



ORVA
DETOLETKA

ZAPTIVKE

PPT ZAPTIVKE
Trstenik

General Information

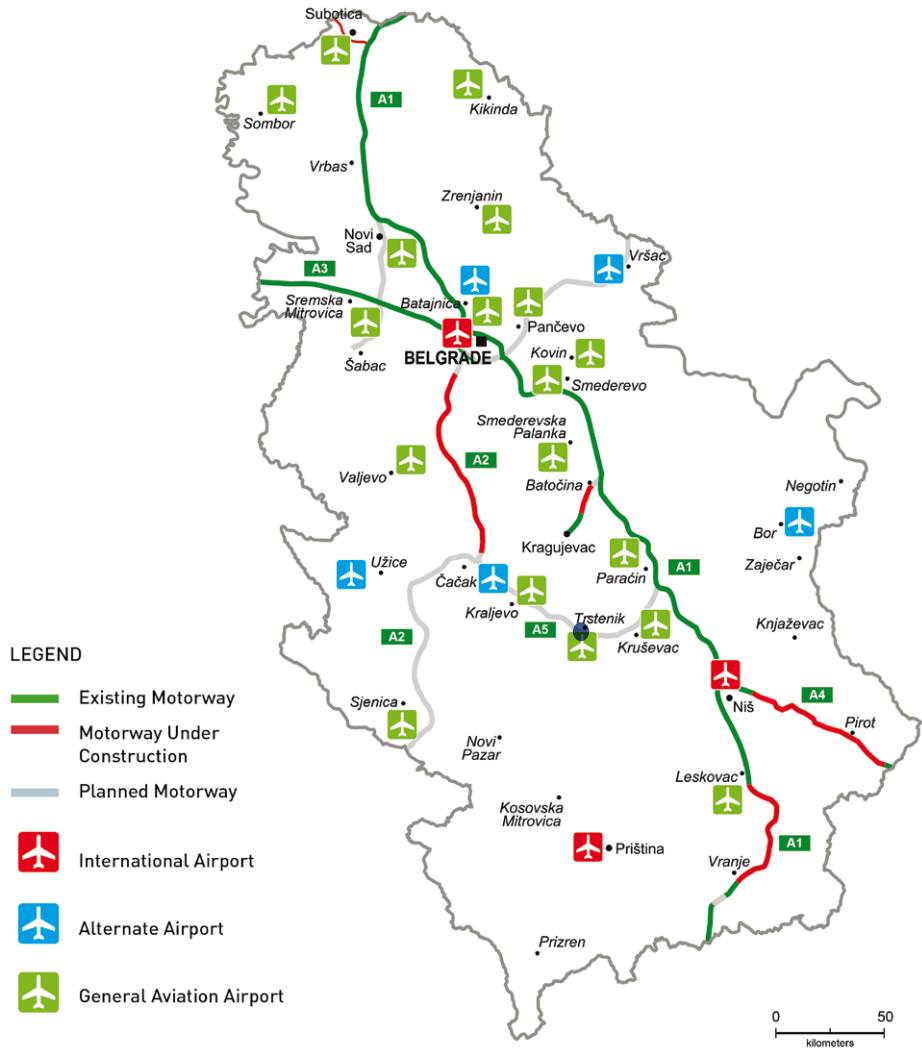
Full legal name	Enterprise for production of gaskets PPT ZAPTIVKE AD
Address	Cara Dusana 101, Trstenik
Identification Number	07623992
Core activity	Production of other rubber products
Foundation Year	1999
Number of Employees	277



Capital structure (in%)

