



prva
beletka

TMO

PPT TMO, Trstenik



TMO

General Information

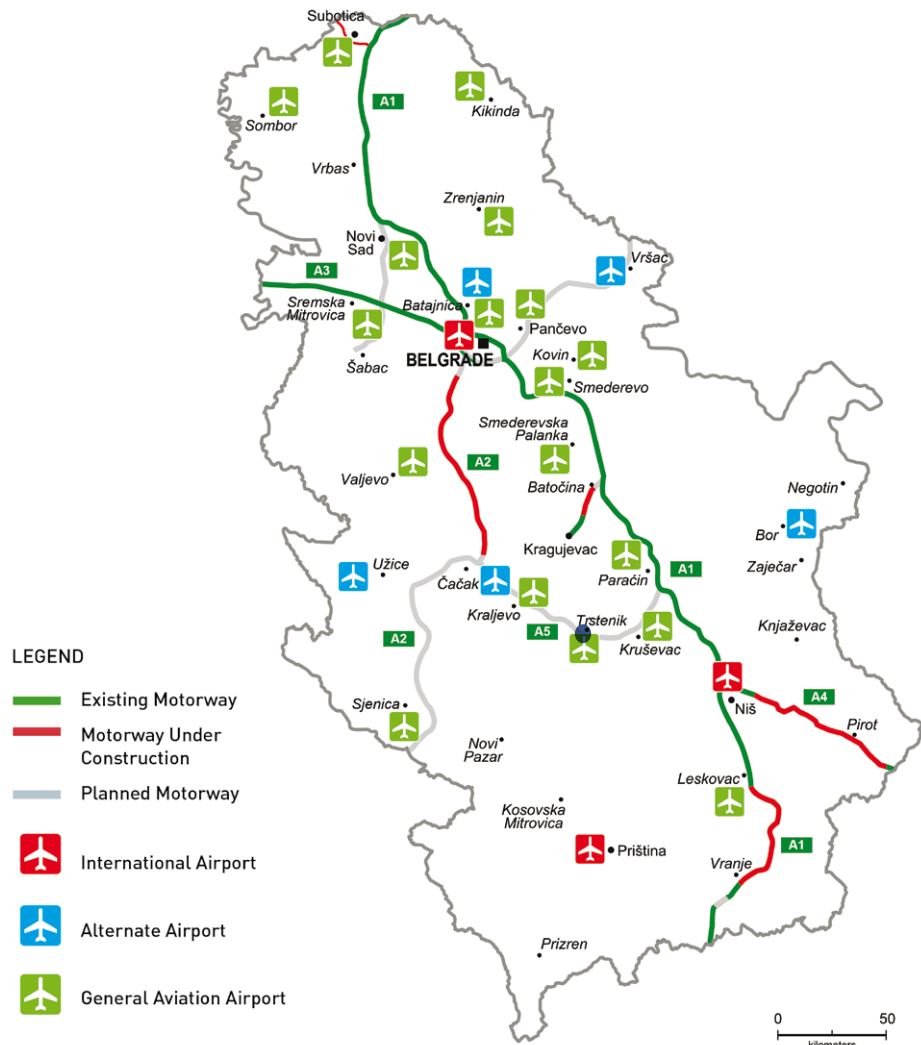
Full legal name	PPT TMO, TRSTENIK
Address	Cara Dušana 101, 37240, Trstenik
Identification Number	07624034
Core activity	Treatment and coating of metal
Foundation Year	1999
Number of Employees	156



Capital structure (in%)

