

prva  
beoletka

SERVOUPRAVLJACI

# PPT SERVOUPRAVLJACI Trstenik



**SERVOUPRAVLJACI**

# General Information

Full legal name	Enterprise for production of hydraulic power steerings, PPT SERVOUPRAVLJACI
Address	Trstenik, Cara Dušana 101
Identification Number	07623925
Core activity	Manufacture of other parts and accessories for motor vehicles
Foundation Year	1999
Number of Employees	262

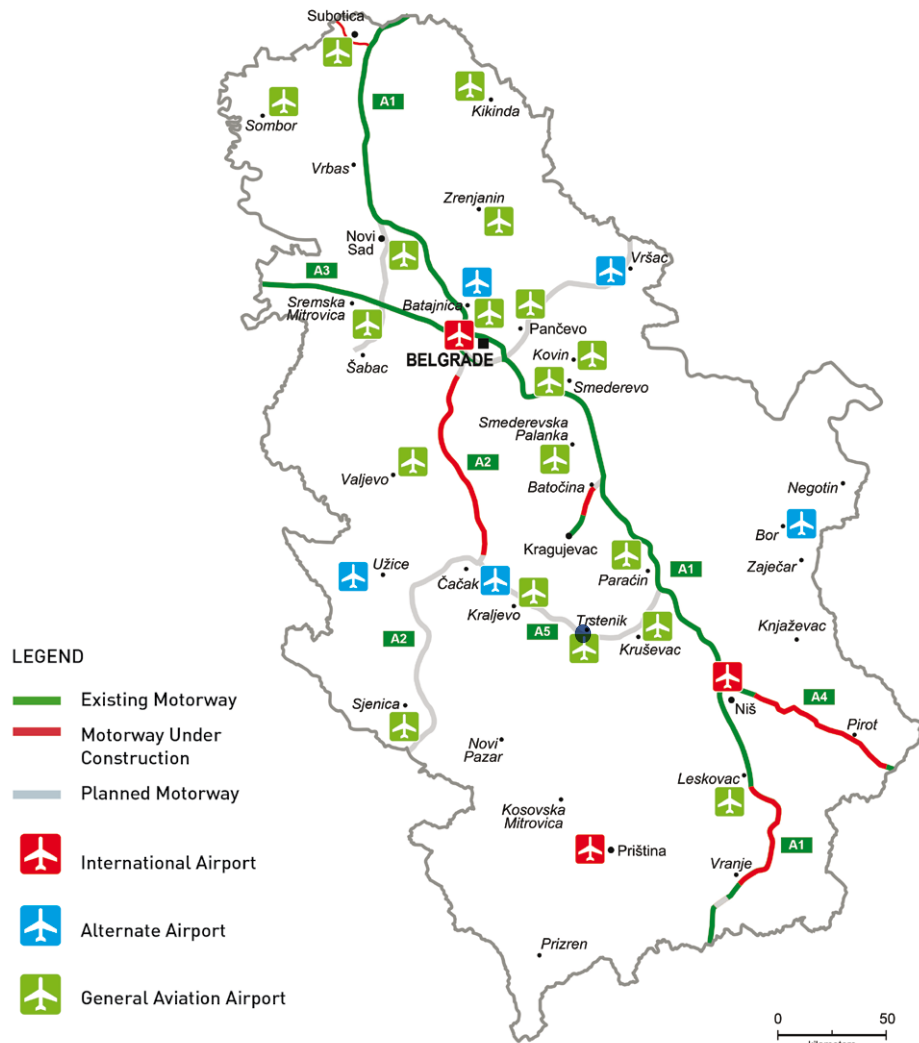


## Capital structure (in%)

Socially-owned	97.19
Others	2.81

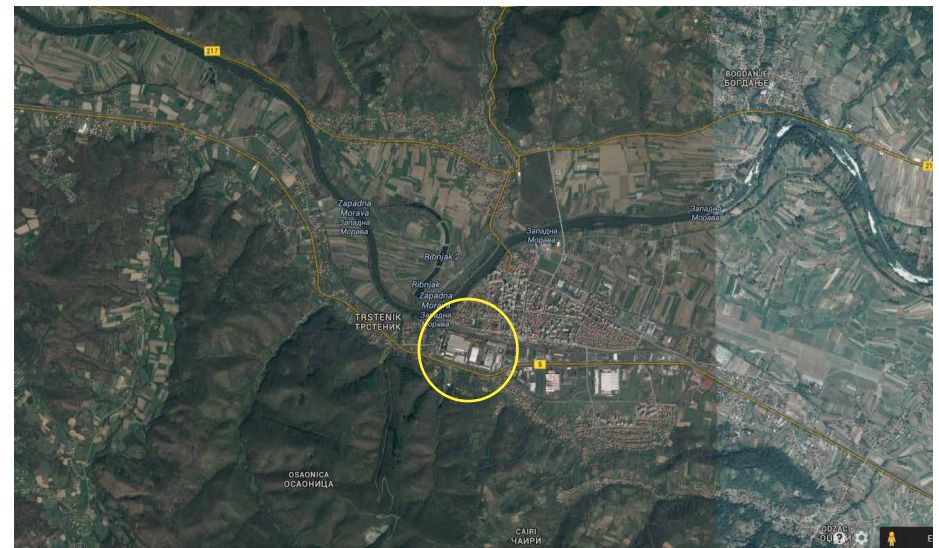
# General Information

SERVOUPRAVLJACI



## Distance form the Company to:

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



# Location

SERVOUPRAVLJACI



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 SERVOUPRAVLJACI is of strategic importance in the market area of southeaste Europe and provides opportunity for intensive bussines cooperation.



# Long tradition and expertise

SERVOUPRAVLJACI



“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.

“PPT-Servoupravljac” was founded on February 28th 1991, when IHP Prva petoletka was transformed to the Holding company. The management bodies of “PPT-Sevroupravljac” made a decision on disengaging from Holding Company in October 2005, and since than “PPT-Servoupravljac” has operated as independent legal entity.

# Product portfolio

SERVOUPRAVLJACI

The Company's production assortment comprises the following products:

**UGRADNE MERE**  
MOUNTING DIMENSIONS

**POLOŽAJI UGRADNJE**  
MOUNTING POSITIONS

**TEHNIČKI SERVOUPRAVLJACI**  
AVRATKOM U KRATKOM IZVOĐENJU

**HYDRAULIC SERVO STEERING GEARS**  
BALL-AND-NUT TYPE, SHORT DESIGN

**DESCRIPTION**

- Applied to motor vehicles (trucks, buses, dumpers, mobile cranes and the alike).
- Robust construction and small overall dimensions.
- Safe and easy steering provides for great manoeuvrability and reduces the driver's fatigue.
- Automatic response and transition to mechanical steering in case of any failure in pump drive or hydraulic system.
- Short design makes it possible to apply this device to goods vehicle with tilting cab.
