

# CATALOGUE OF INVESTMENT OPPORTUNITIES

Republic of Croatia





Zagreb, June 2013

Dear Prospective Investor,

We are delighted to present you with the Catalogue of Investment Opportunities, an overview of various investment projects in the Republic of Croatia. By bringing this Catalogue to your attention, we wish to introduce you to the remarkable investment potential Croatia has in various economic sectors - potential that can bring numerous rewards to our interested international partners. Collecting noteworthy projects in one brochure and presenting them to a wider audience is a part of Croatian Government's dedicated efforts of attracting investment and improving business climate in Croatia.

This glimpse of Croatia's current investment potential entails some of the most interesting projects offered in Croatia and promoted by relevant institutions working in the field of attracting investments, i.e. Ministry of Regional Development and EU Funds, Ministry of Foreign and European Affairs, Ministry of Economy, Ministry of Entrepreneurship and Crafts, Ministry of Maritime Affairs, Transport and Infrastructure, Agency for Investments and Competitiveness, Center for Monitoring Business Activities in the Energy Sector and Investments, Croatian Agency for SMEs and Investments and Croatian Chamber of Economy.

Aware of the importance of foreign direct investments for a dynamic and sustainable growth of the economy, the Croatian Government recently considerably increased incentives for launching investment projects and has been continuously implementing new regulations to encourage investors to expand their business operations to the Republic of Croatia. Our goal is for Croatia to become one of the most attractive investment destinations in Europe. To this end, the Croatian Government will continue to further develop our business environment and the already existing high quality services Croatia offers to foreign investors.

Each project summary presented here provides initial information as a basis for entering into in-depth project assessment. This publication also includes contacts of the person responsible for providing you full information on each project. We will be happy to give all further materials you may be interested in receiving and ensure professional assistance during the entire investment process.

Respectfully,



**Vesna Pusić**

First Deputy Prime Minister  
and Minister of Foreign and  
European Affairs

A handwritten signature in blue ink, appearing to read 'Vesna Pusić'.



**Branko Grčić**

Deputy Prime Minister  
for Economic Affairs  
and Minister of Regional  
Development and EU Funds

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**Ivan Vrdoljak**

Minister of Economy

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# **PROFILES OF INSTITUTIONS FOR INVESTMENT SUPPORT**

**Agency for Investments and Competitiveness (AIK)**

**Center for Monitoring Business Activities in the Energy Sector and Investments (CEI)**

**Croatian Agency for SMEs and Investments (HAMAG INVEST)**

**Croatian Chamber of Economy (HGK)**

## CENTRAL PLACE FOR THE IMPLEMENTATION OF YOUR INVESTMENT

### WHO ARE WE?

The Agency for Investments and Competitiveness (AIK) is an agency of the Croatian Government whose main task is to promote Croatia as a desirable investment destination, proactive attracting and implementation of investment projects as well as enhancement of the competitiveness of the Croatian economy on a global level.

Our role is to be the central place which ensures investors a transparent and all-encompassing service using a tailor-made approach in the implementation of investment projects in the Republic of Croatia.

### MISSION

„The AIK’s mission is to enable the investors to quickly and successfully achieve their business projects in the Republic of Croatia with its services and professional attitude, to promote sector specialization, cluster competitiveness and identify measures to streamline their business and raise the level of competitiveness in the Republic of Croatia.”

### VISION

„The AIK’s vision is to act through attracting and encouraging investments and raising competitiveness of the Croatian economy to ensure that Croatia becomes a highly competitive country in the region with significant growth and development that will be based on knowledge, products and services of high added value, which will contribute to new employment.”

### OUR GOALS

- to increase the number of investment projects
- to create new workplaces
- to enhance the investment environment

### OUR SERVICES

Promotion of Croatia as an investment destination	Support of the implementation of investment projects through	Increasing the competitiveness of the Croatian economy
<ul style="list-style-type: none"> <li>• Strengthening of Croatia’s image as a globally competitive economy</li> <li>• Preparation and organization of specific seminars/ conferences on investment opportunities in Croatia</li> <li>• Coordination of all promotional activities on the international market with partner institutions</li> </ul>	<ul style="list-style-type: none"> <li>• Offering of all the necessary information on business opportunities in Croatia</li> <li>• Preparing projects for investment in Croatia</li> <li>• Supporting investment projects in all phases of implementation through “tailor-made” approach</li> </ul>	<ul style="list-style-type: none"> <li>• Improvement of investment environment</li> <li>• Removal of administrative barriers</li> <li>• Support to the work of clusters of competitiveness</li> </ul>

Our strength lies in a young and experienced team that will use its knowledge and experience to offer you the best support in the implementation of your investments. All our services are free of charge.

