



ŠAMOT FABRIKA LLC ARANĐELOVAC
ŠAMOT RUDNIK LLC ARANĐELOVAC
ŠAMOT DAROSAVA LLC DAROSAVA

Location



Pan-European Transport Corridors

Arandelovac is a town and a municipality in Serbia at 44.31° North, 20.57° East. It lies beneath the mountains Bukulja and Venčac, at about 255 metres (837 ft) above sea level, 75 kilometres (47 miles) away from Belgrade. The municipality encompasses two town and 18 village communities. Bukovička Banja Spa is located in the town. The town is situated in the Šumadijski okrug (Šumadija region) with the administrative center in Kragujevac.



Long tradition and expertise



Through out its history, debt nearly eight decades, Šamot passed various structural and developmental changes, most notably those of 1958 and 1962, when it was factory integration Šamot Darosava and Šamot Arandjelovac and Mining organization Bukovik. This is achieved by merging the exploitation of refractory clay and processing, significantly extend the range of the joint market under the name Ris - Mines and Industry Šamot.

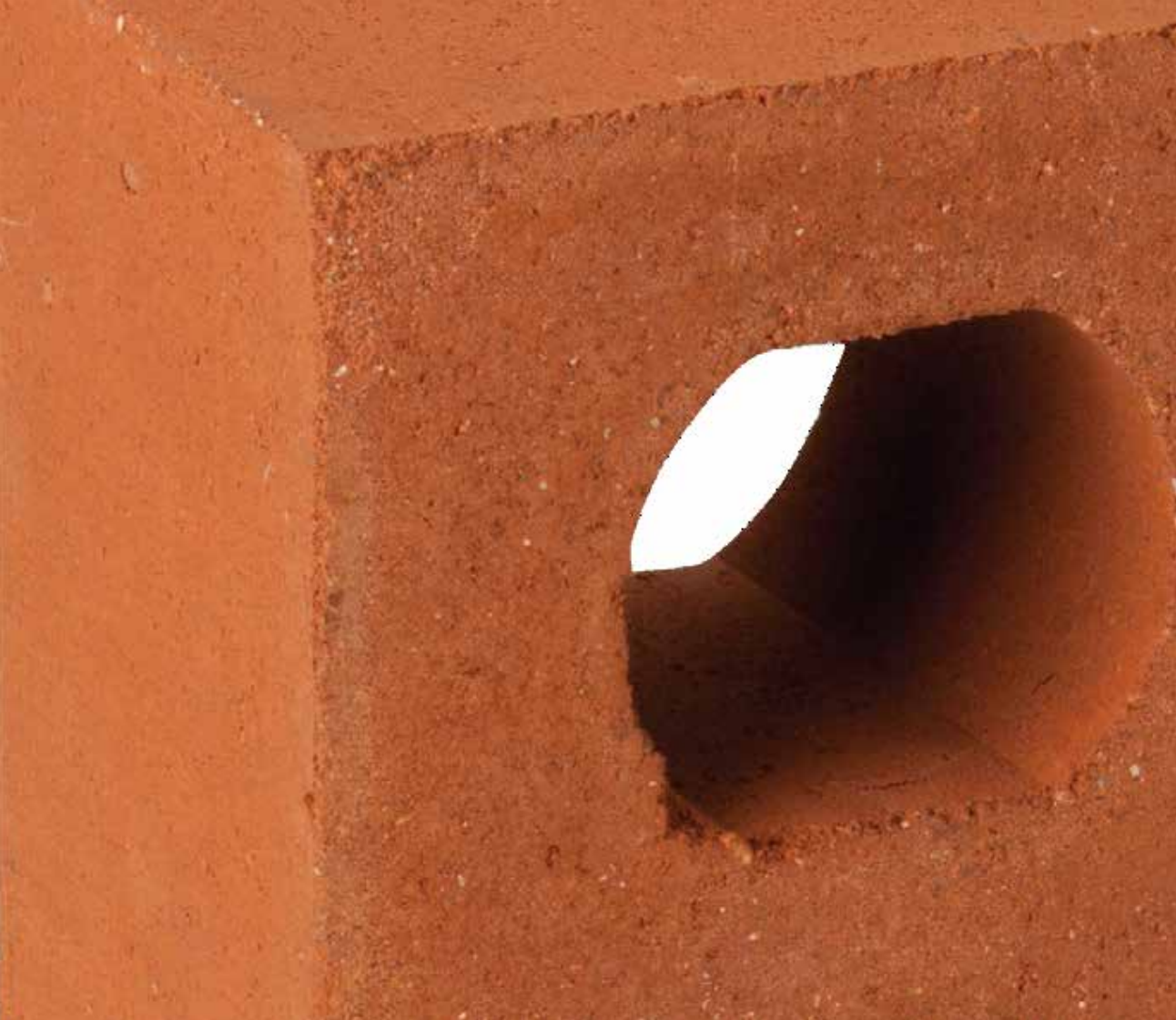
Today ŠAMOT are factory in Darosava and Arandjelovac, and refractory clay mine.

