

JSC SEME TAMIŠ
Pančevo

General Information



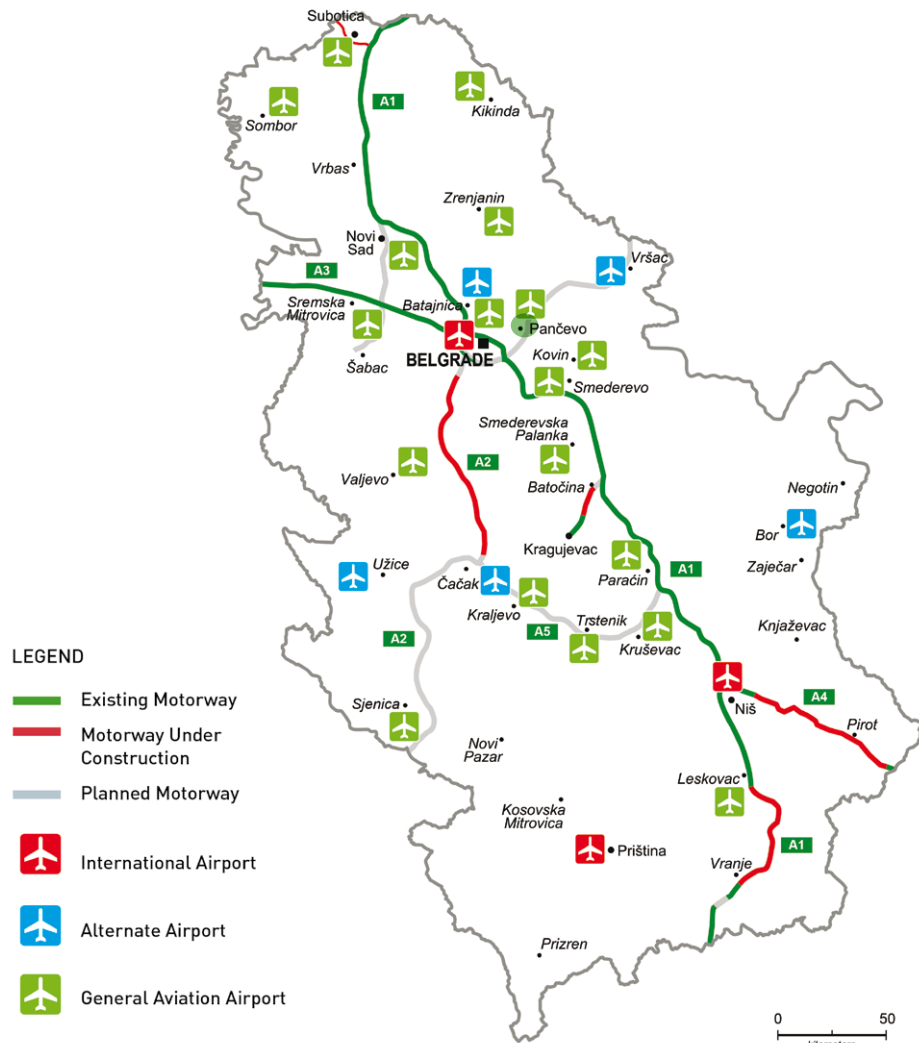
Full legal name	Joint stock company for processing of seeds “SEME TAMIŠ”, PANČEVO
Address	No 406 Bavanistansku put Street, Pancevo
Identification Number	08047634
Core activity	Assisting in cultivation of wheat and plants
Foundation Year	1976
Number of Employees	37



Capital structure (in %)

