



KRUSIK-PLASTIC JSC OSEČINA
Osečina



General Information

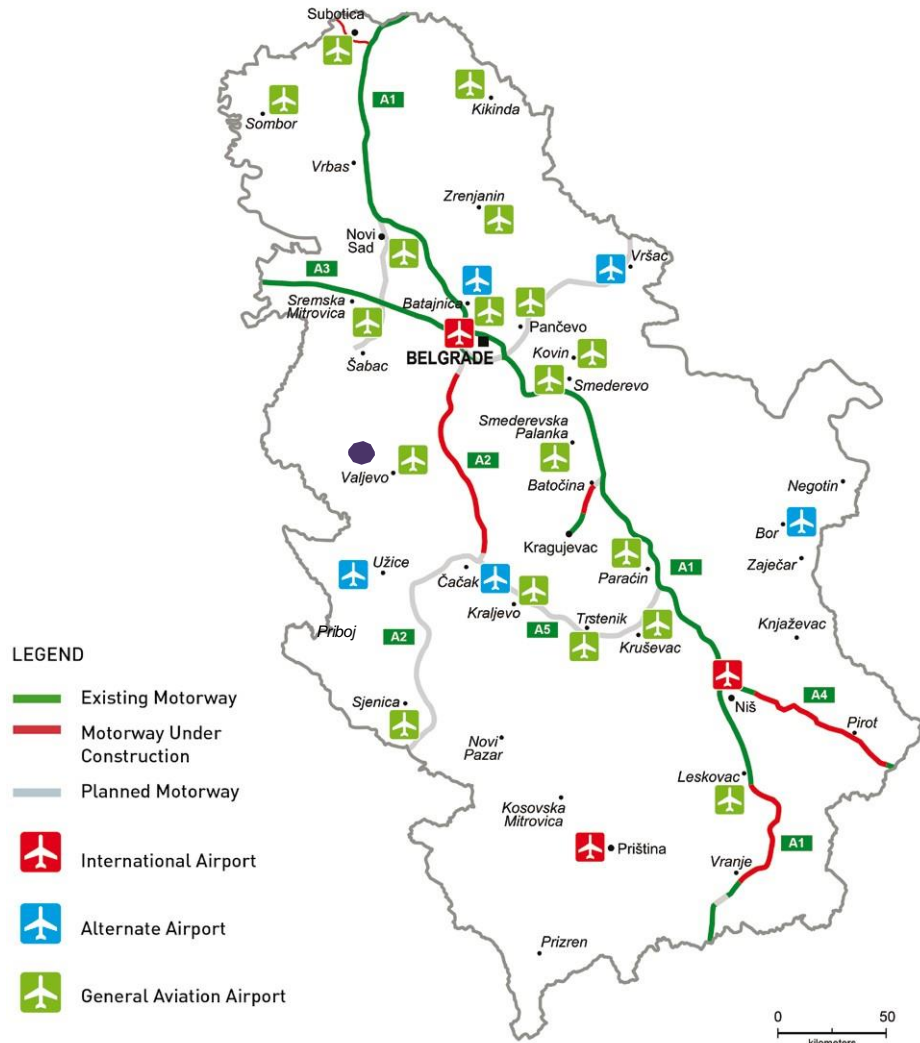
Full legal name	JOINT-STOCK COMPANY KRUSIK-PLASTIC OSECINA
Address	No 35 Pere Jovanovica Komiricanca Street
Identification Number	07219792
Core activity	Production of other plastic products
Foundation Year	1975
Number of Employees	110



Capital structure (in%)

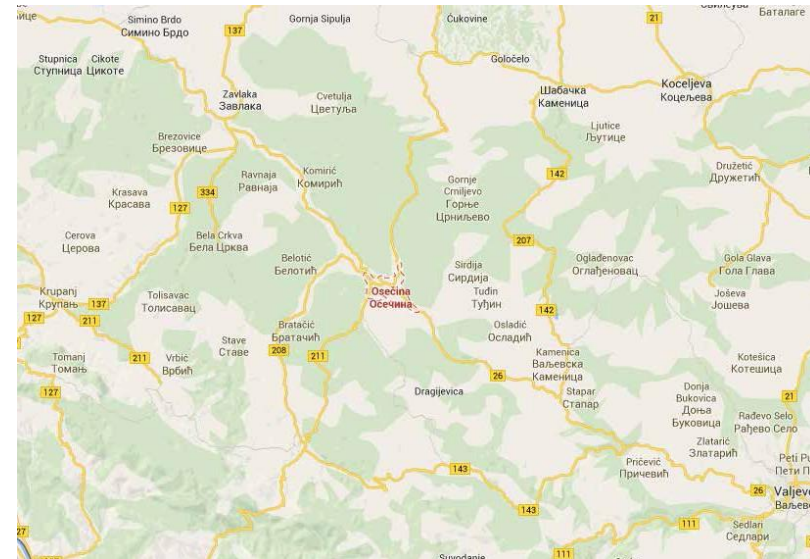
Shareholders' fund	4.42
Privatization Agency	89.54
Others	6.04

General Information



Distance form the Company to:

Belgrade	116 km
Regional Center	36 km
Main road	0.5 km
Port	140 km
Railway	39 km



Location



Pan-European Transport Corridors

Geographical location of JOINT-STOCK COMPANY KRUSIK-PLASTIC OSECINA is of strategic importance in the market area of sougtheast Europe and provides oportunity for intensive bussines cooperation. Osečina is a town and municipality located in the Kolubara District of Serbia.