ŠAMOT is the largest producer of alumino-silicate materials (formatted and unformatted) both in Serbia and in the region, and since its founding in 1935, strong carrier development Arandjelovac and its economy.

Products from the ŠAMOT are used in all industries, in all types of thermal generating units and product range is constantly enriched odgovarajući customer needs and adapting to the rigorous demands of the market.

ŠAMOT still has significant capacity to produce a solitary and distinctive materials for the production of lightweight insulating material (pores), pipe size for the drain (ballpoint), chimney pipe lining for furnaces and other heat generators. Its offer ŠAMOT rounds services design, lining and maintenance of thermal generators.

Exploitation of mineral resources shall be made at 7 locations, with land owned 350 acres, and Šamot-Mine is fully equipped for extraction: limestone, gypsum, chalk, shale, gravel, sand, clay, kaolin, chemical minerals and other mining and quarrying.



ŠAMOT FABRIKA LLC
Arandelovac





FABRIKA

General Information

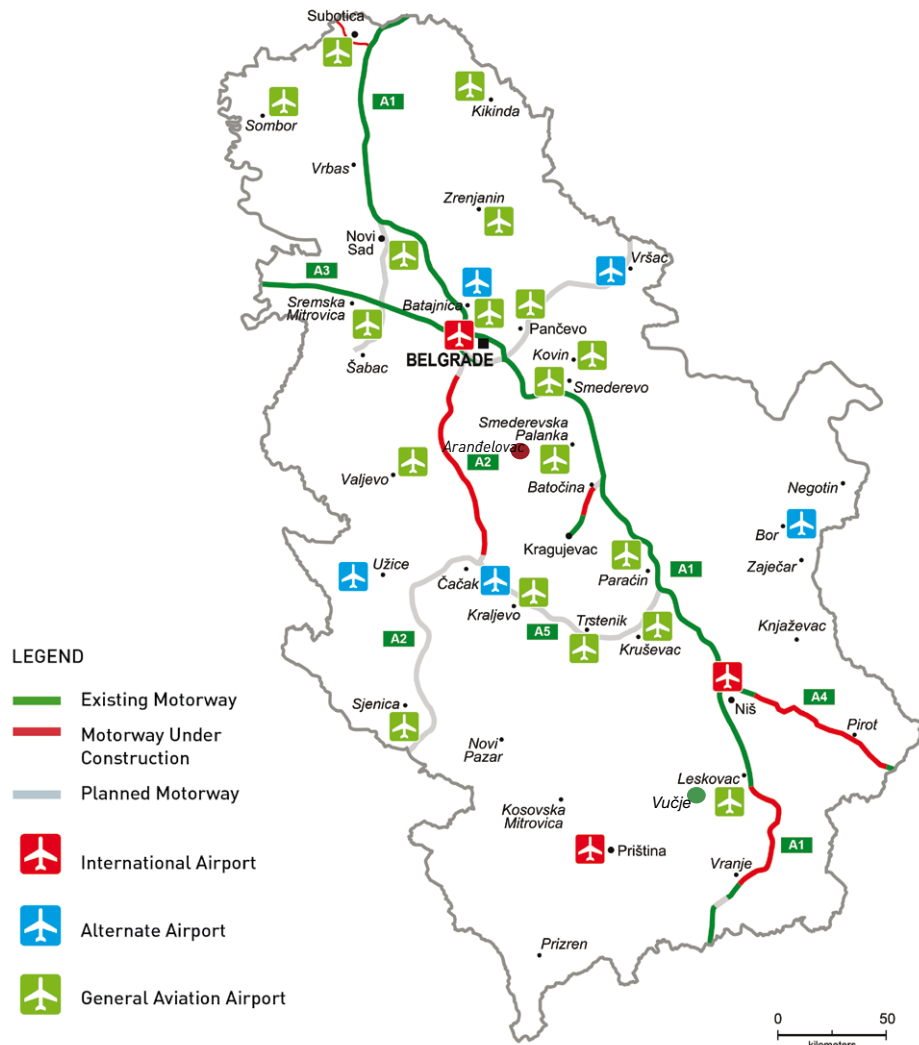
Full legal name	Samot Fabrika LLC Arandjelovac
Address	N.N. Ilije Garasanina Street, 34300 Arandjelovac
Identification Number	07652593
Core activity	2320 - Manufacture of refractory products
Foundation Year	1991
Number of Employees	227



