



PRVA
LETOLETKA



PPT KOČNA TEHNIKA JSC

Trstenik



General Information



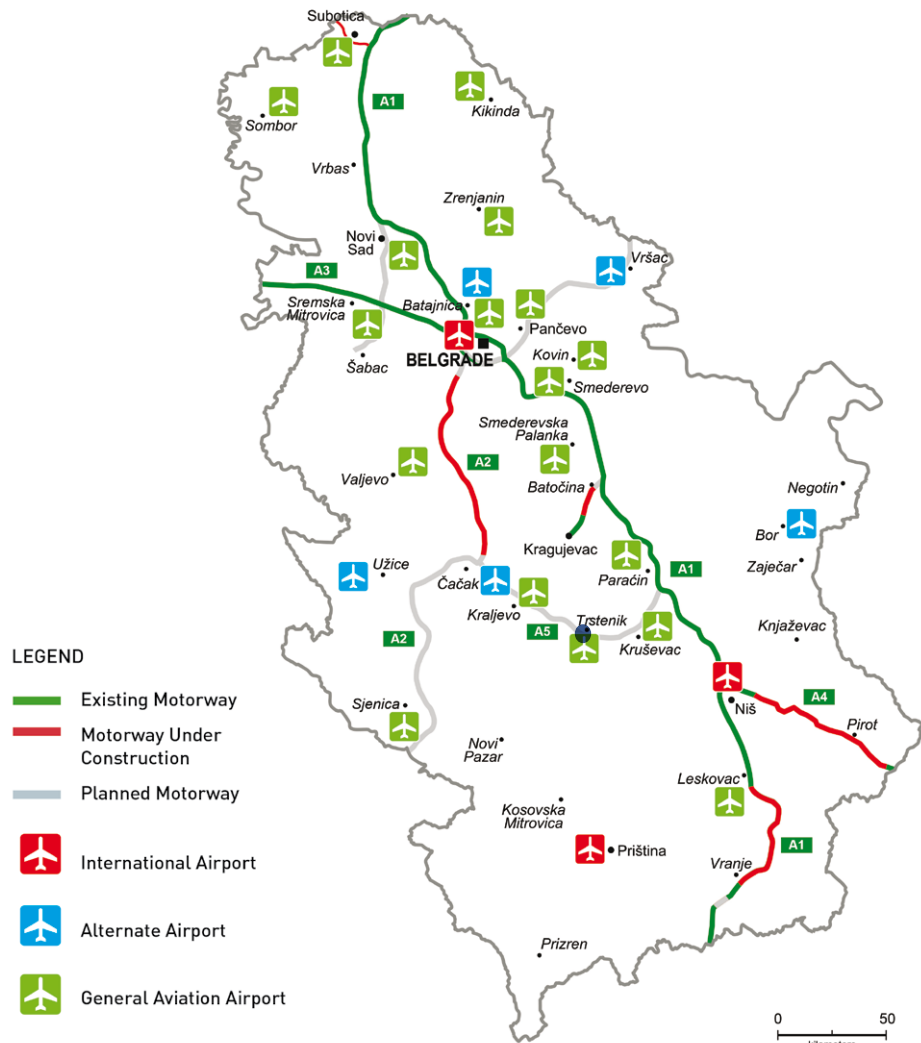
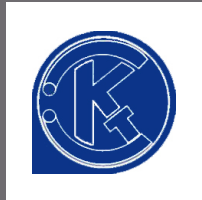
Full legal name	Joint stock company for brake technique production PPT KOČNA TEHNIKA Trstenik
Address	Cara Dusana street 101, 37240 Trstenik
Identification Number	07623941
Core activity	Production of other parts and additional equipment for motor vehicles
Foundation Year	1999
Number of Employees	373



Capital structure (in%)

