### Project Title
Tourist Medical Spa and Recreational Center

### Sector of Industry
Tourism

### Location
Ulcinj, Montenegro

### Objective of the project
The objective of the project is to build a tourist medical spa and recreational center with a capacity of 500 beds, which is expected to bring a yearly income of minimum 6 million euros.

### Key characteristics and advantages of the project
- Ulcinj is a touristic town with an already developed tourism industry, and with qualified professionals.
- Ulcinj has many natural curative factors, such as sand, liquid salt, soft mud, olive oil, natural sources of sulfur, etc.
- The location of the land is between the Adriatic sea, Buna river, and Shas lake.

### The financial aspect of investment - project:

<table>
<thead>
<tr>
<th>Return on investment(ROI), Net Present Value, etc.</th>
<th>The value of the land where the medical spa center is planned to be built is 1.5 million euros.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Budget of expected investment – total investment</td>
<td>- Expected investment from investors 50-60 million euros.</td>
</tr>
<tr>
<td></td>
<td>- This amount will go entirely for the building of the facility, as the land is already owned by our business partners.</td>
</tr>
<tr>
<td></td>
<td>- However, there is another option, which is for investors to also purchase the land.</td>
</tr>
<tr>
<td>Expected mode of cooperation with potential investor</td>
<td>We are primarily interested in joint venture, but also in selling the land.</td>
</tr>
</tbody>
</table>

### Company information

<table>
<thead>
<tr>
<th>Company information</th>
</tr>
</thead>
<tbody>
<tr>
<td>UL group</td>
</tr>
<tr>
<td>This group has acquired the land where the medical spa center is planned to be built.</td>
</tr>
<tr>
<td>It is located in Ulcinj, Montenegro.</td>
</tr>
</tbody>
</table>

### Company size
This group has 6 shareholders.

### Structure of sales (year 2012 and 2013)
- There were no sales up to now as this group is only the owner of the land.

### Market position
Not applicable

### Financial data
- Not applicable

### Historical overview of the most important characteristics
Not applicable

### List of products
Not applicable

### Contact Information
- Xhaudet Cakuli
- Phone: +38267300592, +38230401300
- E-mail: primus@t-com.me, cakulixh@gmail.com

### Other information
There is a conceptual solution already been made for this project.
## PROJECT PROFILE – Primus Electronics

<table>
<thead>
<tr>
<th>Project Title</th>
<th>Ecotourism Complex</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sector of Industry</td>
<td>Tourism, energy</td>
</tr>
<tr>
<td>Location</td>
<td>Ulcinj, Montenegro</td>
</tr>
<tr>
<td>Objective of the project</td>
<td>We expect to build an ecotourism complex which will contribute to the further development of tourism in the municipality of Ulcinj, by bringing a new and fresh approach to it, which has not been applied before.</td>
</tr>
</tbody>
</table>

### Key characteristics and advantages of the project
- The land is located near the Montenegrin-Albanian border, 20 km from the City of Ulcinj in Montenegro and 22 km from the City of Shkoder in Albania.
- It is located near the medieval town of Shas.
- It has a fantastic view of the Lake of Shas.
- The Lake of Shkoder, the Adriatic Sea, and the River Buna are also within a 15 minute driving distance.

### The financial aspect of investment - project:
- Return on investment (ROI), Net Present Value, etc.: The present value of the land where we plan to build the ecotourism complex is 250,000 euros.
- Budget of expected investment – total investment: We expect an investment of 5 million euros for building the ecotourism complex.
- Expected mode of cooperation with potential investor: We are offering acquisition of the land or joint venture in building the complex.

### Company information

### Company size
- SME

### Structure of sales (year 2012 and 2013)
- Total sales in €: 600,000 in 2012, 650,000 in 2013.
- Structure of sales: local.

### Market position
- Key player

### Financial data
- 650,000 euros revenues in 2013, 600,000 euros revenues in 2012.
- Fixed assets: 9,300,000 euros.
- Total liabilities and loans: 4,500,000 euros.

### Historical overview of the most important characteristics
- One of the first private companies in Montenegro, established in 1990; Best company in Montenegro for the year 2005; Had stores and offices in Montenegro, Albania, Kosovo.

### List of products
- Household appliances and air conditioners.

### Contact Information
- Xhaudet Cakuli, administrator
- Phone: +38267300592, +38230401300
- E-mail: primus@t-com.me, cakulixh@gmail.com

### Other information
- We are the owners of the land where we plan to build the ecotourism complex.
APART HOTEL “BORIK” – IGMAN

SARAJEVO, BOSNIA AND HERZEGOVINA

TOURISM

T-303/2014

PROJECT PROFILE – SARAJEVO-INSURANCE (SARAJEVO-OSIGURANJE)

<table>
<thead>
<tr>
<th>Project Title</th>
<th>Apart Hotel „BORIK“ – IGMAN</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sector of Industry</td>
<td>Tourism</td>
</tr>
<tr>
<td>Location</td>
<td>B&amp;H – Sarajevo area - mountain Igman - Veliko Polje</td>
</tr>
<tr>
<td>Objective of the project</td>
<td>Revival of Apart hotel “Borik” on mountain Igman</td>
</tr>
</tbody>
</table>

Key characteristics and advantages of the project:
- Location: Attractive hotel is located at 1300 m height above sea level and it is the only facility of this type in the Igman - 20 km from Sarajevo and 15 km from Sarajevo International Airport.
- The potential for the development of sports and recreation, spa and health tourism because of clean air and unspoiled nature, built ski resort used during the 14th Winter Olympic Games 1984.
- The communication infrastructure and well linked to the nearby Olympic mountain Bielasnica.
- The hotel has 61 rooms, offices, central heating system provided, there is a restaurant, coffee bar, fitness center, parking ... building total net area of 4.061,2 m², and parcel total area is 7.609 m² (including buildings gross ground floor area).

The financial aspect of investment - project:
- Return on investment(ROI), Net Present Value, etc. Contained within the Feasibility Study.

The expected budget of investment – total investment:
- Price 10.500.000 KM (5.368.564,70 €)
- Price of the current infrastructure 8.500.000,00 KM (4.345.980,90 €)
- Investment in the project launch 2.000.000,00 KM (1.022.583,00 €)

Expected mode of cooperation with potential investor:
- Option of joint venture

Company information:
- Name: SARAJEVO - INSURANCE D. D.
- Activity: Insurance of property and persons
- Year of establishment: 1945
- Address: Čobanija 14, 71000 Sarajevo, Bosnia and Herzegovina
- Director: Midhat Terzic
- The capital structure: private equity 54.52% and state capital 45.48%
- Number of employees: 467
- The advantages and opportunities that the company has in comparison with other companies in the same business: leading position in the market, domestic company with the strongest human resource capital and high growth potential.

Company size:
- Corporate

Structure of sales (year 2012 and 2013):
- Sales structure: domestic market

Market position:
- Market leader (24 insurance companies in B&H)

Financial data:
- Gross profit: € 0.66 million (2013) € 0.76 million (2012)

Historical overview of the most important characteristics:
- A leader in the insurance market in BiH since the establishment
- A broad portfolio of insurance services
- Clients are largest companies in Bosnia and Herzegovina: Elektroprivreda BH, BH Telecom, International airport Sarajevo...

List of products:
- Property and personal insurance (life insurance, voluntary health insurance, car insurance, property insurance, financial insurance ...)

Contact Information:
- Samir Halilovic
- Phone: 033 223 905
- Fax: 033 223 835
- E-mail: shalilovic@sarajevoosiguranje.ba
- Website Company: www.sarajevoosiguranje.ba

Other information:
- Available feasibility study
PROJECT PROFILE – FOUNDATION Pro BITRA - TRR

**Project Title**
Tourist recreational resort – TRR

**Sector of Industry**
Tourism, possibilities for niche Agriculture, Energy and other industries...

**Location**
Village Ledici, Trnovo municipality, Kanton Sarajevo 43°40’31,80” N 18°20’08,24” E – altitude above sea level 940 m

**Objective of the project**
Primary: building of HALAL oriented tourist resort,
Secondary: expansion into water bottling, medicinal herbs and noble types of mushrooms collection and packing, honey production, wind energy production capabilities, etc.

**Key characteristics and advantages of the project**
Educated personal on disposal, location could be low cost substitution for Swiss alps, Halal friendly, 365 mountain water springs in wider location, rich in ozone...

**The financial aspect of investment - project**
ROI = 18%, IRR for period of 6 years 2%, NPV with discount rate of 7% for period of 9 years 322.881,88 EUR – for initial project

**Budget of expected investment – total investment**
- Own funds- 1.000.000 EUR
- Reconstruction of 20 lodges, building of hotel, accompanying facilities, equipment procurement – from 2.000.000 EUR to 6,500.000 EUR

**Expected mode of cooperation with potential investor**
Cooperation in form of Plc, LLC, long timeframe concession, credit with payback period of 10 years or something else?

**Company information**
- Foundation for protection of Bjelasnica, Igman, Treskavica, Visocica and canyon of Rakitnica
- Founded in 2001
- Location headquarters: Soukbunar 64, Sarajevo, Bosnia and Herzegovina, mobile 061 131 726,phone/fax 033523535, e-mail: bitra2002ba@yahoo.com
- Prim. Dr. Alija Mulaomerovic - Founder
- Private structure of capital 100%, over 20 objects and 300.000 m² of real-estate on micro location Ledici Husremovac
- Nonprofit foundation, with income from primary activities (education etc.) for years 2012/2013 35.000 EUR/10.000 EUR
- Over 30 volunteers
- Our strengths and opportunities are presence on location for more than 10 years, good connections with locals, knowledge (Doctors, Lawyers, Economists, engineers etc. as Foundation activists), we together can harness clean nature and while doing so keep it clean....

**Structure of sales (year 2012 and 2013)**
- Nonprofit Foundation – lease of structures in ownership, education

**Market position**
Key player for specified location

**Financial data**
- Data from the balance sheets in € sales revenue 2012/25,000.00 - 2013/10,000.00, net profit 2012/25,000.00 - 2013/10,000.00
- Selected balance sheet data, amounts in € (fixed assets 2012/205,000.00 - 2013/202,000.00, total assets 2012/225,000.00 - 2013/225,000.00

**Historical overview of the most important characteristics**
Project for clean water protection with Fund for protection of environment of FBiH, Reconstruction of national monument on location (“House of Liberation War”), Cooperation with sport clubs, schools and kindergartens for field trips, etc....

**List of products**
N/A

**Contact Information**
- Alija Mulaomerovic, Prim. Dr.
- Soukbunar 64, 71000 Sarajevo, BiH
- +38761131726 or +38733525535
- +38733525535
- bitra2002ba@yahoo.com
- http://www.probitra.ba
- https://sites.google.com/site/fondacijaprobitra/home

**Company size**
N/A

**Structure of sales (year 2012 and 2013)**
- Nonprofit Foundation – lease of structures in ownership, education

**Market position**
Key player for specified location

**Financial data**
- Data from the balance sheets in € sales revenue 2012/25,000.00 - 2013/10,000.00, net profit 2012/25,000.00 - 2013/10,000.00
- Selected balance sheet data, amounts in € (fixed assets 2012/205,000.00 - 2013/202,000.00, total assets 2012/225,000.00 - 2013/225,000.00

**Historical overview of the most important characteristics**
Project for clean water protection with Fund for protection of environment of FBiH, Reconstruction of national monument on location (“House of Liberation War”), Cooperation with sport clubs, schools and kindergartens for field trips, etc....

**List of products**
N/A

**Contact Information**
- Alija Mulaomerovic, Prim. Dr.
- Soukbunar 64, 71000 Sarajevo, BiH
- +38761131726 or +38733525535
- +38733525535
- bitra2002ba@yahoo.com
- http://www.probitra.ba
- https://sites.google.com/site/fondacijaprobitra/home

**Other information**
N/A

TOURISM

T-304/2014

TOURIST RECREATIONAL RESORT

SARAJEVO, BOSNIA AND HERZEGOVINA
PROJECT PROFILE — Emporium Ltd, Bihac, Bosnia and Herzegovina

**Investment opportunity**

Sale of property and business of the newly built hotel and well established hotel & tourism business

Besides sale, investment opportunity lies in buying capital share and become business partner in the hotel business and further expansion in the tourism sector with opening tourist agency, extending accommodation capacities, improving hotel facilities and increase the international incoming and overnight stays.

**Industry sector**

Tourism, Real Estate

**Location**

Bihac, Bosnia & Herzegovina

**Investment opportunity objective**

The objective of the project is to offer the property, equipment and business or to offer partnership with capital share of minimum 25%, but preferably more in order to further develop the business in the tourism sector.

The main idea behind the business improvement is to increase accommodation capacities, which is very easy to realize since the space for that is left. Additionally, the plan is to improve the wellness & spa centre with a closed swimming pool, which would differentiate this 4 star hotel from any other in the Una-Sana Canton.

Hotel Emporium has currently 30 rooms with 70 beds, a wellness & spa centre without pool, one bigger and one smaller conference hall for multipurposes, restaurant, terrace, garden, parking on 2800 m².

Besides the hotel business expanding, the idea is to open a tourist agency as part of the hotel, which would be the only one tourist agency dealing with incoming of international guests. This business idea is feasible, since our hotel established very good relation with international tourist agencies and was able to book all hotels in Bihac city during the season for international guest coming mainly to visit National Park Plitvice. The comparative advantage of the location of the hotel is its position between two National Parks, one of which is world famous with more than 1 million guests visiting it each year. Since National Park Plitvice is only 30 minutes away from hotel Emporium, it enables during the 6 months season to be booked entirely by various tourist groups.

Hotel Emporium created itineraries, which offered 2-3 days stay in Bihac with organized National Parks visits, city tours and different sports and recreation activities. This are the first itineraries created for Una-Sana Canton that have been sold very successful in EU during the last season of 2013.

As the management of hotel Emporium recognized a big potential in the tourism business with possibilities of expansion and improvement, this investment is not risky and very sustainable, because the National Park Una was only 2 years ago proclaimed as a National Park and in the future period the promoting and marketing activities that are planned will bring more guests. This is the main reason why the target group for this business is international guests and not domestic guests.

The young management staff is optimistic regarding the feasibility and prosperity of tourism in the Una-Sana Canton, which is the reason for undergoing such an investment few years ago with the main purpose to resell it.

**Investment amount for sale of the entire property, equipment and business:** 3.000.000 €

**Investment amount for expansion of the business:** 500.000 €

**Expected investment budget**

Total budget of investment: 3.000.000 €

**Expected collaboration**

Emporium is interested in selling the property and business, or a partner who would be interested in capital share of minimum 25% or more for extension and improvement of the business.
Company info

Nature of business: Emporium Ltd. Bihac was before reconstruction a family owned hotel opened in 1982. It was a very famous privately owned hotel and restaurant. After reconstruction and newly built segments it opened in 2012 as a modern and totally different hotel than other hotels in Bihac and Una-Sana Canton are. Its primarily services are:
- Accommodation
- Food and Catering services
- Event organization (Conferences, Congresses, Weddings, Birthday, etc)
- Tourist routes organization
- Adventure and Nature tourism

Established: 2012

"Before reconstruction and re-opening of hotel Emporium in 2012, the hotel remained in family as a family owned hotel opened 1982, therefore with a tradition in hotel business, just reopened by younger and more innovative generation with a different business concept.

Number of employees: 16

Location: Dr. Irfana Ljubijankić 90, Bihac, Bosnia and Herzegovina

Estimated value of propriety and equipment: 3,200,000, 00 EUR

Structure of capital: Private

Revenue (2013): 500,000 €

Strengths and Opportunities: New modern hotel, located at the main road close to border with EU (Croatia), best regional network with tourist providers and tourist agencies in the region, best quality of service, food and respectable quality in organization of events.

