



Lasta JSC, Belgrade



General Information

Full legal name	Transport company Lasta JSC Belgrade
Address	Highway Belgrade – Niš 4, Belgrade
Identification Number	07019734
Core activity	Passenger bus transport
Foundation Year	1947
Number of Employees	3.521



Capital structure (in%)

Shareholders' fund	44.62
Pension and Disability Fund Republic of Serbia	8.91
Others	10.93
	35.54

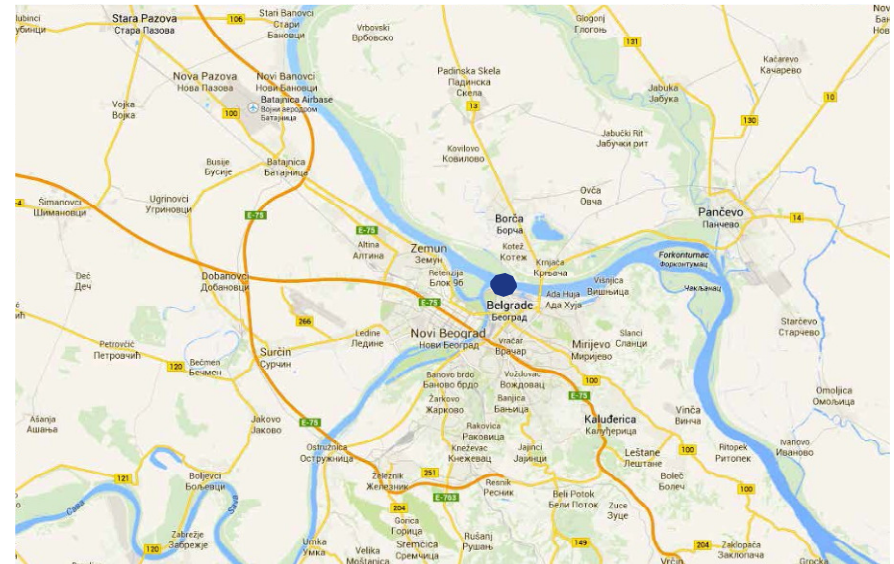
Lasta has four subsidiaries: LLC Lastra Lazarevac, LLC Otisak putovanje Macedonia - Split, LLC Lasta Montenegro – Podgorica and LLC Lasta Banja Luka

General Information



Distance from the Company to:

Belgrade	10 km
Regional Center	0 km
Main road	0 km
Port	12 km
Railway	10 km



Location



BEOGRAD
Pan-European Transport Corridors

Geographical location of LASTA JSC, Belgrade is of strategic importance in the market area of soughteast Europe and provides opportunity for intensive bussines cooperation.



Tradition



The oldest transportation company in Serbia formed the original Decree of Directorate of Transport (Detrans) at the Presidency of the People's Government of Serbia in 1945.

Government of the People's Republic of Serbia in February 1947, established a state company republic importance of bus traffic that is called The bus company LASTA Serbia.

Tourist office Belgrade attached to the LASTA 1959, which activity extends to tourist services.

Since 1964, LASTA was registered for the international transport of goods and passengers, as well as for tourist activities abroad.

1997 LASTA became a member of the international system of Eurolines bus traffic.

Since 2000 LASTA operates as a limited company. The process of consolidation and modernization of the company began in 2001. In the same year adopted a proposal for the reorganization of the entire enterprise. Since 2002, the part of LASTA Beograd is became LASTRA from Lazarevac.

2003 was a year of major investments in the renovation of rolling stock and infrastructure.

2010 LASTA became the owner of OTISAK Travel from Split and registered company in Montenegro. 2012. LASTA registered company in the Republic of Serbian Lasta Banja Luka Ltd.

Activities



Traffic company Lasta takes leader position in road traffic in Serbia and South Eastern Europe and represents one of the leading brands in the country. SP Lasta in 1997 became the first Serbian member of international organization of autobus carriers – EUROLINES. 67 year long tradition, experienced personnel and fleet of 876 autobuses, has 67 million covered kilometers and carries more than 100 million passengers a year. The imperative of SP Lasta business is safe, secure and comfortable transport of passengers.

The main activity of SP Lasta is road passenger traffic, which is conducted through international, intercity, suburban, city traffic and contract based transport. The accompanying activities are performed through offer of services in tourism, hospitality, trade and production.