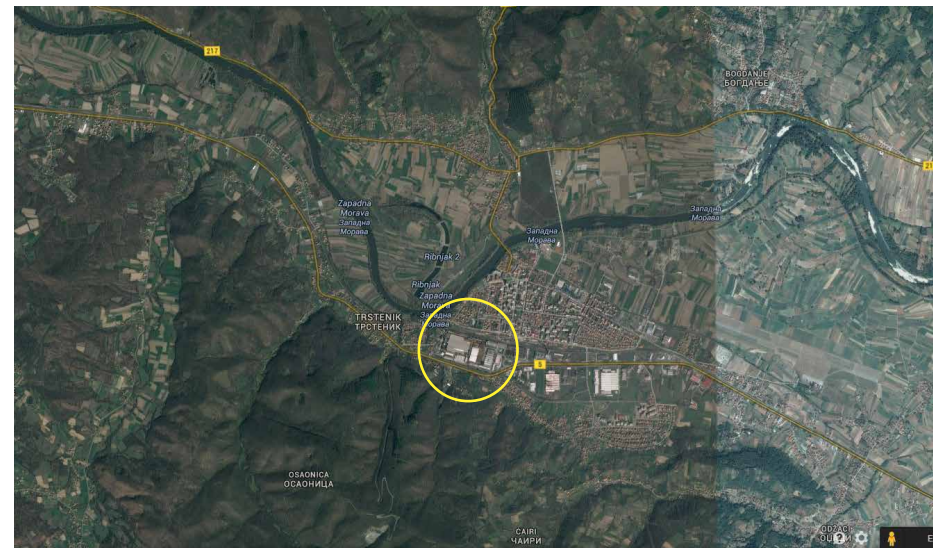
Socially-owned	99.24
Others	0.76

General Information



Distance form the Company to:

Belgrade	200 km
Regional Center	30 km
Main road	direct access
Port	30 km
Railway	direct access



Location



Pan-European Transport Corridors

Trstenik is situated on the 21st meridian east of Greenwich and at a latitude of 43°37' north, in Central Serbia, on the right bank of Zapadna Morava, 205km south of Belgrade.

Due to such geographical location, Trstenik is very well connected with road and railway traffic arteries with other parts of Republic of Serbia.

Municipality of Trstenik is widely known by important production of vegetables and fruits, vine planting stock, and first of all by industry of hydraulics and pneumatics "Prva Petoletka".

Geographical location of PPT KOČNA TEHNIKA, TRSTENIK is of strategic importance in the market area of sought-after Europe and provides opportunity for intensive business cooperation.



Long tradition and expertise



“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: re-search, 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.

PPT Kočna tehnika JSC was founded in 1953. with basic production programme of brake units for heavy duty commercial vehicles. During the first years the production was being led by licence documentation of WIESER firm, Vienna, and in 1959. the licence production was formed with the firm of WABCO from Hannover.

In 1969. it was expanded to a co-operative production. The licence and co-operative production with the firm of WABCO lasted till 1992. The intensive development and modern solution of brake units provided the large scope of application of Kočna Tehnike products on vehicles produced all around the world.

To extend the scope of production in 1980-s the factory decided for the development and production of new programmes so that now production scope of Kočna Tehnike consists of: programme of brakes for road and railroad vehicles, manipulators, vacuum technique, refrigeration technique and lubrication technique.

Product portfolio



Sales manuel of devices for road vehicle braking

Lubrication techniqua

Production programme for railway vehicles

Product portfolio



SALES MANUEL OF DEVICES FOR ROAD VEHICLE BRAKING / PRODUCT PROGRAM



Air compressors
Cylinder heads
Combined unloaders
Adaptor Valve
Pressure reducing valve
Anti'freezer
Air Dryer
Air reservoir
Air filter
Drain valve
Protection valve
Brake valve
Hand brake valve
Silencer
Clutch-servo
Clutch and gear box equipment

Three-way valve
Operating cylinder
Solenoid valves
Tractor valves
Load sensing valve
Rotary slide valve and
Knuckle Joint
Levelling valves
Relay valve
Quick release valves
Pressure switch
Brake chamber
Spring brake actuator
Spring brake actuators
Spring brake actuator
Piston chamber

Charging valve
Check and Two-way valve
Shut-off cock
Coupling head
Relay emergency valve
Load Apportioning valve
Release valve
Control valves
Safety valve
Devices for special purposes
Brake hydraulics
Universal test table

Cross-reference of part numbers: Bosch, Grau, Knorr, Wabco

Product portfolio



LUBRICATION TECHNIQUA / PRODUCT PROGRAM

PUMPS AND COMPACT UNITS FOR LUBRICATION

Hand operated

Two-line hand-operated lubrication pump
Foot actuated lubrication pump
Hand-operated lubrication pump
Hand-operated lubrication pump
Hand-operated pump

Pneumatically operated

Pneumatically operated lubrication pump
Pneumatically actuated pump
Pneumatically actuated pump for vehicle applications
Pneumatically actuated pump for vehicle applications
Pneumatically operated pump for single-line systems
Pneumatically actuated lubrication pump
Compact lubrication unit, pneumatically operated
Pneumatically actuated pump with a balance weight
Compact lubrication unit, pneumatically operated
Pneumatically actuated pump
Pump for grease lubrication

Electrically operated

Gear pump, electrically operated
Piston-radial lubrication pump
Electrically operated pump
Electrically operated multi-line pump
Multi-line pump with lever
Multi-line pump
Electrically operating pump
Electrically operating pump
Compact lubrication unit, electrically operated
Electrically operating compact lubrication unit
Compact lubrication unit