Capital structure (in%)

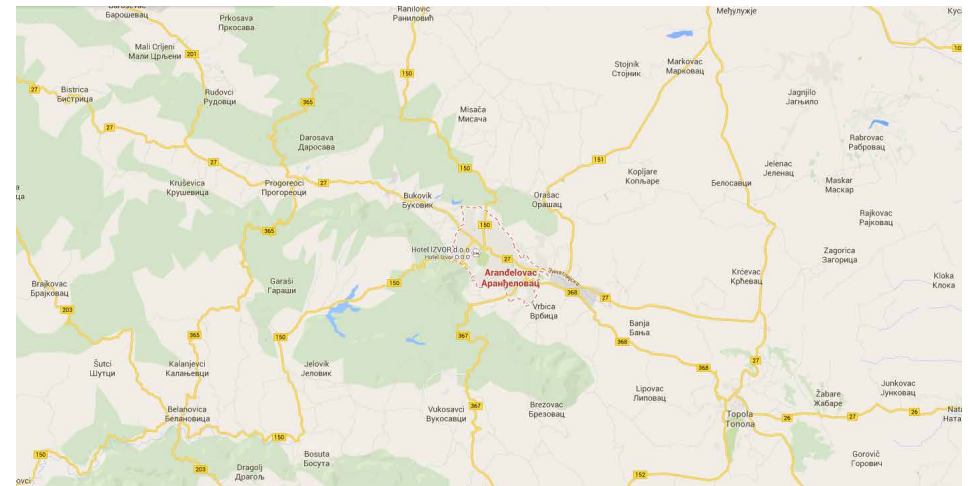
Parent company capital	
Holding Corporation Šamot	
JC Arandjelovac	100 %

General Information



Distance form the Company to:

Belgrade	80 km
Regional Center	60 km
Main road	0 km
Port	80 km
Railway	40 km



Product portfolio



- **FORMED PRODUCTS - BRICK**
- **UNFORMATTED - GRAIN PRODUCTS**



Land and Buildings



Land 480.655 m²
Buildings 118.222 m²



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.

Production and Capacity



FABRIKA

Product	Unit	Quantity			Value in EUR		
		2011	2012	2012	2011	2012	2013
Formed products - brick		3,007	1,680	1,697	944.277	645.446	580.023
Unformatted - grain products		707	681	502	309.200	290.903	151.105



Capacity utilization

Machine (Production line)	Unit	Installed capacity	Real capacity	% of utilization		
				2011	2012	2013
preparation of raw materials	t	100%	30%	30.00	30.00	30.00
preparation mass	t	100%	30%	30.00	30.00	30.00
Shaping the semi-dry procedure	t	100%	30%	30.00	30.00	30.00
shaping	t	100%	30%	30.00	30.00	30.00
Drying	t	100%	30%	30.00	30.00	30.00
Sintering (firing)	t	100%	30%	30.00	30.00	30.00
Unloading and grading	t	100%	30%	30.00	30.00	30.00

Realization



FABRIKA

Movement in sale volume

Product/service	Unit	Quantity sold			Value in EUR		
		2011	2012	2013	2011	2012	2013
TOTAL:	t	3.773,00	2.371,00	2.279,00	1.272.132	955.862	758.997

Sales structure

Sales structure in %	2011	2012	2013
Domestic market	55.08	38.33	64.95
Foreign market	44.92	61.67	35.05
TOTAL :	100.00	100.00	100.00

Distribution channels

Distribution channels	% of share
Direct sale	20.00
Wholesale	0.00
Retail	0.00
Intermediaries	80.00



Organization



EMPLOYEES



Number of employees

Working	187
Paid leave	0
Unpaid leave	0
Other (sick leave, vacation, etc.)	40
TOTAL NUMBER OF EMPLOYEES	227

