



prva  
betoletka

**DELOVI**

**PPT DELOVI JSC**  
**Novi Pazar**



**DELOVI**

## General Information

Full legal name	PPT DELOVI JSC, Novi Pazar
Address	Mihaila Pupina bb, Novi Pazar
Identification Number	07623933
Core activity	Manufacture of other parts and accessories for motor vehicles
Foundation Year	1981
Number of Employees	29

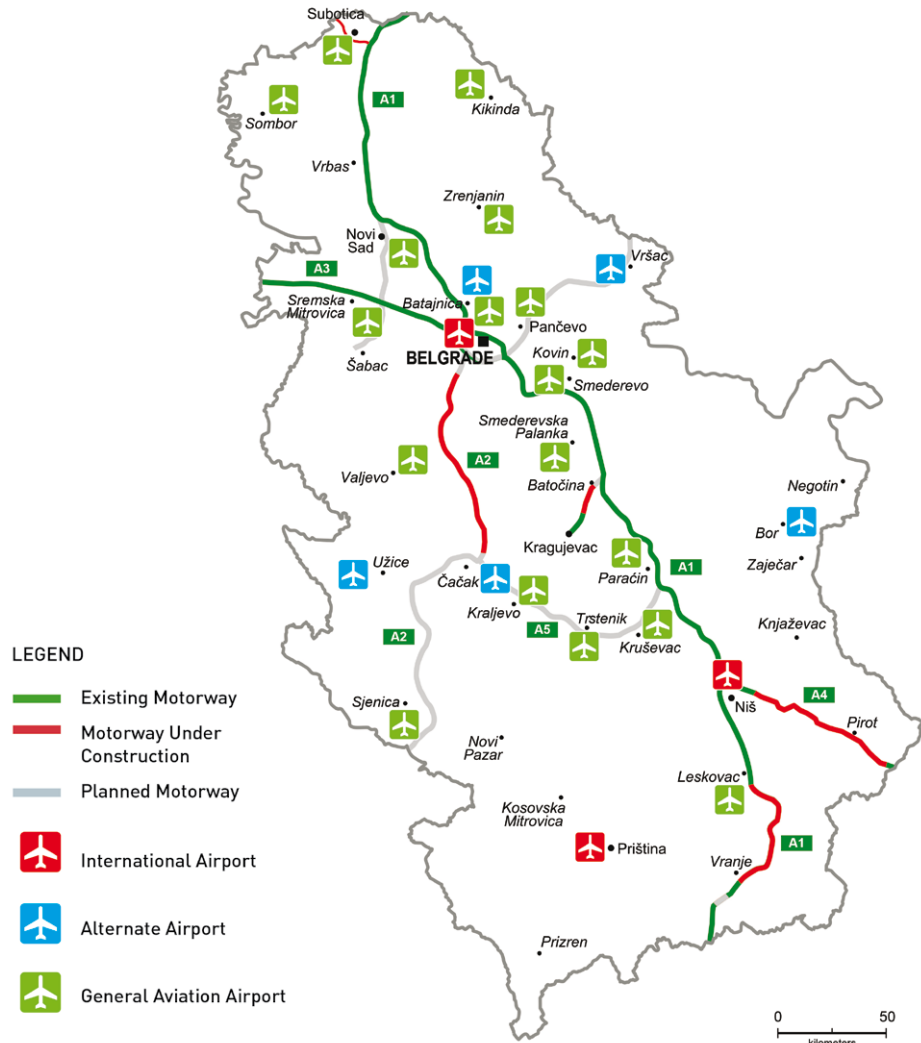


### Capital structure (in%)

Socially-owned	98.81
Others	1.19

# General Information

**DELOVI**



## Distance form the Company to:

Belgrade	280 km
Regional Center	100 km
Main road	0 km
Port	300 km
Railway	20 km



Company for production of the hydraulics PPT Delovi, Novi Pazar – in restructuring was founded in 1981 as a dislocated plant of company PPT Hidraulika.