Buildings owned

Hotel Emporium 4 stars – 70 beds, 30 rooms, conference hall with 300 seats, small conference hall with 100 seats, restaurant with 100 seats, wellness & spa, garden, terrace, parking

Portfolio of services

Hotel accommodation ****
Restaurant services (including catering services)
Organization of business conferences, celebrations and other

Customers

International guests and domestic

Contact:

Contact person: Aldin Lipovača, general director
Address: Dr. Irfana Ljubijankić 90, 77 000 Bihać
Phone: +387 37 316 600
Fax: +387 37 316 610
E-mail: uprava@emporium.ba
Website: www.emporium.ba
### T-306/2014

**ESTABLISHMENT OF TOURISM CAPACITIES AND TOURISM SERVICES**

**BIHAĆ, BOSNIA AND HERZEGOVINA**

---

#### Project Profile – Bihać – Lohovo, Bosnia and Herzegovina

<table>
<thead>
<tr>
<th>Investment opportunity</th>
<th>Establishment of tourism capacities and tourism services, building of an ethno-eco village, building capacities and facilities for Sport tourism, Resort &amp; Spa, Hotel, Restaurant, Retirement home – addition (building) of medical wellness and fitness centers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Industry sector</td>
<td>Tourism</td>
</tr>
<tr>
<td>Location</td>
<td>Lohovo, Bihać, Bosnia &amp; Herzegovina</td>
</tr>
<tr>
<td>Investment opportunity objective</td>
<td>The land with the area of 120,000 m² is located 300 m away from the Una river, 2 km away from the National Park “Una”, 4 km away from the border to EU, 8 km away from Bihać, and 45 km away from National Park “Plitvice”. The land has access to the main traffic road M-11 Ripač-Užljebić (EU border). The land is 100% private property. The land is unique due to the fact that on the parcel is a spring of drinking water with the capacity of 5-6 l per sec located. It is possible to build accommodation facilities for approximately 100 persons in absolutely unique unspoiled natural beauty. The planned building of capacities and services are a result of continual increase of demand, growing trends in the tourism sector and official establishment of the National Park Una. Facilities and tourism services will be eco oriented, and will promote protection of nature and preservation of natural resources. Selling price of the land: Total budget of investment project: 2,500,000 €</td>
</tr>
<tr>
<td>Expected investment budget</td>
<td>Total budget of investment: 2,500,000 €</td>
</tr>
<tr>
<td>Expected collaboration</td>
<td>The owner of the land is interested in selling the whole plot, or a joint venture with a partner who would be interested in capital share up to 65%</td>
</tr>
<tr>
<td>Company info</td>
<td>n/a</td>
</tr>
<tr>
<td>Buildings owned</td>
<td>n/a</td>
</tr>
<tr>
<td>Portfolio of services</td>
<td>Eco tourism, Sports tourism, resort &amp; Spa, medical care, accommodation, Hotel, Restaurant</td>
</tr>
<tr>
<td>Customers</td>
<td>Domestic and foreign guests, domestic and foreign sport collectives, pensioners</td>
</tr>
</tbody>
</table>
| Contact:               | Contact person: Amir Music  
Address: 77 000 Bihać, Bosnia and Herzegovina  
Phone: +387 61 748 893  
E-mail: info@rausk.ba |
### PROJECT PROFILE  – Health and rehabilitation center Bosna-AS

<table>
<thead>
<tr>
<th>Project Title</th>
<th>Building new Medical resort center, with clinical (diagnostic, therapy, surgery, rehabilitation, wellness), five star hotel accommodation, sport and leisure facilities.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sector of Industry</td>
<td>Health tourism</td>
</tr>
<tr>
<td>Location</td>
<td>Bosnia and Herzegovina, Una-Sana canton, City of Bihać</td>
</tr>
<tr>
<td>Objective of the project</td>
<td>To become leader in health tourism sector in BiH, with providing top quality medical, accommodation and leisure services for domestic and foreign clients.</td>
</tr>
</tbody>
</table>
| Key characteristics and advantages of the project | Already existing team of medical experts, and other staff, with 30 years long lasting experience in most demanding and lucrative areas like surgery and diagnostics.  
Very favorable location just kilometers away from EU border crossings. Significantly lower cost of construction and employees wages because BiH have 3500eur GDP per capita and lower living costs. |
| Return on investment(ROI), Net Present Value, etc. period on return on investment | period on return on investment is= 5.81 years |
| Budget of expected investment – total investment | Total Investment: 13,237,500 €. |
| Expected mode of cooperation with potential investor | All modes of cooperation with a new investor are welcome (shares in capital, joint venture, credits) |
| Company information | Bosna-AS  
Health and rehabilitation center  
Establishment of the new company  
Lohovo, Bihać, Bosnia and Herzegovina  
Management of the company will be arranged with all investors  
Capital structure: private  
Number of employees: 97  
Well trained staff and 30 years long medical experience like with no other company in branch, combined in strategic location between two national parks and near banks of the Adriatic sea |
| Company size | Medium |
| Market position | Key position |
| Financial data | Income: 7,284,750  
Operating costs: 4,174,590  
Depreciation: 580,500  
Total costs: 4,755,090  
EBIT: 4,755,090  
Tax: 252,666  
Profit: 2,276,694  
NPV: 34.73%  
Return on investment in number of years: 5.81 |
| Historical overview of the most important characteristics | From existing company PZU MedicoOral-AS will be formed new company at the date of first operations. |
| List of products | Various Diagnostic, Therapies (surgeries, multipurpose dentistry, orthopedic, gynecological, endocrine, oculist, cardio...), rehabilitation and leisure programs (wellness, weightloss, anti-stress) |

**Contact Information**

- Prim.Phd.sc. Adem Salihagic, spec.oral.surgeon
- Tel/fax: 00 387 37 310 745
- stomordinacija@yahoo.com
- www.medicooral.com
## PROJECT PROFILE - Pansion “Saraj”, Kulen Vakuf, Bihać

<table>
<thead>
<tr>
<th>Name of project</th>
<th>PROJECT: Construction of a tourist hotel and recreation center on the river Una</th>
</tr>
</thead>
<tbody>
<tr>
<td>The industrial sector</td>
<td>Tourism</td>
</tr>
<tr>
<td>Location</td>
<td>Near Croatian / EU and National Park-Plitvice Lakes, which annually attracts more than a million tourists</td>
</tr>
<tr>
<td>Goal of project</td>
<td>The possibility of building the center with terraces on the river, boating, rafting, fly fishing, mountain biking and arranged tours of cultural and historical attractions of the region</td>
</tr>
<tr>
<td>Key features and benefits of the project</td>
<td>The possibility of building the center with terraces on the river, boating, rafting, fly fishing, mountain biking and arranged tours of cultural and historical attractions of the region</td>
</tr>
<tr>
<td>The financial aspect of the investment - the project:</td>
<td></td>
</tr>
</tbody>
</table>
| Indicators payback | - IRR (Internal Rate Return): 11 %  
- Payback period: 5 years |
| The budget anticipated investment - a total investment | - Investment partners: Cash 115,000 €  
- Own investment: 69,000 € (land / infrastructure / permits, etc.)  
- Feasibility studies available for partners. |
| Expected form of cooperation with potential investor | - Sources of funding:  
- - own share of 30%  
- - participation of partners 50%  
- - credit funds 20%  
- Total investment in the project: 230,000 € |

## Information of the Company

- Pension Saraj  
- Tourism  
- 2010  
- Una-Sana Canton, Kulen Vakuf, Zamošće bb  
- director  
- Private.  
- 1  
- Its advantage is that it is located in the National Park

## Size company

- Sale.

## Financial data

- Total annual income approx. 40,000 €

## Historical overview of the most important characteristics

- Company profile: Pension - catering  
- The main activity of the company: Tourism  
- Size of Company: SME

## Market position: a family business

- Handzic Izet 061 786 709  
- Fax 037 365 402.  
- info@pansionsaraj.com,  
- www.pansionsaraj.com

## Other Information
**PROJECT PROFILE – Pelva d.d.**

**Project Title**
- Project name (e.g. energy production, building a new factory, sale of capital, expansion of business activities, partnership shares in, etc.)

**Sector of Industry**
- Tourism

**Location**
- Hotel Jajce, Great Pliva lake, Restaurant Panorama, Small Pliva lake.

**Objective of the project**
- Strengthening tourism resources.

**Key characteristics and advantages of the project**
- Most attractive locations in a city with a long tradition from tourism. Another advantage is that the hotel were in function for 22 years and is a known brand in former Yugoslavia and parts of Europe.

**The financial aspect of investment – project:**
- **Return on investment (ROI), Net Present Value, etc.**
  - Counting on a daily turnover on €3000, the revenue per month would be €50000. Taking these figures, we will reach ROI in approx. 12.5 years.

**Budget of expected investment – total investment**
- Joint venture: our part of the investment consists of the objects (Panorama & Hotel Jajce). Another option is that we sell the objects to an investor.

**Expected mode of cooperation with potential investor**
- Joint venture or sale.

**Company information**
- **UTP Pelva d.d.**
- **Tourism**
- **1966 (privatised 1999).**
- **Svetog Luke 3, 70101 Jajce, BIH**
- **Amgjad Hadziosmanovic, CEO. Rizah Rupic major stock holder and president of the board.**
- **Private company**
- **1. Owner of attractive locations and objects.**

**Company size**
- SME

**Structure of sales (year 2012 and 2013)**
- Pelva d.d., the owner of the objects does not have any activity for the moment.

**Market position**
- Key player

**Financial data**
- No loans.

**Historical overview of the most important characteristics**
- Hotel Jajce was the best hotel in BIH during the period of 1973-1984 (when Holiday Inn opened in Sarajevo). The hotel was destroyed after the war.

**List of products**
- Rizah Rupic (BSH language), MBA, Ba. Soc. Sc. Adi Rupic, investment manager (English)
- Rizah: +387-63-880 684, Adi: +46-737-714989
- +38730654008
- rizo@jajcetours.com, adi@rupic.se
- www.jajcetours.com
**Tourism**

**Camp Žulić Štrbački Buk**

**Bihać, Bosnia and Herzegovina**

**Project Profile – Camp Žulić Štrbački Buk Waterfall**

<table>
<thead>
<tr>
<th>Project Title</th>
<th>KAMP ŽULIĆ</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sector of Industry</td>
<td>Tourism</td>
</tr>
<tr>
<td>Location</td>
<td>Nacionalni park UNA, Bihać</td>
</tr>
<tr>
<td>Objective of the project</td>
<td>Quality improvement of life in rural areas and employment.</td>
</tr>
<tr>
<td>Key characteristics and advantages of the project</td>
<td>In the next few years (approx. 2-3) is expected over 100,000 tourists to visit National Park “Una”.</td>
</tr>
<tr>
<td>The financial aspect of investment - project:</td>
<td>Return on investment (ROI), Net Present Value, etc. 10 year.</td>
</tr>
<tr>
<td>Return on investment (ROI), Net Present Value, etc.</td>
<td>10 year.</td>
</tr>
<tr>
<td>Budget of expected investment – total investment</td>
<td>Total cost of the investment is 500,000,00 €</td>
</tr>
<tr>
<td>Expected mode of cooperation with potential investor</td>
<td>-</td>
</tr>
</tbody>
</table>

**Company Information**

<table>
<thead>
<tr>
<th>Company information</th>
<th>Start up company will be established</th>
</tr>
</thead>
<tbody>
<tr>
<td>Company size</td>
<td>-</td>
</tr>
<tr>
<td>Structure of sales (year 2012 and 2013)</td>
<td>-</td>
</tr>
<tr>
<td>Market position</td>
<td>-</td>
</tr>
<tr>
<td>Financial data</td>
<td>-</td>
</tr>
<tr>
<td>Historical overview of the most important characteristics</td>
<td>-</td>
</tr>
</tbody>
</table>

**List of products**

Tourist offer in National Park UNA

**Contact Information**

Muhammed Žulić  
GSM: 061 891 677, FAX: 037 310 243  
Bihać

**Other information**

-
TOURISM

T-311 /2014

“DR SHAZA”,MEDICAL SPA CENTER

SARAJEVO, BOSNIA AND HERZEGOVINA

PROJECT PROFILE – “Dr Shaza”, Medical Spa Center “Academy of the healthy life”

Project Title

HEALTHY LIFE

Sector of Industry

Medical, Health and Spa Tourism, Medicinal Herbs and Healthy Organic Food

Location

Anywhere, Any country, standardized brand “Dr Shaza”, medical Center for physiotherapy and rehabilitation, Healthy hotels “Dr Shaza”, Medical Spa Center “Academy of the healthy life”

Objective of the project

Health as an individual, social and public benefit, profits, production, dealings, employment.

Key characteristics and advantages of the project

Multidisciplinary approach to the health, know how management and implementation all procedures leading to the good health and good quality of life. Full approach to prevention, treatment, rehabilitation, to manage every need of the patient or the client, find the best place and opportunity to manage their problem or their needs or pleasure connected with pleasant aspect of tourism. Advantages are standard procedures and quality in service to implementation of “Dr Shaza” philosophy of the healthy life.

The financial aspect of investment - project:

Return on investment (ROI), Net Present Value, etc.

Financial indicators that show economic feasibility of the project (IRR—Internal Rate of Return, the period on return on investment, Net Present Value).

Budget of expected investment – total investment

- Investors, grant, IPA fund etc. from mini to maxi investment 100 000 € till one or more milions €
- Provide all costs – CAPEX (real estate, land equipment, working capital, etc.) depends from size of the Centers, Hotels... new or existing hardware from 100 000 till one or more milions €.

Expected mode of cooperation with potential investor

Cooperation with investor his hardware and my software (e.g. his capital building, equipment... €, my know how implementation service in medical, health and spa tourism, depends of the his choice €).

Company information

- n/a

Company size

Corporate / SME / Reversal activities

Structure of sales (year 2012 and 2013)

- n/a

Market position

Monopoly / key player, large / medium / small

Financial data

- n/a

Historical overview of the most important characteristics

Major references

List of products

Know how in physiotherapy, rehabilitation medicine, health prevention and healthy life

Contact Information

- Dr Šahzija Mrkonja
- 062 353 980
- Fax
- E-mail: sanjana@hotmail.com

Other information

Complete explanation about project and know how implementation of the healthy life philosophy thought the work process in the Physiotherapy Centers, Healthy hotels, Spa medical Centers, standardized and branded as Dr Shaza, even chain, anywhere, any country is ready and you can ask meeting with dr Šahzija Mrkonja, owner of the project Healthy life.
**PROJECT PROFILE – „DAIVA CAR“ d.o.o.**

<table>
<thead>
<tr>
<th>Investment opportunity</th>
<th>APARTMENT AND RESTAURANT COMPLEX CONSTRUCTION</th>
</tr>
</thead>
<tbody>
<tr>
<td>Industry sector</td>
<td>CONSTRUCTION AND TURISM</td>
</tr>
<tr>
<td>Location</td>
<td>ISLAND VIS-KOMIZA, REPUBLIC OF CROATIA</td>
</tr>
<tr>
<td>Investment opportunity objective</td>
<td>PROFITS FROM THE SALE</td>
</tr>
</tbody>
</table>

1) Purchase of the building area size 5,233 m², at a price of 200,00 EUR / m² which total amount to: 1,046,600,00 EUR
2) Tax on purchases of building area: 52,330,00 EUR
3) Projects, approvals, permits, infrastructure and construction of apartments area 2,500 m² of living space and 1250 m² covered terraces, 50 parking spaces and 1,000 m² of restaurant space at price of:
   3.1) 2,500 m² apartment x 1500,00 EUR / m² = 3,750,000,00 EUR
   3.2) 1,250 m² terrace x 375,00 EUR / m² = 468,750,00 EUR
   3.3) 50 parking spaces x 15m² = 750m²x32, 00 EUR/m² = 24,000,00 EUR
   3.4) 1,000 m² of restaurant space 1500,00 EUR / m² = 1,500,000,00 EUR

Total investment: 6,841,680,00 EUR

INVESTED CAPITAL SHOULD BE RETURNED FOR TWO YEARS
30% EXTRA PROFIT ON THE INVESTED FUNDS

**Expected investment budget**
Investment according to the above calculation

**Expected collaboration**
JOINT VENTURE ORGANISATION

**Company info**
1) Trade company, with own brand new luxurious sale and business building wit 1,096 m² at Business Center PC-96 in Vitez, BiH
2) Company was founded in 1987 year, reregistered in the year 2000.
3) Structure of the capital: Private.
4) Sale and profit information for the year 2012 is not available.
5) Strengths and Opportunities: Knowledge, skills and ideas, direct import, fast turnover, own sales capacities, free of credit or any other indebtedness of companies and employees, great market knowledge and experience, aspiration for greater successes and profit, remarkably good location of the company at positive and very active business environment with large frequency of customers

**Factory premises**
*

**Manufacturing departments**
*

**Portfolio of products**
*

**Structure of sales (2010, 2011)**
*

**Production and sale by products**
APARTMENTS and RESTAURANTS

**Employees structure**
* 6 employees: manager, financier, engineer, technicians (3)
* Building operatives „Athens“ d.o.o. Zadar, Croatia

**Customers**
PRIVATE INDIVIDUALS

**Financial data**
*

**Contact:**
Emilio Abramović
PHONES: 00 387 62 143 858
          00 387 63 414 707
FAX: 00 387 30 711 324
e-mail: emilio.abramovic@tel.net.ba

**Others**
TOURISM

T-313/2014

RECREATIONAL SPORTS CENTRE DOLI

VARAŠ, BOSNIA AND HERZEGOVINA

PROJECT PROFILE – Vareš Municipality

<table>
<thead>
<tr>
<th>Project title</th>
<th>Recreational sports centre Doli</th>
</tr>
</thead>
<tbody>
<tr>
<td>Industry sector</td>
<td>Tourism</td>
</tr>
<tr>
<td>Location</td>
<td>Municipality of Vareš</td>
</tr>
<tr>
<td>Project objective</td>
<td>Opportunity to employ 30 employees and development of rural regions surrounding the location of Doli</td>
</tr>
<tr>
<td>Key characteristics and project advantages</td>
<td>In the natural surrounding of the Zvijezda mountain the location of Doli is situated which offers potential for the development of tourism and recreational sporting events and content. A trail for a ski lift was marked in 2012 to the length of 800 m, beginning of trail (peak) 1285 m altitude, end of trail (footer) 1100 m altitude. The site spreads over 7 ha of land (70,000 m²) and is located 40 km from Sarajevo and 15 km from Vareša. Close to Doli are two rural communities of Ravne and Zubeta (agricultural households which can offer organic food from their own production) as well as the protected region of Bijanbare (Sarajevo Canton) cooperation with Sarajevo Canton could be utilised for purposes of joint marketing and attracting tourists.</td>
</tr>
<tr>
<td>Financial aspect of investment - project:</td>
<td>ROI 7-10 years; Net Present Value ROI 7-10 years; Expected investment budget – total investment Approximately 3.000.000 €; Expected mode of cooperation with potential investor The municipality is prepared to enter cooperation and offer contribution through the efficient resolution of matters related to project implementation (building and renovation permits) gaining concession and work permits.</td>
</tr>
</tbody>
</table>

Company information

<table>
<thead>
<tr>
<th>Company information</th>
<th>Municipality of Vareš Local level of government Zvijezda 34, 71330 Vareš, ZE DO Canton, BH Municipal mayor Avdija Kovačević</th>
</tr>
</thead>
<tbody>
<tr>
<td>Company size</td>
<td>The municipality has a population of 9.500 residents and a surface area of 390 km².</td>
</tr>
<tr>
<td>Municipal budget (2012 and 2013.)</td>
<td>2012 budget- 2.500.000 BAM; 2013 budget- 3.000.000 BAM</td>
</tr>
<tr>
<td>Market position</td>
<td></td>
</tr>
<tr>
<td>Financial data</td>
<td></td>
</tr>
<tr>
<td>Historical overview of most important characteristics</td>
<td>The Municipality of Vareš possesses 8 national monuments of which the most significant is the Medieval Royal Town of Bobovac, once the administrative centre of the Bosnian kingdom.</td>
</tr>
<tr>
<td>Product list</td>
<td>The economy of Vareš is known for its natural and cultural heritage, natural beauty, traditional processing of ore and metal and its timber industry.</td>
</tr>
<tr>
<td>Contact information</td>
<td>Avdija Kovačević, municipal mayor 00387 32 848 100 00387 32 848 150 <a href="mailto:vares@bih.net.ba">vares@bih.net.ba</a> <a href="http://www.vares.info">www.vares.info</a></td>
</tr>
<tr>
<td>Other information</td>
<td>The protected site of Bijanbare is located close to the Doli site which allows for the opportunity to integrate the tourist offer and develop joint activities for attracting tourists.</td>
</tr>
</tbody>
</table>
PROJECT PROFILE – Vareš Municipality

Industry title: Recreational sport centre Smreka Vareš
Industry sector: Tourism
Location: Municipality of Vareš

Project objective: Recultivation of the area surrounding lake and creating a sustainable recreational sport centre, employment of 50-100 employees depending on investment size and conceptual design of the project.