Tradition



Company Krušik-Plastics Inc. was founded in 1975 by Valjevo Krušik as frabrika for plastics processing. Initially, the main activity was the production of plastic parts and technical elements of plastic for Krušik's factory, and later won the intensive development of new programs and technology.

Dominant position, but at the very beginning (since 1978) received the program plastic plastic pipes and plastic tanks , polyethylene and polypropylene extrusion technology spiral winding which today is the backbone of production and how the Krušik-Plastic recognizable in the former Yugoslavia and beyond .

In cooperation with ecologist Ltd. we have developed a special technology for wastewater treatment and oil separators, grease and petroleum products.

Product portfolio



PIPES

- Spiral plastic pipe
- Plastic corrugated pipe wall
- Plastic pipe solid wall
- Manhole for sewer
- Connecting fittings on pipes
- Laying and joining pipes
- Corrugated pipes



TANKS

- Plastic tanks
- Plastic tanks vertical
- Plastic fuel tanks
- Insulated plastic tanks
- Tanks with Diplo wall
- Plastic tubs

Product portfolio



SEPARATORS

- Separators, grease, oil and petroleum products

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- Compact plants for municipal wastewater treatment



WASHROOMS

- Plastic cistern
- Toilet seat
- Elements of thermoplastics
- Elements of duraplastics
- Elements of polystyrene



PACKAGING

- plastic boxes for storage and packaging of agricultural products

Certificates



Quality assurance certificate ISO 9001
Company owns quality assurance
certificate ISO 9001.

Ecology

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

Production and Capacity



Product	Unit	Quantity			Value in EUR		
		2011	2012	2012	2011	2012	2013
Pipes	kg	308,493	160,953	299,507	695,703	380,510	926,117
Tanks	kg	66,313	73,131	51,671	220,736	250,936	183,004
Tubs	kg	20,791	28,906	49,971	51,901	38,877	120,785
Manhole	kg	10,085	14,734	10,180	33,524	58,021	26,238
Other	kg	9,543	56,414	52,024	46,693	254,005	132,159
Thermoplastic (injection molding)							
Transporting packaging	kg	188,892	196,493	140,350	176,365	198,710	148,279
Toilet cistern	kg	47,072	51,300	32,637	338,367	381,838	294,098
Toilet seat	kg	3,154	3,100	1,592	12,290	16,761	8,889
Technical parts	kg	168,837	263,311	808,858	249,138	369,853	919,540
Composite thermosetting plastic	kg	1,999	4,847	1,851	27,991	86,960	22,016



Production and Capacity



Capacity utilization

Machine (Production line)	Unit	Installed capacity	Real capacity	% of utilization		
				2011	2012	2013
Extrusion spiral winding	n/h	21,265.5	17,010	57.00	65.00	75.00
Thermoplastic (injection molding)	n/h	95,847.6	77,334	31.23	50.10	55.00
Composite thermosetting plastic	n/h	81,675	62,370	3.10	5.50	4.00



Realization



Movement in sale volume

Product/service	Unit	Quantity sold			Value in EUR		
		2011	2012	2013	2011	2012	2013
Pipes, tanks and other	kg	415,228	334,138	440,000	1,048,567	1,161,686	1,377,522
Toilet cistern and toilet seat	kg	50,226	44,064	35,000	350,656	321,997	34,115
Transporting packaging	kg	188,892	174,879	131,287	176,365	177,852	153,050
Technical parts	kg	170,836	241,342	826,496	277,129	412,212	1,258,255
TOTAL :					1,852,717	2,073,747	3,094,413



Sales structure

Sales structure in %	2011	2012	2013
Domestic market	94.00	93.00	75.00
Foreign market	6.00	7.00	25.00
TOTAL :	100.00	100.00	100.00

Distribution channels

Distribution channels	% of share
Direct sale	89.00
Wholesale	0.00
Retail	2.00
Intermediaries	9.00