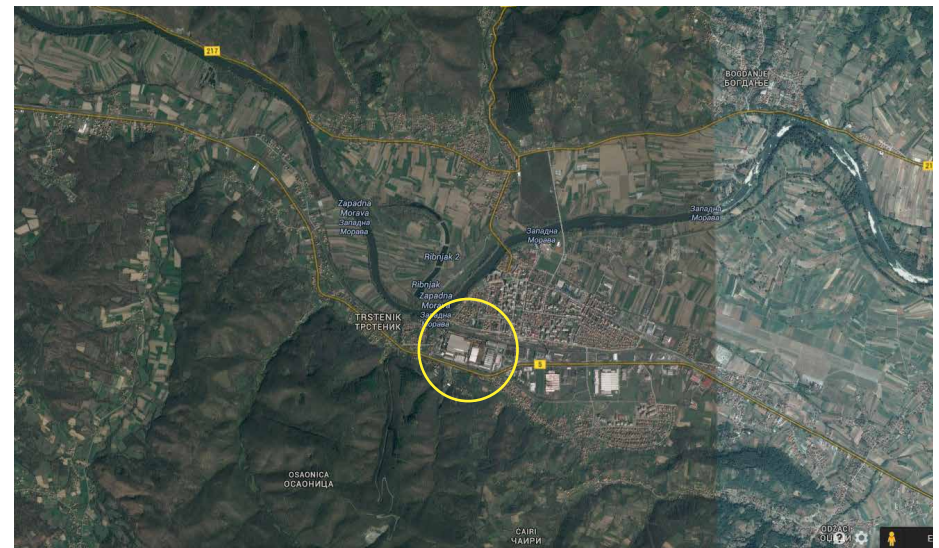
Socially-owned	98.23
Others	1.77

General Information



Distance form the Company to:

Belgrade	200 km
Regional Center	30 km
Main road	direct access
Port	200 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 TMO is of strategic importance in the market area of southeaste Europe and provides oportunity for intensive bussines cooperation.



Long tradition and expertise

TMO



“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.

The Company for technological-metallurgical processing “PPT TMO” was established on January 1st 1976 within the system of IHP “Prva petoletka”, and, at that time, functionally belonged to the factories of hydraulics, pneumatics, special production, appliances, tools, material preparations and industrial repair and overhaul. The management bodies of “PPT-TMO” made a decision on disengaging from Holding Company in October 2005, and since than “PPT-TMO” has operated as independent legal entity.



PPT – TMO provides galvanic protection, thermal processing and paint and varnish protective treatment services, both to other IHP PPT Group companies and to external clients.

The following table lists individual services, which comprise a series of processing techniques and treatments.

Services are tailor-made, depending on the equipment capacity, but in line with domestic and international norms and standards.

The Company's Services

Galvanic protection

- Chroming
- Anode oxidation
- Zinc-plating
- Nickel-plating
- Phosphate treatment
- Browning
- Chromate treatment
- Production of inscription plates

Thermal treatment

- Cementing
- Tempering
- Correcting
- Nitrating
- Carbon-nitrating
- Burning
- Thermal vacuum treatment
- Induction tempering and soldering

Paint and varnish protection treatment

Paint and varnish protection



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.

Main equipment

TMO

Name	Type and purpose	Year of production
Semi-automatic machine line NI M+T CHEMICALS	for coating Ni	1987
Chromium plating of long cylinders RO ASTRA	chromium plating	1985
Semi automatic zinc plating line PALMA	zinc plating	1990
Vacuum furnace line DEGUSSA	tempering, annealing and welding process	1989
Pit line furnaces DEGUSSA	surface hardening, annealing, hardening and carbonitriding	1989
Grinder GXI-L-250	Grinding machine	1983
Grinder VIG381CNC	Grinding machine	1988
Grinder GSW500	Grinding machine	1989

Production and Capacity

TMO

Product / services	Unit	Quantity			Value in EUR		
		2011	2012	2012	2011	2012	2013
Galvanic protection	dm2	1,360,000	1,440,000	1,238,400	745.645	703.053	596.587
Thermal processing	kg	940,000	980,000	793,800	625.625	667.439	534.437
Protection by color and enamel	dm2	3,900,000	4,200,000	4,116,000	347.379	335.038	328.466

Capacity utilization

Machine (Production line)	Unit	Installed capacity	Real capacity	% of utilization		
				2011	2012	2013
Chrome plating line		3,300,000	1,300,000	60.00	55.00	55.00
Chemical nickel plating		700,000	600,000	15.00	15.00	15.00
Zinc plating		5,400,000	720,000	80.00	89.00	89.00
Pit furnaces		600,000	480,000	75.00	90.00	95.00
Vacuum furnaces		192,000	192,000	20.00	45.00	45.00
Painting line		129,600	77,600	20.00	54.00	54.00

Land / Buildings Land 30,626 m2 • Buildings 36,100 m2

Realization

TMO

Sales structure

Sales structure in %	2011	2012	2013
Domestic market	100.00	100.00	89.07
Foreign market	0.00	0.00	10.93
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

