Sale offer for property and equipment owned by the company DUKAT mlin i pekara d.o.o. Jelah Tešanj

Teaser (June 2019)

CONTENTS:

Raiffeisen BANK

DUKAT – mlin i pekara d.o.o. Tešanj – Jelah

Key investment guidelines for the potential buyer of grain mill with production equipment and shopping center

Market with potential for growth

- The market for the production and distribution of flour and bakery products has a continuous accelerated growth with a strong trend of consolidation of key players in B&H market.
- Possibility to achieve significant negotiating power with suppliers, which is an additional potential for operational improvement and margins.

Possibility of increasing operational efficiency

- Quality construction and modern equipment with the possibility of expanding business activities gives the opportunity to finance further growth.
- A significant potential for increasing the number of products / services already exists.
- The value and speed of receivables collection in the market are improving considerably.

Entering the field of business

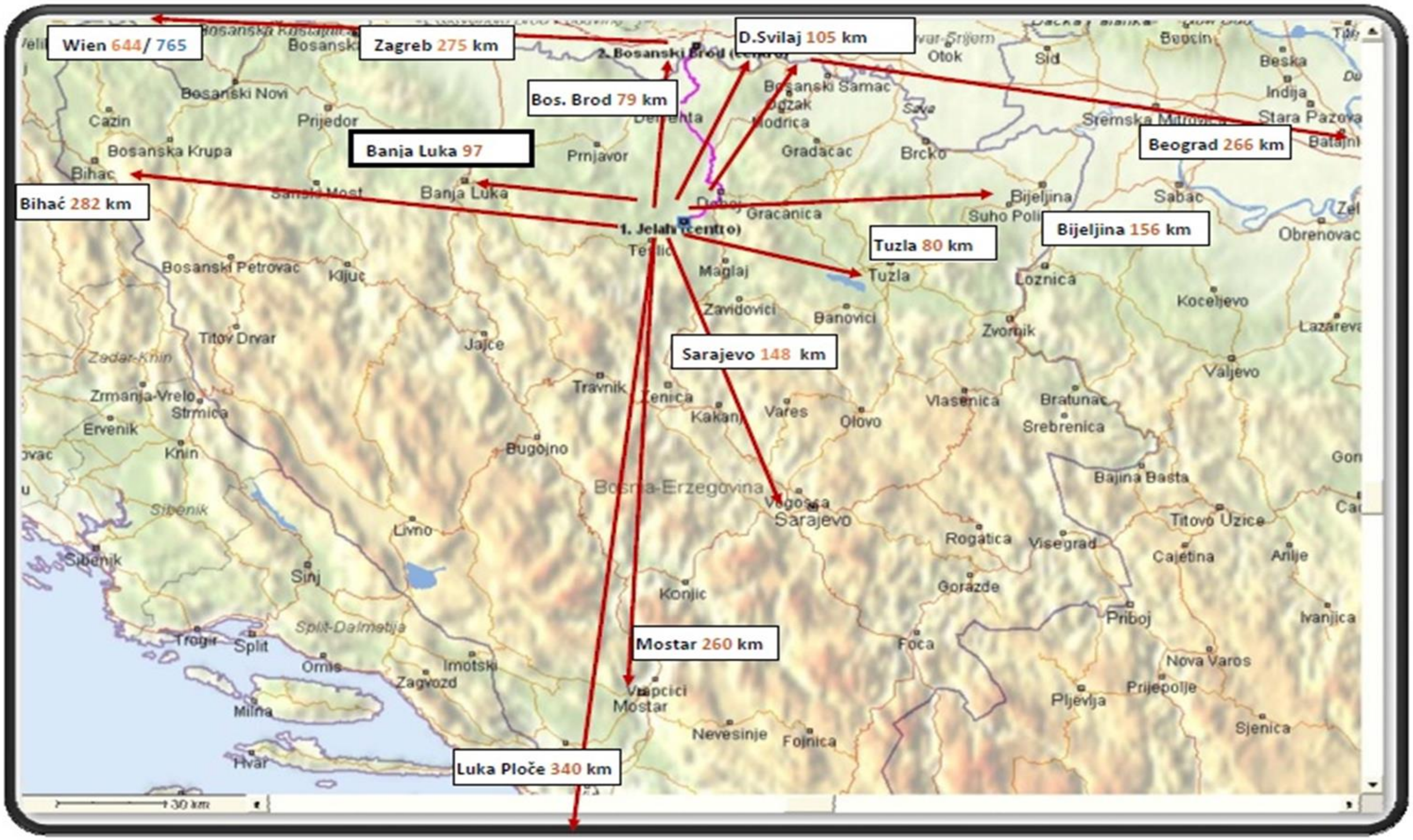
- Dukat Mill is the subject of market leader interest in BiH and has already been affirmed in a market with a good business perspective.
- Possibility to place their own products through a high-quality retail store in a good location in B&H.