Organization



EMPLOYEES



Number of employees

Working	110
Paid leave	0
Unpaid leave	0
Other (sick leave, vacation, etc.)	0
TOTAL NuMbEr Of EMPlOyEES	110

age structure of employees

Age	-25	25-35	35-45	45-55	55+
Number	0	11	30	58	11

average salaries in Eu r

(gross and net) in 2011, 2012 and 2013

Year	Gross	Net
2011	313	227
2012	363	262
2013	391	283



Assets Overview



	Value in EUR		
	31/12/2011	31/12/2012	31/12/2013
CURRENT ASSETS	2,506,000	2,743,000	1,516,000
NON-CURRENT ASSETS	3,494,000	2,259,000	3,997,000
OPERATING REVENUE	1,933,000	2,002,000	3,055,000
OPERATING COST	2,326,000	2,313,000	3,019,000
NET PROFIT/LOSS	(502,000)	(316,000)	115,000



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 Analysis

- **STr ENgTh S:**

- - The oldest and until recently the only manufacturer
 - of large diameter pipes;
- - Numerous references in the former Yugoslavia,
 - - Certified quality system,
- - Long-term contracts with certain customers, eg. Gorenje Valjevo, Dom Extra Kraljevo, HK Krušik Valjevo, Krušik-Akumulatori Valjevo;
 - - Proximity of raw materials and materials for reproduction,
 - - Good product quality and broad product range,
 - - Modern technology,
 - - Expert human resources and many years of experience.

- **OppOr TuNITIES:**

- - Increasing exports to the countries of the former Yugoslavia,
 - - Increasing exports of tanks on the EU market
 - - Ability and adaptability for capturing new market positions based on market requirements, especially on the EU market.
- - Increasing sales of existing products with higher quality and more aggressive approach in both domestic and foreign market



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WEa kNESS:

Slow and expensive technology of pipe production;
High prices;

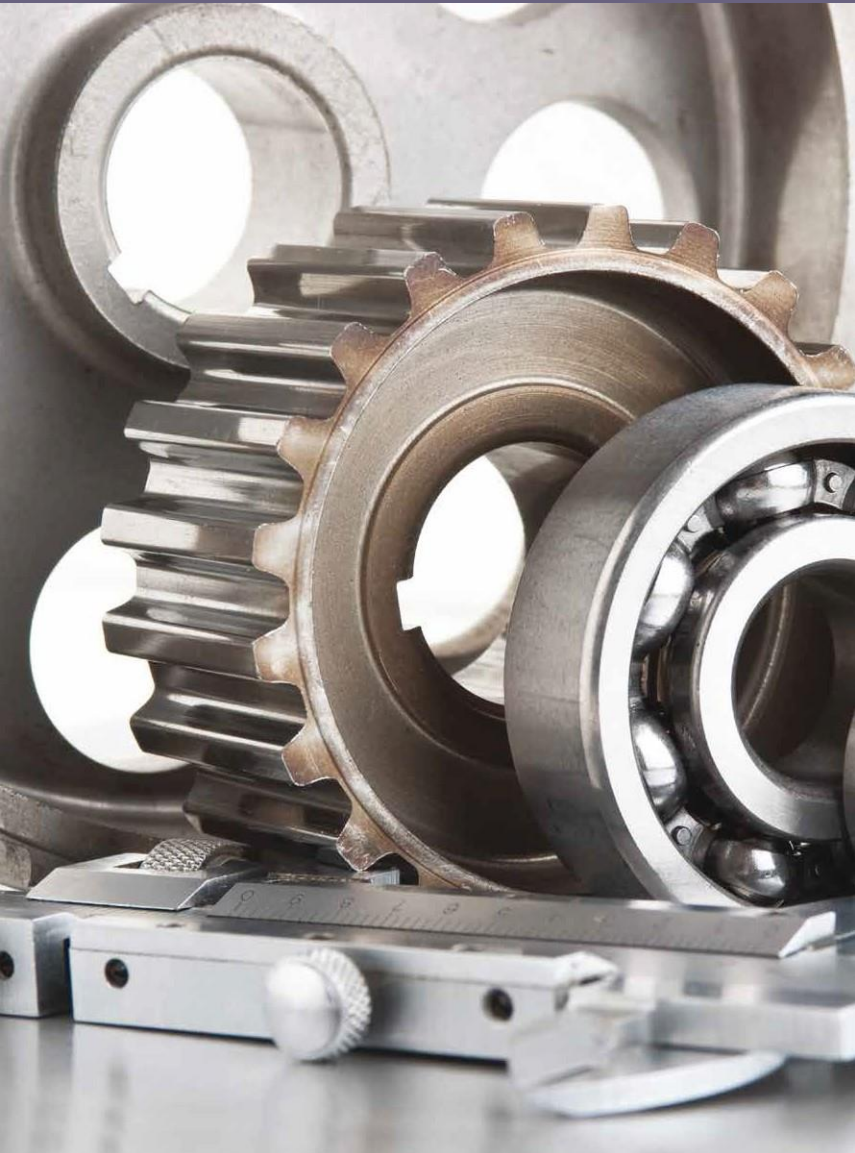
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Th r EaTS:

The significant increase in competition;

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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