- Reactive torque prevents complete unloading of servo steering gear, which gives the driver the capability to "feel the road" in travel.
- Limit-overflow valves unload the steering mechanism even at greatest deflection of steered wheels.
- Made of high-quality materials, precision machined and strictly quality controlled.
- Automatic response and maintaining the direction of travel in case a tyre (pneumatics) blows out.

**Table:**

Oznaka Designation	Karakteristična mera Characteristic dimension R (mm)	Puz Worm	Protok Flow (l/min)	Povratni vod Return line		Venti za ogranič. pritiska Pressure relief valves (bar)
				Navoj Thread D cevi Tube dia. (mm)	Navoj Thread D cevi Tube dia. (mm)	
5038 176	199,5	levi CCW	12	M18x1,6 dub. 10 spoji. ext. 12	M18x1,6 dub. 12 spoji. ext. 15	nema none

**Text:**

Kada se točak upravljača okreće u smeru kazaljke na satu, poluga upravljača se pomera u smeru strelice  
When steering wheel turned clockwise, steering arm moves in the direction of the arrow

**Text:**

90° Položaj poluge upravljača pri pravolinijskoj vožnji  
Position of steering arm during a straight drive

- Hydraulic servo steering gear with short thread round head nut
- Hydraulic servo steering gear for installation in connecting rods
- Hydrostatic servo steering gear
- Constant flow vane pumps for servo steering
- Constant flow pumps for servo steering
- General purpose hand pumps
- Priority valves for hydrostatic installations
- Reservoirs for servo steering
- Valve plates for hydrostatic servo steering gears
- Levers for servo steering gears
- Universal joints for steering mechanisms
- Universal joints for gears
- Shafts for hydraulic servo steering gears
- Columns for hydraulic servo steering gears
- Columns for hydrostatic servo steering gears
- Brake jaws for disk brakes
- Hydraulic cranes for special load
- Hydraulic cranes for motor vehicles



### Quality assurance certificate ISO 9001

Company owns quality assurance certificate ISO 9001.

### Ecology

According to applicable regulations, the requirements for environment protection are fulfilled.