**WE ARE AT YOUR DISPOSAL FOR ALL YOUR QUESTIONS!**

**Agency for Investments and Competitiveness**

Radnička cesta 80, 10 000 Zagreb, Croatia

www.aik-invest.hr, e-mail: info@aik-invest.hr, phone: + 385 1 6286 800, fax: +385 1 6286 829



# CEI - THE CENTER FOR MONITORING BUSINESS ACTIVITIES IN THE ENERGY SECTOR AND INVESTMENTS

## ABOUT CEI

The CEI was established with the objective of finding solutions for improving the financial effectiveness of companies in the energy sector in which the state has shares or stakes, and appropriate and targeted directing of funds in a manner that ensures the greatest and most long-term economic return, stable growth and centralised and systematic monitoring of investments in the Republic of Croatia.

Our goal is to enable the transparent administration, monitoring and implementing of the energy strategy of the Republic of Croatia, and in a systematic manner to cover and provide support in managing investments of the state and of state-owned companies.

## OUR CORE ACTIVITIES

### 4 BASIC PILLARS OF CEI:

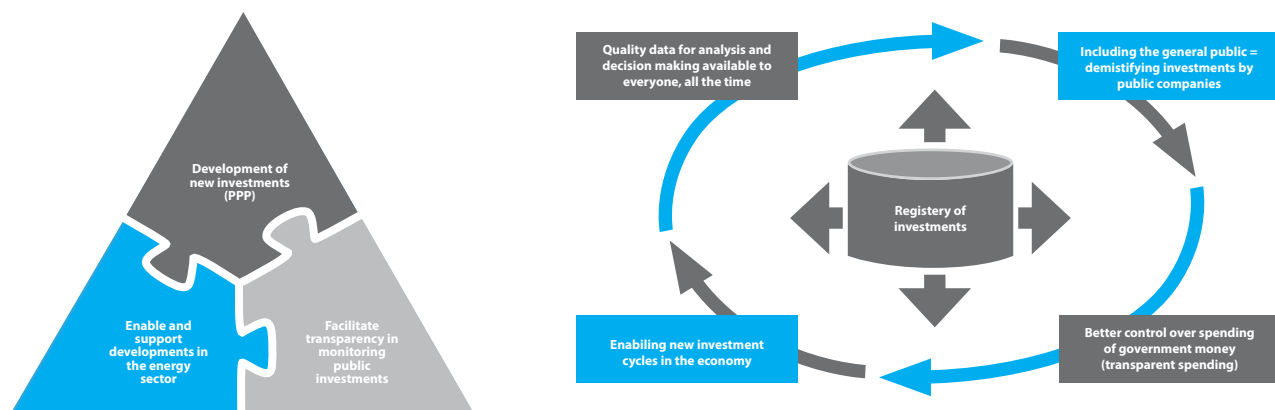
1. Preparing capital energy projects and supporting renewable energy sources
2. Monitoring public investments
3. Developing new public – private partnerships
4. Increasing public investments

### ALL DIVIDED IN THREE SECTORS:

- ENERGY SECTOR
- INVESTMENT SECTOR
- PPP SECTOR

## GOAL AND PURPOSE OF CEI

Making information on investments by public Companies transparent to the Government and citizens.



## ABOUT HAMAG INVEST

HAMAG INVEST (Croatian Agency for SMEs and Investments) was established by the Government of the Republic of Croatia with the purpose of enhancing SME development and investment promotion. HAMAG INVEST is an independent institution under the supervision of the Ministry of Entrepreneurship and Crafts of the Republic of Croatia.

## OUR CORE ACTIVITIES

- Investment promotion
- Issuing guarantees for bank credits to SMEs
- Grant schemes implementation
- Co-financing consultant services

## WE AIM TO

- Facilitate creation of favourable environment for entrepreneurship and investment
- Actively promote Croatia as an attractive location for investment
- Provide active support to the economic development of Croatia
- Create positive international image of Croatia

## OUR SERVICES FOR INVESTORS

- Dissemination of information about advantages of investing in Croatia
- Providing information about investment opportunities in Croatia
- Providing support to foreign investors regarding their investment activities
- Providing foreign investors with information about legislation, incentives, locations, potential suppliers
- Providing assistance with the application for investment incentives
- Facilitating communication between foreign investors and national and local authorities
- Aftercare services for foreign investors already operating in Croatia



## CROATIAN CHAMBER OF ECONOMY

The Croatian Chamber of Economy is an independent professional and business organisation of all legal entities engaging in business. The Chamber consists of the Headquarters in Zagreb and 20 county chambers. Functionally, the CCE consists of 8 departments dealing with the respective branch of the economy, and it also includes 40 professional associations, 87 groups and 19 affiliations. Apart from this, within the CCE act five business centres, Permanent Arbitration Court, Conciliation Centre, Court of Honour and CCE Office for Areas of Special State Concern.

