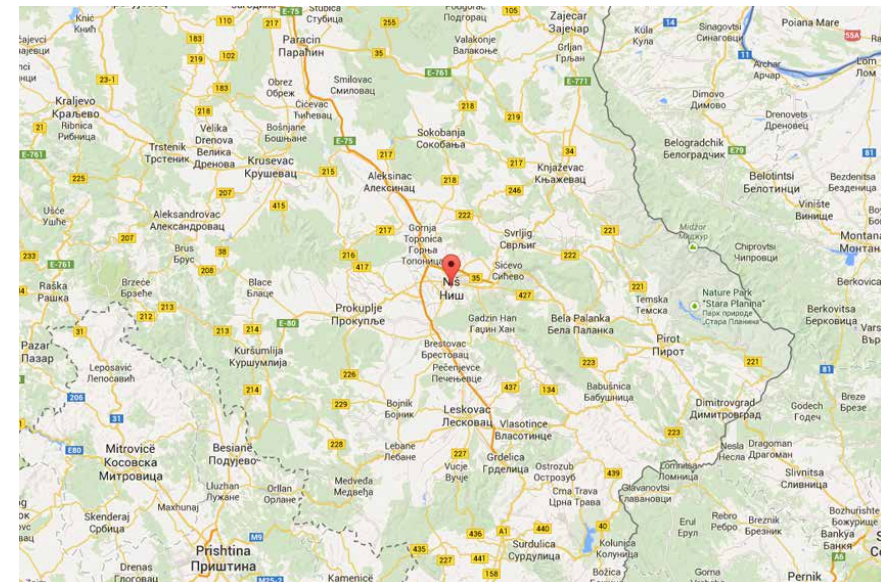


# General Information



## Distance form the Company to:

Belgrade	245 km
Regional Center	0.5 km
Main road	10 km
Port	245 km
Railway	5 km



# Location



Pan-European Transport Corridors

Geographical location of JWS Water management company Juzna Morava, Nis is of strategic importance in the market area of southeaste Europe and provides oportunity for intensive bussines cooperation.





# Long tradition and expertise



VP South Morava Nis first appeared at the founding meeting of Moravia - Nisavski aquatic community in Nis in 1958. The task of the newly formed water community was: protection from the harmful effects of water, water use, yield strength, erosion and melioration in the basin.

To social changes and needs of the Moravian - Nisavski community emerged later DVP Nis, which retains all its earlier activities now in an even greater extent. New changes in name formed in 1973 by merging with the water management organization erosion, water management organization makes South Morava. Again, very quickly, in 1975 of water management organizations South Morava occurring water management, erosion and rock. This Vodoprivreda lasts until 1990, when the resulting VDP South Morava Nis. Under the name of VP South Morava ad Nis operates from 26.10.2006.



# Activities



The primary activity of the Company VP JUŽNA MORAVA AD NIŠ in restructuring is the construction of hydro-technical facilities:

construction, reconstruction and repair of dams, embankments and canals, reservoirs, tunnels, securing banks (water flow control), external plumbing and other hydro-technical facilities and their maintenance.

**Other activities include:**

construction, reconstruction and repair of roadbeds, streets and squares; flood-proofing; protection of waters from pollution by construction of facilities for wastewater treatment, usage of water for irrigation and water distribution.

# Production portfolio



The Company also manufactures materials for said activities, as follows:

- crushed stone
- graded sand
- road metal 30-60 mm
- aggregate for concrete and asphalt
- ground stone for facades and terrazzo
- asphalt filler



# Certificates



## **Quality assurance certificate ISO 9001**

Company does not own quality assurance certificate ISO 9001.