Key characteristics and project advantages:
The site of the lake located on the open pit Smreka lies southwest of Vareš at a distance of approx 1 km from the town centre with access available from local roads. This lake is situated 50 km from Sarajevo and 80 km from Zenica and is connected to both cities through road and rail infrastructure. The lake accumulated upon termination of operations on the open mine in 1992 which resulted in the accumulation of water and creation of the lake. The surface area of the lake on 12.11.1996 amounted to 125,000 m² with the largest length of 610 m, width of 320 m and depth of 107.05 m. The lowest elevation of the lake amounts to 675.5 m and the highest is 782.1 m altitude. The largest depth of the lake currently amounts to 110 m. The entire space would be enriched with courts for varied recreational sports including basketball, volleyball, tennis, football and similar. In addition, the project foresees adrenaline and competition sports including quad biking, sport climbing, paintball, cross country, mountain biking, rowing, swimming, sport fishing and similar. With the mentioned rich and quality content the surface area in question would become an attraction for tourists of varied needs and interests and would become a regional centre for sport and recreation.

Financial aspect of investment - project:
Return on Investment (ROI), Net Present Value, etc. ROI 10-20 years
Expected investment budget – total investment Estimate of 3,000,000 - 20,000,000 €
Expected mode of cooperation with potential investor The municipality is prepared to enter cooperation and offer its contribution through the efficient resolution of property related issues, gaining concession and work permits.

Company information:
- Municipality Vareš
- Local level of government
- Žvježda 34, 71330 Vareš, ZE DO Canton, BH
- Municipal mayor Avdija Kovačević

Company size:
The Municipality has a population of 9,500 residents and a surface area of 390 km².

Municipal budget (2012. and 2013.)
- Budget for 2012: 2,500,000 BAM
- Budget for 2013: 3,000,000 BAM

Market position:
The Municipality of Vareš possesses 8 national monuments of which the most important is the Royal Medieval Town of Bobovac, once the administrative centre of the Bosnian kingdom.

Product list:
The economy in Vareš is known for its natural and cultural heritage, traditional processing of ore and metal and its timber industry.

Contact information:
- Avdija Kovačević, municipal mayor
- 00387 32 848 100
- 00387 32 848 150
- varestbih.net.ba
- www.varest.info

Other information:
The size of the investment is difficult to accurately determine at this stage as first of all it depends on the size of the region that is to be cultivated, approximately 65 ha.
TOURISM

T-315/2014

AGED CARE CENTRE “VAREŠ MAJDAN”

VAREŠ, BOSNIA AND HERZEGOVINA

PROJECT PROFILE   – Vareš Municipality

<table>
<thead>
<tr>
<th>Project title</th>
<th>Aged Care Centre „Vareš Majdan”</th>
</tr>
</thead>
<tbody>
<tr>
<td>Industry sector</td>
<td>Accommodation and care for elderly citizens</td>
</tr>
<tr>
<td>Location</td>
<td>Municipality of Vareš</td>
</tr>
<tr>
<td>Project objective</td>
<td>Opportunity of employing 15 employees and opening of a Healthy Aging Centre.</td>
</tr>
<tr>
<td>Key characteristics and project advantages</td>
<td>Usable surface area of building 1,100 m² which is divided in two storeys. According to estimates it is essential to invest approximately 600,000 € on reconstruction and equipment. Upon investment a usable surface of 56 beds will be acquired with all characteristics of a modern aged care centre. This investment predicts the employment of 12-15 employees for the management and operation of the centre.</td>
</tr>
<tr>
<td>Financial aspect of investment - project:</td>
<td>Expected ROI is 5 - 7 years</td>
</tr>
<tr>
<td>Expected investment budget-total investment</td>
<td>Approximately 600,000 €</td>
</tr>
<tr>
<td>Expected mode of cooperation with potential investor</td>
<td>The Municipality of Vareš is prepared to enter into cooperation and offer its contribution through efficiently resolving matters related to investment implementation (permits for building, renovation, etc.) gaining concession and work permits.</td>
</tr>
<tr>
<td>Company information</td>
<td>Municipality of Vareš, Local level of government, Zvijezda 34, 71330 Vareš, ZE DO Canton, BH, Municipal mayor Avdija Kovačević</td>
</tr>
<tr>
<td>Company size</td>
<td>The Municipality has a population of 9,500 residents and a surface area of 390 km².</td>
</tr>
<tr>
<td>Municipal budget (2012. and 2013.)</td>
<td>2012 budget 2,500,000 BAM, 2013 budget 3,000,000 BAM</td>
</tr>
<tr>
<td>Financial data</td>
<td></td>
</tr>
<tr>
<td>Historical overview of most important characteristics</td>
<td>The Municipality of Vareš has 8 national monuments of which the most significant is The Medieval Royal Town of Bobovac, the once administrative centre of the Bosnian kingdom.</td>
</tr>
<tr>
<td>Product list</td>
<td>The economy of Vareš is known for its natural beauties, rich cultural tradition, traditional processing of ore, metal and its timber industry.</td>
</tr>
<tr>
<td>Contact Information</td>
<td>Avdija Kovačević, municipal mayor, 00387 32 848 100, 00387 32 848 150, <a href="mailto:vares@bih.net.ba">vares@bih.net.ba</a>, <a href="http://www.vares.info">www.vares.info</a></td>
</tr>
<tr>
<td>Other Information</td>
<td>Additional information can be received from the following document: Architectural concept „Aged Care Centre Vareš Majdan”, Mario Mirčić, architect.</td>
</tr>
</tbody>
</table>
**PROJECT PROFILE – Hetmos Mostar-Hoteli d.d.- Hotel "Bristol"**

<table>
<thead>
<tr>
<th>Project Title</th>
<th>Capital sales, Expansion of business, Partnership</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sector of Industry</td>
<td>Tourism</td>
</tr>
<tr>
<td>Location</td>
<td>Central location of the object, Proximity of the bus station, Railway station, restaurants, the old town area, theaters, etc...</td>
</tr>
<tr>
<td>Objective of the project</td>
<td>Objective of the project is profits increase, quality improvement and possible employment</td>
</tr>
<tr>
<td>Key characteristics and advantages of the project</td>
<td>Location of the object Long tradition Professional and quality service</td>
</tr>
<tr>
<td>The financial aspect of investment - project:</td>
<td>Return on investment(ROI), Net Present Value, etc.</td>
</tr>
<tr>
<td>Period of investment return</td>
<td>10 years</td>
</tr>
<tr>
<td>Budget of expected investment – total investment</td>
<td>7 million euro of own funds, a loan</td>
</tr>
<tr>
<td>Expected mode of cooperation with potential investor</td>
<td>5.5 million euro</td>
</tr>
</tbody>
</table>

### Company information

#### Company size
- Joint-stock company

#### Structure of sales (year 2012 and 2013)
- Total sales – 1,450,000.00 €
- Structure of sales: foreign markets (Serbia, Croatia, Germany, Turkey, Spain, Asia: 40%, domestic markets – 60%)

#### Market position
- Medium

#### Financial data
- Income statement data in 2012/2013 is 1,450,000.00 € (income)
- Netto income for 2012/2013 is 115,000.00 €
- 10,100,000.00 €

#### Historical overview of the most important characteristics
Hotel Bristol is the hotel with the long tradition and its purpose hasn't been changed since its establishment and construction of the facility. Reference: Fortuna Trade Mostar, OSCE, UNDP, Almira Travel, Albania Experience, Fortuna DMC, BH Passport, Audit office of Federation of BH, Federal ministry of environment and tourism, etc...)

#### List of products
- Room sales
- Restaurant service
- Coffee bar and patisseries
- Catering, ceremonies, conference, etc...

#### Contact Information
- Asja Baljić, Director
- Phone: 036/500-100
- Fax: 036/500-502
- E-mail: info@bristol.ba
- Company’s Website: www.bristol.ba

#### Other information
Any information about the company that might be interesting for potential investors (e.g. available feasibility studies, etc.)
### Investment opportunity objective

- Development of sport/winter tourism, as the main factor of tourist offer of canton of Sarajevo, federation of Bosnia and Herzegovina and the complete country Bosnia and Herzegovina.
- Development of infrastructure necessary for a successful promotion of the Olympic mountains and organizing of big international ski competitions.
- New employment.
- Improving of ski season.
- Installation of new ski lifts on Bjelasnica mt. – lifts: “kotlovi” and “heliodrom”, will provide better skiing conditions for skiers. The existing lifts has been installed for the Olympics 1984 yr., and do not fulfill conditions for skiing and big international conditions /low speed and small number of persons/realization of this project will increase the number of skiers, improve safety and provide better finance.
- The project will be realized according to ecologic standards the consumers of “heliodrom” and “kotlovi” are mostly younger generations.

### Indication of returns

<table>
<thead>
<tr>
<th>Expected returns</th>
<th>Expected investment budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>- required funds: 5,000,000 km (3 years)</td>
<td></td>
</tr>
<tr>
<td>- financing plan - partners:</td>
<td></td>
</tr>
<tr>
<td>- cantonal government: 500,000 km per year</td>
<td></td>
</tr>
<tr>
<td>- government of federation b&amp;h: 500,000 km per year</td>
<td></td>
</tr>
<tr>
<td>- possible partners / eu funds: 2,000,000 km (3 years)</td>
<td></td>
</tr>
</tbody>
</table>

### Expected collaboration

- Models of future collaboration that are the most suitable for ZOI’84 ltd. Besides the ordinary bank arrangements are joint investments and profit sharing according to agreed extent.

### Company info

Back in 1978, IOC assigned Sarajevo to host the XIV Winter Olympic Games. The task required highly skilled team in order to face all the challenges and successfully organize and realize the Games.

Therefore Sarajevo City Council established Organization Committee which, after successfully organized Games, transforms to a company. On March 23rd 1984., ZOI’84 Olympic Centre Sarajevo Ltd. becomes legal successor of the Organization Committee of the XIV Winter Olympic Games with all its sport and leisure facilities. Nowadays, ZOI’84 Olympic Centre Sarajevo Ltd. has around 140 capable and highly motivated employees with the two common goals: to revitalize Olympic spirit and bring the Olympics back to Sarajevo.

ZOI’84 manages most of the facilities built for 1984 Olympics, and at the moment there are four organization units:

- The main five floors building;
TOURISM

ski center Bjelašnica Igman; The Olympic Hall Zetra; ZOI TOURS- Travel Agency. ZOI '84 Ltd also manages bob-sled run on Trebević Mt., near the city center, as well as some other objects, which unfortunately were destroyed during the war. Reconstruction of bob-sled run requires huge funds, which ZOI '84 Ltd. is not able to provide at the moment.

We also are owners of Stojakove: The representative hotel complex, on the area of 4 hectares, is situated near the Vralo Bosna, under the Igman Mt. We currently work on restauration and reconstruction documentation for this projects. At the moment, we are seeking for the investors for joint projects at Stojakove (hotels, restaurants, golf courses...). Hotel VIS 2 is also one of ZOI '84 Ltd facilities. This Hotel is placed on the most beautiful beaches of Dubrovnik city (Croatia).

SKI CENTER – BJELASICA IGMAN

The Olympic mountain Bjelašnica is located 32 km from a city center, and 23 km from International Airport. Visitors of Bjelašnica are welcomed to come and enjoy Ski lifts, chairlifts, ski slopes, restaurants...

- Tripple charlift – 1150 persons/hour; Double charlift – 1200 persons/hour;
- Ski lift Sumsi skia – 900 persons/hour;
- Ski lift Babin do – 900 persons/hour;
- Ski lift Hekadin – 900 persons/hour;
- Ski lift Kotljevka – 900 persons/hour;
- Ski lift Kotlovi – 900 persons/hour

IGMAN MT.

Mt. Igman, one of the olympic mountains, is situated 32 km from Sarajevo, and 23km from International Airport. It is well known for its climate perfectly suitable for training activities, and is highly recommendable for sports and health tourism. More precisely, all our facilities are settled at Veliko and Malo polje.

There are 30 km Cross-country and BIATLON tracks, as well as some other damaged facilities that are not in function. Improving our offer we installed three baby lifts on Veliko polje.

Facilities on Malo polje:

There are two ski jumps (70 and 90 meters) at Malo polje. There also were ski jumps (10.25 and 40 meters) which were completely destroyed, as well as some other objects. Most important damaged objects are Hotels SKI (Malo polje) and Igman (Veliko polje);

Double charlift Malo polje – 1200 persons/hour;
Baby lifts 4X300 – 1200 persons/hour.

ZETRA THE OLYMPIC HALL

The Olympic Hall Zetra was built in 1982, and the closing ceremony of XIV WOG took place in Zetra. This complex of 72.668 meters includes:

- Speed skating stadium;
- The olympic hall;
- The olympic museum;
- The olympic combob;
- The energetic department;
- Parking / 500 parking places /8150m.

HOTEL VIS 2 IN DUBROVNIK

Hotel VIS 2 is placed on the most beautiful beaches of Dubrovnik city. ZOI '84 OCS Ltd. is owner of VIS 2. We are seeking for possible investors in reconstruction of VIS 2 Hotel, for which we already poses Project documentation TRAVEL AGENCY ZOI TOURS

Travel Agency ZOI TOURS was one of leading agencies in former Yugoslavia. It was temporarily closed after the war – and reactivated in April 2008 year. Our main goal is the incoming tourism and promotion of all the potentials and beauty of our Country Bosna and Herzegovina. Our wide offer includes eco tourism (visits to traditional Bosnian villages, Canon of Rakitnica, waterfalls, ...), religious tourism (Mođugorje, Ajvatovica), ...

Factory premises

Manufacturing departments

Portfolio of products

Structure of sales (2014, 2016)

Employees structure

Customers

Financial data

BILANCE OF INCOMES/SUCCESS

- TOTAL TRANSACTIONS: 3.000.000 E
- TOTAL FEE: 1.900.000E
- GROSS PROFIT: 830.000E
- BALANCE SHEET
- BASE FUNDS: 28.100.376,00 KM
- CASH: 583.277,00 KM
- STOCK: 5.316.068,00 KM
- CUSTOMERS: 292.809,00 KM
- OTHER CURRENT ASSETS: 38.758.663,00 KM
- TOTAL ASSETS: 74.658.008,00 KM
- BALANCE SHEET – LIABILITY
- FUNDS/CAPITAL: 38.898.863,00 KM;
- LONG TERM OBLIGATIONS: 11.248.105,00 KM

Address:
The Agency is placed in the main ZOI o-building; Brašilaca Sarajevo 21/7 71000 SARAJEVO , BIH
Kontakt informacije
Tel. 03087 33 550 810 ili 00387 550 811
Contact person: Amir Ibrahimović
GENERAL MANAGER: Denial Bajreč
Tel. 03087 33 212 018
00387 33 212 035
Fax. 00387 33 212 027
e-mail: zoitours@zoi84.ba
www.zoi84.ba

Web: www.zoi84.ba
**PROJECT PROFILE – ZOI 84 DOO SARAJEVO**

<table>
<thead>
<tr>
<th>Investment opportunity objective</th>
<th>COLLECTIVE WATER –WELL</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Location</strong></td>
<td>Sarajevo / the Olympic mt. Igman</td>
</tr>
<tr>
<td><strong>Investment opportunity objective</strong></td>
<td>Improving of winter season by providing the artificial snow – the project includes collecting the rainfall, to be used for producing the artificial snow. It is very important part of the snow making system on Bjelašnica mt. – that will provide reduction and exclude the consumption of potable water for this purpose. Development of infrastructure necessary for a successful promotion of the olympic mountains and organizing of big international ski competitions</td>
</tr>
<tr>
<td><strong>Indication of returns</strong></td>
<td>restart/end of implementation: 2014yr. – 2016.yr.</td>
</tr>
<tr>
<td><strong>Expected investment budget</strong></td>
<td>required funds: 7.000.000 km /3 years</td>
</tr>
<tr>
<td></td>
<td>financing plan - partners:</td>
</tr>
<tr>
<td></td>
<td>cantonal government:</td>
</tr>
<tr>
<td></td>
<td>2.100.000 km / 700.000 per year</td>
</tr>
<tr>
<td></td>
<td>government of federation B&amp;H:</td>
</tr>
<tr>
<td></td>
<td>2.100.000 KM/700.000 per year</td>
</tr>
<tr>
<td></td>
<td>possible partners / eu funds: 2.800.000 km</td>
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<tr>
<td></td>
<td>1.400.000 KM /2010.yr</td>
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<tr>
<td></td>
<td>700.000KM/2011.yr</td>
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<td>700.000KM/2012.yr</td>
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SKI CENTER – BJEŁAŠNICA IGMAN
The Olympic mountain Bjeľašnica is located 32 km from a city center, and 23 km from International Airport. Visitors of Bjeľašnica are welcomed to come and enjoy ski lifts, chairlifts, ski slopes, restaurants...