DUKAT – mlin i pekara d.o.o. Tešanj – Jelah
Target profile

- **Industry: Grain Mill and Bakery + Retail - department store**
- **Ownership and basic information: the company is 100% privately owned by one owner, started working in 2007. General overhaul and modernization was done in 2017.**
- **Business activities and capacities:** the company consists of two units: mills and bakeries with infrastructure and retail building - department store. The mill has a capacity of 200t / 24h - brand IMAS MAKINA ITIFAK HOLDING KONYA - TURKEY, with 4 metal silos for storing wheat with capacity x 1.160t = 4.640t out of which there are 2 silos producers AGRIKON KESCKEMENT HUNGARY, 2 silos CSI ADANA TURKEY, 8 concrete silos for preparation of wheat x 64t = 512t, 8 concrete silos for flour with capacity of 44t = 352t, 1 concrete silo for livestock flour with capacity of 30t and vehicle weight of 64t and sloping unloading ramp, a system of reception and placement of wheat in silo with capacity of 52t / h (basket, redlers , elevator) and wheat extraction system from silo 26t / h (slugs, elevator).
- **Laboratory:** Farinograph & Extenzograph (BRABENDER), Laboratory mill (ROLANDO BONA), Instalab 600 (DICKEY JOHN), Glutomatic (SWANTECH), Laboratory sieve (BUHLER MIAG), Muffol furnace for determination of ash (SERBIA) YUCEBAS), Starch Damage Device (YUCEBAS), Sedimentation Device (YUCEBAS).
- **Facilities:** besides equipment and mill, the company owns 3 flour stores with a total area of 1.112m2, as well as a department store on a good location of 4.242m2 which consists of three floors of 1,414m2 area. A department store can also be used as a production facility by conversion that does not require significant investments.
- **Land**: economic land plot of 8,457 m2.
- **Property valuation by the owner / expected sales value:** The owner is interested in the sale of property and real estate owned by the company, all of it - a mill and a department store for 3,5 mio EUR, with a separate sale option: a mill with a warehouse of 1,75 mio EUR and department store in particular for 1,75 mio EUR. The price is for real estate, without any other obligations of the company such as VAT, taxes and contributions for workers and obligations towards banks and suppliers that the current owner will settle.
- **The company has advantages for the new investor such as:** the location - since the plants are a geographically strategically positioned for the company, it is ideal for the further development of the international business of production and further exports, possesses cutting-edge technology, large storage space, regional distribution and exports to the EU countries as well. The company has established a large cooperative network for flour production in the region.
- **Key financial indicators:** The client is selling real estate with equipment and supporting infrastructure, and the financial indicators of DUKAT - mill are not relevant.

DUKAT – mlin i pekara d.o.o. Tešanj - Jelah

Target profile - location (photo)



Source: company information

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BELGENİN ASLI ELEKTRONİK İMZALIDIR.

DUKAT – mlin i pekara d.o.o. Tešanj - Jelah

Target profile (photo)

Source: company informatione

DUKAT – mlin i pekara d.o.o. Tešanj - Jelah
Target profile (photo)

Source: company information

DUKAT – mlin i pekara d.o.o. Tešanj - Jelah
Target profile (photo)

Source: company information

Retail building – department store on three floors (4.242m2)

Target profile (photo)

Source: company information

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DUKAT – mlin i pekara d.o.o. Tešanj - Jelah

Target profile (photo)

Source: company information

SADRŽAJ

Raiffeisen *BANK* d.d. Bosna i Hercegovina – about us:

Raiffeisen *BANK* d.d. Bosna i Hercegovina

- The largest single bank in Bosnia and Herzegovina with assets over 4 billion KM and a market share of 14.7% in 2017
- The largest corporate and investment bank that has carried out a significant number of acquisitions and recapitalization of companies in BH. Market
- Bank with the largest base of corporate and institutional investors in BiH and a wide base of foreign clients engaged in investing in the SEE region
- Leader in implementing innovations in technologies, products and services in Bosnia and Herzegovina
- For the seventh year in a row, Global Finance, The Banker (fifth in a row) and Euromoney (fourth in a row) have declared RBBH the best bank in Bosnia and Herzegovina