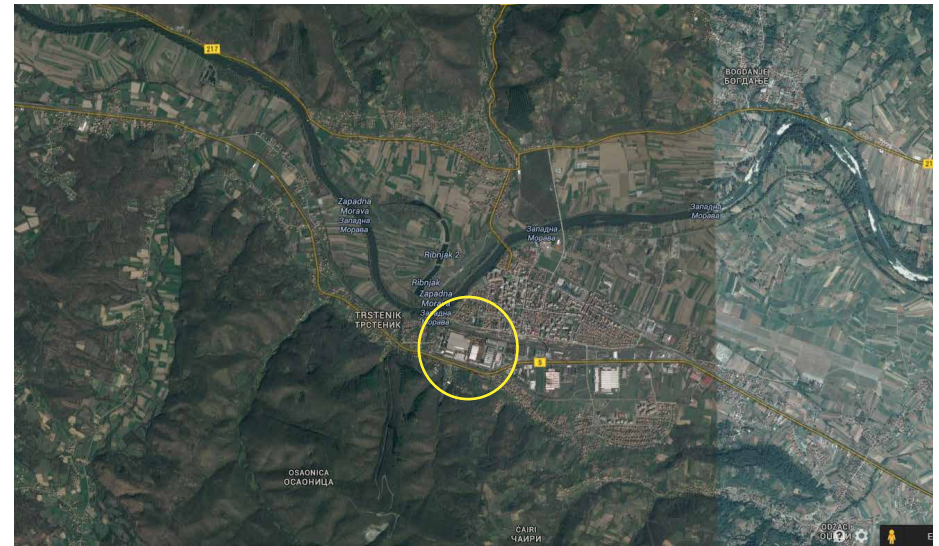
Socially-owned	99.20
Others	0.80

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

ZAPTIVKE

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



Pan-European Transport Corridors



Long tradition and expertise

ZAPTIVKE



“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.

One of the enterprises functioning as a joint stock company in joint property is PPT ZAPTIVKE.

The production range meets the needs of PPT, and more than half of the volume of production is exported.

Seals Department with its in-house development, many years of experience and co-operation with world famous companies in this field, successfully resolves all problems dealing with sealing and offers to the market a wide range of sealing products.

About Company

ZAPTIVKE



Accurate and reliable operation and long life of numerous devices, installations and overall systems depend on choice of correct sealing solution, its quality and meeting all recommendation on their usage. When selecting sealing solution, an appropriate material is important.

PPT ZAPTIVKE - has developed, and is currently being involved in development of many and various shapes and virtually any diameter of seals, using many families of material. These seals find use in almost all applications.

PPT ZAPTIVKE - range of seals has a wide use in numerous applications:

- Oil hydraulics
- Brake and industrial pneumatics
- Automotive industry
- Aircraft industry
- Shipbuilding
- Chemical plants
- Power plants
- Special applications

The latest technology and ever increasing use of automatic machinery provide reliable quality products in small and large series.

Product portfolio

ZAPTIVKE



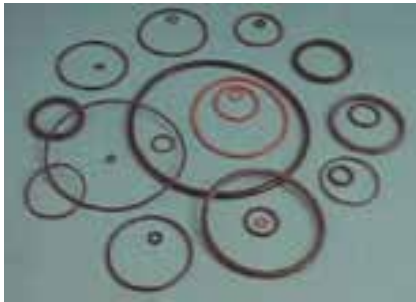
The production range of PPT ZAPTIVKE consists of a large number of rubber, rubber-metal, rubber-fabric, rubber-plastic and plastic products. The sealing elements and sets for pneumatic, pneumo-hydraulic, hydraulic and other devices, systems and installations are the most important part of this production range.

The shape and dimensions of sealing elements and sets are determined by ISO, DIN PPT and other standards (standard programme) or drawings (special programme).

A large number of materials is used for production of sealing elements, sets and products from the standard programme. Elastomers (rubber) are made of all kinds of caoutchouc - NBR, CR, NR, MVQ, FPM, EPDM, IIR, SBR and ACM (marked by ISO 1629), by our own recipes. We use the following Thermoplastic materials (plastics) : PTFE, PA, POM, PC, PU, PP, etc (marked by DIN 7728).