Age structure of employees

Age	-25	25-35	35-40	40-45	45-50	50-55	55+
Number	0	43	26	24	38	58	38

Average salaries in EUR

(gross and net) in 2011, 2012 and 2013

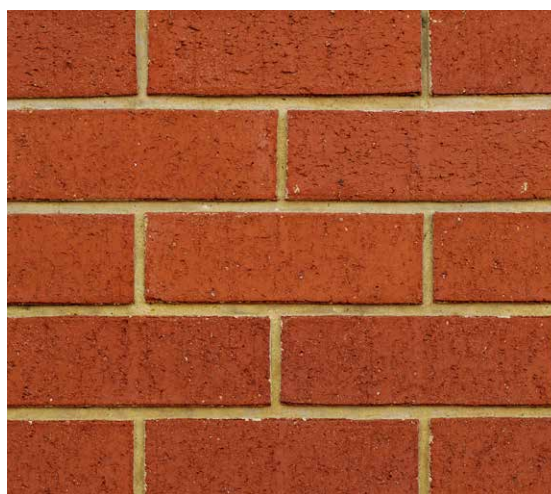
Year	Gross	Net
2011	338	247
2012	299	218
2013	284	199



Assets Overview



	31/12/2011	31/12/2012	31/12/2013
CURRENT ASSETS	2,936,000	2,100,000	2,284,000
FIXED ASSETS	3,590,000	3,648,000	3,096,000



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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:

Tradition, large demand and high consumption of products, their own technology and standard quality products. Its own mines raw plastic refractory clay.

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WEAKNESS:

High production costs, lack of funds, credit limits, outdated technology.

OPPORTUNITIES:

Increase sales of products, the return of large customers in domestic and foreign marketsy.

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THREATS:

High prices of energy, raw materials and intermediate goods, an increase in competition, loss of market.



ŠAMOT RUDNIK LLC

Arandjelovac





RUDNIK

General Information

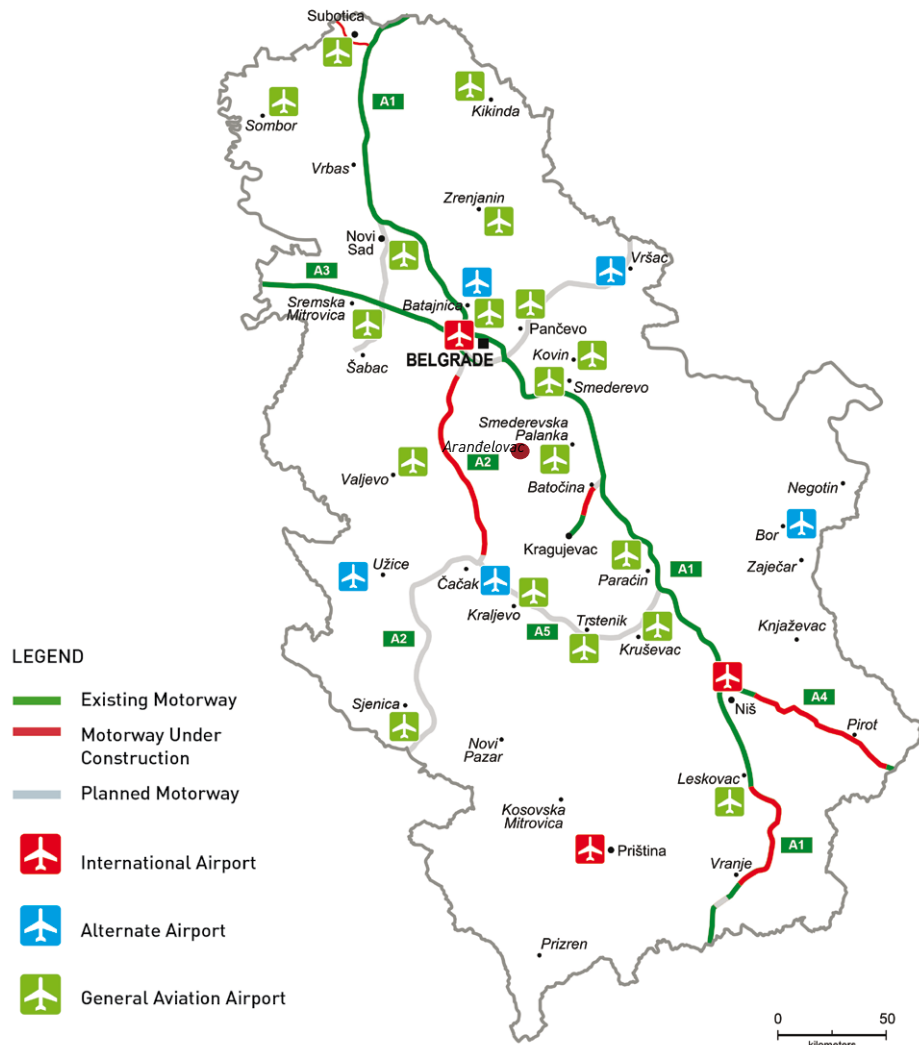
Full legal name	Samot Rudnik LLC Arandjelovac
Address	No. 10 Josif Pancic Street, Arandjelovac
Identification Number	07652577
Core activity	0899 - Mining of other non-metallic ores and minerals
Foundation Year	1991
Number of Employees	46