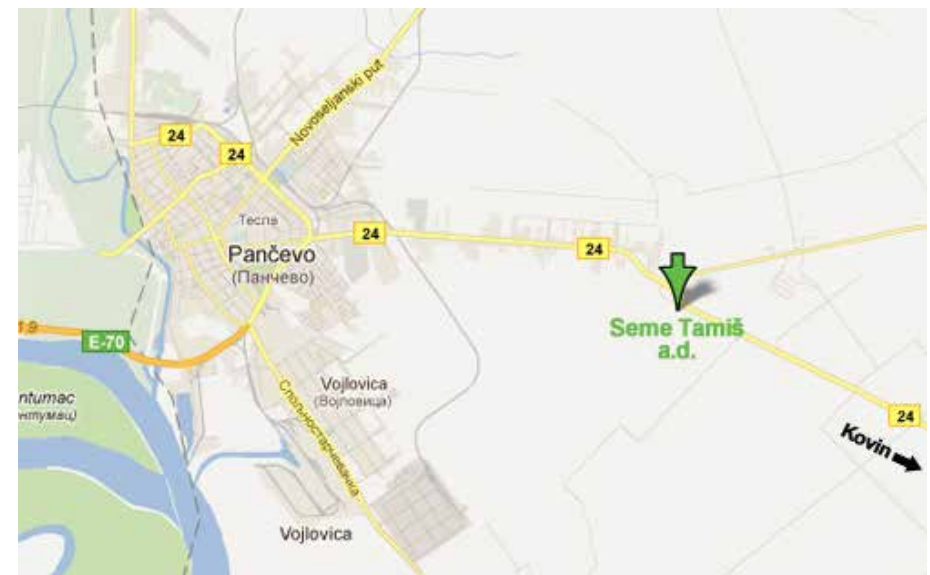
State - owned	72.00
Shareholders' fund	28.00

General Information



Distance form the Company to:

Belgrade	30 km
Regional Center	8 km
Main road	6 km
Port	10 km
Railway	7 km



Location



Pan-European Transport Corridors

Geographical location of Joint stock company for processing of seeds SEME TAMIŠ, PANČEVO is of strategic importance in the market area of soughteaste Europe and provides oportunity for intensive bussines cooperation.



Tradition



Since its inception in 1964, the company SEME TAMIŠ is recognized as a major producer of seeds of the highest quality. The idea of building its own center for seed emerged in the seventies of the last century, and the first buildings were constructed in 1975.

Subsequently constructed kilns, silos and warehouses.

The dryer has a capacity of 1000 tons daily drying of commercial goods (corn and wheat). Storage space includes: silo capacity of 20000 tons and storage area of 8000 m².

SEME TAMIŠ has an annual processing capacity of 20,000 tons of seeds, of which: wheat, about 12,000 tons of corn, more than 4000 tons and 2000 tons of soybeans.

Processing capacity on an annual basis (drying and storage of commercial maize, wheat and soybeans) is about 60000 tons. Depending on the conditions and needs of the market, the structure of production changes.

Production



FINISHING GRAIN PRODUCTS

- Seed wheat
- Seed corn
- Seed strain

DRYING AND STORAGE

- Markantile wheat
- Merkantile corn
- Merkantile strain

Land and Buildings

Land

agricultural-usage /right-state ownership =76.293 m2

Buildings

total surface =11.346 m2



Certificate

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	2012	2011	2012	2013
Seed wheat finishing	kg	167,100	2,438,600	3,621,145		116.064	132.767
Seed corn drying	kg	153,100	705,600	2,957,130		261.494	552.893
Primary finishing of seed corn	kg			576,685			
Final finishing of seed corn	kg			347,710			
Pre-certification of seed wheat	kg			152,000			4.608
Pre-certification of seed corn	kg			451,790			12.953
Seed soy finishing	kg	136,900	346,700	969,875	361.388	63.876	13.129
Storaging of mercantle wheat	kg	21,191,000	4,755,200	5,185,400		68.424	45.358
Storaging of mercantle corn	kg	14,292,000	17,397,000	14,332,380		220.535	162.349
Storaging of mercantle sunflower	kg	403,000	370,000	0	314.361	2.790	0

Production and Capacity

Capacity utilization

Machine (Production line)	Unit	Installed capacity	Real capacity	% of utilization		
				2011	2012	2013
Finishing of seed wheat	t	10000	10000	17.00	26.00	36.21
Finishing of seed corn	t	4000	4000	38.00	25.00	97.02
Finishing of seed soy	t	3000	3000	46.00	11.00	32.33
Sstorage in silos for mercantile goods	t	50000	50000	72.00	40.00	39.03



Realization

Movement in sale volume

Product/service	Unit	Quantity sold			Value in EUR		
		2011	2012	2013	2011	2012	2013
variety of goods					358.827	257.452	295.630
TOTAL :					358.827	257.452	295.630



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	35
Paid leave	1
Unpaid leave	0
Other (sick leave, vacation, etc.)	1
TOTAL NUMBER OF EMPLOYEES	37