As a separate company, PPT Delovi has been operating since 1991. Company is located in Novi Pazar, 280 km south-west of Belgrade and 130 km south-west of Trstenik.

# Long tradition and expertise

**DELOVI**



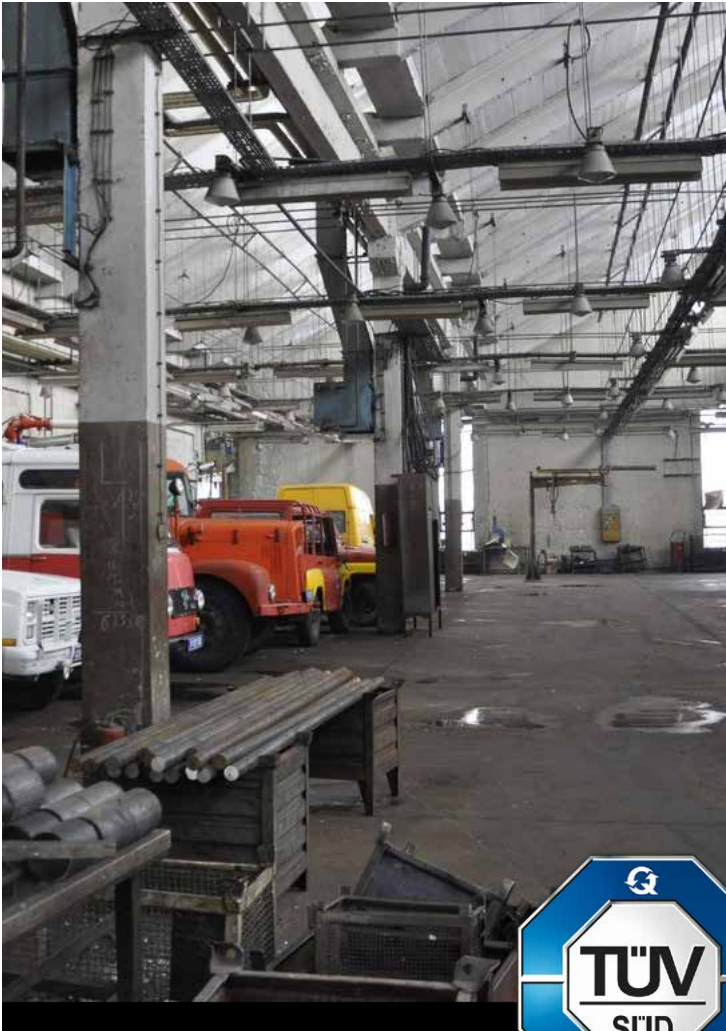
“Prva petoletka” - Trstenik was founded on March 23. 1949., by decision of the Government of People’s Federal Republic of Yugoslavia, at the beginning of the first Five-year plan of development, after which it was named. Five decades of operation and future development are based on the basic activities: research, design, projecting, testing, inspection, manufacture, assembly and servicing of all products within the versatile product range of PPT. “Prva petoletka” is an integral supplier of all types of hydraulic and pneumatic components and systems, in all areas of application, from submarines to airplanes.

As a separate company, PPT Delovi JSC has been operating since 1991.



# Production program / Certificates

**DELOVI**



The production program of the company is adjusted to the market needs downsized output volume of PPT Hidraulika, for which the company used to produce hydraulic systems' parts. The production program consists of the following groups of products:

- PARTS FOR COMMERCIAL ROAD VEHICLES (BUSES AND TRUCKS)
- SCREW PROPELLERS FOR WHEELS
- PINS FOR FRONT WHEEL SETS
- PINS FOR SPRINGS
- SPRING STIRRUPS
- COMPRESSOR PLATES
- DOUBLE-LEAF SPRING PLATES
- VARIOUS BELT PULLEYS
- UNIVERSAL JOINTS
- MINING ROLLS FOR CONVEYOR BELTS, VARIOUS SIZES (roll  $\varnothing$  89 x 200,  $\varnothing$  89 x 250,  $\varnothing$  89 x 750,  $\varnothing$  108 x 250,  $\varnothing$  108 x 310,  $\varnothing$  108 x 710,  $\varnothing$  108 x 900,  $\varnothing$  108 x 1100,  $\varnothing$  159 x 450,  $\varnothing$  159 x 800,  $\varnothing$  159 x 1200)
- ROPE WINDING DRUMS
- TIE RODS

The company also produces parts for the products manufactured by "PPT Armature" from Aleksandrovac.

