



**POTISJE - PRECISE CASTING
JOINT STOCK COMPANY, Ada**



General Information

Full legal name	POTISJE - PRECISE CASTING JOINT STOCK COMPANY ADA
Address	24430 Ada, No. 4 Molski Put Street
Identification Number	08208409
Core activity	Casting of steel
Foundation Year	1973
Number of Employees	81



Capital structure (in%)

Shareholders' fund	0.10
Privatization Agency	72.79
Others	27.11

General Information



Distance form the Company to:

Belgrade	140 km
Regional Center	75 km
Main road	0 km
Port	90 km
Railway	80 km



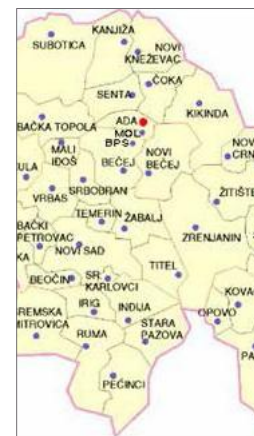
Location



Ada is a town and municipality in Serbia. It is situated near the river Tisa in Vojvodina province. Although the town is geographically located in Bačka, it is part of the North Banat District.



Pan-European Transport Corridors



Tradition and expertise



“POTISJE precise casting” AD Adi founded in 1966, has a long tradition in the production of castings investment casting process. Technology, precision castings poroizvode the castings with high technical characteristics with special emphasis on the quality of the surface of the parts and the realization of dimensional accuracy with the ability to create different configurations.

- Melting metal in induction furnaces guarantees uniform chemical composition of castings.
- Castings are made of steel, cast iron and copper alloys.
- WEIGHT assortment of parts from 0.3 to 2000 gr.

Product portfolio



We produce castings of all quality alloys of iron (steel gray cast iron) and alloys of copper and guarantee the chemical composition

The castings obtained by this technology have a request for a minimal machining, only measures which are narrower than the tolerance casting tolerances specified VDG P 690 D2

Our castings are found application in all industries: agricultural implements, automotive, textile, electrical industry, motor industry, pneumatics and hydraulics, construction, industry, military equipment, food industry ...

- CastInGs for TExTII E IndusTr y
- CastInGs for ConsTr u CTIon
- CastInGs for THE EI ECTr IC al IndusTr y
- CastInGs for aGr IC u lTu r al MECHAnIzaTion
- CastInGs for pubLI CTranSpOr T
- MI sCEI l an Eous



Sanding castings

- of Mechanical through with steel shot
- Manual sandblasting quartz sand
- by machine can blast the castings weighing up to 5kg.
- Handheld sandblasting can be sandblasted castings weighing up to 2kg.

Heat treatment

Heat treatment is performed on the following types of materials:

- Carbon steels
- steel hardened
- steel for the improvement of the
- Tool steels
- austenitic steels
- ferritic steels
- The aforementioned quality materials dictate and heat treatment

Reference



Alfa-Plam, Vranje
Feman, Jagodina
Integrity International, Indija
Integral, Topola
Metalika, Vojka
Prva Petoletka, Trstenik
Stublina, Stojnik
Termovent, Temerin
zastava oružje, Kragujevac
aWEaT(bode, Kba, Tünkers,
novopress, aubi, Maier unitas, Martini,
Kächele, spann Tec, Tünkers, o cè printing
Systems, Berger, Stoll, Rahrbach,
baudat, Eberspächer)
Alcoa Fairchild Fasteners Europe-Camloc
Artform
brückner Maschinenbau
brückner serv Tec
Huber automotive aG,
Herbold

Ing.büro Michael schmitz (d+H Mechatronic
f.EE Industrieautomation, r u d Ketten
Rieger&Dietz, SPG Pneumatechnik)
Interstuhl büromobel
Koldamex GmbH
Mafell AG,
Mittelmann
Schunk –Bahn u.Industrietechnik
Steinkamp,
Steinlen
THb
W.piekenbrink
AMF Reece, Metaling
Savio S.p.A. f E”b rake
Hydraulics”
banko split, Elektro Kontakt zagreb, Končar
zagreb, standard Mlo o sijek,
Tup dubrovnik
TSN Maribor

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
Castings	t	100	83	89	1,231,899	1,224,016	1,418,606
SERVICES - sanding, quality control	service	-	-	-	28,402	34,445	36,706

Capacity utilization

Machine (production line)	unit	Installed capacity	Real capacity	% of utilization		
				2011	2012	2013
Fry furnace for casting	t	100	100	98.00	82.00	87.00

Land /Buildings

The Company has a total land area of 11,620 m² within the factory complex in Ada.

Land under the buildings is 5386.00 m², and the roads, terrace, parking, free surfaces located 6234.00 m² of land.

The total gross floor area of buildings in the complex plant is 5.386,00m².



