



"MLADI BORAC" AD

MLADI BORAC JSC
Sonta

General Information

"MLADI BORAC" AD

Full legal name	AGRICULTURAL PRODUCTION COMPANY MLADI BORAC JSC SONTA
Address	No Num. Salas Mladi Borac Street, Sonta
Identification Number	08644586
Core activity	Growing of cereals (except rice), leguminosae and oil crops
Foundation Year	1996
Number of Employees	30

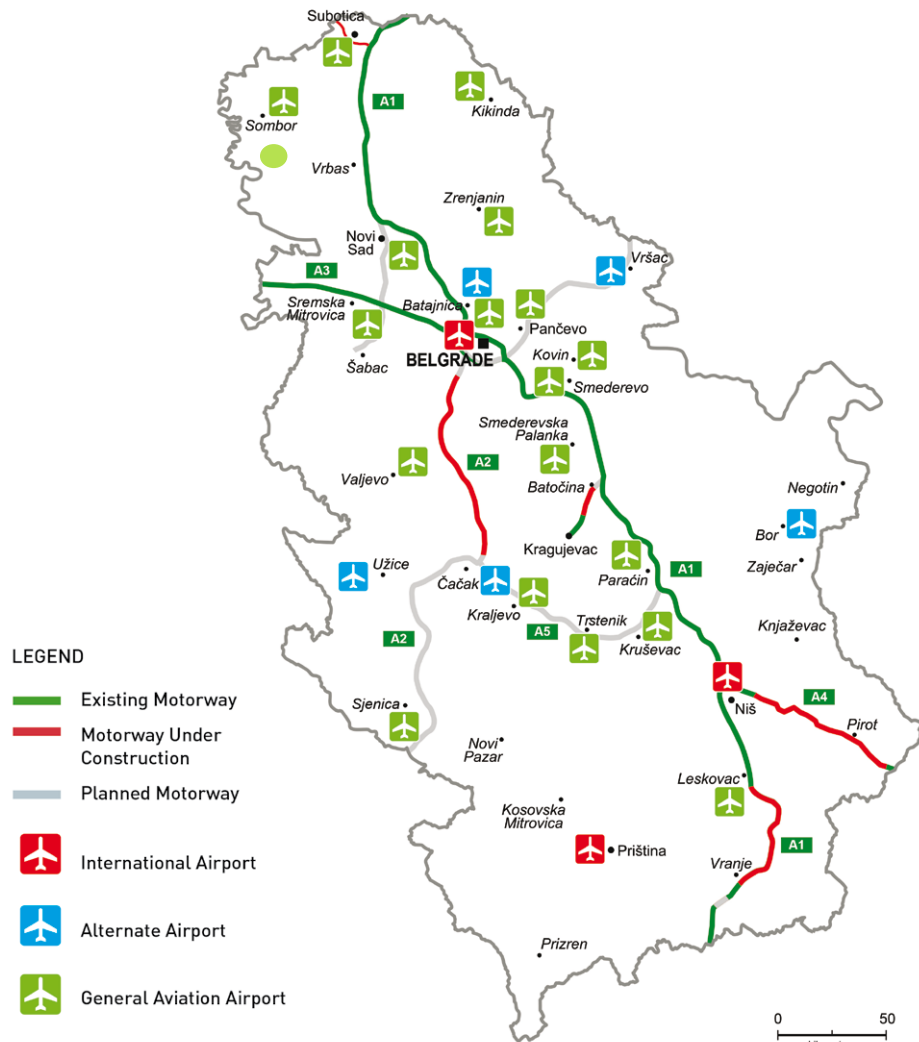


Capital structure (in%)

Shareholders' fund	0.46
Privatization Agency	78.78
Others	20.76

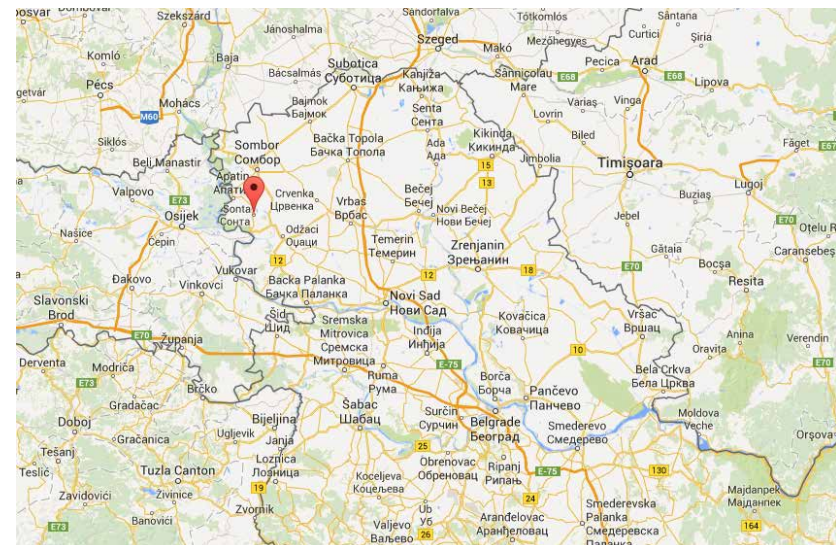
General Information

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Distance form the Company to:

