



**PIK
ZEMUN**

**Agricultural industrial plant
“ZEMUN”, Beograd**



General Information

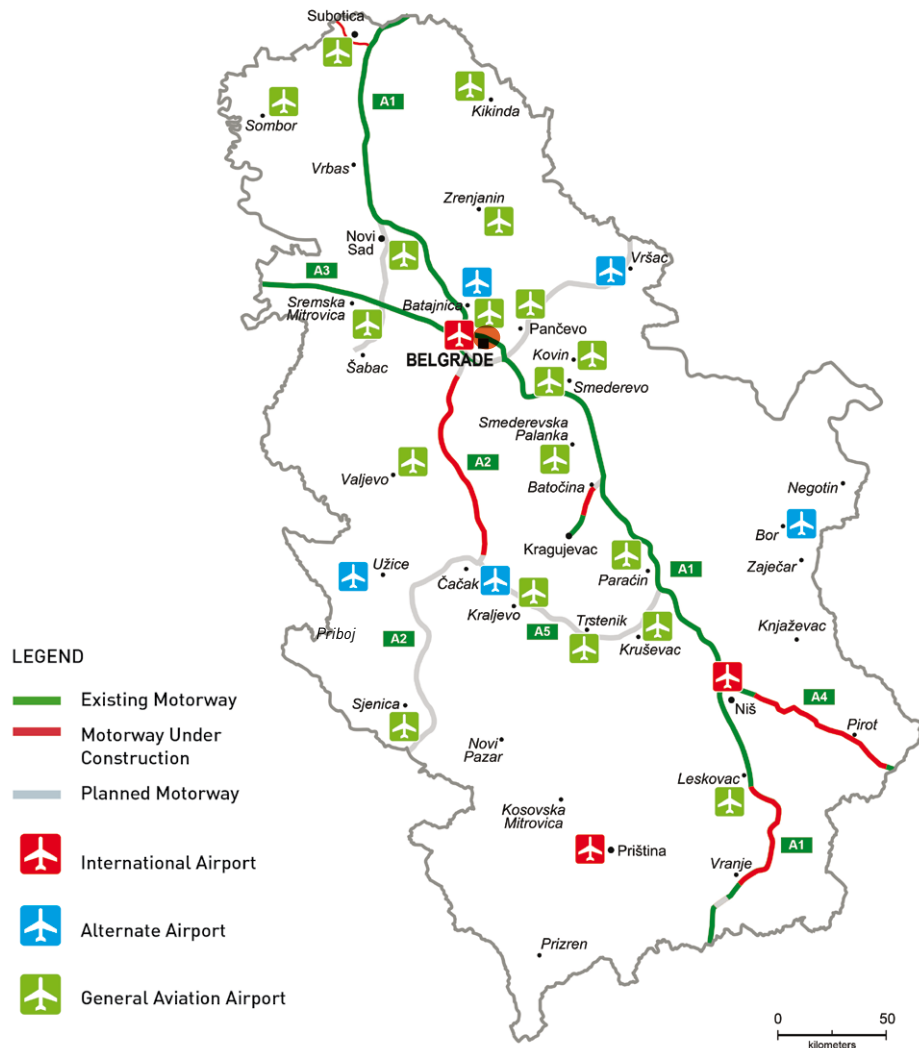
Full legal name	Agricultural industrial plant "ZEMUN", BEOGRAD
Address	Zemun, Batajnicky Drum 14th km
Identification Number	07042914
Core activity	Breeding cows and production of dairy products
Foundation Year	1962
Number of Employees	95



Capital structure (in%)