- Triple chairlift – 1350 persons/hour;
- Double chairlift – 1200 persons/hour;
- Ski lift Šumski skok – 900 persons/hour;
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2012. year - number of employees: 197
2013. year - number of employees: 220
age structure: 37

Financial data

- TOTAL TRANSACTIONS: 3.000.000 E
- TOTAL FEE: 1.900.000E
- GROSS PROFIT: 830.000E
- BALANCE SHEET
- BASE FUNDS: 28.100.376,00 KM
- CASH: 583.277,00 KM
- STOCK: 5.316.068,00 KM
- CUSTOMERS: 292.839,00 KM
- OTHER CURRENT ASSETS: 68.758.663,00 KM
- TOTAL ASSETS: 74.658.008,00 KM
- BALANCE SHEET – LIABILITY
- FUNDS/CAPITAL: 38.896.863,00 KM;
- LONG TERM OBLIGATIONS: 168.518.000 KM;
- SHORT TERM OBLIGATIONS: 11.248.105,00 KM

Contact:
Address: The Agency is placed in the main ZOI-s building: Branilaca Sarajevo 21/ 71000 SARAJEVO , BIH
Kontakt informacije
Tel. 00387 33 550 810 ili 00387 550 811
Contact person: Amir Ibraimović
GENERAL MANAGER: Demal Bisić
Tel. 00387 33 212 018 00387 33 212 035
Fax. 00387 33 212 027
e-mail: zoitours@zoi84.ba amirzoi84@bih.net.ba
Web: www.zoi84.ba
RECONSTRUCTION AND MODERNIZATION OF SKI JUMPS ON OLYMPIC MT. IGMAN

SARAJEVO, BOSNIA AND HERZEGOVINA

PROJECT PROFILE- ZOI 84 DOO SARAJEVO

Investment opportunity

RECONSTRUCTION AND MODERNIZATION OF SKI JUMPS ON OLYMPIC MT. IGMAN

Industry sector

Tourism /SUMMER & WINTER TOURISM

Location

Sarajevo /The Olympic Mt. IGMAN

Investment opportunity objective

Development of summer and winter tourism on Igman Mt.
Reconstruction of ski jumps on Igman Mt. according to the rules os FIS - modernization/development of sport/winter and summer tourism, as the main factor of tourist offer of Canton of Sarajevo, Federation of Bosnia and Herzegovina and the complete country Bosnia and Herzegovina; Development of infrastructure necessary for a successful promotion of the Olympic mountains and organizing of big international ski - jumping competitions;
Improving of winter season by providing a possibility of ski jumping, and jumping events.
Summer tourism/summer competitions, summer jumping, restaurant services – offer, .../
THE OLYMPIC MT. IGMAN, it is well known for its climate perfectly suitable for training activities, and is highly recommendable for sports and health tourism.

Indication of returns

Expected investment budget

Required funds: 8,000,000 eur /2 years (according to the existing project documentation – offered by austrian company hofrichter-ritter)

financing plan - partners:
• possible partners
• eu funds
• international olympic comitee (solidarity foundation)

Expected collaboration

Company info

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TOURISM

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- Tripple chairlift – 1350 persons/hour;
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- Ski lift Sumski skok – 900 persons/hour;
- Ski lift Babin do – 900 persons/hour;
- Ski lift Hallidrom – 900 persons/hour;
- Ski lift Koliševka – 900 persons/hour;
- Ski lift Klotzi – 900 persons/hour

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Factory premises

Manufacturing departments

Portfolio of products

Structure of sales (2014, 2016)

- SKI CENTER and THE POLYMPIC HALL ZETRA

production and sale by products

Employees structure 2011. year – number of employees: 140

| 2012. year – number of employees: 197 |
| 2013. year – number of employees: 220 |
| age structure: 37 |

| Customers |
| Hit colloseum -10%; |
| City of Sarajevo – 5%; |
| Canton of Sarajevo (sport and cultural manifestations) – 25%; |
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| Fipa – 5%; |

| Financial data |
| TOTAL TRANSACTIONS: 3.000.000 E |
| TOTAL FEE: 1.900.000E |
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| BALANCE SHEET |
| BASE FUNDS: 28.100.376,00 KM |
| CASH: 583.277,00 KM |
| STOCK: 5.316.068,00 KM |
| CUSTOMERS: 292.809,00 KM |
| OTHER CURRENT ASSETS: 88.898.863,00 KM |
| TOTAL ASSETS: 74.658.008,00 KM |
| BALANCE SHEET – LIABILITY |
| FUNDS/CAPITAL: 38.898.863,00 KM; |
| LONG TERM OBLIGATIONS: 168.518,00 KM; |
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| Address |
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| Kontakto informacije |
| Tel. 00387 33 550 810 ili 00387 33 550 811 |
| Contact person: Amir Ibrahimović |
| GENERAL MANAGER: Damir Bisić |
| Tel. 00387 33 212 018 |
| 00387 33 212 035 |
| Fax. 00387 33 212 027 |
| e-mail: zoitours@zoi84.ba |
| umirzic84@hotmail.com |
| Web: www.zoi84.ba |

Others
T-320/2014

NEW SKI SLOPES ON BJELASNICA AND IGMAN

SARAJEVO, BOSNIA AND HERZEGOVINA

TOURISM

Investment opportunity

NEW SKI SLOPES ON LISIČJA GLAVA AND ŠILJAK / BJELAŠNICA

Industry sector

Tourism / summer & winter tourism

Location

Sarajevo / the Olympic mt. Bjelašnica

Investment opportunity objective

Development of infrastructure necessary for a successful promotion of the Olympic mountains and organizing of big international ski competitions;

Development of sport winter tourism, as the main factor of tourist offer of Canton of Sarajevo, Federation of Bosnia and Herzegovina and the complete country Bosnia and Herzegovina

Indication of returns

Expected investment budget

FINANCING PLAN:

GOVERNMENT (CANTON OF SARAJEVO): 1,900,000 per year

GOVERNMENT (FEDERATION OF BOSNIA AND HERZEGOVINA): 1,900,000 per year

Expected collaboration

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TOURISM

TOURISM

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-  The olympic comitee;
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Structure of sales (2008, 2009)

-  Ski CENTER and THE OLYMPIC HALL ZETRA hostes about 600.000 persons per a year (skating, concerts, sport events, skiing...).

Production and sale by products

Employees structure

2011. year - number of employees: 146
2012. year - number of employees: 197
2013. year – number of employees: 220

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Financial data

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Kontakt informacije
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Contact person: Amir Ibrahmović
GENERAL MANAGER: Demal Bisic
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00387 33 212 035
Fax. 00387 33 212 027
e-mail: zoitours@zoi84.ba
amirzoitours@bih.net.ba
Web: www.zoi84.ba

Others
**PROJECT PROFILE - ZOI 84 DOO SARAJEVO**

### Investment opportunity

**RECONSTRUCTION OF WATER ACUMULATION / POOL ON VELIKO POLJE - IGMAN MT.**

### Industry sector

TOURISM – SUMMER AND WINTER

### Location

SARAJEVO – OLYMPIC MT. IGMAN – VELIKO POLJE

### Investment opportunity objective

Development of sport/winter and summer tourism, as the main factor of tourist offer of Canton of Sarajevo, Federation of Bosnia and Herzegovina and the complete country Bosnia and Herzegovina;

Development of infrastructure necessary for a successful promotion of the Olympic mountines and organizing of big international ski jumping competitions, as well as summer activities.

THE OLYMPIC MT. IGMAN, It is well known for its climate perfectly suitable for training activities, and is highly recommendable for sports and health tourism.

### Indication of returns

**REQUIRED FUNDS:** 2,000,000 KM/2 years

**FINANCING PLAN – PARTNERS:**

- CANTONAL GOVERNMENT: 200,000 KM/per year
- GOVERNMENT OF FEDERATION B&H: 200,000 KM/per year
- POSSIBLE PARTNERS / EU FUNDS: 800.000KM / 3 years

### Expected collaboration

Expected collaboration:

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Portfolio of products

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<th>Structure of sales (2014, 2016)</th>
</tr>
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<tr>
<td>SKI CENTER and THE POLYMPIC HALL ZETRA hosts about 600.000 persons per a year (skating, concerts, sport events, skiing, ...)</td>
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Production and sale by products

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WATER ACUMULLATIONS – STINJA LOKVA/BJELASNICA MT

SARAJEVO, BOSNIA AND HERZEGOVINA

PROJECT PROFILE - ZOI 84 DOO SARAJEVO

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</tr>
<tr>
<td><strong>Location</strong></td>
<td>Sarajevo / The Olympic Mt. Bjelašnica</td>
</tr>
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**Investment opportunity objective**
- a) Development of sport winter tourism, as the main factor of tourist offer of Canton of Sarajevo, Federation of Bosnia and Herzegovina and the complete country Bosnia and Herzegovina.
- b) Development of infrastructure necessary for a successful promotion of the Olympic mountains and organizing of big international ski competitions.
- c) New employment.
- d) Improving of winter season – not depending of natural snow.

**Indication of returns**

- **REQUESTED FUNDS:**
  - 7.000.000 KM

- **FINANCING PROCEDURE:**
  - CANTONAL GOVERNMENT:
    - 700.000 KM / per year
  - GOVERNMENT OF FEDERATION BOSNIA AND HERZEGOVINA:
    - 700.000 KM / per year
  - POSSIBLE INVESTORS/EU FUNDS:
    - 2.800.000 KM / 3 years

**Expected investment budget**

**Expected collaboration**
- Models of future collaboration that are the most suitable for ZOI’84 Ltd. (besides the ordinary bank arrangements) are Joint investments and profit sharing according to agreed extent.

**Company info**
- Back in 1978, IOC assigned Sarajevo to host the XIV Winter Olympic Games. The task required highly skilled team in order to face all the challenges and successfully organize and realize the Games.
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- Nowadays, ZOI’84 Olympic Centre Sarajevo Ltd. has around 140 capable and highly motivated employees with the two common goals: to revitalize Olympic spirit and bring the Olympics back to Sarajevo.
- ZOI’84 manages most of the facilities built for 1984 Olympics, and at the moment there are four organization units:
  - The main / five floors/ building;
  - Ski center Bjelašnica-Igman;
TOURISM

The Olympic Hall Zetra;

ZOI TOURS-Travel Agency.

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We also are owners of Stožicevčak / The representative hotel complex, on the area of 4 hectare, is situated near the Vrelo Bosna, under the Igman Mt. We currently work on restoration and reconstruction documentation for this projects. At the moment, we are seeking for the investors for joint projects at Stožicevčak (hotels, restaurants, golf course...).

Hotel VIS 2 is also one of ZOI’84 Ltd facilities. This Hotel is placed on the most beautiful beaches of Dubrovnik city (Croatia).

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The Olympic mountain Bjelašnica is located 32 km from a city center, and 23 km from International Airport. Visitors of Bjelašnica are welcomed to come and enjoy ski lifts, chairlifts, ski slopes, restaurants ...

- Triple chairlift – 1350 persons/hour;
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- Ski lift Sumski šok – 900 persons/hour;
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- Ski lift Heliodrom – 900 persons/hour;
- Ski lift Kolija – 900 persons/hour;
- Ski lift Kotlov – 900 persons/hour

IGMAN Mt.

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There are two ski jumps (70 and 90 meters) at Malo polje. There are 30 km of Cross-country and BIATLON tracks, as well as some other damaged facilities that are not in function. Improving our offer we installed three baby lifts on Veliko polje.

Facilities on Malo polje: Double chairlift Malo polje – 1200 persons/hour; Baby lifts 4X300 – 1200 persons/hour.

ZETRA THE OLYMPIC HALL

The Olympic Hall Zetra was built in 1982, and the closing ceremony of XV WOG took place in Zetra. This complex of 72,668 meters includes:

• Speed skating stadium;
• The olympic hall;
• The olympic museum;
• The olympic complex;
• The energetic department;
• Parking / 500 parking places / 8150m²

HOTEL VIS 2 IN DUBROVNIK

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# Tourism

**T-323/2014**

**NEW SKI SLOPES ON LISIČIJA GLAVA AND ŠILJAK / BJELAŠNICA**

SARAJEVO, BOSNIA AND HERZEGOVINA

## Project Profile – ZOI 84 DOO SARAJEVO

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<td>tourism / summer &amp; winter tourism</td>
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<td><strong>FINANCING PLAN:</strong></td>
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<td><strong>Expected investment budget</strong></td>
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- The main five floors building;
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- The Olympic Hall Zetra;
- ZOI TOURS Travel Agency.

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TOURISM

TOURISM

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Financial data

- TOTAL TRANSACTIONS: 3.000.000 E
- TOTAL FEE: 1.900.000E
- GROSS PROFIT: 830.000E
- BALANCE SHEET
- BASE FUNDS: 28.100.376,00 KM
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- FUNDS/CAPITAL: 38.898.863,00 KM;
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Contact:

Tel. 00387 33 312 018 00387 33 212 035
Fax. 00387 33 212 027
e-mail:
zoi84@bih.net.ba
amirzoi@bih.net.ba
Web: www.zoi84.ba

Others

Factory premises

Manufacturing departments

Portfolio of products

Structure of sales (2008, 2009)

<table>
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<tr>
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Contact:

- Tel. 00387 33 550 810 ili 00387 550 811
- Contact person: Amir Ibrahimović
- GENERAL MANAGER: Demal Bisčić
- Tel. 00387 33 212 018 00387 33 212 035
- Fax. 00387 33 212 027
- e-mail: zoi84@bih.net.ba
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Portfolio of products
PROJECT PROFILE - ZOI 84 DOO SARAJEVO

Investment opportunity

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<tr>
<td>Location</td>
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**Investment opportunity objective**

- REQUIRED FUNDS: 19,000,000 KM
- /3 years
- FINANCING PLAN:
  - GOVERNMENT (CANTON OF SARAJEVO):
    - 1,900,000 per year
  - GOVERNMENT (FEDERATION OF BOSNIA AND HERZEGOVINA):
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  - POSSIBLE PARTNERS/EU FUNDS:
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**Indication of returns**

**Expected investment budget**

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**Contact:**
- The Agency is placed in the main ZOI-s building: Branilaca Sarajevo 21 71000 SARAJEVO, BIH
- Tel. 00387 33 212 018
- 00387 33 212 035
- Fax. 00387 33 212 027
- e-mail: zoi84@zoi84.ba
- amirzoi84@bih.net.ba
- Web: www.zoi84.ba

**Others**
- **Age structure: 37**
- **Factories premises**
  - **ALREADY DESCRIBED IN “ABOUT COMPANY”**
- **Manufacturing departments**
  - **Portfolio of products**
- **Structure of sales (2008, 2009)**
  - **Production and sale by products**
- **Employees structure**
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  - 2013 - number of employees: 220
TOURISM

T-325/2014

HOTEL BOSNALIJEK ON BJELAŠNICA MT.

SARAJEVO, BOSNIA AND HERZEGOVINA

PROJECT PROFILE - ZOI 84 DOO SARAJEVO

Investment opportunity

- HOTEL BOSNALIJEK ON BJELAŠNICA MT.

Industry sector

- TOURISM

Location

- SARAJEVO/ Olympic Mt. Bjelašnica

Investment opportunity objective

- Tourism industry still in development phases after the war devastation, but identified as one of the key industrial fields of Bosnia and Herzegovina
- Equally high potential for summer and winter tourism
- Sarajevo was host to the Winter Olympic games in 1984
- Among the richest bio-diversity in Europe
- Eco-tourism growth potential
- Increasing foreign tourist numbers since 2000

Indication of returns

- Total remaining value of the project is estimated at 7 million EUR
- Bosnalijek will in addition to the already invested funds contribute with the detailed Hotel project and detailed business plan
- Local Bosnalijek stuff will provide support for local authorities, necessary permits and other necessary administrative support.
- Management of the hotel will be discussed jointly between the partners
- Construction is planned to start in 2010 with Hotel opening planned before the start of the winter season 2011/2012
- Sources of financing would be the combination of private equity and commercial loans
- Joint Venture company will be registered in Bosnia and Herzegovina

Expected investment budget

- BOSNALIJEK:
  - Bosnalijek is a leading industrial producer of generic pharmaceutical products in Bosnia and Herzegovina with activities in more than 20 countries on three continents with annual turnover of over 50 million EUR
  - Bosnalijek is quoted on the Sarajevo Stock Exchange and is one of the most liquid companies in the B&H capital market
  - Bosnalijek involvement in tourism began in 2005 with the construction of the apartment complex on the Bjelasica mountain as part of its strategy to participate in the development of the local community
- Contacts

- ZOI’84 LTD:
  - Back in 1978, IOC assigned Sarajevo to host the XIV Winter Olympic Games. The task required highly skilled team in order to face all the challenges and successfully organize and realize the Games. Therefore Sarajevo City Council established Organization Committee which, after successfully organized Games, transforms to a company. On March 23rd 1984, ZOI ’84 Olympic Centre Sarajevo Ltd becomes legal successor of the Organization Committee of the XIV Winter Olympic Games with all its sport and leisure facilities. Nowadays, ZOI’84 Olympic Centre Sarajevo Ltd. has around 140 capable and highly motivated employees with the two common goals: to revitalize Olympic spirit and bring the Olympics back to Sarajevo. ZOI’84 manages most of the facilities built for 1984 Olympics, and at the moment there are four organization units:
The main five floors building; 
Ski center Bjašnica-Igman; 
The Olympic Hall Zetra; 
ZOI'84 Ltd also manages bob-sled run on Trebević Mt., near the city center, as well as some other objects, which unfortunately were destroyed during the war. Reconstruction of bob-sled run requires huge funds, which ZOI'84 Ltd. is not able to provide at the moment. 
We also are owners of Stojevac /The representative hotel complex, on the area of 4 hectare, is situated near the Vrelo Bosna, under the Igman Mt. We currently work on restauration and reconstruction documentation for this project. At the moment, we are seeking for the investors for joint projects at Stojevac (hotels, restaurants, golf courses...). 
Hotel VIS 2 is also one of ZOI'84 Ltd facilities. This Hotel is placed on the most beautiful beaches of Dubrovnik city (Croatia).