Belgrade	180 km
Regional Center	35 km
Main road	on the highway
Port	3 km
Railway	4 km



Location

"MLADI BORAC" AD



Pan-European Transport Corridors

Geographical location of AGRICULTURAL PRODUCTION COMPANY MLADI BORAC JSC SONTA is of strategic importance in the market area of southeaste Europe and provides oportunity for intensive bussines cooperation. Sonta is a village located in the Apatin municipality, in the West Bačka District of Serbia. It is situated in the autonomous province of Vojvodina.



Products

"MLADI BORAC" AD



- SEED WHEAT
- COMMERCIAL WHEAT
- NECTARIA WINTER BARLEY
- SCARLET WINTER BARLEY
- SUNFLOWER
- SEED SOY
- MERCANTILE SOY
- SEED CORN
- RAPE
- SUGAR BEET
- SUMMER BARLEY
- ALFALFA

Certificates

"MLADI BORAC" AD



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.

Production and Capacity

"MLADI BORAC" AD

Product	Unit	Quantity			Value in EUR		
		2011	2012	2012	2011	2012	2013
Seed wheat	kg	1.299.926	952.723	1.700.046	241.426	232.988	271.480
Commercial wheat	kg	448.677	1.662.160	35.486	79.128	328.874	4.955
Nectaria winter barley	kg	324.606	423.246	605.290	62.041	65.689	102.781
Scarlet winter barley	kg	0	630.251	0	0	130.243	0
Sunflower	kg	0	223.719	145.373	0	103.053	40.221
Seed soy	kg	280.120	100.720	194.420	95.833	61.995	77.284
Mercantile soy	kg	1.087.639	455.483	436.206	337.354	219.481	132.020
Seed corn	kg	0	88.460	0	0	76.443	0
Mercantile corn	kg	1.913.430	325.627	1.541.476	283.522	74.447	193.541
Rape	kg	87.198	0	354.507	34.585	0	122.712
Sugar beet	kg	0	2.472.820	0	0	82.177	0
Summer barley	kg	68.997	0	0	14.172	0	0
Alfalfa	t	0	0	362.220	0	0	28.515

LAND AND BUILDINGS

Agricultural land owned by the company amounts 306 a. Agricultural state owned land (leased/rented) 976 a.
Total surface of the buildings amounts 2.995.25 m2.



Realization

"MLADI BORAC" AD

Movement in sale volume

Product/service	Unit	Quantity sold			Value in EUR		
		2011	2012	2013	2011	2012	2013
Commercial wheat	kg	448.677	1.662.160	35.486	79.128	328.874	4.955
Seed wheat	kg	1.299.926	952.723	1.700.046	241.426	232.988	271.480
Mercantile soy	kg	1.087.639	455.483	436.206	337.354	219.481	132.020
Seed soy	kg	280.120	100.720	194.420	95.833	61.995	77.284
Mercantile corn	kg	1.904.767	325.627	1.541.477	282.241	74.447	193.541
Seed corn	kg	0	88.460	0	0	76.443	0
Rape	kg	87.198	0	354.506	34.585	0	122.712
Sugar beet	kg	0	2.472.820	0	0	82.177	0
Summer barley	kg	68.997	0	0	14.172	0	0
Nectaria winter barley	kg	324.606	423.246	605.290	62.041	65.689	102.781
Scarlet winter barley	kg	0	630.251	0	0	130.243	0
Sunflower	kg	0	223.719	145.373	0	103.053	40.221
Alfalfa	t	0	0	362.220	0	0	28.515
TOTAL :					1.146.779	1.375.390	973.508

Sales structure

Sales structure in %	2011	2012	2013
Domestic market	100.00	100.00	100.00
Foreign market	0.00	0.00	0.00
TOTAL :	100.00	100.00	100.00

Distribution channels

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



Organization

"MLADI BORAC" AD

EMPLOYEES



Number of employees

Working	30
Paid leave	0
Unpaid leave	0
Other (sick leave, vacation, etc.)	0
TOTAL NUMBER OF EMPLOYEES	30