PUMPS AND COMPACT UNITS FOR LIQUID TRANSFER

Hand-operated diaphragm pump
Hand-operated transfer pump
Hand-operated pump for transfer of liquids
Diaphragm pump pneumatically operated
Double-diaphragm pump pneumatically operated
Pneumatically operated unit for oil transfer
Pneumatically operated unit for oil transfer
Pneumatically actuated pump
Pneumatically actuated unit for supply of adhesive
Compact lubrication unit, electrically operated
Fuel transfer pump
Transfer compact unit
Transfer compact unit
Transfer compact unit

EXECUTIVE DEVICES

Single-line distributors, pilot operated
Single-line distributors, indirectly operated
Single-line distributors, directly operated
Single-line distributors for grease
Two-line distributors
Progressive distributors
Distributors for precise regulation
Spray nozzle

OTHER DEVICES IN LUBRICATION SYSTEM

Pressure indicator
Safety valve
Check valve
Directional control valve, hydraulically operated
Change over valve, electrically operated
Electrically operated shut-off valve

Pneumatic control unit
Pressure switch
Pressure switch
Supply line filters
Supply line filters
Supply line filters
Shut-off valve
Lubrication gun
Spring driven hose reels
Flow indicator
Lubrication accessories

CENTRALIZED LUBRICATION SYSTEMS FOR VEHICLES

Railway programme (centralized lubrication systems for wheel flange)

Pneumatically actuated pump for lubrication flange wheels
Reservoir
Dispersers

Devices for maintenance of forging and casting moulds

Dispersers RA-1 and RA-2
Disperser RA-3
Hand gun



PRODUCTION PROGRAMME FOR RAILWAY VEHICLES

Within the basic and traditional brake programme for road vehicles, in 1982. the development of railway programme started for the needs of Yugoslav market. Today the production programme for railway covers 80% of the needs of Yugoslav railway. The main parts of this production programme are:

- air pneumatic brake systems components for passenger and freight wagons and locomotives
- safety system components
- signal system components
- complete air-drying systems
- spare parts for pneumatic brake systems on railway vehicles
- brake components for high speed trains

Cross-reference of part numbers: COK, PPT, MZT , WB, PPT



CATALOGUE LISTS PRODUCTION PROGRAMME FOR RAILWAY VEHICLES

Driver's brake valves

Distributors



Brake cylinders

Pressure regulators



Solenoid valves

Indicators

Shut-off valves

Safety valves and devices



Check valves

Exhaust valves

Air cleaners

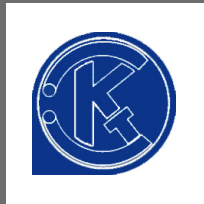
Change-over devices



Accessories

Webeo connections

Certificates



Quality assurance certificate ISO 9001
 Company owns quality assurance certificate ISO 9001.

Ecology
 According to applicable regulations, the requirements for environment protection are not fulfilled.



Determination of Kočna tehnika is to continue its designing, development, production, control, servicing and other work in accordance with requirements of ISO 9001 standard. Our TÜV certifiatenumber is 041009247 and it was issued by German Certification Body of TÜV CERT in February 1999. Resertification is done on 20.06.2007. with registration number 0410030066.

Community of Yugoslav railways was issue:

- Technical certificate on manufacturer's qualifications for produce brake devices for railway vehicles with number 103/2 and Certificate for produce with number 203/02 on 26.04.2002
- Certificate for produce with number 214/02 on 20.12.2002.

It was confirmation that our brake devices and spare parts sets are compatible to prescribe technical characteristics and have compliance and solidity for use on all railway vehicles of Yugoslav railways in our and internacional traffic.

Production



Product / services	Unit	Quantity			Value in EUR		
		2011	2012	2012	2011	2012	2013
Valves		20.520	21.326	19.825	20.585	19.689	18.161
Cylinders		2.551	948	1.726	2.523	871	1.579
Reservoirs		712	923	518	707	844	471
Tin parts		6.695	4.394	2.182	6.709	4.054	1.998
Compressors		3.800	3.088	5.584	3.813	2.849	5.120

Land / Buildings

Land within the factory complex in Trstenik in company ownership is in the total area of 5ha 43a 62m², and in Medvedja in the total area of 1ha 75a 98 m².

The company has buildings in Trstenik and Medvedja – Stamping storage, Hall II, ANNEX hall II, ANNEX hall III (management building), Hall III and other buildings, in the total area of 44.676 m².