Realization



Movement in sale volume

Product/service	unit	Quantity sold			Value in Eur		
		2011	2012	2013	2011	2012	2013
Castings					1,703,856	1,605,230	1,660,280
Services	-	-	-	-	28,402	34,445	36,706
TOTAL :					1,732,258	1,639,675	1,696,986



Sales structure

Sales structure in %	2011	2012	2013
Domestic market	15.00	17.00	19.00
Foreign market	85.00	83.00	81.00
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	81
Paid leave	0
unpaid leave	0
other (sick leave, vacation, etc.)	0
TOTAL NuMBER Of EMPLOYEES	81

age structure of employees

Age	-25	25-35	35-40	40-45	45-50	50-55	55+
Number	0	13	10	11	15	17	15

average salaries in Eu r

(gross and net) in 2011, 2012 and

Year	Gross	Net
2011	472	339
2012	491	352
2013	547	393

Assets Overview



	Value in Eur		
	31/12/2011	31/12/2012	31/12/2013
CurrEnT assETs	666,221	550,932	900,922
non-CurrEnT assETs	395,925	346,769	326,023
opEraTInG rEVEnuE	1,819,411	1,703,905	1,902,615
OPERATING COST	1,548,965	1,504,474	1,710,229
NET PROFIT	13,634	14,791	158,410
LOSS OVER CAPITAL	21.519	18.220	20.905



A) Information contain in this document is based on the data reciev ed 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 f inancial r eports (Is f r).

SWoT analysys

STr ENg THS:

- Long tradition and extensive experience in manufacturing castings by precision casting technology
- Continuity of Company operations regardless od business problems accumulated in the preceding period
 - Geographic location of the factory
- Proximity of raw materials and materials for reproduction
 - Good product quality and broad product range
 - Expert human resources and many years of experience



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WEa k NESS:

- Technological equipment

OppOr TuNITIES:

- Several decades of presence on the European market and increase of potentials for manufacturing for export
- Ability to adopt production of a broad range of products in smaller batches
- Ability and adaptability for capturing new market positions based on market



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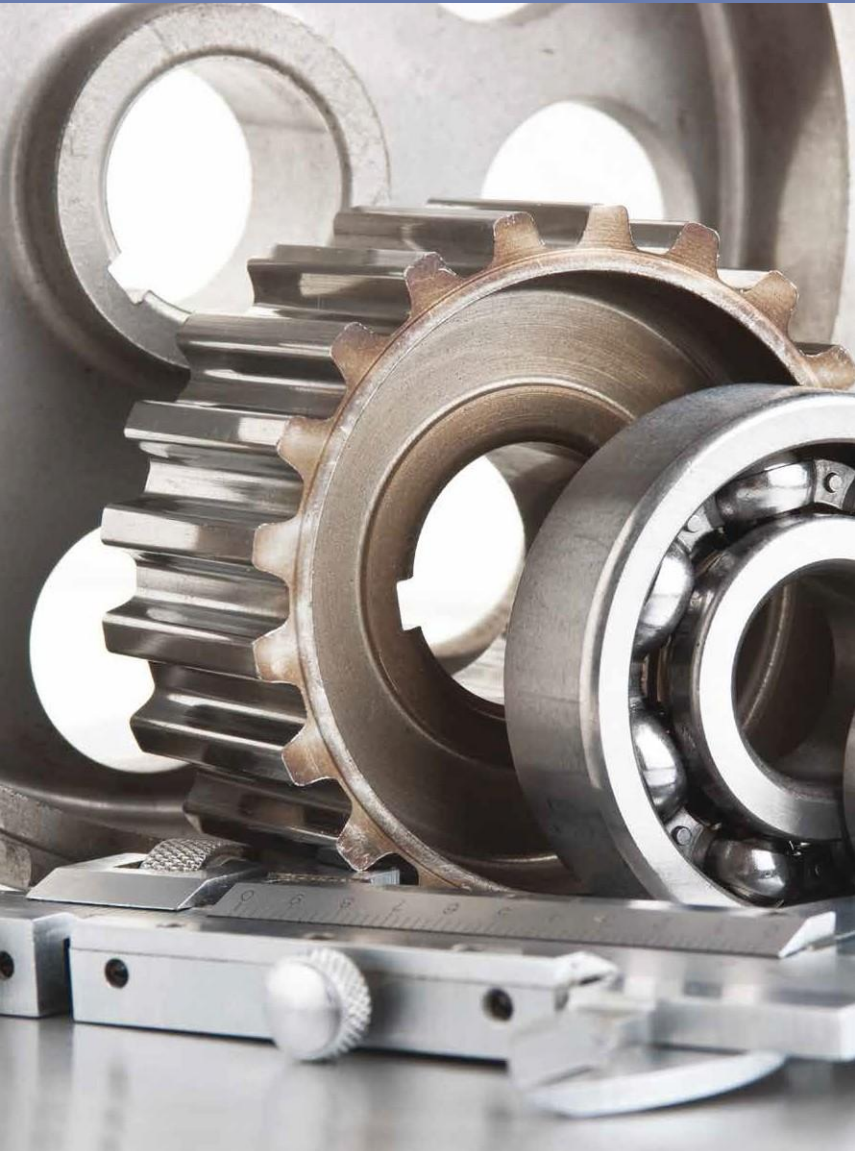


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THr EaTS:

- Competition in parts production, the economic crisis on the global level.

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 f ebruary 2010
- Agreement with the Russian Federation, Belarus and Kazakhstan
- Agreement with Turkey

Contact



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