Capital structure (in%)

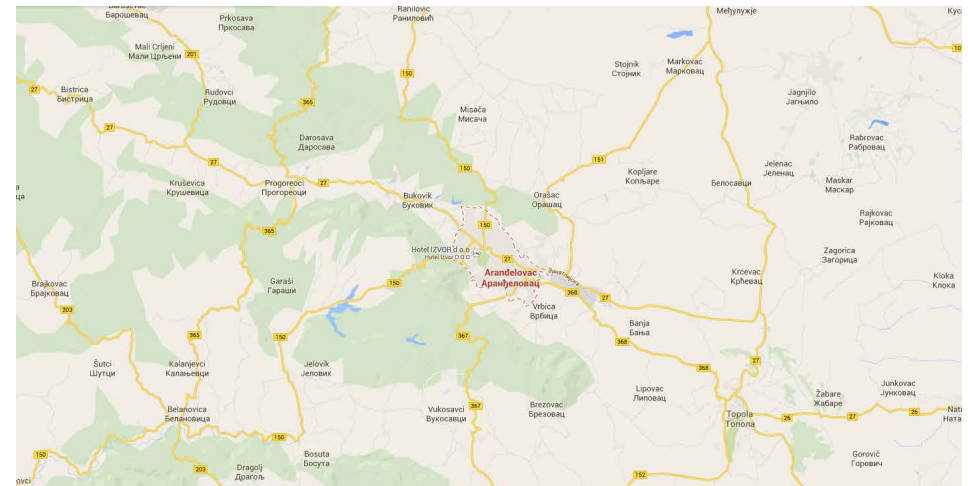
Parent company capital	
Holding Corporation Šamot	
JC Arandjelovac	100 %

General Information



Distance form the Company to:

Belgrade	80 km
Regional Center	60 km
Main road	0 km
Port	80 km
Railway	40 km



Product portfolio



- ALAUMINA SILICATE GRINDING REFRACTORY PRODUCTS

- ALUMINA SILICATE REFRACTORY BRICKS

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.

Land and Buildings

Name of land	Surface (m ²)
Land	2.731.873

Building	Surface (m ²)
ARANDJELOVAC	699.00
GARASI	4,655.00
KRUSIK	964.00
VRBICA	1,615.00
CIRINAC	8.00
Research facility	827.00
Total:	8.768,00



Production and Capacity



Product	Unit	Quantity			Value in EUR		
		2011	2012	2013	2011	2012	2013
Clay PLOČNIK KM glkg1	t	9,000	4,800	7,590	51.605	33.768	52.965
Clay CIRINAC KM	t	550	0	45	5.791	0	427
Clay Rudovci km	t	0	0	0	0	0	0
Clay Lazine vezna	t	1,195	750	265	23.404	13.516	4.736
Clay Cirinac v1	t	600	620	955	19.103	18.159	27.756
Clay Cirinac v2	t	1,100	100	150	26.921	2.251	3.350
Clay Rudovci c	t	950	615	1,482	18.157	1.082	25.863
Clay Rudovci km nova	t	734	0	0	7.722	0	0
rovni Garasi	t	0	0	0	0	0	0
Clay Cirinac v3	t	0	0	0	0	0	0
Clay Lazine for burning	t	0	0	0	0	0	0

Capacity utilization

Machine (Production line)	Unit	Installed capacity	Real capacity	% of utilization		
				2011	2012	2013
All machines are obsolete and fully depreciated	t	/	/	20	20	20

Realization



Movement in sale volume

Product/service	Unit	Quantity sold			Value in EUR		
		2011	2012	2013	2011	2012	2013
Clay PLOCNIK KM glkg1	t	9,000	6,019	10,864	51.605	31.525	75.915
Clay CIRINAC KM	t	550	0	16	5.791	0	148
Clay Rudovci km	t	0	0		0	0	0
Clay Lazine vezna	t	1,195	973	822	23.404	17.535	14.698
Clay Cirinac v1	t	600	871	1,281	19.103	25.537	37.229
Clay Cirinac v2	t	1,100	72	234	26.921	1.636	5.216
Clay Rudovci c	t	950	1,562	1,386	18.157	27.480	24.119
Clay Rudovci km nova	t	734	3,331	108	7.722	25.537	1.047
rovni Garasi	t	0	0		0	0	0
Clay Cirinac v3	t	0	0		0	0	0
Clay Lazine for burning	t	0	0		0	0	0
TOTAL:					152.703	129.249	158.371