Activities



INTERNATIONAL TRAFFIC

Lasta daily performs transport of passengers in Europe at 30 international routes and 40 departures and covers territories of Italy, Switzerland, Belgium, France, The Netherlands, Czech, Denmark, Sweden, Slovenia, Croatia, BiH Federation, Republic of Srpska and Montenegro. Average mileage in international traffic at the annual level is 8.805.937 km.

INTERCITY TRAFFIC

Lasta routes of intercity transport link all major city centers at the territory of Serbia. SP Lasta covers almost entire territory of our country with 315 republic routes and 698 departures a days. The average monthly mileage in intercity traffic is more than 929.328 kilometers. Apart from regular routes, in summer and winter period we introduce season departures to major mountain and coastal tourist centers.



Activities



SUBURBAN TRAFFIC

SP Lasta has 281 suburban routes with 3567 departures per day at the territory of city of Belgrade. Suburban autobuses depart from Bus station Avala in Belgrade and with terminal in Zemun (Kej oslobođenja), at Voždovac, Šumice and Banovo Brdo. The average monthly mileage for suburban routes is 1.533.692 km. SP Lasta has local traffic at the territories of municipalities Smederevo, Smederevska Palanka, Stara Pazova, Indija, Valjevo, Pećinci, Lajkovac, Mionica and Osečina.



CITY TRAFFIC

From 2005 SP Lasta participates in public city transport on the territory of City of Belgrade and has 14 daily and 5 night city routes with 1936 departures a day. The average daily routes: 15, 16, 17, 18, 78, 83, 85, 95, 408, 405 L, 26 L, 551, 552, 553; night routes: 31, 37, 308, 401, 511. For regular maintenance of departures in city transport there are 67 autobuses which daily cover 19.600 km, and on monthly level 1.179.160 km.

Activities



CHARTER AND CONTRACT BASED TRANSPORT

Charter transport is carried in country and abroad for needs of own travel agency, for needs of other legal persons and major interested groups. Contract based transport means transport at contract routes for partner organizations, commercial systems as well as transport of students of primary and high schools. Lasta conducts transport of workers from large commercial systems for: Reik Kolubara (with more than 90 buses), Army of Serbia (with 40-50 buses on average during a month), TENT (with 15 buses), Air Serbia (with 13 buses), Galenika (with 10 buses), Airport Nikola Tesla (with 4 buses), Flight Control (with 2 buses). At the annual level Lasta minibuses in CHARTER traffic, on average cover 5.587.673 km. In contract based transport daily there are 586 departures, while in charter traffic, on average there are 60 rides.



Activities



TECHNICAL MAINTENANCE

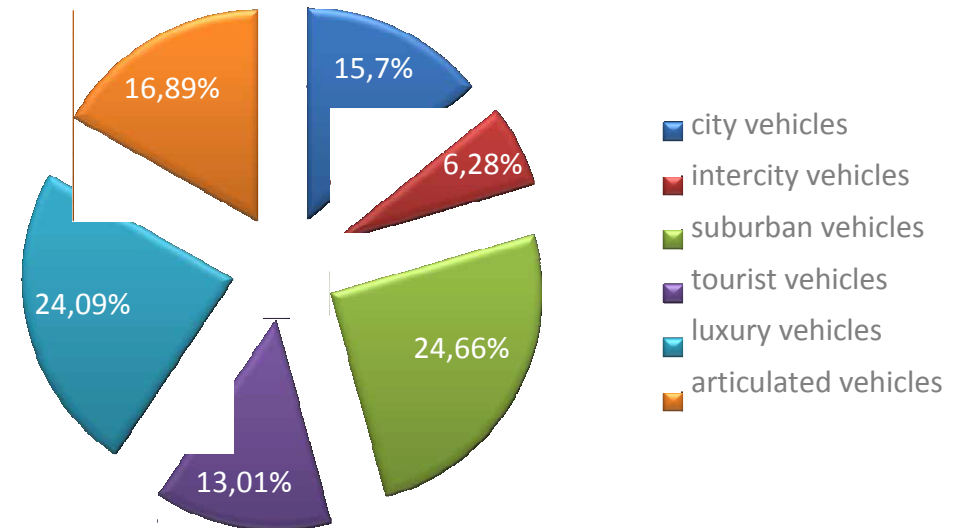
Lasta in its system has 10 facilities for technical maintenance operating 24 hours. In auto centers SP Lasta we conduct maintenance and servicing of vehicles: protection of auto tires, bus repairs, servicing of WABCO device. In some auto centers we offer service of motor vehicle test.