### NUMEROUS DATABASES

- Online catalogue of investment projects (available on [www.hgk.hr](http://www.hgk.hr))
- Croatian company directory - more than 85,000 active members
- Business opportunities exchange
- Business zones
- Croatian export directory
- Croatian Waste Materials Exchange

### INFORMATION

- On relevant regulations and laws in the field of investment and economics
- On current economic situation in Croatia
- On how to start-up business in Croatia
- On national and local investment incentives and opportunities

### ASSISTANCE

- Linking potential investors with project holders
- Facilitating communication with the institutions on national and local level
- Support to the investors in dealing with administrative procedures on all levels
- Providing suppliers' database and facilitating contact with potential business partners
- Organising individual, tailor-made visits of potential investors to Croatia

Assistance provided on all levels through a network of 20 County Chambers in Croatia.



**STATE-OWNED PORTFOLIO**

**TOURISM REAL  
ESTATE PROJECTS**

**Project Kupari - Srebreno**

**Project Pineta**



# PROJECT KUPARI-SREBRENO, Kupari

## POTENTIAL TRANSACTION

The main goal of this potential transaction is to contribute to further development of high-end tourism in Dubrovnik-Neretva County through the completion of the state owned real estate project Kupari-Srebreno.

The project is on one of the most attractive locations in the region and potentially includes three sites:

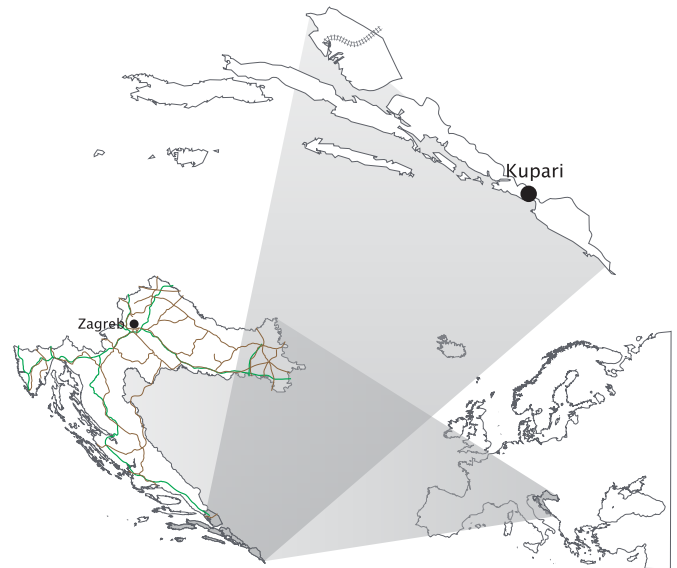
**Kupari I**, which covers a land area of 14 hectares foreseen for building/reconstruction of hotel accommodation capacities with approximately 1,500 beds,

**Kupari IV**, an undeveloped area on 12 hectares, planned for construction of accommodation facilities (total 800 beds),

**Srebreno II**, covers 6.1 hectares and is foreseen for construction of a congress centre (2000 participants) and additional accommodation facilities (hotel with 100 beds). Although all basic infrastructure connections are available on the site, the Project development would require upgrade of same capacities, primarily a new transmission line (10/20kV).

### OBJECTIVE:

To develop the Project by investing in the construction of a new tourist resort, including new facilities and amenities, and introducing modern destination management practices.



## CURRENT STATUS OF THE REAL ESTATE INCLUDED IN THE PROJECT

The Kupari Tourist Complex is a former military resort, situated in the village Kupari, near the Old City of Dubrovnik (11 km) and Dubrovnik International Airport (16 km).

At the beginning of the 1990s the whole Complex was destroyed and no investments have been made in reconstruction of existing or building new capacities since.

Today a part of the resort (Kupari I) includes five non-

operating hotels and the Kupari Auto Camp which was leased until the end of 2012. The total accommodation capacity of all five hotels, situated near the waterline, was 1,626 beds. The auto camp could accommodate 4,500 people.

All facilities are in a very poor condition and need significant reconstruction or rebuilding.

While Srebreno II was a former auto camp, the area of Kupari IV has not been developed yet.

## TRANSACTION MODEL

To be determined; combination of land sale and right to build.

Public tender is expected to be published in the course of 2013.