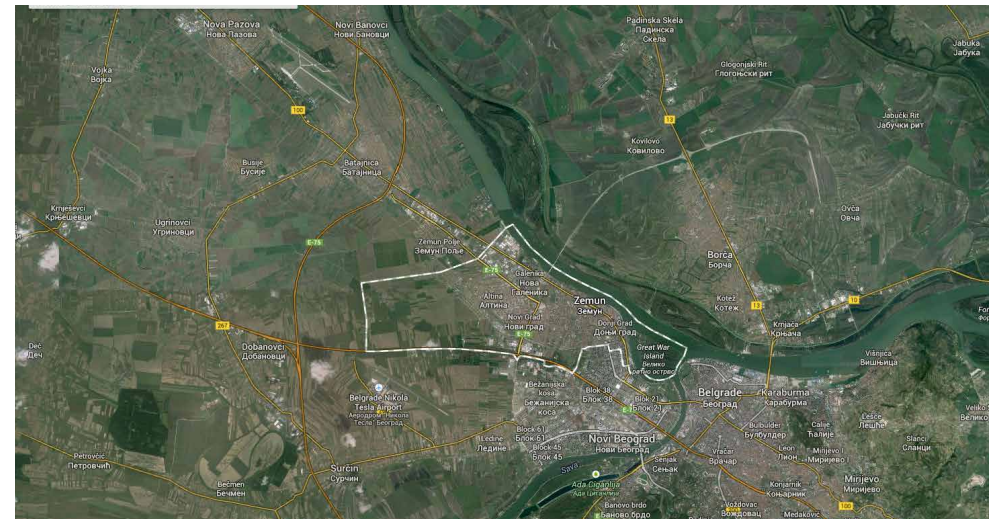
Socially-owned	100.00
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General Information



Distance form the Company to:

Belgrade	14 km
Regional Center	14 km
Main road	2 km
Port	20 km
Railway	5 km



Location



Pan-European Transport Corridors

Zemun is one of the most developed municipalities of Belgrade, with developed industries in almost every branch. Zemun has two large and still growing industrial zones, one located along the highway and the other one along the road to Batajnica and further to Novi Sad.

Several important roads of Serbia run through the municipality. The Belgrade-Zagreb highway, the old (Batajnički drum) and new (highway) road Belgrade-Novı Sad, the still in construction starting point (Batajnica-Dobanovci) of the future Belgrade beltway (Batajnica-Bubanj Potok), Belgrade-Novı Sad railway, etc.



Product portfolio



- Raw milk
- Pasteurized milk
- Sour cream
- Crumbled cheese
- Yogurt in cups

Product portfolio



- **Corn grain**
- **Soy grain**
- **Rape**
- **Wheat**

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
Raw milk	lit	0	60,490	725,612	0	183.031	2.358.985
Pasteurized milk	lit	75,636	25,389	13,190	310.873	142.950	73.690
Sour cream	lit	38,936	42,391	23,565	426.220	462.204	234.408
Crumbled cheese	kg	158,448	139,009	87,027	1.996.944	1.869.057	1.168.785
Yogurt in cups	lit	15,711	23,335	28,457	10.206	14.773	17.873
Corn grain	kg	2,188,709	159,191	1,468,800	355.578	37.795	185.264
Soy grain	kg	541,034	99,655	146,880	187.833	58.012	60.213
Rape	kg	512,580	0	0	195.937	0	0
Wheat	kg	0	2,158,534	2,130,980	0	540.968	332.033

Land / Buildings

Agricultural land-type of ownership: social 417,510 m²

Buildings | Total surface 7,126 m²



Production and Capacity



Capacity utilization

Machine (Production line)	Unit	Installed capacity	Real capacity	% of utilization		
				2011	2012	2013
Dairy-processing of milk	lit	5400000	5400000	33.00	36.00	22.00
Farm - milk production	lit	7200000	7200000	27.00	30.00	30.00
Farm-number of dairy cows	pcs	1024	1024	31.00	36.00	36.00



Realization



Movement in sale volume

Product/service	Unit	Quantity sold			Value in EUR		
		2011	2012	2013	2011	2012	2013
Raw milk	lit	0	60,490	725,612	0	20.804	270.439
Pasteurized milk	lit	75,636	25,389	13,190	32.530	16.256	8.448
Sour cream	lit	38,936	42,931	23,565	44.600	52.561	26.873
Crmbled cheese	kg	158,448	139,009	87,027	208.962	212.546	133.992
Yogurt in cups	lit	15,711	23,335	28,457	10.206	16.055	19.581
Corn grain	kg	2,188,709	159,191	1,468,800	355.578	37.795	185.264
Soy grain	kg	541,034	99,655	146,880	187.833	58.012	60.213
Rape	kg	512,580	0	0	195.937	0	0
Wheat	kg	0	2,158,534	2,130,980	0	540.968	332.033
TOTAL :					1.035.646	954.997	1.036.843

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	100.00
Wholesale	0.00
Retail	0.00
Intermediaries	0.00