They can be used in almost all areas and in various conditions. They are applicable with all kinds of hydraulic fluids, petroleum and petroleum products, grease, lubricants and oils of different origin, acid and base environments, agents based on alcohol, water, emulsions, detergents and in food industry, etc. They can be applied in the wide temperature range: -700C to +2000C.

The quality of sealing material, elements, sets and other parts is verified and is being verified by homologation, and maintained by the control of raw materials and choice of suppliers, process and final control.



O-RING SEALING

ROD SEAL

WIPERS

GUIDE RINGS

MG RINGS 0407

DIAPHRAGMS FOR AIR BRAKING SYSTEM

BELLOWS

PROTECTIVE ELEMENTS MADE FROM THERMOPLASTICS

Protective plug 0351

Protective plug 0352

Protective cap 0353

Protective kap 0044

Other protective elements

WEATHERTIGHT SET

Certificates

ZAPTIVKE



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

ZAPTIVKE



Name	Type and purpose	Year of production
Line for production of rubber mass	rubber manufacturing device	1987
Plastic machine	machine for drawing plastic	2006
Hydraulic press 570-113000	press for making plugs	2005
Injection press for rubber seals (2)	machine for making plugs	1989
Calender	Rubber drawing plant	1979
Automatic press for rubber injection	plug making machine	1980
Automatic press for rubber injection	plug making machine	1981
Scanning microscope	Rubber testing device	1981
Automatic press for rubber injection (6)	plug making machine	1979

Production

ZAPTIVKE

Product / services	Unit	Quantity			Value in EUR		
		2011	2012	2012	2011	2012	2013
O-rings	pieces	4,280,197	4,846,393	5,191,810	970.997	1.092.498	1.184.181
Rod seals	pieces	359,335	348,978	349,885	78.306	57.493	82.622
Rubber fabric	pieces	1,358,885	821,716	595,530	300.695	201.252	220.312
Other	pieces	8,066,265	6,792,114	5,536,126	1.782.248	1.523.748	1.266.795

Land / Buildings

- Land 58,657 m2
- Buildings 18,761 m2



Production and Capacity

ZAPTIVKE

Capacity utilization

Machine (Production line)	Unit	Installed capacity	Real capacity	% of utilization		
				2011	2012	2013
Production and preparation	hours	115.596	90373	78.18	75.83	72.80
Vulcanization	hours	235.248	170908	72.65	70.47	67.65
Final processing	hours	158.184	129046	81.58	79.13	75.96
Plastic injection	hours	12.168	10114	83.12	80.63	77.40
Tools production	hours	73.008	54887	75.18	72.92	70.00



Realization

ZAPTIVKE

Movement in sale volume

Product/service	Unit	Quantity sold			Value in EUR		
		2011	2012	2013	2011	2012	2013
O-ring	pieces	3,852,177	4,361,754	4,672,629	873.893	984.239	1.066.833
Rod seals		323,402	314,080	314,897	70.479	51.795	74.432
Rubber fabric		1,222,996	739,544	863,577	270.630	181.308	198.479
Other		7,259,637	6,112,902	4,982,512	1.604.019	1.372.752	1.141.256
TOTAL :					2.819.022	2.590.093	2.481.000

Sales structure

Sales structure in %	2011	2012	2013
Domestic market	44.33	56.68	60.44
Foreign market	55.67	43.32	39.56
TOTAL :	100.00	100.00	100.00

Distribution channels

Distribution channels	% of share
Direct sale	97.00
Wholesale	3.00
Retail	0.00
Intermediaries	0.00



Organization

ZAPTIVKE

EMPLOYEES



Number of employees

Working	276
Paid leave	0
Unpaid leave	0
Other (sick leave, vacation, etc.)	1
TOTAL NUMBER OF EMPLOYEES	277