TMO

EMPLOYEES



Number of employees

Working	156
Paid leave	0
Unpaid leave	0
Other (sick leave, vacation, etc.)	0
TOTAL NUMBER OF EMPLOYEES	156

Age structure of employees

Age	-25	25-35	35-40	40-45	45-50	50-55	55+
Number	1	22	10	14	43	57	9

Average salaries in EUR

(gross and net) in 2011, 2012 and 2013

Year	Gross	Net
2011	368	272
2012	390	285
2013	407	284

Financial Indicators

TMO

	Value in EUR		
	31/12/2011	31/12/2012	31/12/2013
CURRENT ASSETS	3.102.124	3.061.987	2.990.280
FIXED ASSETS	1.221.119	1.066.003	4.148.921
EQUITY	28.134	17.086	2.479.831



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:

The only factory of this kind in the Balkans. Complete production cycle. Good production program. Skilled workers.



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WEAKNESS:

Necessary investments in equipment and environmental protection.



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OPPORTUNITIES:

Expanding to new markets.

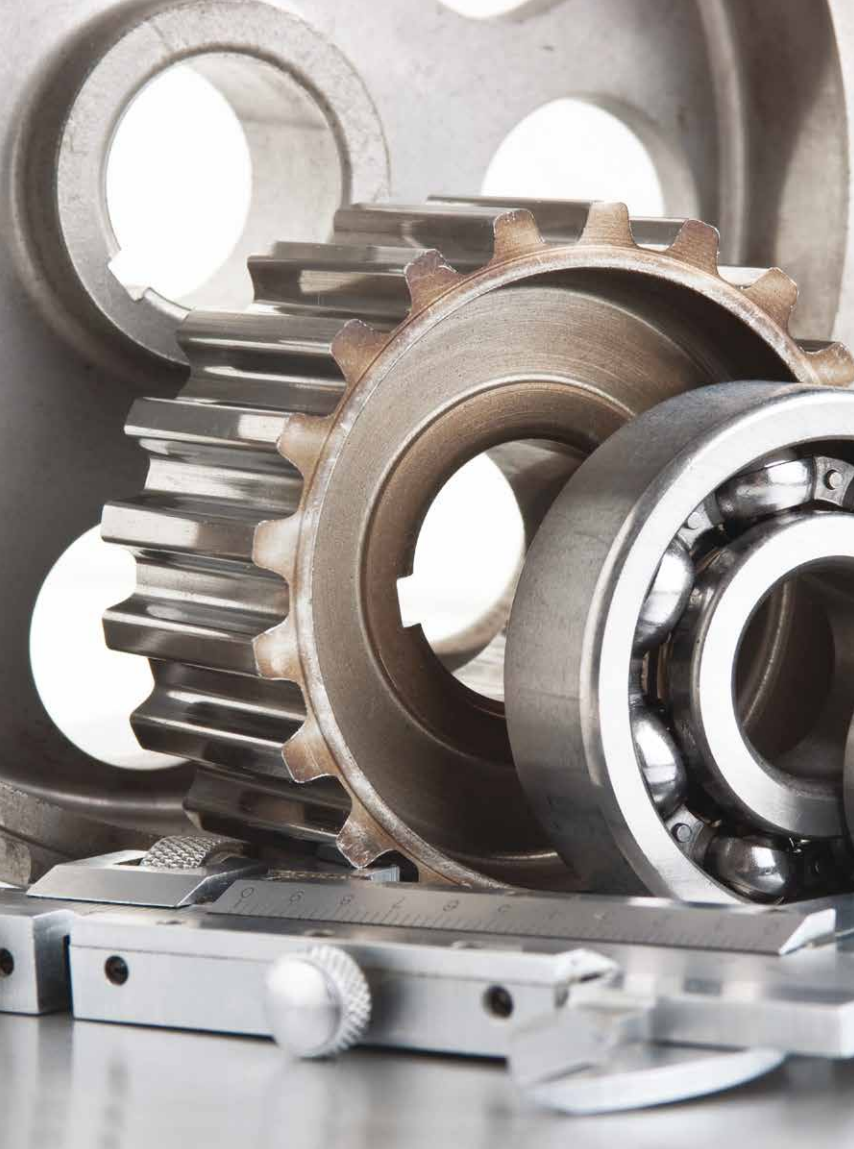


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THREATS:

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



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