Organization



EMPLOYEES



Number of employees

Working	91
Paid leave	4
Unpaid leave	0
Other (sick leave, vacation, etc.)	0
TOTAL NUMBER OF EMPLOYEES	95

Age structure of employees

Age	-25	25-35	35-40	40-45	45-50	50-55	55+
Number	4	6	14	7	21	24	21

Average salaries in EUR

(gross and net) in 2011, 2012 and 2013

Year	Gross	Net
2011	259	158
2012	405	246
2013	511	312



Assets Overview



	Value in EUR		
	31/12/2011	31/12/2012	31/12/2013
CURRENT ASSETS	980.506	1.131.014	668.786
FIXED ASSETS	58.160.681	53.238.652	65.077.986
EQUITY/LOSS ABOVE EQUITY	+51.215.643	+46.278.145	+57.774.291



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:

Complete production cycle

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WEAKNESS:

Lack of working capital, low utilization of production capacity, obsolete machinery

OPPORTUNITIES:

Increase of the market share in sales of dairy products

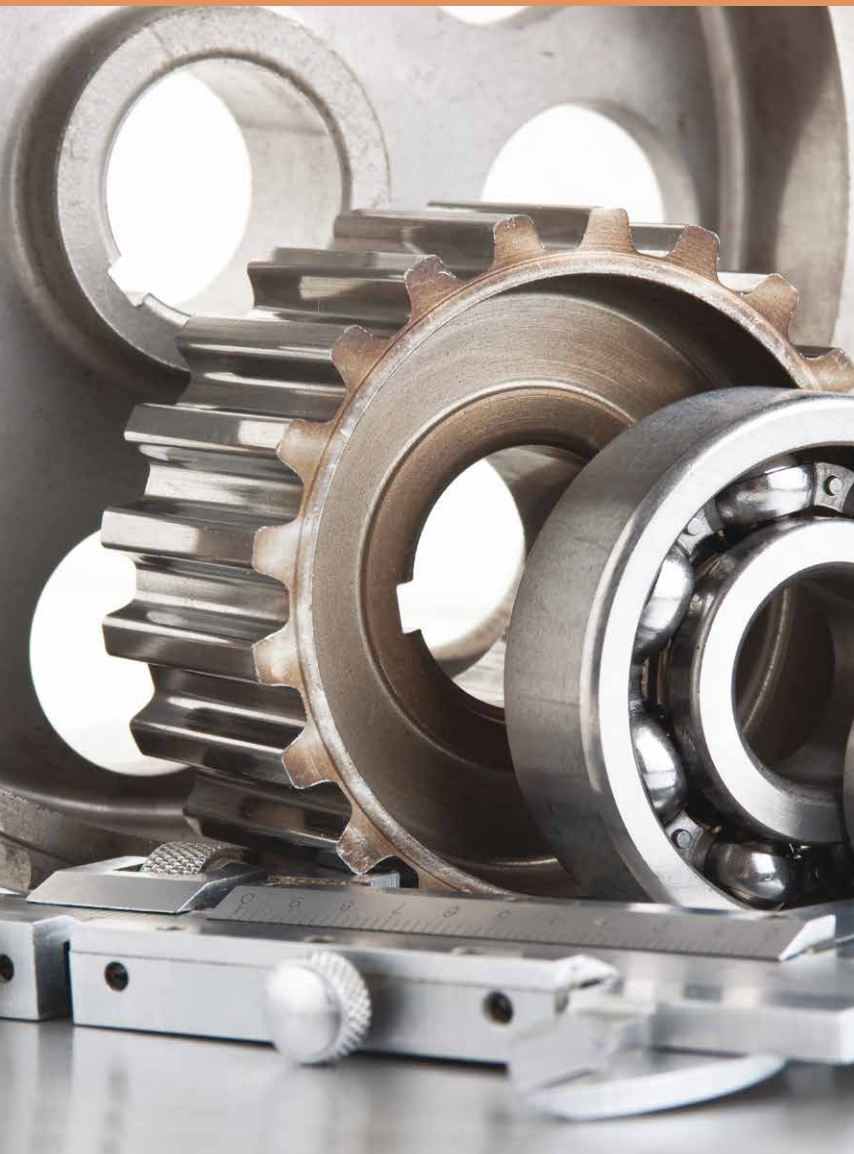
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THREATS:

Strengthening competition and increased number of competitors in the market

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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