Age structure of employees

Age	-25	25-35	35-40	40-45	45-50	50-55	55+
Number	2	8	2	3	6	9	7

Average salaries in EUR

(gross and net) in 2011, 2012 and 2013

Year	Gross	Net
2011	505	362
2012	533	382
2013	552	388



Assets Overview

	Value in EUR		
	31/12/2011	31/12/2012	31/12/2013
CURRENT ASSETS	1.358.780	1.147.942	698.757
FIXED ASSETS	5.746.185	4.956.045	4.931.591
EQUITY/LOSS ABOVE EQUITY	+2.207.750	+1.644.634	+227.177



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 of new hybrids of corn, wheat, soybeans, etc., which comply with European and international standards, the location, or close to the Danube Port, railway and highway, the scope and capacity of processing seeds and storing of commercial goods, recognition on the market, qualified personnel to perform the tasks of finishing in line with European and international standards.

SW

WEAKNESS:

Lack of working capital thus working with a smaller volume of technological possibilities, slow replacement equipment and machinery.

OPPORTUNITIES:

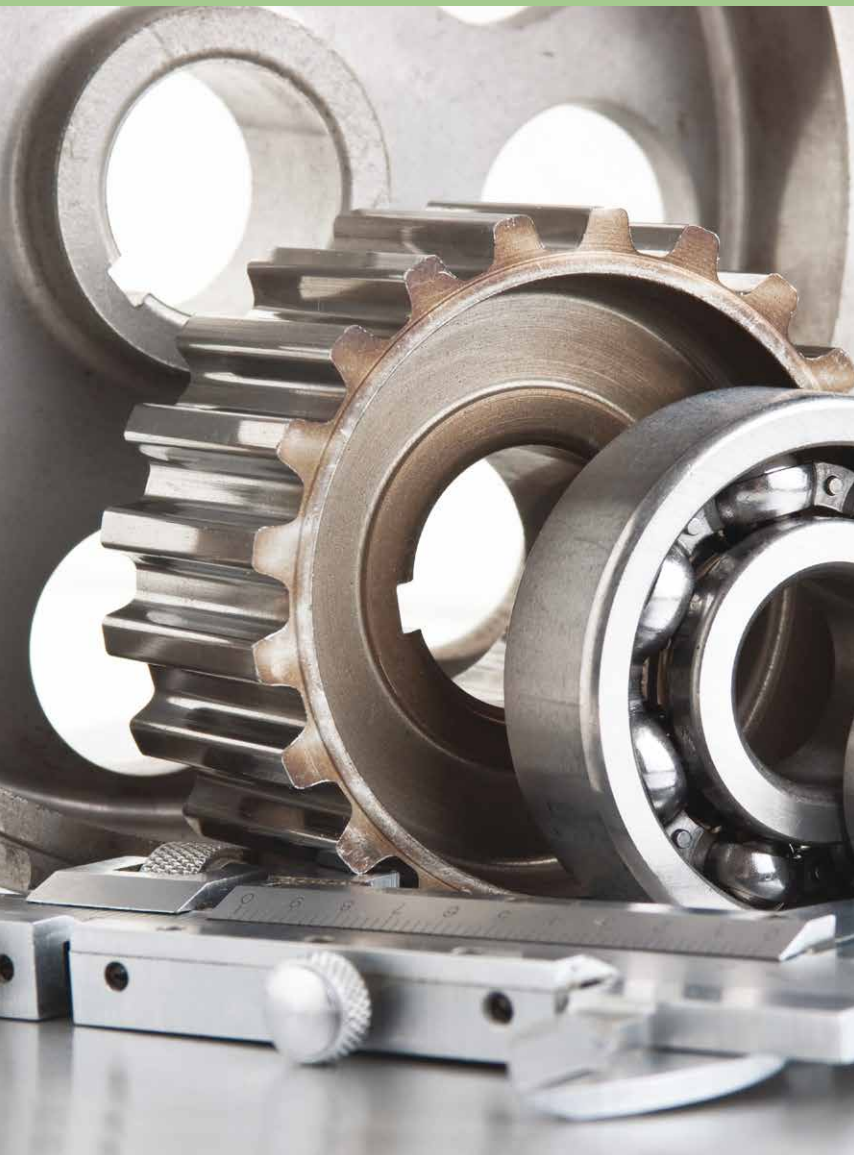
Utilize the current capacities with new contracting, the possibility to increase productivity and use staff potential with increased final processing capacity and storage.

Ot

THREATS:

Climate conditions which affect primary production.

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

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

www.priv.rs