SKI CENTER – BJAŠNICA IGMAN
The Olympic mountain Bjašnica is located 32 km from a city center, and 23 km from International Airport. Visitors of Bjašnica are welcomed to come and enjoy Ski lifts, chairlifts, ski slopes, restaurants... 
  - Triple chairlift – 1350 persons/hour; 
  - Double chairlift – 1200 persons/hour; 
  - Ski lift Sumski skok – 900 persons/hour; 
  - Ski lift Babin do – 900 persons/hour; 
  - Ski lift Heliodrom – 900 persons/hour; 
  - Ski lift Kolijevka – 900 persons/hour; 
  - Ski lift Kotlovi – 900 persons/hour

IGMAN MT.
Mt. Igman, one of the olympic mountains, is situated 32 km from Sarajevo, and 23km from International aeroport. It is well known for its climate perfectly suitable for training activities, and is highly recommendable for sports and health tourism. More precisely, all our facilities are settled at Veliko and Malo polje.

There are 30 km of Cross-country and Biathlon tracks, as well as some other damaged facilities that are not in function.

Improving our offer we installed three baby lifts on Veliko polje. Facilities on Malo polje:

There are two ski jumps (70 and 90 meters) at Malo polje. There also were ski jumps (10,25 and 40 meters) which were completely destroyed, as well as some other objects.

Most important damaged objects are Hotels SKI (Malo polje) and IGMAN (Veliko polje);

Double chairlift Malo polje – 1200 persons/hour; 
Baby lifts 4X300 – 1200 persons/hour. 

ZETRA THE OLYMPIC HALL
The Olympic Hall Zetra was built in 1982. and the closing ceremony of XIV WOG took place in Zetra. This complex of 72.668 meters includes: 
  - Speed skating stadium; 
  - The olympic hall; 
  - The olympic museum; 
  - The olympic comitee; 
  - The energetic department; 
  - Parking / 500 parking places /8150m.

HOTEL VIS 2 IN DUBROVNIK
Hotel VIS 2 is placed on the most beautiful beaches of Dubrovnik city. ZOI'84 OCS Ltd. is owner of VIS 2. We are seeking for possible investors in reconstruction of VIS 2 Hotel, for which we already poses Project documentation 

TRAVEL AGENCY ZOI TOURS

Travel Agency ZOI TOURS was one of leading agencies in EX-Yugoslavia. It was temporarily closed after the war - and reactivated in April 2008 year. Our main goal is the incoming tourism and promotion of all the potentials and beauty of our Country Bosnia and Herzegovina. Our wide offer includes eco tourism (visits to traditional Bosnian villages, Canon of Rakitnica, waterfalls, ...) religious tourism (Međugorje, Apatovica,...)
TOURISM

Employees structure

- **BOSNALIJEK**
- Number of employees 621
- 20 - 35 = 258 employees
- 36 - 50 = 229 employees
- 51 - 60 = 110 employees
- Preko 60 = 24 employees
- (2008 - 623 employees; 2009 - 621 employees)

**ZOI’84**
2011. year - number of employees: 140
2012. year - number of employees: 197
2013. year – number of employees: 220
age structure: 37

Customers

Financial data

<table>
<thead>
<tr>
<th>BOSNALIJEK</th>
<th>2008</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>54.774</td>
<td>56.012</td>
</tr>
<tr>
<td>Expenses for the sold</td>
<td>21.711</td>
<td>19.884</td>
</tr>
<tr>
<td>Gross profit</td>
<td>33.062</td>
<td>36.127</td>
</tr>
<tr>
<td>Operating expenses</td>
<td>26.663</td>
<td>28.207</td>
</tr>
<tr>
<td>amortization</td>
<td>5.559</td>
<td>4.788</td>
</tr>
<tr>
<td>Taxes</td>
<td>Total assets</td>
<td>80.253</td>
</tr>
<tr>
<td>Net profit</td>
<td>Equity</td>
<td>54.950</td>
</tr>
</tbody>
</table>

**ZOI’84**

**BALANCE OF INCOMES/SUCCESS**

- TOTAL TRANSACTIONS: 3.000.000 E
- TOTAL FEE: 1.900.000E
- GROSS PROFIT: 830.000E
- BALANCE SHEET
- BASE FUNDS: 28.100.376,00 KM
- CASH: 583.277,00 KM
- STOCK: 5.316.068,00 KM
- CUSTOMERS: 292.809,00 KM
- OTHER CURRENT ASSETS: 68.758.663,00 KM
- TOTAL ASSETS: 74.658.008,00 KM

**BALANCE SHEET – LIABILITY**

- FUNDS/CAPITAL: 38.898.863,00 KM;
- LONG TERM OBLIGATIONS: 168.516,00 KM;
- SHORT TERM OBLIGATIONS: 11.248.105,00 KM

Contact:

ZOI’84 LTD.
Branilaca Sarajevo 21/ 71000 SARAJEVO, BIH
Kontakt informacije
Tel. 00387 33 550 810 ili 00387 550 811
Contact person: Amir Ibrahimović
GENERAL MANAGER: Demal Bisić
Tel. 00387 33 212 018
00387 33 212 035
Fax. 00387 33 212 027
e-mail: zoi84bdz@bih.net.ba
amirzoi84@bih.net.ba
zoltours@zoi84.ba
Web: www.zoi84.ba

Others

PARTNERS ON THIS PROJECT ARE BOSNIAN COMPANIES BOSNALIJEK AND ZOI’84 Ltd.
PROJECT PROFILE – ZOI 84 DOO SARAJEVO

<table>
<thead>
<tr>
<th>Investment opportunity</th>
<th>SNOW MAKING SYSTEM ON BJELAŠNICA MOUNTAIN</th>
</tr>
</thead>
<tbody>
<tr>
<td>Industry sector</td>
<td>tourism / winter tourism</td>
</tr>
<tr>
<td>Location</td>
<td>Sarajevo / the Olympic mt. Igman</td>
</tr>
</tbody>
</table>

- Installation of snow making system / central slope on Bjelasnica Mt.;
- Development of sport winter tourism, as the main factor of tourist offer of Canton of Sarajevo, Federation of Bosnia and Herzegovina and the complete country Bosnia and Herzegovina;
- Development of infrastructure necessary for a successful promotion of the Olympic mountains and organizing of big international ski competitions;
- Improving of winter season by producing the artificial snow.

The project of SNOW MAKING SYSTEM ON BJELAŠNICA Mt. includes three LOTS/LOT1, LOT2 and LOT3. LOT 1 has already been realized by the end of 2009 yr.

By the realization of LOT2 and LOT3 we’ll provide better skiing season, not depending of natural snow. Lack of natural snow is a huge problem of ski centers all over the world.

The LOT 1 includes: Artificial lake, snow making machines, hydrants, installations, pump stations, ...

start/end of implementation: 2014 yr. – 2017 yr.
required funds: 4.000.000 k/m 4 years

<table>
<thead>
<tr>
<th>Indication of returns</th>
</tr>
</thead>
<tbody>
<tr>
<td>start/end of implementation: 2014 yr. – 2017 yr.</td>
</tr>
<tr>
<td>required funds: 4.000.000 k/m 4 years</td>
</tr>
<tr>
<td>financing plan</td>
</tr>
<tr>
<td>government (canton of Sarajevo): 400.000 per year</td>
</tr>
<tr>
<td>government (federation of Bosnia and Herzegovina): 400.000 per year</td>
</tr>
<tr>
<td>possible partners funds: 1.600.000 k/m</td>
</tr>
<tr>
<td>lot 1 of the project has been financed by cantonal government and ZOI'84 ltd.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Expected investment budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>Expected collaboration: Models of future collaboration that are the most suitable for ZOI'84 Ltd. besides the ordinary bank arrangements are Joint investments and profit sharing according to agreed extent.</td>
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<td>Back in 1978, IOC assigned Sarajevo to host the XIV Winter Olympic Games. The task required highly skilled team in order to face all the challenges and successfully organize and realize the Games. Therefore Sarajevo City Council established Organization Committee which, after successfully organized Games, transforms</td>
</tr>
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</table>
TOURISM

Ski Center and the Olympic Hall Zetra hosts... 

Hotel VIS 2 is placed on the most beautiful beaches of Dubrovnik city. ZOI'84 OCS Ltd is owner of VIS 2. We are seeking for possible investors in reconstruction of VIS 2 Hotel, for which we already possess Project documentation.

Travel Agency ZOI TOURS was one of leading agencies in EX-Yugoslavia. It was temporarily closed after the war and reactivated in April 2008 year. Our main goal is the incoming tourism and promotion of all the potentials and beauty of our Country Bosnia and Herzegovina. Our wide offer includes eco tourism (visits to traditional Bosnian villages, Canon of Rakitnica, waterfalls, ...), religious tourism (Medugorje, Ajvatovica, ...)

Factory premises

Manufacturing departments
- Ski Center and the Olympic Hall Zetra hosts about 600,000 persons per year (skating, concerts, sport events, skiing, ...)

Production and sale by products

Employees structure

2011. year - number of employees: 140
2012. year - number of employees: 197
2013. year - number of employees: 220

Age structure: 37

Customers

TRI Curisuem: 10%;
City of Sarajevo: 5%;
Canton of Sarajevo: 16%;
City of Sarajevo: 5%
BH Telecom: 5%
Fipa: 5%

Financial data

Address: 
The Agency is placed in the main ZOI's building: Branilica Sarajevo 21/1 71000 SARAJEVO, BiH
Kontakt informacije
Tel. 033 550 810 ili 033 550 811
Fax: 033 212 027
e-mail: zoitours@zoi84.ba
amirzoi84@bih.net.ba
Web: www.zoi84.ba

Contact:
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033 33 212 035
Fax. 033 33 212 027
e-mail: zoitours@zoi84.ba
amirzoi84@bih.net.ba
Web: www.zoi84.ba

Others

Portion of products

Structure of sales (2008, 2009)

Financial data

BILANCE OF INCOMES/SUCCESS

- Total transactions: 3.000.000  E
- Total FEE: 1.900.000  E
- Gross Profit: 830.000  E
- Balance sheet:
  - Cash: 583.277,00  KM
  - Stocks: 5.316.068,00  KM
  - Other current assets: 68.758.663,00  KM
  - Total assets: 74.658.008,00  KM

- Long term obligations: 168.518,00  KM
- Other current liabilities: 11.248.105,00  KM
- Total liabilities: 86.914.723,00  KM
- Short term obligations: 11.248.105,00  KM
- Other liabilities: 380.000,00  KM
- Total liabilities: 87.294.723,00  KM
- Total equity: 5.363.285,00  KM
- Total profit: 280.000  E
**PROJECT PROFILE – ZOI 84 DOO SARAJEVO**

### Investment opportunity

**SELF PROPELLED DEVICES FOR SKI SLOPE MAINTAINING**

**SARAJEVO, BOSNIA AND HERZEGOVINA**

**Industry sector**
- Tourism / winter tourism

**Location**
- Sarajevo / the Olympic mt. Igman

**Investment opportunity objective**
- By this project we’ll provide a possibility of automatic ski slopes maintaining in a case of bad weather conditions and during the night, as well. DEVELOPMENT of sport winter and summer tourism, as the main factor of tourist offer of Canton of Sarajevo, Federation of Bosnia and Herzegovina and the complete country Bosnia and Herzegovina; Development of infrastructure necessary for a successful promotion of the Olympic mountines and organizing of big international ski competitions;
- Improving of winter season.

### Indication of returns

**Expected investment budget**
- Required funds: 2.800.000 eur /2 years
- Financing plan – partners:
  - Cantonal government: 80.000 km/year
  - Government of federation BiH: 280.000 km/year
  - Possible partners / eu funds: 1.120.000 km /3 years

### Company info

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Bosnia, under the Igman Mt. We currently work on restauration and reconstruction documentation for this projects. At the moment, we are seeking for the investors for joint projects at Stojčevac (hotels, restaurants, golf courses...). Hotel VIS 2 is also one of ZOI’84 Ltd facilities. This Hotel is placed on the most beautiful beaches of Dubrovnik city (Croatia).

SKI CENTER – BJELEŠNICA IGMAN

The Olympic mountain Bjelešnica is located 32 km from a city center, and 23 km from International Airport. Visitors of Bjelešnica are welcomed to come and enjoy Ski lifts, chairlifts,ski slopes, restaurants ...

- Triple chairlift – 1350 persons/hour;
- Double chairlift – 1200 persons/hour;
- Ski lift Šumski skok – 900 persons/hour;
- Ski lift Babin do – 900 persons/hour;
- Ski lift Heliodrom – 900 persons/hour;
- Ski lift Kolibljevo – 900 persons/hour;
- Ski lift Kotovci – 900 persons/hour

IGMAN MT.

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There are 30 km of Cross-country and Biathlon tracks, as well as some other damaged facilities that are not in function. Improving our offer we installed three baby lifts on Veliko polje.

Facilities on Malo polje:

There are two ski jumps (70 and 90 meters) at Malo polje. There also were ski jumps (10,25 and 40 meters) which were completely destroyed, as well as some other objects. Most important damaged objects are Hotels SKI (Malo polje) and IGMAN (Veliko polje):

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Employees structure

<table>
<thead>
<tr>
<th>Year</th>
<th>Number of employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>148</td>
</tr>
<tr>
<td>2012</td>
<td>197</td>
</tr>
<tr>
<td>2013</td>
<td>220</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Age structure</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>30 – 35</td>
<td>37</td>
</tr>
</tbody>
</table>

Customers

<table>
<thead>
<tr>
<th>Customers</th>
</tr>
</thead>
<tbody>
<tr>
<td>City of Sarajevo – 5%</td>
</tr>
<tr>
<td>Canton of Sarajevo (sport and cultural manifestations) – 25%</td>
</tr>
<tr>
<td>BH telecom - 5%</td>
</tr>
<tr>
<td>Fipa – 5%</td>
</tr>
</tbody>
</table>

Financial data

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL TRANSACTIONS:</td>
<td>3.000.000 E</td>
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<tr>
<td>TOTAL FEE:</td>
<td>1.900.000E</td>
</tr>
<tr>
<td>GROSS PROFIT:</td>
<td>830.000E</td>
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<tr>
<td>BALANCE SHEET</td>
<td></td>
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<tr>
<td>BASE FUNDS:</td>
<td>28.100.376,00 KM</td>
</tr>
<tr>
<td>CASH:</td>
<td>583.277,00 KM</td>
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<tr>
<td>STOCK:</td>
<td>5.316.068,00 KM</td>
</tr>
<tr>
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<td>202.809,00 KM</td>
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<tr>
<td>OTHER CURRENT ASSETS:</td>
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<tr>
<td>TOTAL ASSETS:</td>
<td>74.658.008,00 KM</td>
</tr>
<tr>
<td>BALANCE SHEET – LIABILITY</td>
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</tr>
<tr>
<td>FUND/CAPITAL:</td>
<td>38.898.863,00 KM</td>
</tr>
<tr>
<td>LONG TERM OBLIGATIONS:</td>
<td>168.518.100 KM</td>
</tr>
<tr>
<td>SHORT TERM OBLIGATIONS:</td>
<td>11.248.105,00 KM</td>
</tr>
</tbody>
</table>

Contact:

The Agency is placed in the main ZOI’s building: Braništica Sarajevo 24, 71000 SARAJEVO, BH

Tel. 00387 33 550 810 ili 00387 550 811

Contact person: Amir Ibrahimović

GENERAL MANAGER: Bental Bisić

Tel. 00387 33 212 018
00387 33 212 035
Fax. 00387 33 212 027
e-mail: zoitours@zoi84.ba
amirzoi84@bih.net.ba
Web: www.zoi84.ba

Others

Adress:
The Agency is placed in the main ZOI-s building: Braništica Sarajevo 24, 71000 SARAJEVO, BH

Kontakt informacije
Tel. 00387 33 550 810 ili 00387 550 811
## PROJECT PROFILE – ZOI 84 DOO SARAJEVO

<table>
<thead>
<tr>
<th>Investment opportunity</th>
<th>ILLUMINATION OF SKI SLOPE ON IGMAN / MALO POLJE</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Industry sector</strong></td>
<td>tourism / summer &amp; winter tourism</td>
</tr>
<tr>
<td><strong>Location</strong></td>
<td>Sarajevo / the Olympic mt. Igman</td>
</tr>
</tbody>
</table>
| **Investment opportunity objective** | development of summer and winter tourism on igman mt. – velko polje, as the main factor of tourist offer of canton of Sarajevo, federation of Bosnia and Herzegovina and the complete country Bosnia and Herzegovina, development of infrastructure necessary for a successful promotion of the olympic mountines and organizing of international competitions (nordic skiing and biathlon). the olympic mt. igman, it is well known for its climate perfectly suitable for training activities, and is highy recomendable for sports and health tourism. project "ski slope illumination" provides:  
  - ease ski slope maintaining, with an excellent ecologic results;  
  - better conditions for recreation /winter and summer;  
  - the nordic slope is used for nordic walking during the year, no matter the season – by illuminating the ski slope the number of visitors on igman – v. polje will be significantly increased. |
| **Indication of returns** | required funds: 1.800.000 eur /2 years financing plan - partners:  
  - cantonal government: 180.000 km/per year  
  - government of federation b&h: 180.000 km/per year  
  - possible partners / eu funds: 360.000 km /2014.yr  
  180.000km/2015.yr  
  180.000km/2016.yr |
| **Expected investment budget** | Expected collaboration:  
  Models of future collaboration that are the most suitable for ZOI’84 Ltd. /besides the ordinary bank arrangements/ are joint investments and proffit sharing according to agreed extent. |
| **Company info** | Company info:  
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  - The main five floors building: |
TOURISM

• Ski center Bjeslina-Igman;
• The Olympic Hall Zetra;
• ZOI TOURS- Travel Agency.

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• Speed skating stadium;
• The olympic hall;
• The olympic museum;
• The olympic comitee;
• The energetic department;
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TRAVEL AGENCY ZOI TOURS

Travel Agency ZOI TOURS was one of leading agencies in EX-Yugoslavia. It was temporarily closed after the war – and reactivated in April 2008 year. Our main goal is the incoming tourism and promotion of all the potentials and beauty of our Country Bosnia and Herzegovina. Our wide offer includes eco travel – visits to traditional bosnian villages, Canon of Rakitnica, waterfalls, ... , religious tourism (Medugorje, Apostolic), ...