Raiffeisen *BANK* d.d. Bosna i Hercegovina - Prizes:

Global Finance

The Banker – Bank of the Year 2004 Bosnia Herzegovina

finance central europe

bne businessneweurope

Deutsche Bank

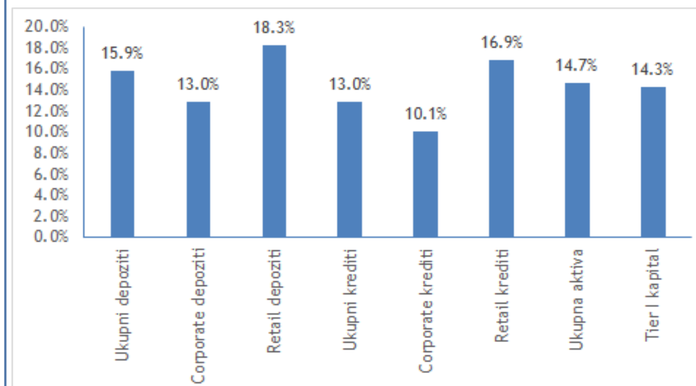
EUROMONEY

Raiffeisen *BANK* d.d. Bosna i Hercegovina - Indicators

	2014	2015	2016	2017
Total Assets (mn BAM)	**3,708.08**	**3,729.42**	**3,950.67**	**4,154.85**
Capital (Tier I) (mn BAM)	**530.16**	**529.23**	**520.27**	**547.35**
Profit after taxation (mn BAM)	**53.83**	**67.01**	**52.53**	**72.62**
ROA (%)	**1.5%**	**1.8%**	**1.3%**	**1.7%**
ROE (%)	10.2%	12.7%	10.1%	13.3%
Employees	1,478	1,355	1,312	1,320
Branches	94	94	96	97

Source: Raiffeisen BANK d.d. BiH

Raiffeisen *BANK* d.d. Bosna i Hercegovina - market share for 2017.



Raiffeisen BANK d.d. Bosnia and Herzegovina

Referent transactions:

MITTAL

Advisor in the purchase of a majority stake of 51% in the privatization of BH Steel doo

ALAS

Counselor in purchasing a majority stake in Fabrika cementa Lukavac d.d

ERSTE BANK

Advisor in taking 51% of the share in ABS Bank d.d. Sarajevo

UNIQA

Advisor in taking over 100% stake in Raiffeisen Insurance d.d. Sarajevo

MANN+HUMMEL

Takeover of more than 5% of the stake in Unico Filter d.d. Tešanj

BMS Group

Acquisition of more than 5% of the stake in Bosnia RE d.d. Sarajevo

IMI

Takeover of more than 5% of shares in Procredit Bank d.d. Sarajevo (former MEB Bank)

Advisor in taking over the majority stake in Bihać brewery dd.d. by a private investor

ACCENTUS BETEILIGUNGS AG

Counselor in taking over the majority stake in Fabrika cementa Lukavac d.d.

BN

Advisor in the acquisition of a majority stake in UNIS Valjčići d.d

CROATIA OSIGURANJE

Croatia osiguranje dd Zagreb

MANAGEMENT OF TAJE OVER BID FOR 94,66% EQUITY

CROATIA OSIGURANJE

Croatia osiguranje dd Ljubuški

Raiffeisen BANK

"Zeraa Agriculture Investment" d.o.o. Sarajevo

BLOCK TRANSACTION OUTSIDE THE STOCK EXCHANGE 94,81% EQUITY

HEPOK MOSTAR

Raiffeisen BANK

NN

NN International B.V.

BLOCK TRANSACTION ON THE SASE BID FOR 79,22% EQUITY

RFK "VALJČIĆ" D.D. KONJIC

Raiffeisen BANK

ACCENTUS Beteiligungs AG

BLOCK TRANSACTION OUTSIDE THE STOCK EXCHANGE 99,26 % EQUITY

FCL FABRIKA CEMENTA LUKAVAC

Fabrika cementa d.d. Lukavac

Raiffeisen BANK

BRITISH AMERICAN TOBACCO

BLOCK TRANSACTION OUTSIDE THE STOCK EXCHANGE 97,45% EQUITY

OPRESA

Raiffeisen BANK

ZR Energy

BLOCK TRANSACTION ON THE SASE BID FOR 52,60% EQUITY

Petrolinvest dd Sarajevo

Raiffeisen BANK

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