## **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.

# Main equipment

**DELOVI**

Name	Type and purpose	Year of production
Machines	production of hydraulic parts	1,981
PTT communication equipmet	communication with buyers and users	1981
Office equipment	office work	1981
Heating equipment	heating premisess	1981



# Production and Capacity

**DELOVI**

Product / services	Unit	Quantity			Value in EUR		
		2011	2012	2012	2011	2012	2013
Fittings		75,000	0	4,865	72.152	0	3.306
Compressor parts		2,200	0	0	4.558	0	0
Mining equipment		1,100	361	60	2.963	17.640	2.373
Automotive products		3,000	0	0	17.431	0	0
Servosteering parts		18,000	91,080	151,808	57.129	179.364	289.736
Hydraulic cylinders parts		2,000	1,754	0	11.831	1.750	0
Spare parts		0	0	21,717	0	0	23.586

## Capacity utilization

Machine (Production line)	Unit	Installed capacity	Real capacity	% of utilization		
				2011	2012	2013
CNC lathes line	pcs	18	18	30.00	30.00	30.00
US line	pcs	20	20	5.00	5.00	5.00
UNIV milling line	pcs	10	10	2.00	2.00	2.00
Grinder line	pcs	5	5	2.00	2.00	2.00
Termal processing line	pcs	5	5	2.00	2.00	2.00

## Land / Buildings

Land 20.560 m<sup>2</sup> • Buildings 42.011 m<sup>2</sup>

## Movement in sale volume

Product/service	Unit	Quantity sold			Value in EUR		
		2011	2012	2013	2011	2012	2013
Fittings	pcs	75,000	0	4,865	72.152	0	3.306
Compressor parts	pcs	2,200	0	0	4.558	0	0
Mining equipment	pcs	1,100	361	60	2.963	17.640	2.373
Automotive	pcs	3,000	0	0	17.431	0	0
Servosteering	pcs	18,000	91,080	151,808	57.129	179.364	289.736
Hydraulic cylinders	pcs	2,000	1,754	0	11.831	1.750	0
Spare parts	pcs	0	0	21,717	0	0	23.586
<b>TOTAL :</b>					<b>166.063</b>	<b>198.754</b>	<b>319.001</b>

## Sales structure

Sales structure in %	2011	2012	2013
Domestic market	100.00	100.00	100.00
Foreign market	0.00	0.00	0.00
<b>TOTAL :</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>

## Distribution channels

Distribution channels	% of share
Direct sale	10.00
Wholesale	0.00
Retail	0.00
Intermediaries	0.00



# Organization

**DELOVI**

## EMPLOYEES



### Number of employees

Working	29
Paid leave	0
Unpaid leave	0
Other (sick leave, vacation, etc.)	0
<b>TOTAL NUMBER OF EMPLOYEES</b>	<b>29</b>

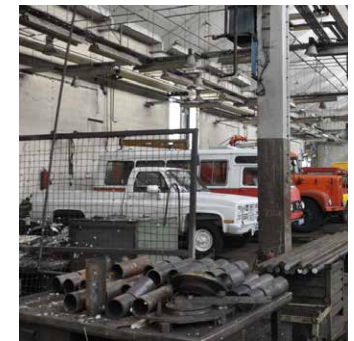
### Age structure of employees

Age	-25	25-35	35-40	40-45	45-50	50-55	55+
Number	0	3	2	0	2	19	3

### Average salaries in EUR

(gross and net) in 2011, 2012 and 2013

Year	Gross	Net
2011	227	167
2012	0	0
2013	355	258



# Financial Indicators

	Value in EUR		
	31/12/2011	31/12/2012	31/12/2013
CURRENT ASSETS	612.000	347.000	439.000
FIXED ASSETS	545.000	486.000	3.771.000
EQUITY/ LOSS ABOVE EQUITY	211.000	-109.000	3.093.000



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 Analysys

**STRENGTHS:**  
Lack of competition in vicinity.

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**WEAKNESS:**  
Obsolete equipment.