Factory premises

The Agency is placed in the main ZOI-s building:
Branilaca Sarajeva 21/ 71000 SARAJEVO , BIH
Contact person:  Amir Ibrahimović
Tel. 00387 33 550 810 ili 00387 550 811
Fax. 00387 33 550 812
Contact:  Amir Ibrahimović
Tel. 00387 33 212 018
Fax. 00387 33 212 035
e-mail: amirzoi84@bih.net.ba
Web: www.zoi84.ba

Customers

City of Sarajevo – 5%;
Cantong of Sarajevo (sport and cultural manifestations) – 25%;
Bihtelecom - 5%;
Fipa – 5%;

Financial data

BILANCE OF INCOMES/SUCCESS

• TOTAL TRANSACTIONS: 3.000.000 E
• TOTAL FEE: 1.900.000E
• GROSS PROFIT: 830.000E
• BALANCE SHEET
• BASE FUNDS: 28.100.376,00 KM
• CASH: 583.277,00 KM
• STOCK: 5.316.068,00 KM
• CUSTOMERS: 292.809,00 KM
• OTHER CURRENT ASSETS: 68.758.663,00 KM
• TOTAL ASSETS: 74.658.008,00 KM
• BALANCE SHEET – LIABILITY
• FUNDS/CAPITAL: 58.888.663,00 KM
• LONG TERM OBLIGATIONS: 168.518,00 KM
• SHORT TERM OBLIGATIONS: 11.248.105,00 KM

Address:
The Agency is placed in the main ZOI-s building:
Branilaca Sarajeva 21/ 71000 SARAJEVO , BIH
Kontakt informacije
Tel. 00387 33 550 810 ili 00387 550 811
Contact person:  Amir Ibrahimović
GENERAL MANAGER: Đemal Basić
Tel 00387 33 212 018
Fax. 00387 33 212 035
e-mail: amirzoi84@bih.net.ba
Web: www.zoi84.ba

Others
SUPPLEMENT OF SNOW GROOMERS
SARAJEVO, BOSNIA AND HERZEGOVINA

PROJECT PROFILE – ZOI 84 DOO SARAJEVO

<table>
<thead>
<tr>
<th>Investment opportunity</th>
<th>SUPPLEMENT OF SNOW GROOMERS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Industry sector</td>
<td>tourism / winter tourism</td>
</tr>
<tr>
<td>Location</td>
<td>Sarajevo / the Olympic mountains Bjelašnica &amp; Igman</td>
</tr>
<tr>
<td>Investment opportunity objective</td>
<td>a ski slope restructuring – providing of skiing conditions; development of sport/ winter tourism, as the main factor of tourist offer of canton of Sarajevo, Federation of Bosnia and Herzegovina and the complete country Bosnia and Herzegovina; development of infrastructure necessary for a successful promotion of the Olympic mountains and organizing of big international ski competitions; improving of winter season; the snow groomers are one of the most important parts of ski center, and are necessary for ski slope restructuring, that enables perfect skiing conditions. ZO'I 84 ltd. currently owns 6 snow groomers (prinot), but development of ski center has to be followed by machine, transport and equipment modernization. The snow groomers supplement would enable faster and better slope maintaining.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Indication of returns</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Expected investment budget</td>
<td>government (canton of Sarajevo): 360,000 per year</td>
</tr>
<tr>
<td></td>
<td>government (federation of Bosnia and Herzegovina): 360,000 per year</td>
</tr>
<tr>
<td></td>
<td>possible partners/ eu funds: 1,440,000 km / 3years</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Expected collaboration</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Models of future collaboration</td>
<td>that are the most suitable for ZOI’84 Ltd. / besides the ordinary bank arrangements/ are Joint investments and profit sharing according to agreed extent.</td>
</tr>
</tbody>
</table>

Company info
Back in 1978., IOC assigned Sarajevo to host the XIV Winter Olympic Games. The task required highly skilled team in order to face all the challenges and successfully organize and realize the Games. Therefore Sarajevo City Council established Organization Committee which, after successfully organized Games, transforms to a company. On March 23rd 1984., ZOI’84 Olympic Centre Sarajevo Ltd becomes legal successor of the Organization Committee of the XIV Winter Olympic Games with all its sport and leisure facilities. Nowadays, ZOI’84 Olympic Centre Sarajevo Ltd. has around 140 capable and highly motivated employees with the two common goals: to revitalize Olympic spirit and bring the Olympics back to Sarajevo. ZOI’84 manages most of the facilities built for 1984 Olympics, and at the moment there are four organization units:
- The main five floors building;
- Ski center Bjelašnica-Igman;
- The Olympic Hall Zetra;
- ZOI TOURS - Travel Agency.
ZOI’84 Ltd also manages bob-sled run on Trebević Mt., near the city center, as well as some other objects, which unfortunately were destroyed during the war. Reconstruction of bob-sled run requires huge funds, which ZOI’84 Ltd. is not able to provide at the moment. We also are owners of Stojevac / The representative hotel.
TOURISM

A touristic complex, on the area of 4 hectare, is situated near the Vrlo Bosna, under the Igman Mt. We currently work on restauration and reconstruction documentation for this projects. At the moment, we are seeking for the investors for joint projects at Stojčevac (hotels, restaurants, golf courses...). Hotel VIS 2 is also one of ZOI’84 Ltd facilities. This Hotel is placed on the most beautiful beaches of Dubrovnik city (Croatia).

SKI CENTER – BJEŁAŠNICĂ IGMAN

The Olympic mountain Bjelašnica is located 32 km from the city center, and 23 km from International Airport. Visitors of Bjelašnica are welcomed to come and enjoy: Ski lifts, chairlifts, ski slopes, restaurants ...

- Tripple chairlift – 1350 persons/hour;
- Double chairlift – 1200 persons/hour;
- Ski lift Šumski skok – 900 persons/hour;
- Ski lift Babin do – 900 persons/hour;
- Ski lift Heliodrom – 900 persons/hour;
- Ski lift Kolijevka – 900 persons/hour;
- Ski lift Kotlovi – 900 persons/hour

IGMAN MT.

Mt. Igman, one of the Olympic mountains, is situated 32 km from Sarajevo, and 23 km from International airport. It is well known for its climate perfectly suitable for training activities, and is highly recommendable for sports and health tourism. More precisely, all our facilities are settled at Veliko and Malo polje.

There are 30 km of Cross-country and Biathlon tracks, as well as some other damaged facilities that are not in function. Improving our offer we installed three baby lifts on Veliko polje.

Facilities on Malo polje:

There are two ski jumps (70 and 90 meters) at Malo polje. There also were ski jumps (10,25 and 40 meters) which were completely destroyed, as well as some other objects.

Most important damaged objects are Hotels SKI (Malo polje) and IGMAN (Veliko polje);

- Double chairlift Malo polje – 1200 persons/hour;
- Baby lifts 4X300 – 1200 persons/hour.

ZETRA THE OLYMPIC HALL

The Olympic Hall Zetra was built in 1982. and the closing ceremony of XIV WOG took place in Zetra. This complex of 72.668 meters includes:

- Speed skating stadium;
- The olympic hall;
- The olympic museum;
- The olympic comitee;
- The energetic department;
- Parking /500 parking places /8150m.

HOTEL VIS 2 IN DUBROVNIK

Hotel VIS 2 is placed on the most beautiful beaches of Dubrovnik city. ZOI’84 OCS Ltd. is owner of VIS 2. We are seeking for possible investors in reconstruction of VIS 2 Hotel, for which we already posses Project documentation.

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Factory premises
Manufacturing departments
Portfolio of products
Structure of sales (2008, 2009)

| Production and sale by products | about 650,000 persons per a year (skating, concerts, sport events, skiing, ...) |
| Employees structure | 2011 year - number of employees: 140 |
| | 2012 year - number of employees: 197 |
| | 2013 year – number of employees: 220 |
| Customers | City of Sarajevo – 5%; |
| | Canton of Sarajevo (sport and cultural manifestations) – 25%; |
| | BHtelecom – 5%; |
| | Fipa – 5% |
| Financial data | TOT AL TRANSACTIONS: 3.000.000 E |
| | TOTAL FEE: 1.900.000 E |
| | GROSS PROFIT: 830.000 E |
| | BALANCE SHEET |
| | BASE FUNDS: 28.100.376,00 KM |
| | CASH: 583.277,00 KM |
| | STOCK: 5.316.068,00 KM |
| | CUSTOMERS: 292.809,00 KM |
| | OTHER CURRENT ASSETS: 68.758.663,00 KM |
| | OTHER ASSETS: 74.658.008,00 KM |
| | FUNDS/CAPITAL: 38.886.863,00 KM |
| | LONG TERM OBLIGATIONS: 168.518.008,00 KM |
| | SHORT TERM OBLIGATIONS: 11.248.105,00 KM |
| Address: | The Agency is placed in the main ZOI-s building:|
| | Braničarska Sarajevo 21 / 71000 SARAJEVO, BIH |
| Contact: | Tel. 00387 33 550 810 ili 00387 33 550 811 |
| | Contact person: Amir Ibrahimović |
| | GENERAL MANAGER: Demal Bisic |
| | Tel. 00387 33 212 018 |
| | 00387 33 212 035 |
| | Fax. 00387 33 212 027 |
| | e-mail: zoitours@zoi84.ba |
| | amirzoi84@bih.net.ba |
| | Web: www.zoi84.ba |
| Others |
TOURISM

**CABINE LIFT - GONDOLA**

SARAJEVO, BOSNIA AND HERZEGOVINA

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**PROJECT PROFILE – ZOI 84 DOO SARAJEVO**

<table>
<thead>
<tr>
<th>Investment opportunity</th>
<th>Cabine lift – Gondola</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Industry sector</strong></td>
<td>tourism/summer &amp; winter tourism</td>
</tr>
<tr>
<td><strong>Location</strong></td>
<td>Sarajevo / the Olympic mt. Bjelašnica</td>
</tr>
</tbody>
</table>

**Investment opportunity objective**

a) Installation/construction of cabin cable-gondola from babindol (bottom) to the top bjelašnica mt. (two sections); height above sea level of start station (first section) is 1282m; height above sea level of exit station (second section) is 2067m. speed : 6m/sec. capacity: 2400 persons per hour. gondola/cabin lift construction is designed according to modern technical solutions; completely adjusted to the environmental and ecological standards.

b) development of sport/winter tourism, as the main factor of tourist offer of canton of Sarajevo, Federation of Bosnia and Herzegovina and the complete country Bosnia and Herzegovina.

c) Development of infrastructure necessary for a successful promotion of the Olympic mountains and organizing of big international ski competitions.

d) new employment.

**Indication of returns**

gross - profit per person (employee) on cabin lift is 180.425e - according to the existing analyses.

According to calculation of inductance the project is profitable: net profit is 0,536e for invested capital of 1e. economy coefficient is 1,35. number of new employees is 12. expected investment budget: total value pf project is 12millions e; 1/3 is planned to be financed by the government of canton of Sarajevo (zois’s owner). most of the funds are needed for the supply of equipment / all the documentation – urbanism and other approvals are already issued by the authorities.

**Expected investment budget**

- expected number of users: 272.900 persons;
- expected gross-profit : 3.500.000e;
- expected net profit: 1.500.000e.

**Expected collaboration**

- models of future collaboration that are the most suitable for zois ltd. (besides the ordinary bank arrangements) are joint investments and profit sharing according to agreed extent.

**Company info**

Back in 1978., IOC assigned Sarajevo to host the XIV Winter Olympic Games. The task required highly skilled team in order to face all the challenges and successfully organize and realize the Games. Therefore Sarajevo City Council established Organization Committee which, after successfully organized Games, transforms to a company. On March 23rd 1984., ZOI’84 Olympic Centre Sarajevo Ltd becomes legal successor of the Organization Committee of the XIV Winter Olympic Games with all its sport and leisure facilities. Nowadays, ZOI’84 Olympic Centre Sarajevo Ltd. has around 140 capable and highly motivated employees with the two common goals: to revitalize Olympic spirit and bring the Olympics back to Sarajevo. ZOI’84 manages most of the facilities built for 1984 Olympics, and at the moment there are four organization units:
- The main /five floors/ building;
- Ski center Bjelašnica-Igman;
- The Olympic Hall Zetra;
ZOI'84 Ltd. also manages the bob-sled run on Trebević Mt., near the city center, as well as some other objects, which unfortunately were destroyed during the war. Reconstruction of the bob-sled run requires huge funds, which ZOI'84 Ltd. is not able to provide at the moment.

We also are owners of Stoljićevac / The representative hotel complex, on the area of 4 hectare, is situated near the Vrelo Bosna, under the Igman Mt. We currently work on restauration and reconstruction documentation for these projects. At the moment, we are seeking for the investors for joint projects at Stoljićevac (hotels, restaurants, golf courts, ...). Hotel VIS 2 is also one of ZOI'84 Ltd facilities. This Hotel is placed on the most beautiful beaches of Dubrovnik city (Croatia).

SKI CENTER – BJELEŠNICA IGMAN
The Olympic mountain Bjelašnica is located 32 km from a city center, and 23 km from International Airport. Visitors of Bjelašnica are welcomed to come and enjoy Ski lifts, chairlifts, ski slopes, restaurants, ... -

- Triple chairlift – 1350 persons/hour;
- Double chairlift – 1200 persons/hour;
- Ski lift Šumski akol – 900 persons/hour;
- Ski lift Babin do – 900 persons/hour;
- Ski lift Heliodrom – 900 persons/hour;
- Ski lift Koljekva – 900 persons/hour;
- Ski lift Krotivi – 900 persons/hour

IGMAN MT.
Mt. Igman, one of the olympic mountains, is situated 32 km from Sarajevo, and 23km from International Airport. It is well known for its climate perfectly suitable for training activities, and is highly recommendable for sports and health tourism. More precisely, all our facilities are settled at Veliko and Malo polje.

There are 30 km of Cross-country and Biathlon tracks, as well as some other damaged facilities that are not in function. Improving our offer we installed three baby lifts on Veliko polje.

Facilities on Malo polje:
There are two ski jumps (70 and 95 meters) at Malo polje. There also were ski jumps (10,25 and 40 meters) which were completely destroyed, as well as some other objects. Most important damaged objects are Hotels SKI (Malo polje) and IGMAN (Veliko polje).

Double chairlift Malo polje – 1200 persons/hour;
Baby lifts 4x300 – 1200 persons/hour.

ZETRA THE OLYMPIC HALL
The Olympic Hall Zetra was built in 1982. and the closing ceremony of XIV WOG took place in Zetra. This complex of 72.668 meters includes:

- Speed skating stadium;
- The olympic hall;
- The olympic museum;
- The olympic complex;
- The energetic department;
- Parking / 500 parking places /8150m.

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Reconstruction of Electric Power Network on Bjelašnica and Igman

Sarajevo, Bosnia and Herzegovina

Project Profile ZOI 84 DOO Sarajevo

Investment opportunity
Reconstruction of electric power network on Bjelašnica and Igman

Industry sector
Tourism / summer & winter tourism

Location
Sarajevo / the Olympic mountains Bjelašnica & Igman

Investment opportunity objective
Improving of current situation and completely new solutions concerning the electric power on Bjelašnica and Igman; construction of completely new (improved) electric substations on Bjelašnica and Igman, and providing a possibility of extra consumers in case of building new hotel capacities, usage of various machines, ... On a base of existing project documentation ZOI 84 Ltd. got all needed approvals from cantonal authorities, and the municipalities.

Indication of returns
Expected collaboration:
Models of future collaboration that are the most suitable for ZOI'84 Ltd. besides the ordinary bank arrangements are Joint investments and profit sharing according to agreed extent.

Expected investment budget
required funds: 4.500.000 km /3 years
financing plan:
government (canton of Sarajevo): 450.000 per year
government (federation of Bosnia and Herzegovina): 450.000 per year
possible partners/eu funds: 1.800.000 km /3 years

Company info
Back in 1978, IOC assigned Sarajevo to host the XIV Winter Olympic Games. The task required highly skilled team in order to face all the challenges and successfully organize and realize the Games. Therefore Sarajevo City Council established Organization Committee which, after successfully organized Games, transforms to a company. On March 23rd 1984, ZOI'84 Olympic Centre Sarajevo Ltd becomes legal successor of the Organization Committee of the XIV Winter Olympic Games with all its sport and leisure facilities. Nowadays, ZOI'84 Olympic Centre Sarajevo Ltd. has around 140 capable and highly motivated employees with the two common goals: to revitalize Olympic spirit and bring the Olympics back to Sarajevo.

ZOI'84 manages most of the facilities built for 1984 Olympics, and at the moment there are four organization units:

- The main 'five floors' building;
- Ski center Bjelašnica-Igman;
- The Olympic Hall Zetra;
- ZOI TOURS - Travel Agency.

ZOI'84 Ltd also manages bob-sled run on Trebević Mt., near the city center, as well as some other objects, which unfortunately were destroyed during the war.

Reconstruction of bob-sled run requires huge funds, which ZOI'84 Ltd. is not able to provide at the moment. We also are owners of Stojčevac / The representative hotel complex, on the area of 4 hectares, is situated near the Vrelo Bosna, under the Igman Mt. We currently work...
TOURISM

on restauration and reconstruction documentation for
this projects. At the moment, we are seeking for the
investors for joint projects at Blatoavac (hotels,
restaurants,golf cours...).

Hotel VIS 2 is also one of ZOI84 Ltd facilities. This Hotel
is placed on the most beautiful beaches of Dubrovnik city
(Croatia).

SKI CENTER – BOLJALŠNICA IGMAN
The Olympic mountain Bboljalsnica is located 32 km from a
city center, and 23 km from International Airport. Visitors
of Bboljalsnica are welcome to come and enjoj Ski lifts,
chairlifts,ski slopes, restaurants ...

* Triple chairlift – 1350 persons/hour;
* Double chairlift – 1200 persons/hour;
* Ski lift Šumski skok – 900 persons/hour;
* Ski lift Babin do – 900 persons/hour;
* Ski lift Heliodrom – 900 persons/hour;
* Ski lift Kotlavec – 900 persons/hour;
* Ski lift Kotlovi – 900 persons/hour

IGMAN MT.
M. Iman, one of the olympic mountains, is situated 32
km from Sarajevo, and 23km from International aeroport.
It is well known for its climate perfectly suitable for
training activities, and is highly recommendable for sports
and health tourism. More precisely, all our facilities are
settled at Veliko and Malo polje.