# Main equipment

SERVOUPRAVLJACI



Name	Type and purpose	Year of production
Grinder UB300CNCS	Grinding machine	2004
Grinder without spikes BB10/12	Grinding machine	1977
Grinder KS2-8	Grinding machine	1977
Grinder TSHUDIN CNC E 9034	Grinding machine	1996
Grinder A11U-550	Grinding machine	1987
Grinder GXI-L-250	Grinding machine	1983
Grinder VIG381CNC	Grinding machine	1988
Grinder GSW500	Grinding machine	1989



# Production

**SERVOUPRAVLJACI**

Product / services	Unit	Quantity			Value in EUR		
		2011	2012	2012	2011	2012	2013
Hydraulic servo-steering wheels		1,241	1,401	1,632	443,842	451,704	504,335
Hydraulic servo-steering wheels for joints and hydrostatic SSW		23,507	35,143	42,756	2,012,769	2,880,979	3,600,039
Pumps		1,007	385	549	94,466	40,398	49,354
Hydraulic locks		19,978	7,137	8,077	992,958	369,791	451.867
Other		9,033	20,421	50,720	394,435	309,071	438.582

## Land / Buildings

**Land 31,246 m2**

**Buildings 13,058 m2**

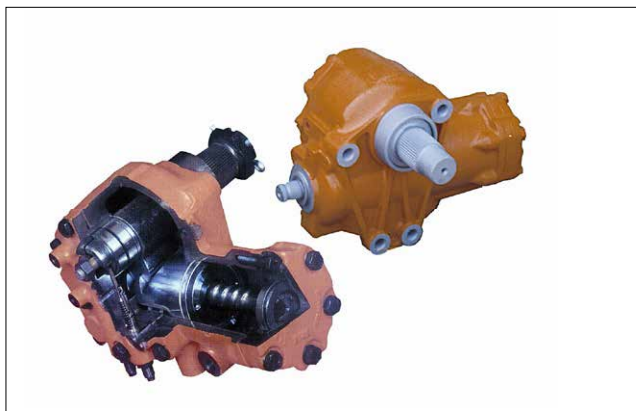


# Production and Capacity

SERVOUPRAVLJACI

## Capacity utilization

Machine (Production line)	Unit	Installed capacity	Real capacity	% of utilization		
				2011	2012	2013
Hydrostatic servo steering wheel		40000	30000	81.00	97.00	92.59
Hydraulic servo steering wheel		15000	10000	14.00	13.00	81.55
Pumps		20000	10000	10.00	11.00	56.60
Hydraulic locks		30000	26500	76.00	26.00	56.59



# Realization

SERVOUPRAVLJACI

## Movement in sale volume

Product/service	Unit	Quantity sold			Value in EUR		
		2011	2012	2013	2011	2012	2013
Hydraulic servo steering wheel	Pieces	1,241	1,401	1,632	443.842	451.704	504.335
Hydraulic servo steering wheel for joints	Pieces	2	2	1	765	519	297
Hydrostatic servo steering wheel	Pieces	23,505	35,141	42,755	2.012.005	2.880.460	3.599.742
Wing pump	Pieces	918	329	487	81.947	35.280	43.815
Reservoir	Pieces	3,981	2,309	4,517	128.822	72.908	147.101
Superstructures (shafts and columns)	Pieces	858	1,345	458	29.109	33.979	12.003
Universal joints	Pieces	239	267	234	8.486	9.866	8.487
Caliper	Pieces	350	448	788	18.501	21.052	25.218
Manual pumps	Pieces	89	56	62	12.519	5.118	5.539
Hydraulic cranes	Pieces	6	0	0	583	0	0
Other devices	Pieces	3,325	2,226	2,486	206.745	117.756	109.105
Parts	Pieces	274	13,826	42,237	2.198	53.509	136.678
Hydraulic lock	Pieces	19,978	7,137	8,077	992.958	369.791	451.867
<b>TOTAL :</b>					<b>3.938.479</b>	<b>4.051.942</b>	<b>5.044.185</b>

## Sales structure

Sales structure in %	2011	2012	2013
Domestic market	12.00	8.00	3.00
Foreign market	88.00	92.00	97.00
<b>TOTAL :</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>

## Distribution channels

Distribution channels	% of share
Direct sale	12.00
Wholesale	0.00
Retail	0.00
Intermediaries	88.00



# Organization

SERVOUPRAVLJACI

## EMPLOYEES



### Number of employees

Working	254
Paid leave	0
Unpaid leave	0
Other (sick leave, vacation, etc.)	8
<b>TOTAL NUMBER OF EMPLOYEES</b>	<b>262</b>

### Age structure of employees

Age	-25	25-35	35-40	40-45	45-50	50-55	55+
Number	17	59	19	35	53	63	16

### Average salaries in EUR

(gross and net) in 2011, 2012 and 2013

Year	Gross	Net
2011	462	331
2012	452	324
2013	540	387

# Financial Indicators

SERVOUPRAVLJACI

	Value in EUR		
	31/12/2011	31/12/2012	31/12/2013
CURRENT ASSETS	4.607.587	4.476.808	2.719.568
FIXED ASSETS	639.587	643.406	2.049.779



A) Information contained in this document is based on the data received 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:**

Only domestic producer, signed free trade agreements with Russia and Belarus, where the main buyers are located.