Sales structure

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



EMPLOYEES



Number of employees

Working	46
Paid leave	0
Unpaid leave	0
Other (sick leave, vacation, etc.)	0
TOTAL NUMBER OF EMPLOYEES	46

Age structure of employees

Age	-25	25-35	35-40	40-45	45-50	50-55	55+
Number	2	6	1	5	12	10	10

Average salaries in EUR

(gross and net) in 2011, 2012 and 2013

Year	Gross	Net
2011	252	359
2012	407	293
2013	331	282



Assets Overview



	31/12/2011	31/12/2012	31/12/2013
CURRENT ASSETS	638,000	500,000	434,000
NON-CURRENT ASSETS	2,816,000	2,492,000	1,832,000



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SWOT Analysys



STRENGTHS:

Large reserves of raw-material, close to Belgrade, high qiality clay.

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WEAKNESS:

Lack of financing for investments.

OPPORTUNITIES:

New martkets, foreign and local.

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THREATS:

None.



ŠAMOT DAROSAVA LLC
Darosava



DAROSAVA



DAROSAVA

General Information

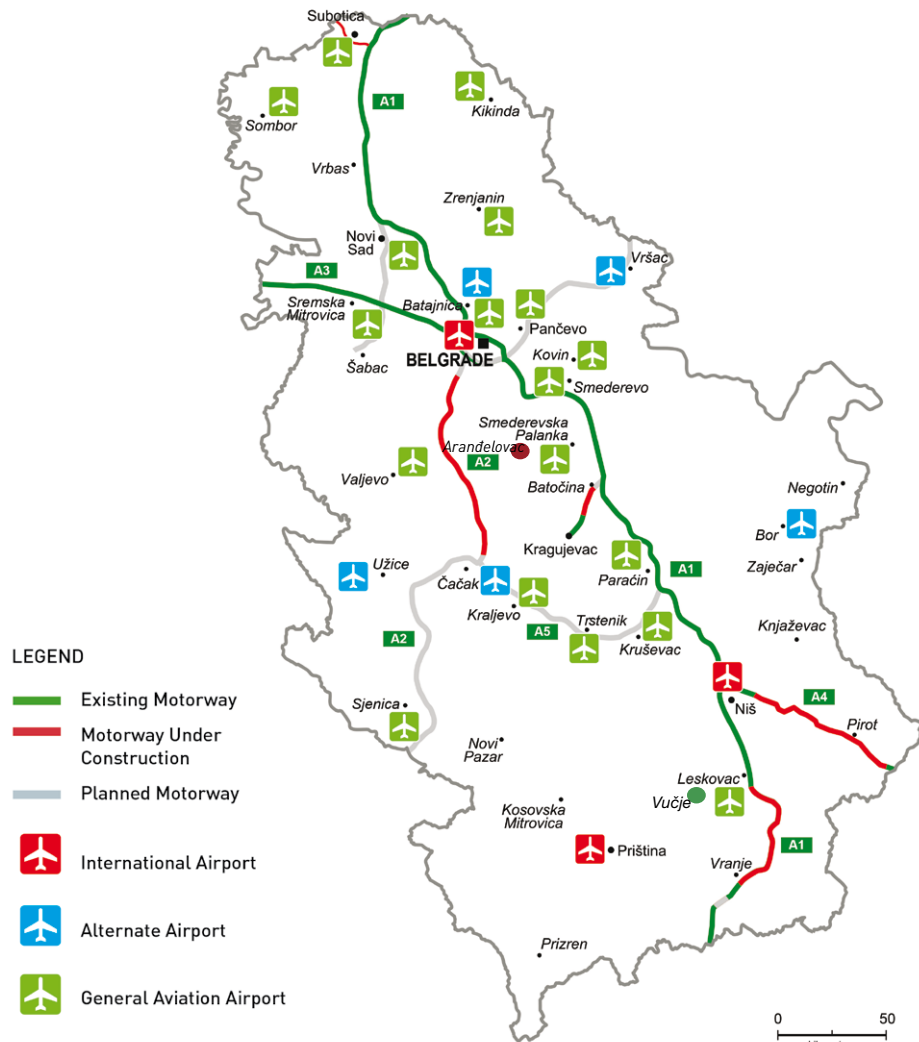
Full legal name	Samot-Darosava LLC Darosava
Address	No number 1300 Kaplara Street, 34305 Darosava
Identification Number	07652607
Core activity	2320 - Manufacture of refractory products
Foundation Year	1991
Number of Employees	144