There are 30 km of Cross-country and BIATLON tracks, as
well as some other damaged facilities that are not in
function. Improving our offer we installed three baby lifts
on Veliko polje.

Facilities on Malo polje:
There are two ski jumps (70 and 90 meters) at Malo polje.
There also were ski jumps (10,25 and 40 meters) which
were completely destroyed, as well as some other
objects.

Most important damaged objects are Hotels SKI (Malo
polje) and IGMAN (Veliko polje);

Double chairlift Malo polje – 1200 persons/hour;
Baby lifts 4X300 – 1200 persons/hour.

ZETRA THE OLYMPIC HALL
The Olympic Hall Zetra was built in 1982 and the closing
ceremony of XIV WOG took place in Zetra. This complex
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* Speed skating stadium;
* The olympic hall;
* The olympic museum;
* The olympic comitee;
* The energetic departement;
* Parking / 500 parking places /8150m.

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incoming tourism and promotion of all the potentials and
beauty of our Country Bosnia and Herzegovina Our wide
offer includes eco tourism ( visits to traditional Bosnian
villages, Canon of Rakitnica, waterfalls, ...) , religious
tourism (Medugorje, Avratiovica), ...

Structure of sales (2014, 2016)

<table>
<thead>
<tr>
<th>Year</th>
<th>Sales (in thousand Euros)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>3.000.000</td>
</tr>
<tr>
<td>2015</td>
<td>3.500.000</td>
</tr>
</tbody>
</table>

Financial data

- BILANCE OF INCOMES/SUCCESS
  - TOTAL INCOME: 3.000.000 E
  - TOTAL FEE: 1.900.000 E
  - GROSS PROFIT: 830.000 E

- BILANCE SHEET
  - BASE FUNDS: 28.100.376,00 KM
  - CASH: 583.277,00 KM
  - STOCK: 5.316.068,00 KM
  - CUSTOMERS: 292.809,00 KM
  - OTHER CURRENT ASSETS: 38.898.863,00 KM
  - TOTAL ASSETS: 74.658.008,00 KM
  - BALANCE SHEET – LIABILITY
    - FUNDS/CAPITAL: 38.898.863,00 KM
    - LONG TERM OBLIGATIONS: 168.518,00 KM
    - SHORT TERM OBLIGATIONS: 11.410.05,00 KM

Address:
The Agency is placed in the main ZOI-s building:
Branilaca Sarajeva 21/71000 SARAJEVO , BIH

Kontakt informacije
Tel. 00387 33 550 810 ili 00387 550 811
Contact person: Amir Ibrahimović
GENERAL MANAGER: Dadal Bisić
Tel. 00387 33 212 018
Fax. 00387 33 212 027
e-mail: amirzoi84@bih.net.ba
zoitours@zoi84.ba
Web: www.zoi84.ba

Others
### PROJECT PROFILE - ZOI 84 SARAJEVO

<table>
<thead>
<tr>
<th>Investment opportunity</th>
<th>HOTEL IGMAN</th>
</tr>
</thead>
<tbody>
<tr>
<td>Industry sector</td>
<td>TOURISM / summer &amp; winter tourism</td>
</tr>
<tr>
<td>Location</td>
<td>Sarajevo / the Olympic mountain Igman - Veliko polje</td>
</tr>
</tbody>
</table>
| Investment opportunity objective | - Tourism industry still in development phases after the war devastation, but identified as one of the key industrial fields of Bosnia and Herzegovina  
- Equally high potential for summer and winter tourism  
- Sarajevo was host to the Winter Olympic games in 1984  
- Among the richest bio-diversity in Europe  
- Eco-tourism growth potential  
- Increasing foreign tourist numbers since 2000 |

### Indication of returns

**Expected SALE**
Building with a total land is for sale in the amount of 5.000.000,00 KM

**Expected collaboration**
Models of future collaboration that are the most suitable for ZOI'84 Ltd. (besides the ordinary bank arrangements) are joint investments and profit sharing according to agreed extent.

### Company info

Back in 1978, IOC assigned Sarajevo to host the XIV Winter Olympic Games. The task required highly skilled team in order to face all the challenges and successfully organize and realize the Games. Therefore Sarajevo City Council established Organization Committee which, after successfully organized Games, transforms to a company. On March 23rd 1984, ZOI'84 Olympic Centre Sarajevo Ltd becomes legal successor of the Organization Committee of the XIV Winter Olympic Games with all its sport and leisure facilities Nowadays, ZOI'84 Olympic Centre Sarajevo Ltd. has around 140 capable and highly motivated employees with the two common goals: to revitalize Olympic spirit and bring the Olympics back to Sarajevo. ZOI'84 manages most of the facilities built for 1984 Olympics, and at the moment there are four organization units:
- The main five floors building;
- Ski center Bjelašnica-Igmans;
- The Olympic Hall Zetra;
- ZOI TOURS - Travel Agency.

ZOI'84 Ltd also manages bob-sled run on Trebević Mt., near the city center, as well as some other objects, which unfortunately were destroyed during the war. Reconstruction of bob-sled run requires huge funds, which ZOI'84 Ltd. is not able to provide at the moment.

We also are owners of Stojčevac / The representative hotel complex, on the area of 4 hectares, is situated near the Vrelo Bosna, under the Igmans Mt. We currently work on restauration and reconstruction documentation for this projects. At the moment, we are seeking for the investors for joint projects at Stojčevac (hotels, restaurants, golf courses...).

Hotel VIS 2 is also one of ZOI'84 Ltd facilities. This Hotel is placed on the most beautiful beaches of Dubrovnik city (Croatia).

### SKI CENTER – BJELAŠNICA IGMAN

The Olympic mountain Bjelašnica is located 32 km from a city center, and 23 km from International Airport. Visitors of Bjelašnica are welcomed to come and enjoy ski lifts, chairlifts, ski slopes, restaurants...
- Tripple chairlift – 1350 persons/hour;  
- Double chairlift – 1200 persons/hour;  
- Ski lift Sumski stok – 900 persons/hour;  
- Ski lift Babina do – 800 persons/hour;  
- Ski lift Heliodrom – 900 persons/hour;  
- Ski lift Kolijevka – 900 persons/hour;  
- Ski lift Kotlovi – 900 persons/hour
Building with a total land is for sale in the amount of 5,000,000,00 KM
- The price includes: all permits, connectors, regulatory plan which prohibits construction in the vicinity of the site
- The amount is determined by the assessment of the expert witness
- Hotel is a great location:
  - airport spas
  - proximity to Sarajevo Airport = 17 KM

Employees structure

<table>
<thead>
<tr>
<th>Year</th>
<th>Number of Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>140</td>
</tr>
<tr>
<td>2012</td>
<td>197</td>
</tr>
<tr>
<td>2013</td>
<td>220</td>
</tr>
</tbody>
</table>

Customers

- Hit colosseum: 10%
- City of Sarajevo: 5%
- Canton of Sarajevo (sport and cultural manifestations): 25%
- Canton of Sarajevo (sport and cultural manifestations): 25%
- BH telecom: 5%
- Fipa: 5%

Financial data

- BILLS OF INCOME/SUCCESS
  - TOTAL TRANSACTIONS: 3,000,000 E
  - TOTAL FEE: 1,900,000 E
  - GROSS PROFIT: 630,000 E
  - BALANCE SHEET
  - BASE FUNDS: 28,100,000,00 KM
  - CASH: 583,277,00 KM
  - STOCK: 5,316,068,00 KM
  - CUSTOMERS: 292,809,00 KM
  - OTHER CURRENT ASSETS: 68,758,663,00 KM
  - TOTAL ASSETS: 74,658,008,00 KM
  - BALANCE SHEET - LIABILITY
  - FUNDS/CAPITAL: 38,698,960,00 KM
  - LONG TERM OBLIGATIONS: 168,516,00 KM
  - SHORT TERM OBLIGATIONS: 11,248,105,00 KM

Contact:

Adress: The Agency is placed in the main ZOI-s building:
Branitelja Sarajevo 21/ 71000 SARAJEVO , BIH
Kontakt informacije
Tel. 00387 33 550 810 is 00387 550 811
Contact person: Amir Ibrahimović
GENERAL MANAGER: Demir Bisić
Tel. 00387 33 212 018
00387 33 212 025
Fax. 00387 33 212 027
e-mail: zoi84bdz@bih.net.ba
amir zoi84@bih.net.ba
Web: www.zoi84.ba

Others
TOURISM

T-333/2014

AQUA CITY
BIJELJINA, BOSNIA AND HERZEGOVINA

PROJECT PROFILE – AQUA CITY D.O.O

<table>
<thead>
<tr>
<th>Project name (e.g. energy production, building a new factory, sale of capital, expansion of business activities, partnership shares in, etc.)</th>
<th>AQUA PARK - outdoor pools SLOBOMIR</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Energy, infrastructure, agriculture, tourism, other industries…</th>
<th>Tourism-Theme and amusement parks</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Location of the proposed investment (specify only essential business locations)</th>
<th>Slobomir, Bijeljina</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Explain the expected results (e.g. the impact of the investment, export, profits, production, dealings, employment, etc.)</th>
<th>When we finish building the outdoor pools we planned to employ 65 workers and an upward trend, a study of the economic viability of the project shows that the project is acceptable in all criteria. Project is expected to gain during the first year of operation as one of the biggest expenses is water, a supplier of the same is founder so that the costs are significantly reduced and therefore the project is profitable.</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>- concessions for exploitation of geothermal water - Infrastructure - and professional and trained staff structure.</th>
<th>List 2-3 main advantages and characteristics describing why the project is investment-worthy.</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>The financial aspect of investment - project:</th>
<th>Financial indicators that show economic feasibility of the project (IRR—Internal Rate of Return, the period on return on investment, Net Present Value,</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Payback period is 10 years, the net present value of 2,967,489, IRR 9.44% - these are the values of the study of economic feasibility and demonstrate that the project is acceptable.</th>
<th>Own resources: Land with infrastructure € 4,493,310.00 Buildings: Consumption € 3,847,544.00 Estimate of work: € 8,252,213.00</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Financial indicators that show economic feasibility of the project (IRR—Internal Rate of Return, the period on return on investment, Net Present Value,</th>
<th>• Identify all sources of financing (own funds, new investor, loan, grant, etc.) in €.</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>• Provide all costs –CAPEX (real estate, land equipment, working capital, etc.) in €.</th>
<th>Loan or share capital.</th>
</tr>
</thead>
</table>

| Explain the expected mode of cooperation with a new investor (e.g. shares in capital, joint venture, credits, etc.) in €. | --- |
Theme and amusement parks ..
25.09.2009, god
Pavlovic put 74 ..
v.d Drago Savić, chief of Accounting - Tanja Nestorović, chief of Legal Department - Vladimir Radikić - 2 employees.
The advantages are: location, land owned by investor, geothermal water.

<table>
<thead>
<tr>
<th>Name of company</th>
</tr>
</thead>
<tbody>
<tr>
<td>Brief description of business (core activities)</td>
</tr>
<tr>
<td>Establishment of the company (date, year)</td>
</tr>
<tr>
<td>Location (street, city, state)</td>
</tr>
<tr>
<td>Management of the company (director, etc.)</td>
</tr>
<tr>
<td>Capital structure: private or public.</td>
</tr>
<tr>
<td>Number of employees</td>
</tr>
<tr>
<td>Advantages that the company has when compared with other companies with similar business activities</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Aqua City doo - private</th>
</tr>
</thead>
<tbody>
<tr>
<td>Corporate / SME / Reversal activities</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Structure of sales - under construction</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total sales in €</td>
</tr>
<tr>
<td>Structure of sales: local and foreign markets (provide a list of countries to which goods are exported and the percentage in overall share of total sales)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>The income statement is 0 because all the costs of the investment in fixed assets.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Monopoly / key player, large / medium / small</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>The company was founded in mid-2009 and when we finish with building it will be a major sports and recreation center.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Data from the balance sheets as of 2012/2013 in € (sales revenue, gross profit EBITDA, net profit)</td>
</tr>
<tr>
<td>Selected balance sheet data as of 2012/2013, amounts in € (fixed assets, total assets, total equity, total liabilities and loans, etc.)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Major references</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>List key products</th>
</tr>
</thead>
<tbody>
<tr>
<td>Name, surname, title/function of the contact person</td>
</tr>
<tr>
<td>Phone</td>
</tr>
<tr>
<td>Fax</td>
</tr>
<tr>
<td>E-mail</td>
</tr>
<tr>
<td>Company’s Website</td>
</tr>
</tbody>
</table>

| Any information about the company that might be interesting for potential investors (e.g. available feasibility studies, etc.) |

Drago Savić - director, Tanja Nestorović - accountant
055-231-185, 231-141
055-231-144.
office@slobomir.com, www.slobomir.com
TOURISM

T-334/2014

PACHA ZRĆE PROJECT, HOTEL & CLUB

ISLAND PAG, CROATIA

PROJECT PROFILE – MA.DA. USLUGE d.o.o.

<table>
<thead>
<tr>
<th>Project Title</th>
<th>PACHA Zrće Project, Hotel &amp; club</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sector of Industry</td>
<td>Tourism</td>
</tr>
<tr>
<td>Location</td>
<td>Croatia, island Pag-beach Zrće</td>
</tr>
<tr>
<td>Objective of the project</td>
<td>Compound largest global brand of world hospitality and entertainment for young people (Pacha), by increasing the capacity of the standard-hotel guests to the beach Zrće top five destination in Europe.</td>
</tr>
<tr>
<td>Key characteristics and advantages of the project</td>
<td>Quick return on investment-guaranteed long-term profit, the most attractive location for hotel and entertainment for young people in the European Union, PACHA as recognizable global brand.</td>
</tr>
<tr>
<td>The financial aspect of investment - project:</td>
<td>Return on investment (ROI), Net Present Value, etc.</td>
</tr>
</tbody>
</table>
| Return on investment (ROI), Net Present Value, etc. | ROI = 9%  
Period on return on investment = 7 years  
Net Present Value = 2.400.000 euro |
| Budget of expected investment – total investment | Owner invested so far = 1.500.000 euro  
Investor should invest = 900.000 euro  
Credits = 5.600.000 euro  
Total investment = hotel 4.000.000 euro + club 4.000.000 euro |
| Expected mode of cooperation with potential investor | Equity-joint ownership = 900.000 euro  
Credits = 5.600.000 euro |

Company information

- MA.DA.USLUGE d.o.o.  
- Tourism  
- 2012  
- D.Gerbaša 24 Rijeka, Croatia  
- One direktor and owner  
- Private capital  
- The company was established only for the purpose of Pacha-Zrće project  
- The company is 100% owner of building plot - 5000 m2 on the beach Zrće and owner of franchise Pacha Croatia

Company size

The company was established only for the purpose of Pacha-Zrće project.

Structure of sales (year 2012 and 2013)

The company was established only for the purpose of Pacha-Zrće project.

Market position

Key player – the best brand in clubbing in the world, industry of club, hotel, musical productions, collection and accessories, magazine...

Financial data

Since the company was established only for the purpose of Pacha Zrće project, has not performed any transactions. Currently in its assets is land, construction works and franchises for a total value of €1,500,000.00. The Company does not have any credit or other obligation.

Historical overview of the most important characteristics

The company was established only for the purpose of Pacha-Zrće project—it is new company.

List of products

Tourism-hospitality, provision of services, gastronomy, making high level party...

Contact Information

Edina Smallbegovic – PR Pacha Zrće  
387 61 781 284  
00385 912 412 666

Other information

Any information about the company and project on e-mail: pachazrce@hotmail.com
### Project Title

The residential settlement construction

**“NERETVA ELITE RESIDENCE”**

### Industrial Sector

Real estate, tourism

### Location

Konjic- Glavatičevo- 47 km away from the Sarajevo Airport

(61,500 m²-wide parcel, expandable in all direction)

### Objective of the project

The expected investment profit return: 9,453,833,00 EUR

The construction of the project is supposed to provide the GCC countries guests with all the important vacation components such as drinkable water (Neretva), untouched nature and organic food.

The priority is to employ the local population.

### Key characteristics and advantages of the project

Return on investment profit up to 53%.

Increased number of guests from the GCC countries. The unique location by the most beautiful river in Bosnia and Herzegovina, amazing architectural spot, ideal distance from the Sarajevo Airport and other touristic places in Bosnia and Herzegovina, as well as the closeness to Mostar and the Adriatic Sea.