Capacity



LASTA HAS FLEET of 876 BUSES



New technology



BUS CARD SYSTEM

Automatic system for ticketing,
tracking and vehicle fleet
management

**SMEDEREVO SMEDEREVSKA
PALANKA**



IBM COGNOS

Software solution for analysis and
reporting



Tourism



The offer of Lasta travel&tourism is based on organization and realization of tourist arrangements, summer and winter holidays, student and professional excursions and fairs, with the possibility of special adjustment to the needs and wishes of users. Also, travel agency offers possibility of bus rental and ticket sale for international season routes.

Licence OTP 578/2010/12.05.2010.



HOTEL LASTA LJUBOVIJA

As a part of TTU Valjevo from 2013 Hotel Lasta*** in Ljubovija is opened for business, 170 kilometers from Belgrade. Hotel is located at the beautiful natural surroundings, with walking paths, 50 meters from the River Drina.

Hotel Lasta has single, double and triple rooms with total capacity of 52 beds and restaurant of 100 places. All rooms have air conditioning, plasma television and bathroom with shower. Hotel services is based on full board, half board, bed and breakfast and daily stay, and restaurant menu offers diverse specialties of local and international cuisine.



Certificates



Quality assurance certificate ISO 9001

Company owns quality assurance certificate ISO 9001, Environmental EMS - ISO 14001 and HACCP system.

Ecology

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



Service



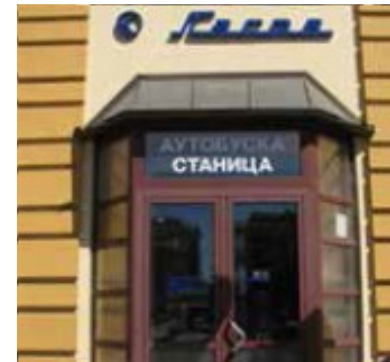
Services	Unit	Quantity			Value in EUR		
		2011	2012	2012	2011	2012	2013
Passenger transport	No. of passengers	74.998.066	78.747.969	76.426.791	90.197.064	90.457.912	84.448.444



Buildings



The main complex with administration, repair, carwash and other units is located in Belgrade. The company also has a bus station with ancillary facilities in Barajevo, Sopot, Obrenovac, Mladenovac, Smederevska Palanka, Smederevo, Indjija, Stara Pazova, Valjevo, Mionica, Osecina, Lajkovac, Ljubovija and Prokuplje.



Realization



Movement in sale volume

Service	Unit	Quantity sold			Value in EUR		
		2011	2012	2013	2011	2012	2013
international transportation	km	9.970.675	10.603.469	10.183.851	14.913.910	15.765.308	11.662.286
intercity transportation	km	16.593.700	13.870.293	12.907.736	13.996.869	12.740.175	12.178.388
suburban and urban transport	km	32.759.501	36.690.726	36.810.471	39.847.450	38.140.581	40.188.945
VLS and contracted transportation	km	10.375.563	9.642.402	8.720.421	12.014.079	15.660.144	11.926.369
Other income					9.424.756	8.151.705	8.492.456
TOTAL					90.197.064	90.457.912	84.448.444

Sales structure

Sales structure in %	2011	2012	2013
Domestic market	82.48	82.57	86.19
Foreign market	17.52	17.43	13.81
TOTAL	100.00	100.00	100.00



Organization



EMPLOYEES



Number of employees

Working	3.459
Paid leave	37
Unpaid leave	25
Other (sick leave, vacation, etc.)	0
TOTAL NUMBER OF EMPLOYEES	3.521

Age structure of employees

Age	-25	25-35	35-40	40-45	45-50	50-55	55+
Number	29	719	625	473	474	512	689

Average salaries in EUR

(gross and net) in 2011, 2012 and 2013

Year	Gross	Net
2011	426	307
2012	426	307
2013	434	314



Financial Indicators



	Value in EUR		
	31/12/2011	31/12/2012	31/12/2013
FIXED ASSETS	88.678.423	89.791.309	84.199.644
CURRENT ASSETS	13.983.872	16.762.298	17.694.538
Operating revenue	97.716.655	96.277.252	88.095.900
Operating cost	86.828.161	85.134.318	81.585.062
Net profit	1.700.000	710.297	243.943



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:

Good market coverage, high-quality fleet, membership Eurolines

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WEAKNESS:

Insufficient training of staff in use of modern technology, insufficient use of modern sales channels

OPPORTUNITIES:

Raising standards in the industry, introduction of new international routes

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THREATS:

Political and economic instability of the country

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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