Capital structure (in%)

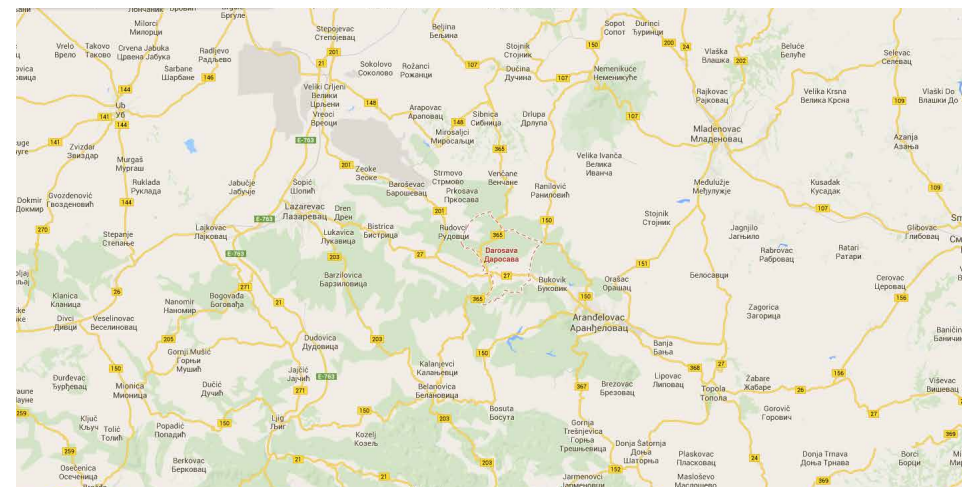
Parent company capital	
Holding Corporation Šamot	
JC Arandjelovac	100 %

General Information

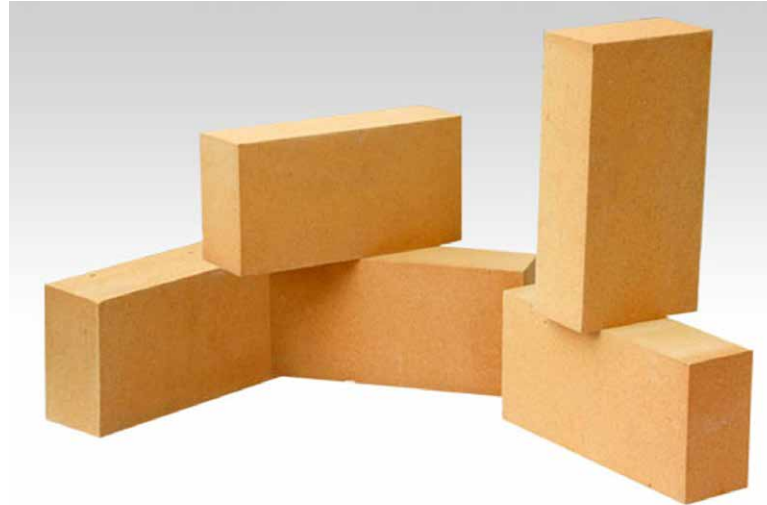


Distance form the Company to:

Belgrade	86 km
Regional Center	66 km
Main road	30 km
Port	86 km
Railway	30 km



Product portfolio



- **BRICKS**
- **GROUND MATERIAL**

Land and Buildings

Name of land	Surface (m ²)
Construction land	63,986
Agricultural land	14,864
Forest land	1,515
Other	1,664

Name of building	Surface (m ²)
Production facilities	9,554
Storages	1,120
Heating and power facilities	246
Workshops	892
Other	1,212



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.