## **Ecology**

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



# Buildings



## Major construction facilities

Factory name	Location	Production surface m2	Storage surface m2	Offices surface m2
Mramor-gravel pit	Selo Mramor	104.95	173.4	85.99
Plant and Equipment- workshop	Niš, 12.februar 131	1.217.02	459	310
Work Unit Collector	Niš, Cvijićeve bb	12.5	223.63	445.65
Work Unit Quarry Dolac	Selo Dolac	3.585.55	414.25	203.5



# Production and Capacity



Product	Unit	Quantity			Value in EUR		
		2011	2012	2013	2011	2012	2013
bulk filler	T	7,982	5,387	12.508,00	167.103	83.619	184.182
crushed stone selected	T	3,025	3,751	32.398,00	21.109	19.408	159.020
aggregate 0-4	T	5,179	16,000	68.402,00	29.370	67.263	272.790
aggregate 4-8	T	814	5,943	28.266,00	4.632	24.983	112.728
aggregate 8-16	T	1,122	5,688	25.600,00	4.597	20.234	86.391
aggregate 16-31,5	T	207	1,101	5.168,00	925	3.913	17.441
aggregate tampon 0-31,5	T	3,475	4,906	31.328,00	13.642	17.447	105.714
aggregate tampon 0-62,5	T	0	406	9.604,00	0	1.196	29.463
waste rizla 0-16	T	2,381	4,441	11.022,00	8.313	12.927	30.428
natural gravel from the landfill	m3	3,586	0	6,00	13.137	0	29
separated gravel 0-4	m3	939	728	7.870,00	5.408	4.221	49.636
separated gravel 4-8	m3	83	99	820,00	663	800	7.206
separated gravel 8-16	m3	81	133	1.530,00	410	677	8.553
Iberlauf	m3	500	62	640,00	942	114	1.319



# Production and Capacity



## Capacity utilization

Machine (Production line)	Unit	Installed capacity	Real capacity	% of utilization		
				2011	2012	2013
Separation Mramor	t/h	60 t/h	55 t/h	20.00	10.00	20.00
Concrete baze Mramor	m3/h	25 m3/h	20 m3/h	20.00	20.00	30.00
Concrete baze Dolac	m3/h	25 m3/h	20 m3/h	20.00	0.00	20.00
Crushing plant Dolac	t/h	120 t/h	90 t/h	30.00	30.00	30.00
Mill BL 5 Dolac	t/h	100 t/h	90 t/h	30.00	30.00	30.00
Filler plant Dolac	t/h	3 t/h	2,5 t/h	50.00	50.00	50.00



# Realization



## Movement in sale volume

Product/service	Unit	Quantity sold			Value in EUR		
		2011	2012	2013	2011	2012	2013
Bulk filler	T	7,907	5,440	6,217	191.464	113.051	131.157
aggregate tampon 0-31,5	T	5,977	5,028	12,339	25.315	21.756	60.325
aggregate 0-4	T	8,522	16,067	22,480	50.258	71.809	119.664
aggregate 0-62,5	T	2,328	9,060	8,502	9.738	37.716	37.487
aggregate 4-8	T	228	3,323	7,832	1.414	15.776	42.632
pavement grayi 80X24X20	ps	0	0	0	0	0	0
pavement grayi 80X24X18	pcs	0	0	0	0	0	0
aggregate 8016	T	317	4,788	7,895	1.548	21.063	36.256
rizla 0-16	T	1,731	2,120	3,638	6.565	9.107	13.648
aggregate 16-31,5	T	189	1,182	2,034	917	5.304	9.629

## Sales structure

Sales structure in %	2011	2012	2013
Domestic market	100.00	100.00	100.00
Foreign market	0.00	0.00	0.00
<b>TOTAL :</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>

## Distribution channels

Distribution channels	% of share
Direct sale	100.00
Wholesale	0.00
Retail	0.00
Intermediaries	0.00





# Organization



## EMPLOYEES



### Number of employees

Working	59
Paid leave	6
Unpaid leave	0
Other (sick leave, vacation, etc.)	0
<b>TOTAL NUMBER OF EMPLOYEES</b>	<b>65</b>

### Age structure of employees

Age	-25	25-35	35-40	40-45	45-50	50-55	55+
Number	1	5	9	15	16	16	3

### Average salaries in EUR

(gross and net) in 2011, 2012 and 2013

Year	Gross	Net
2011	317	231
2012	349	251
2013	368	264



# Assets Overview



	Value in EUR		
	31/12/2011	31/12/2012	31/12/2013
CURRENT ASSETS	1.434.219	1.181.604	1.263.515
FIXED	1.374.845	1.093.492	1.463.694
EQUITY/LOSS ABOVE EQUITY	387.048	-75.143	207.309



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:**

Long tradition and experience in water management. Large exploitation capacity of stone and sand.