Age structure of employees

Age	-25	25-35	35-40	40-45	45-50	50-55	55+
Number	0	4	15	23	124	87	24

Average salaries in EUR

(gross and net) in 2011, 2012 and 2013

Year	Gross	Net
2011	412	297
2012	392	283
2013	420	304

Financial Indicators

ZAPTIVKE

	Value in EUR		
	31/12/2011	31/12/2012	31/12/2013
CURRENT ASSETS	38.455	35.790	25.558
FIXED ASSETS	17.173	13.841	38.843



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:
Production program and trained work
force

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WEAKNESS:
Obsolete equipment

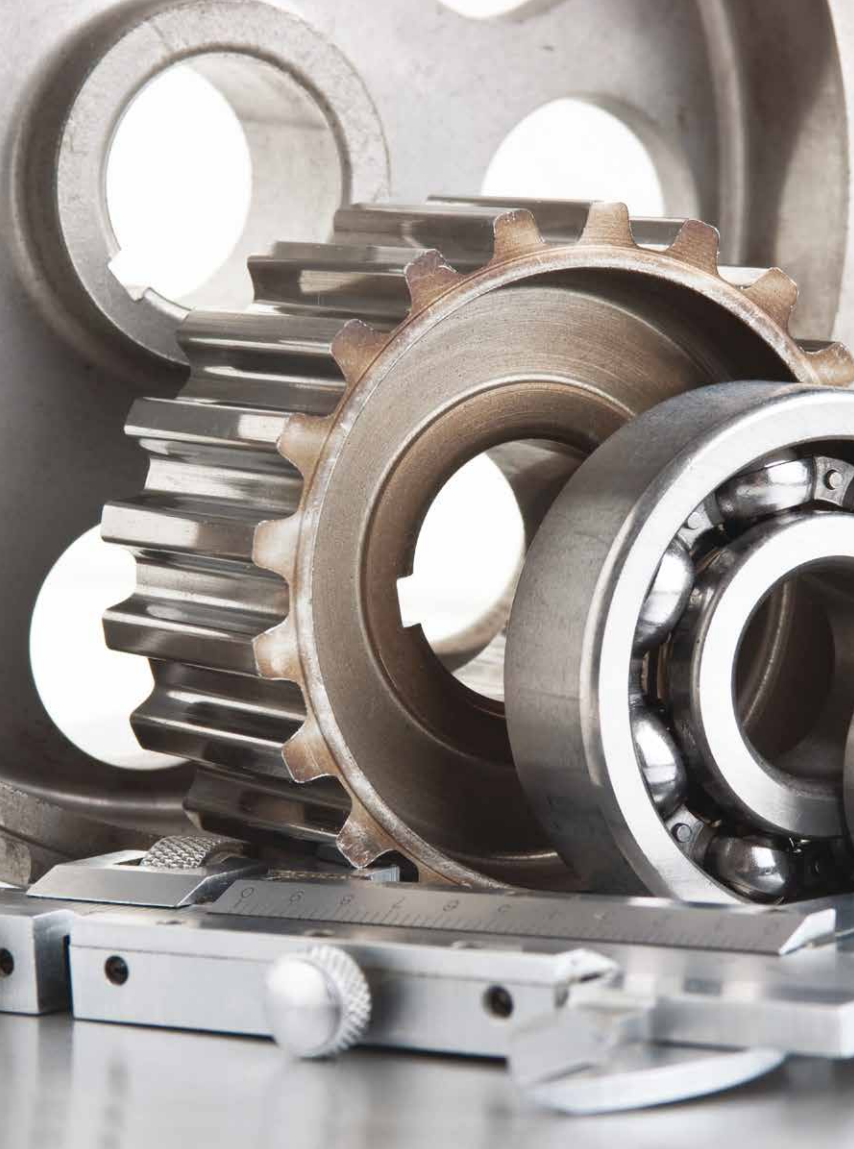
OPPORTUNITIES:
Increased demand on local market

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THREATS:
Insufficient investment in new
technologies

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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