Production and Capacity

Product	Unit	Quantity			Value in EUR		
		2011	2012	2013	2011	2012	2013
Bricks		2,475	2,873	2,990	846.285	689.616	1.084.122
Ground material		297	375	203	66.418	135.501	74.275



Realization

Movement in sale volume

Product/service	Unit	Quantity sold			Value in EUR		
		2011	2012	2013	2011	2012	2013
Bricks	t	2,661	2,780	3,365	813.152	838.053	1.084.122
Ground material	t	297	375	203	99.550	135.501	74.275
TOTAL:	t	3.773,00	2.371,00	2.279,00	1.272.132	955.862	758.997

Sales structure

Sales structure in %	2011	2012	2013
Domestic market	70.50	47.10	51.50
Foreign market	29.50	52.90	48.50
TOTAL :	100.00	100.00	100.00

Distribution channels

Distribution channels	% of share
Direct sale	100.00
Wholesale	0
Retail	0
Intermediaries	0



Organization



Number of employees

Working	144
Paid leave	0
Unpaid leave	0
Other (sick leave, vacation, etc.)	0
TOTAL NUMBER OF EMPLOYEES	144

Age structure of employees

Age	-25	25-35	35-40	40-45	45-50	50-55	55+
Number	1	18	27	29	31	26	12

Average salaries in EUR

(gross and net) in 2011, 2012 and 2013

Year	Gross	Net
2011	367	261
2012	424	306
2013	439	308

Assets Overview

	31/12/2011	31/12/2012	31/12/2013
CURRENT ASSETS	2,687,000	2,839,000	1,987,000
FIXED ASSETS	945,000	813,000	1,215,000



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SWOT Analysys



STRENGTHS:

Wide product range, 76 years long tradition.

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WEAKNESS:

Obsolete equipment and lack of financing.

OPPORTUNITIES:

Close to the clay mine and possibility to sell in foreign markets.

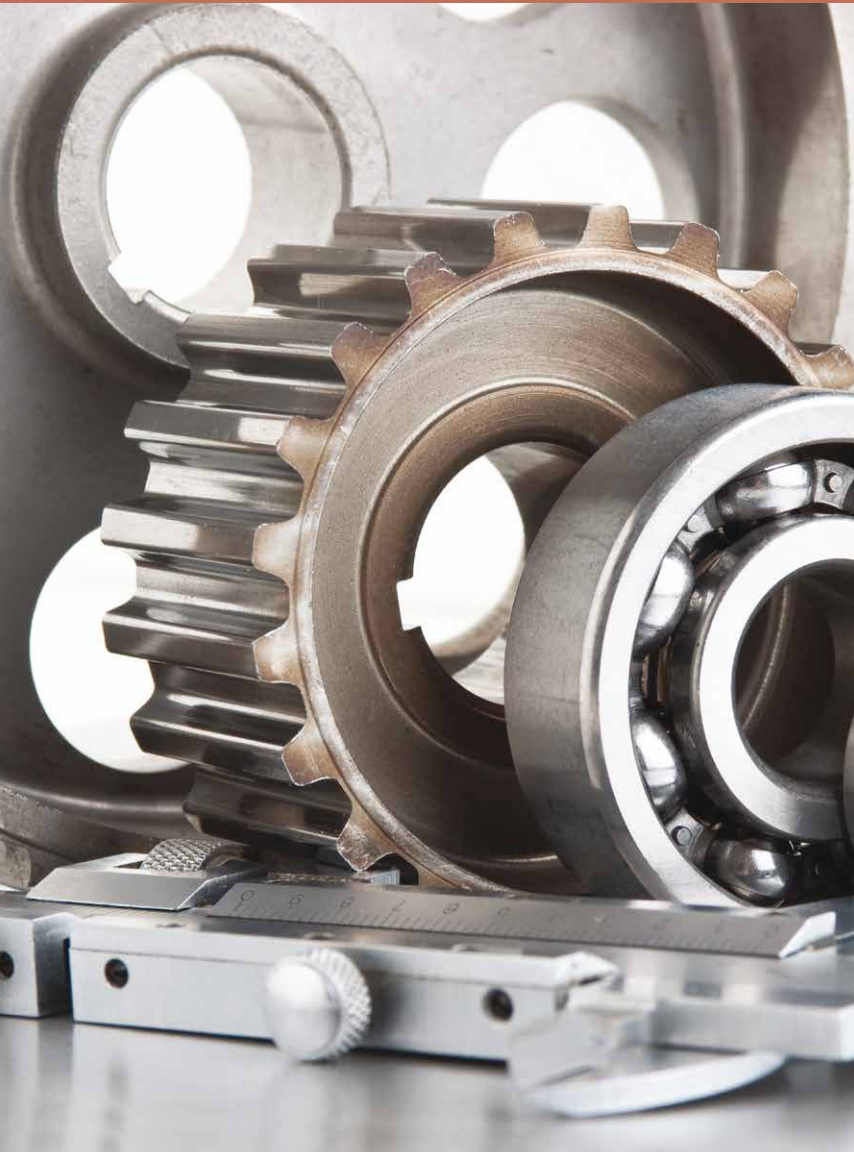
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THREATS:

Increased energy prices.

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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