SW

## **WEAKNESS:**

Unresolved privatization status.  
Difficult funding for investments into production increase.

## **OPPORTUNITIES:**

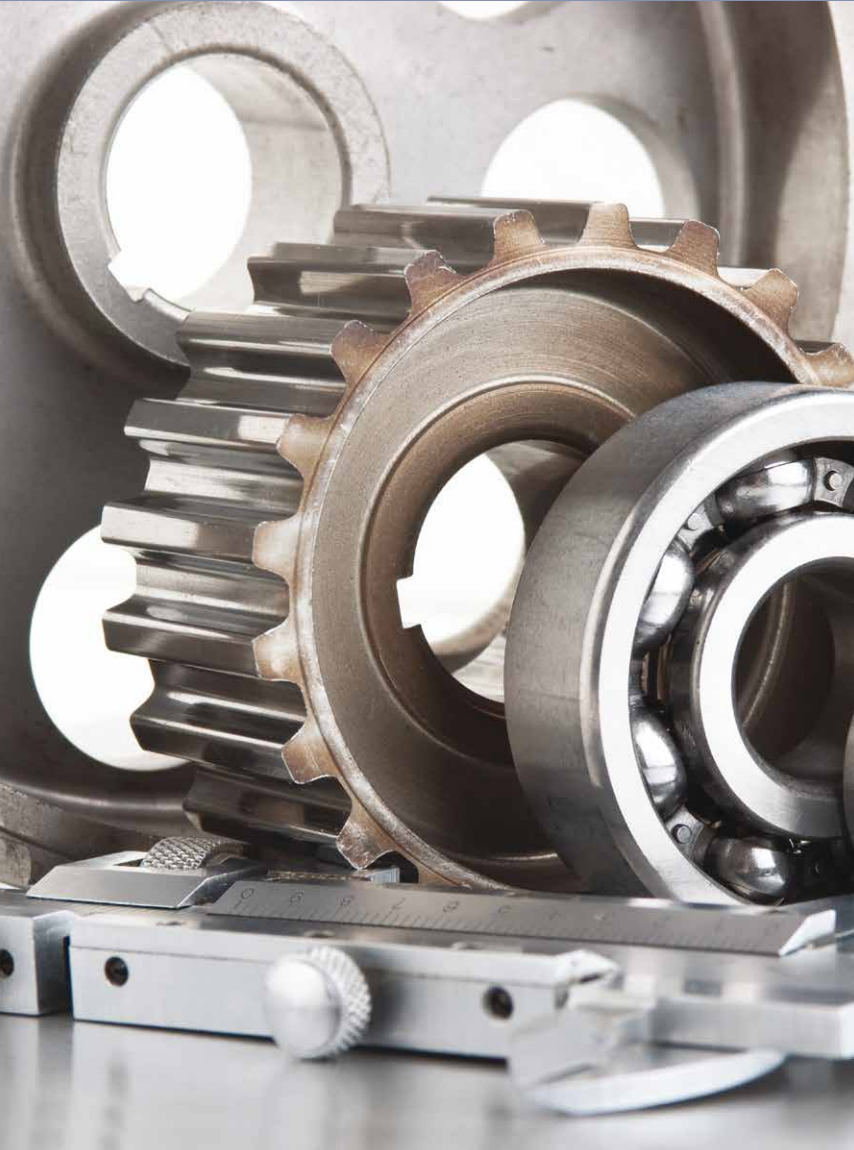
Production program in demand at the market, expensive equipment for production and trained workers.

Ot

## **THREATS:**

Lack of finances into development of new products could lead to losing market position.

# 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

---

## **Ministry of Economy Republic of Serbia**

Address: 20, Kneza Milosa Street, 11000 Belgrade, Serbia

[www.privreda.gov.rs](http://www.privreda.gov.rs)

---

## **Privatization Agency Republic of Serbia**

Adress: 23 Terazije, 11000 Belgrade, Serbia

Phone: +381 11 / 3020-800

Fax: +381 11 / 3020-828

Email: [info@priv.rs](mailto:info@priv.rs)

[www.priv.rs](http://www.priv.rs)

---