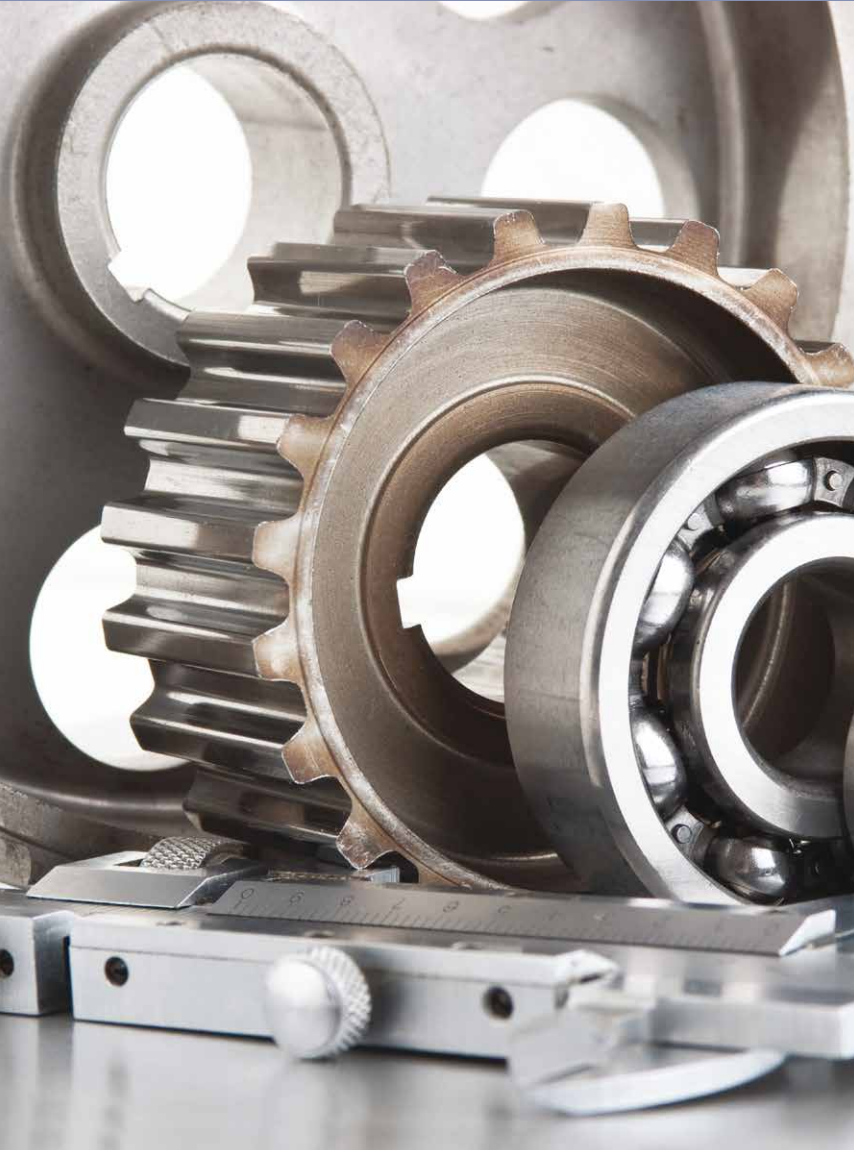
**OPPORTUNITIES:**  
Existing equipment allows quick  
shift to new products.

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**THREATS:**  
Competition in wider area.

# 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



Republic of Serbia

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