Age structure of employees

Age	-25	25-35	35-40	40-45	45-50	50-55	55+
Number	0	3	4	3	8	8	4



Average salaries in EUR

(gross and net) in 2011, 2012 and 2013

Year	Gross	Net
2011	464	355
2012	532	381
2013	539	430



Assets Overview

"MLADI BORAC" AD

	31/12/2011	31/12/2012	31/12/2013
CURRENT ASSETS	1.128.717	714.151	619.755
NON-CURRENT ASSETS	1.221.998	1.344.964	1.243.531
EQUITY/LOSS ABOVE EQUITY	-2.049.008	-2.539.934	-4.262.082



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:

Complexity of agricultural land. Potential for irrigation of the 850ha area. Close to the railway and Danube port, to trade centers Sombor, Apatin, Odzaci, Novi Sad, registered seat is net to the regional road Sombor-Novı Sad. Optimal number and skills of employed staff.

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WEAKNESS:

Obsolete mechanization, reconstruction of the irrigation system and the water supply system.

OPPORTUNITIES:

Possibility of cattle-breeding development (cattle, goats, sheep), possibility of fruit growing, expansion of the irrigation system for the development of crop cultivation.

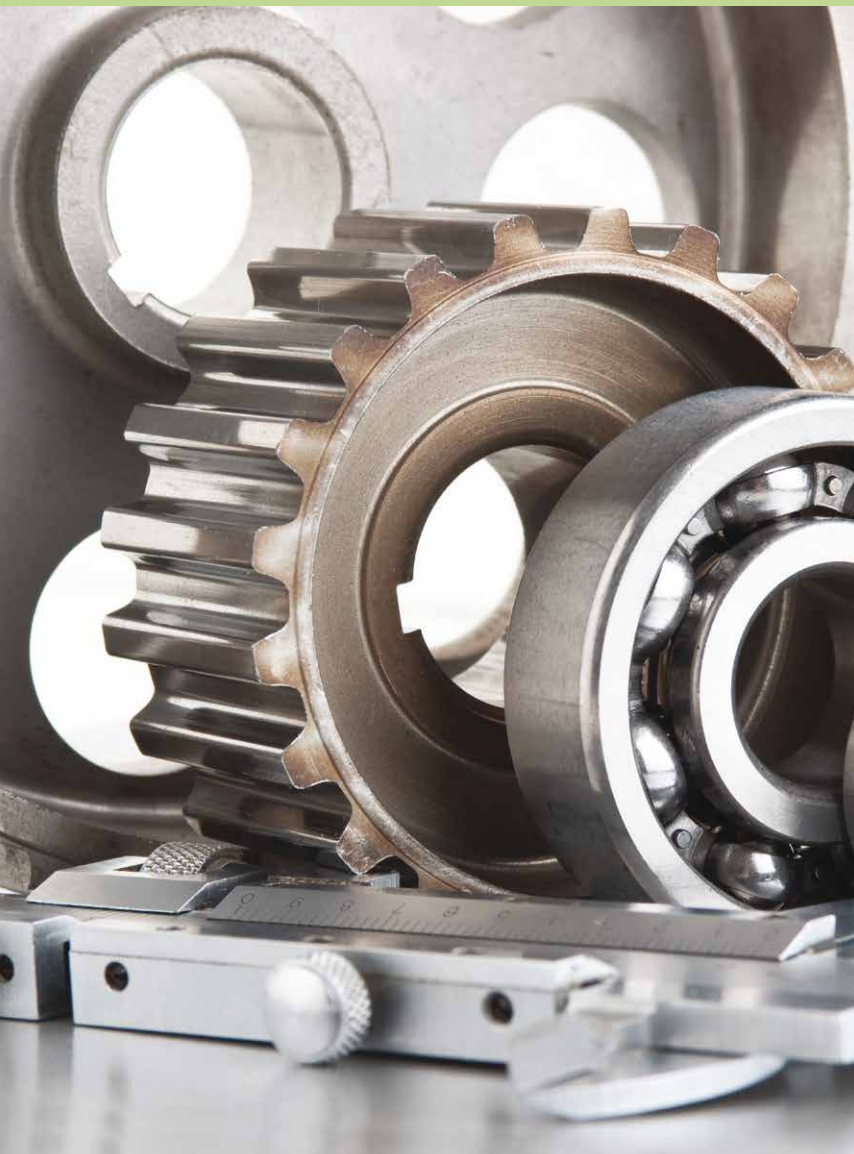
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THREATS:

Danger from floods due to the proximity of Danube, in rainy periods the underground waters may destory the crops.

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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