Realization



Movement in sale volume

Product/service	Unit	Quantity sold			Value in EUR		
		2011	2012	2013	2011	2012	2013
Valves		20.520	21.326	19.825	20.585	19.689	18.161
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Compressors		3.800	3.088	5.584	3.813	2.849	5.120
TOTAL :					38.341	31.613	31.001

Sales structure

Sales structure in %	2011	2012	2013
Domestic market	43.00	39.00	44.00
Foreign market	57.00	61.00	56.00
TOTAL :	100.00	100.00	100.00

Distribution channels

Distribution channels	% of share
Direct sale	25.00
Wholesale	10.00
Retail	0.00
Intermediaries	65.00



Organization



EMPLOYEES



Number of employees

Working	373
Paid leave	0
Unpaid leave	0
Other (sick leave, vacation, etc.)	0
TOTAL NUMBER OF EMPLOYEES	373

Age structure of employees

Age	-25	25-35	35-40	40-45	45-50	50-55	55+
Number	6	16	40	42	111	126	32

Average salaries in EUR

(gross and net) in 2011, 2012 and 2013

Year	Gross	Net
2011	333	242
2012	346	252
2013	312	229

Financial Indicators



	Value in EUR		
	31/12/2011	31/12/2012	31/12/2013
CURRENT ASSETS	15.745.000	15.422.000	5.244.000
FIXED ASSETS	2.633.000	2.312.000	7.519.000



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:

New business strategy, new technology, decrease of costs, modernization of machines



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WEAKNESS:

Missing deadlines in delivery, complaints regarding quality, lack of funds

OPPORTUNITIES:

More aggressive approach to Serbian Railways and Oil Industry



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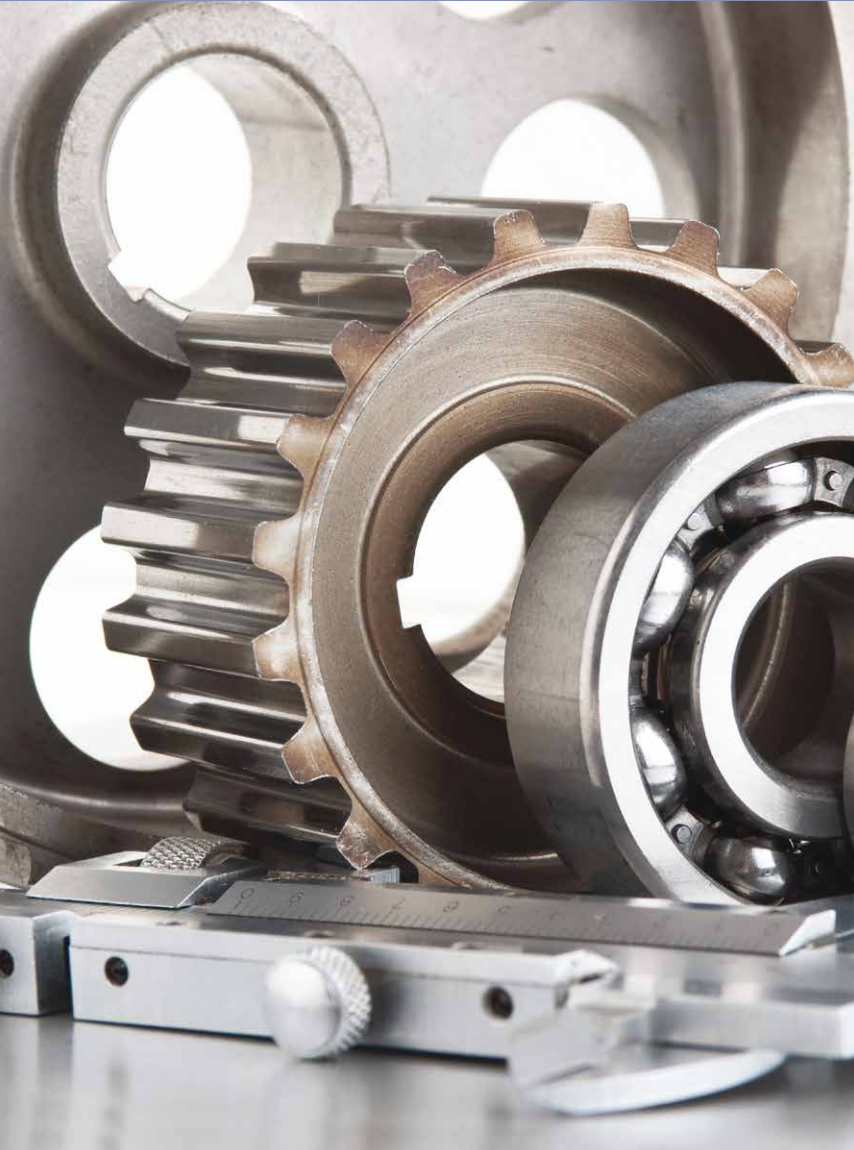


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THREATS:

Unfair competition, uncontrolled import of vehicles

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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