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## **WEAKNESS:**

Lack of working capital for stronger start production and overhaul of the production plant.

## **OPPORTUNITIES:**

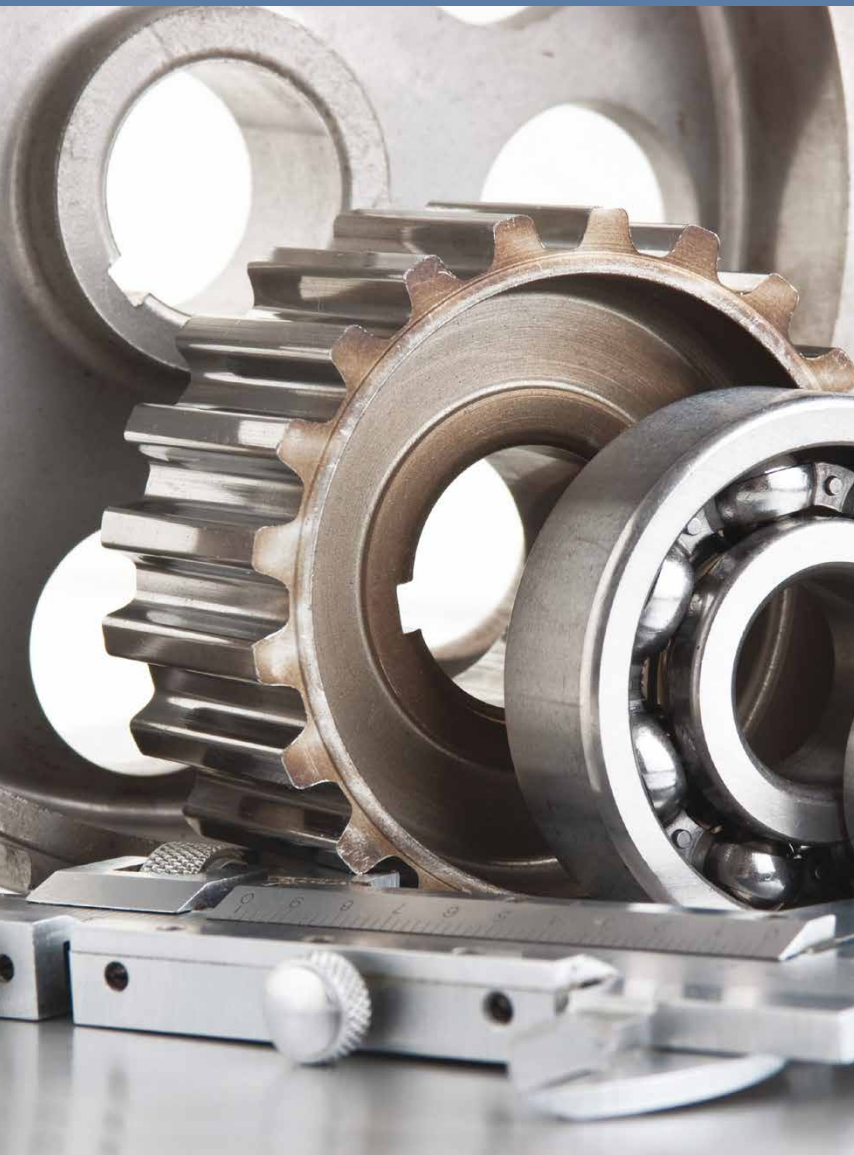
Large investments related to Corridor 10, the nearby quarry and separation. Weak competition.

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## **THREATS:**

Brain drain of professional and experienced staff due to irregular payment of salaries.

# 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



**PRIVATIZATION  
AGENCY**

Republic of Serbia

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