### The financial aspect of investment - project:

| Return on investment(ROI), Net Present Value, etc. | Investment: 11,996,302,56 EUR |
| Sale: 21,351,136,36 EUR | Profit: 9,354,833,80 EUR |

| Budget of expected investment – total investment | Investment: 11,996,302,56 EUR |

| Expected mode of cooperation with potential investor | Joint investment according to the agreed principles or the project sale with the option of offering the consulting services, construction services and all other details |

### Company information

- Integral Elektro d.o.o. Sarajevo, Engineering, production and transportation Company
- Short business description- basic business activity- engineering and similar
- The company is founded in 1966
- Address: Milana Preloga 12
  (Bosmal City Center) Sarajevo
- The company’s management structure (manager, etc)
  Capital structure: private
  - Number of employees: 10
- The biggest engineering references:
  - “Bosmal City Center” Sarajevo
  - “Gazi-Husrev Bey’s Library” Sarajevo
  - International University Sarajevo
  - Residual settlement “Vučko” Jahorina
  - Complex Osman ef. Redžović religious high school, Veliko Ćajno-Visoko
- Many other references: www.integral-elektro.com
<table>
<thead>
<tr>
<th>Company size</th>
<th>middle-sized company</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Structure of sales (year 2012 and 2013)</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Market position</strong></td>
<td>Middle one</td>
</tr>
<tr>
<td><strong>Financial data</strong></td>
<td></td>
</tr>
<tr>
<td>• Balance Sheet data from the successful 2012 in euros:</td>
<td></td>
</tr>
<tr>
<td>(sale profit: 332,362,40€, gross profit: 23,567,46€)</td>
<td></td>
</tr>
<tr>
<td>• Podaci iz Bilansa stanja 2012 g. u €</td>
<td></td>
</tr>
<tr>
<td>(stalna sredstva: 657,639,47€, ukupna aktiva: 947,183,04€, ukupni capital: 744,048,82€, ukupne obaveze-kreditne i ostale: 203,134,22€)</td>
<td></td>
</tr>
<tr>
<td>• Balance Sheet data from the successful 2013 in €</td>
<td></td>
</tr>
<tr>
<td>(prihod od prodaje: 554,752,72€, gross profit: 40,595,04€)</td>
<td></td>
</tr>
<tr>
<td>• Podaci iz Bilansa stanja 2013 g. u €</td>
<td></td>
</tr>
<tr>
<td>(stalna sredstva: 628,811,30€, ukupna aktiva: 835,273,52€, ukupni capital: 719,015,45€, ukupne obaveze-kreditne i ostale: 116,258,00€)</td>
<td></td>
</tr>
<tr>
<td><strong>Historical overview of the most important characteristics</strong></td>
<td>Company reference: <a href="http://www.integral-elektro.com">www.integral-elektro.com</a></td>
</tr>
<tr>
<td><strong>List of products</strong></td>
<td>List of key products:</td>
</tr>
<tr>
<td>• Engineering jobs</td>
<td>- Products representing and distribution</td>
</tr>
<tr>
<td>• Products representing and export</td>
<td></td>
</tr>
<tr>
<td><strong>Contact Information</strong></td>
<td></td>
</tr>
<tr>
<td>• Šabanović Emir, arh.teh.executive</td>
<td></td>
</tr>
<tr>
<td>• cell phone: 061/857-460</td>
<td></td>
</tr>
<tr>
<td>• Šabanović Edin, manager</td>
<td></td>
</tr>
<tr>
<td>• Cell phone: 061/317-777</td>
<td></td>
</tr>
<tr>
<td>• Telephone number: 033/640-394, 033/640-394</td>
<td></td>
</tr>
<tr>
<td>• Fax: 033/802-577</td>
<td></td>
</tr>
<tr>
<td>• E-mail: <a href="mailto:integral-elektro@integral-elektro.com">integral-elektro@integral-elektro.com</a></td>
<td></td>
</tr>
<tr>
<td>• Company's web-site: <a href="http://www.integral-elektro.com">www.integral-elektro.com</a></td>
<td></td>
</tr>
<tr>
<td><strong>Other information</strong></td>
<td>Other information about the company that might be interesting for potential investors: Concept design, location videos etc.</td>
</tr>
</tbody>
</table>
# Project Profile – Dubrovčki Biser D.O.O.

## Project Title
CROATIAN DREAM – DUBROVNIK PEARL

## Sector of Industry
TOURISM

## Location
DUBROVNIK COUNTY; 27 KM NORTH-WEST FROM DUBROVNIK

## Objective of the Project
NEW LARGEST LIFESTYLE – ECO – TOURISTIC DESTINATION

## Key Characteristics and Advantages of the Project
List 2-3 main advantages and characteristics describing why the project is investment-worthy.

## The Financial Aspect of Investment - Project
Financial indicators that show economic feasibility of the project (IRR—Internal Rate of Return, the period on return on investment, Net Present Value, etc.):
- Identify all sources of financing (own funds, new investor, loan, grant, etc.) in €.
- Provide all costs – CAPEX (real estate, land equipment, working capital, etc.) in €.

## Expected Mode of Cooperation with Potential Investor
Explain the expected mode of cooperation with a new investor (e.g. shares in capital, joint venture, credits, etc.) in €.

## Company Information
- DUBROVACKI BISER D.O.O.
  - Brief description of business (core activities)
  - Establishment of the company (date, year)
  - FLORIJANA ANDRAŠECA 8, 10000 ZAGREB
  - VICENCO BLAGAIĆ
  - PRIVATE
  - Number of employees
  - Advantages that the company has when compared with other companies with similar business activities

## Company Size
Corporate / SME / Reversal activities

## Structure of Sales (Year 2012 and 2013)
- Total sales in €
- Structure of sales: local and foreign markets (provide a list of countries to which goods are exported and the percentage in overall share of total sales)

## Market Position
Monopoly / key player, large / medium / small

## Financial Data
- Data from the balance sheets as of 2012/2013 in € (sales revenue, gross profit EBITDA, net profit)
- Selected balance sheet data as of 2012/2013, amounts in € (fixed assets, total assets, total equity, total liabilities and loans, etc.)

## Historical Overview of the Most Important Characteristics
Major references

## List of Products
List key products

## Contact Information
- VICENCO BLAGAIĆ – OWNER
  - +385 91 511 4231
  - +385 21 560 070
  - vicenco.blagaic@profectusgrupa.hr
  - www.dubrovnikpearl.com

## Other Information
Any information about the company that might be interesting for potential investors (e.g. available feasibility studies, etc.)
PROJECT PROFILE – PROMINVEST Konjic Garden City Hotel & Resort

<table>
<thead>
<tr>
<th>Project Title</th>
<th>Garden City – new rhythm of living</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sector of Industry</td>
<td>Tourism</td>
</tr>
<tr>
<td>Location</td>
<td>Konjic</td>
</tr>
<tr>
<td>Objective of the project</td>
<td>Main reasons for investment:</td>
</tr>
<tr>
<td></td>
<td>• Tourism development of region</td>
</tr>
<tr>
<td></td>
<td>• Development of current tourist offer</td>
</tr>
<tr>
<td></td>
<td>• Increase of tourism standards</td>
</tr>
<tr>
<td></td>
<td>• Enforce local development</td>
</tr>
<tr>
<td>Key characteristics and advantages of the project</td>
<td>• Built infrastructure of investment</td>
</tr>
<tr>
<td></td>
<td>• Established business process</td>
</tr>
<tr>
<td></td>
<td>• Potentials of tourism development</td>
</tr>
<tr>
<td>The financial aspect of investment - project:</td>
<td>Return on investment(ROI), Net Present Value, etc.</td>
</tr>
<tr>
<td>Budget of expected investment – total investment</td>
<td>€ 15.000.000.00</td>
</tr>
<tr>
<td>Expected mode of cooperation with potential investor</td>
<td>Potential sale or partnership</td>
</tr>
</tbody>
</table>

Company information

Name of company: PROMINVEST doo Konjic
Main activities: engineering, manufacturing, transport and assembly of construction materials, concrete and concrete-reinforced prefabricates and prefabricated structures, tourism.
Establishment of the company: 1990
Location: Konjic, Bosnia and Herzegovina, Marsala Tita bb
Capital structure: private
Number of employees
Advantages of the company: The work experience and knowledge of the expert team, with continuous efforts to modernize the facility and educate the staff, have enabled a successful business in our country and abroad.
The professional orientation of the company “Prominvest” confirms the slogan: “WE BUILD TO LAST...”

Company size
SME

Structure of sales (year 2012 and 2013)

- Total sales in €
  2012: € 8.447.806
  2013: € 7.982.388
- Structure of sales:
  - Local
    2012: € 6.993.250
    2013: € 5.880.357
  - Foreign markets
    2012: € 1.454.556
    2013: € 2.102.031
Exporting countries: Italy, Austria, Serbia, Romania, Slovenia, Germany
<table>
<thead>
<tr>
<th>Market position</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Financial data</strong></td>
</tr>
<tr>
<td>• Data from the balance sheets as of 2012/2013 in €</td>
</tr>
<tr>
<td>2012: € 8,447,806; 2013: € 7,982,388</td>
</tr>
<tr>
<td>• gross profit</td>
</tr>
<tr>
<td>2012: € 103,404; 2013: € 50,651</td>
</tr>
<tr>
<td>• EBITDA:</td>
</tr>
<tr>
<td>2012: € 1,119,396; 2013: € 948,416</td>
</tr>
<tr>
<td>• net profit</td>
</tr>
<tr>
<td>2012: € 89,273; 2013: € 42,710</td>
</tr>
<tr>
<td>• Selected balance sheet data as of 2012/2013, amounts in €</td>
</tr>
<tr>
<td>fixed assets</td>
</tr>
<tr>
<td>2012: € 16,526,444; 2013: € 17,861,549</td>
</tr>
<tr>
<td>• total assets</td>
</tr>
<tr>
<td>2012: € 19,535,928; 2013: € 19,868,309</td>
</tr>
<tr>
<td>• total equity</td>
</tr>
<tr>
<td>2012: € 5,198,523; 2013: € 5,201,417</td>
</tr>
<tr>
<td>total liabilities and loans, etc.)</td>
</tr>
<tr>
<td>2012: € 14,337,404; 2013: € 14,664,892</td>
</tr>
<tr>
<td><strong>Historical overview of the most important characteristics</strong></td>
</tr>
<tr>
<td>Over 400,000m² concrete prefabricated constructions and other buildings, delivery of concrete poles for electricity companies, delivery of railway sleepers for local railway company etc.</td>
</tr>
<tr>
<td><strong>List of products</strong></td>
</tr>
<tr>
<td>• Prefabricated concrete construction</td>
</tr>
<tr>
<td>• Concrete poles</td>
</tr>
<tr>
<td>• Railway sleepers</td>
</tr>
<tr>
<td>• Concrete pipes and different concrete products</td>
</tr>
<tr>
<td>• Wood products wood assortments</td>
</tr>
<tr>
<td>• pallets, wooden packaging and Euro pallet</td>
</tr>
<tr>
<td>• lamellar wooden beams and girders</td>
</tr>
<tr>
<td>• solid wood panels</td>
</tr>
<tr>
<td>• pellets and briquettes</td>
</tr>
<tr>
<td>• stone products</td>
</tr>
<tr>
<td><strong>Contact Information</strong></td>
</tr>
<tr>
<td>• Enver BECIROVIC, General Manager</td>
</tr>
<tr>
<td>• +387 36 735 520</td>
</tr>
<tr>
<td>• +387 36 729 483</td>
</tr>
<tr>
<td>• <a href="mailto:prominvest@prominvest.ba">prominvest@prominvest.ba</a></td>
</tr>
<tr>
<td>• <a href="http://www.prominvest.ba">www.prominvest.ba</a></td>
</tr>
<tr>
<td><strong>Other information</strong></td>
</tr>
<tr>
<td>-</td>
</tr>
</tbody>
</table>
# PROJECT PROFILE – MHS

<table>
<thead>
<tr>
<th>Project Title</th>
<th>Rehabilitation and Health Care Center - RHCC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sector of Industry</td>
<td>Health care and medical rehabilitation, tourism and agricultural development</td>
</tr>
<tr>
<td>Location</td>
<td>Canton Sarajevo, Bosnia and Herzegovina</td>
</tr>
<tr>
<td>Objective of the project</td>
<td>Professional and recognized health care, medical tourism, medical rehabilitation in the eco-friendly ambient and organic food, employment opportunities, better services in Bosnia and Herzegovina</td>
</tr>
</tbody>
</table>

### Key characteristics and advantages of the project
- Increased need for professional and recognized health care
- Growing need for medical care combined with tourism
- Over 22 years of experience in medical rehabilitation
- High-skilled and competitive medical staff
- Well-established and highly recognized partner in BH
- Member of many multinational institutions
- Contract and client network: Rotary Club, President of Association physiatrists BH, President of Paraplegic Society BH, Official doctor of physical medicine of Olympic team BH, contracts with insurance companies and sport clubs
- Environment, climate and ambient and organic food – will support rehabilitation and contribute to obtaining healthier habits
- UNIQUE SERVICE IN BH AND THE REGION

### The financial aspect of investment - project:
- **Return on investment (ROI), Net Present Value, etc.**
  - IRR—internal Rate of Return about 20%

### Budget of expected investment – total investment
- Total investment in the project: 1.97 mil EUR
  - The capital investment: 1.5 mil EUR
  - The operations investment: 470,000 EUR

### Expected mode of cooperation with potential investor
- Shares in capital and other option.

### Company information
- **Name of company**: Consortium MHS & AgroLink
- **Brief description of business**: Health care and medical rehabilitation, and agricultural development
- **Establishment of the company**: 1993
- **Location**: Sarajevo
- **Management of the company (director, etc.)**: Dr. Mirsad Muftic
- **Capital structure**: private
- **Number of employees**: 8

### Company size
- SME

### Structure of sales (year 2012 and 2013)
- Total sales in 2013 year: € 250,000.00

### Market position
- Key player

### Historical overview of the most important characteristics
- Over 22 years of professional experience in medical rehabilitation with special focus on rehabilitation of orthopedics-trauma patients, cancer rehabilitation and children rehabilitation. Dr. Muftic is head of physical therapy department at the Faculty of Health Studies at the University of Sarajevo. Dr. Muftic has rich international experience – education in Canada (Queen's University in Canada, University Children Hospital Montreal), Sweden (University Hospital Stockholm Linkoping and Lund), University Hospital Angere France and University Hospital New Castle in United Kingdom.

### List of product
- Our Rehabilitation program includes professional services with accommodation in apartments in eco-friendly environment including organic food produced in our center.

### Contact Information
- Mirsad Muftic, owner of MHS
  - Phone: +387 61 219 811
- Eldina Muftic, Nezla Adilagic, owners of AgroLink
  - Phone: +387 61 136 112
  - E-mail: mhs@bih.net.ba info@agrolink.ba
- Company’s Website: http://www.fizikalnaterapijamhs.ba/ www.agrolink.ba
TOURISM

BEŠIĆA POLJANA - REST FOR BODY AND SOUL

PRIJEDOR, BOSNIA AND HERZEGOVINA

PROJECT PROFILE  — BEŠIĆA POLJANA - REST FOR BODY AND SOUL

Project Title
“BEŠIĆA POLJANA” - REST FOR BODY AND SOUL

Sector of Industry
Tourism

Location
Bešića poljana, City of Prijedor, mount Kozara

Objective of the project
Main goals:
• Development of villages and rural tourism in the
municipality of Prijedor , with special emphasis on
“Bešića poljana”
• Strengthening of the tourist offer of the region ,
• Formation of Ethno village

Key characteristics and advantages of the project
- Location of the project
- Available resources
- Reliable domestic partner

The financial aspect of investment - project:
Return on investment(ROI), Net Present Value,
etc.
All financial data will be available to investors during the
Sarajevo business forum. Business plan is being prepared.

Budget of expected investment – total investment
Total cost of the investment is 750,000,00 €
The involvement of foreign investor is crucial for the project to succeed.

Expected mode of cooperation with potential investor
Potential investor is expected to co-finance the project. It
can be expected that the entity ministry of tourism and city of
Prijedor finance the project but in smaller percentage. It can be
expected that the National park “Kozara” also take part in this
financial part of the project.

Company information
Start up company will be established

Company size
-

Structure of sales ( year 2012 and 2013)
-

Financial data
-

Market position
-

Historical overview of the most important
c characteristics
-

List of products
Tourist offer typical for rural areas of Bosnia and Herzegovina

Contact Information
1. Behzad Ćirkin, mob. + 387 (0) 66 830-631, e-mail: behzad.
ćirkin@gmail.com
2. Koćan Emir, mob. + 387 (0) 66 712-970, e-mail:
koçanemir@yahoo.it

Other information
-
**PROJECT PROFILE** – Management Development Consulting d.o.o.

<table>
<thead>
<tr>
<th>Project Title</th>
<th>Sports Centre – Pohorje; Pohorje Resort</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sector of Industry</td>
<td>Tourism</td>
</tr>
<tr>
<td>Location</td>
<td>Maribor, Slovenia</td>
</tr>
<tr>
<td>Objective of the project</td>
<td>The objective of the project is revival of the Sports Centre Pohorje. Sport Centre needs investors who will be trying to take advantage of natural resources and attract visitors.</td>
</tr>
<tr>
<td>Location:</td>
<td>Peaceful location surrounded by the nature. A lot of well-known hotels and apartments that suites to every visitor.</td>
</tr>
<tr>
<td>Sports, Adrenalin and Relax:</td>
<td>The environment is perfect for recreation in all seasons of the year: Skiing, cycling, hiking, walking, swimming, kayaking, ... Pohorje also contains adrenalin parks, Wellness centers and relaxation programs.</td>
</tr>
<tr>
<td>Business tourism:</td>
<td>Pohorje is the ideal place organize the events in a different way; reasons are location, adaptable working hours, rich culinary offer, professional support, attentive staff, immediate response to requests, high quality accommodation, ... There are many Conference centers appropriate for business events.</td>
</tr>
<tr>
<td>World-classs events:</td>
<td>Pohorje is well-known after the ski event “Golden Fox” and thousands of people and sponsors are attending this event.</td>
</tr>
</tbody>
</table>

**Company information**

- Management Development Consulting d.o.o., Ljubljana, Slovenia
- Business consulting
- 2006 (Bosnia and Herzegovina); 2013 (Slovenia)
- Dimiceva ulica 14, Ljubljana, Slovenia)
- Adnan Supuk, CEO
- Private Capital
- 15 employees (Branch Office Ljubljana)
- Our advantages are can be seen in the fact that we are present on the different markets for more than 10 years. Every company has its own priorities and ours are: best practices, innovation, advanced technologies, stability and reliability.

**Company size**

- Total sales in €:
  - 2012: 1.9 MIO EUR
  - 2013: 2.4 MIO EUR
- Structure of sales:
  - local markets 2012: 20 %
  - foreign markets 2012: 80 %
  - local markets 2013: 25 %
  - foreign markets 2013: 75 %

**Market position**

- Medium / Small

**Historical overview of the most important characteristics**

- Authorized representative for KRAŠ Food Industry for Turkey and Middle East
- Authorized representative for ASK Foods for Slovenia, Turkey and Middle East
- Authorized representative for Seaway Design for Middle East

**List of products**

- Project Management and Real Estate development
- Business Development Consulting
- Networking and partnership development
- Hospitality management and consulting

**Contact Information**

- Adnan Supuk, CEO
- +386 40 889 994
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- www.mdcon.eu

**Other information**