## PORTFOLIO OF EXISTING FACILITIES

### HOTELS:

**Grand Hotel:** built in 1920, renovated in 1979, with a total of 139 beds and net developed area of 6,102 m<sup>2</sup>. Allowed construction density (KIG) is 0.20 while allowed construction efficiency (KIS) is 0.40,

**Goričina I Hotel:** built in 1965, with 162 beds, net developed area of 2,140 m<sup>2</sup>, KIG 0.44 and KIS 1.19,

**Goričina II Hotel:** built in 1980, with 352 beds, net developed area of 12,282 m<sup>2</sup>, KIG 0.44 and KIS 1.19,

**Pelegrin Hotel:** built in 1966, with 419 beds, net developed area of 7,346 m<sup>2</sup>, KIG 0.49 and KIS 1.32,

**Kupari Hotel:** 554 beds, net developed area of 19,894 m<sup>2</sup>, KIG 0.30 and KIS 0.96.

### AUTO CAMP

**Kupari Auto Camp:** possibility to accommodate 4,500 people.



## PROJECT LOCATION: DUBROVNIK-NERETVA COUNTY

Population (2011): **122,783**

GDP per capita (2010): **10,457 EUR**

Unemployment rate (2011): **18.8%**

Average gross salary: **994 EUR**

Average gross salary in the sector (tourism): **984 EUR**

Dubrovnik-Neretva County comprises 5 cities and 17 municipalities. The County includes smaller islands covered in thick Mediterranean vegetation and forests, smaller settlements and agricultural lands (olive groves and vineyards).

The main characteristic of the County's economy is the predominance of tertiary services with tourism and hospitality industries and maritime shipping as main activities. The region also has significant agricultural potentials in the area of the Neretva River Delta Valley and in the Pelješac Peninsula known for the active production of high quality wines.

The County is very well connected by Dubrovnik International Airport, close proximity to the modern A1 Split-Zagreb Highway, the deep sea port of Dubrovnik

suitable for cruisers as well as an important cargo port Ploče (gateway of the future Pan-European transportation corridor Vc). Dubrovnik's famous medieval old town (listed on UNESCO's world heritage list since 1979) along with the island of Korčula has positioned Dubrovnik and the County as a high-end European and global tourist destination (New York Times shortlisted Dubrovnik among 45 places to visit in 2012).

Tourism is constantly developing as a strategic industry for the County, through investments in new and existing hotels, sports and infrastructure capacities (14 five-star hotels and 17 four-star hotels, two golf resorts planned within 35 km, a new investment in ACI Marina Slano).

The potential for high-end tourism has already been identified by international hotel chains (Hilton, Radisson Blue, Rixos, Uzel Holding, Adriatic Luxury Hotels and Luksic Group) present in Dubrovnik.

The educational infrastructure relevant to the sector includes high schools for hospitality and catering, and two universities with excellent programs related to tourism (ACMT-RIT New York and Dubrovnik University).

## CONTACTS

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DISCLAIMER: Information contained in this document has been provided by Agency for Investments and Competitiveness of the Republic of Croatia. Purpose of this document is to give short information about companies and /or possibilities to potential investors. The profile is for information purposes only. No responsibility or liability is accepted for the information in this document.



# PROJECT PINETA, Fažana

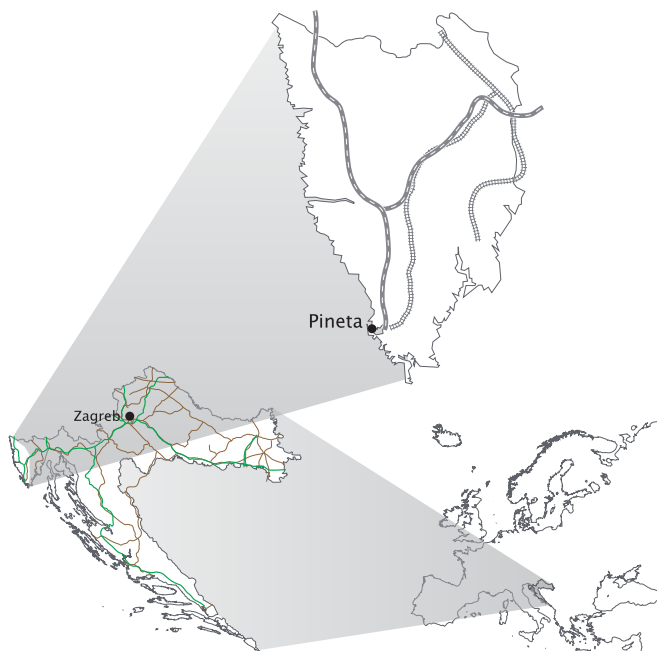
REPUBLIC OF CROATIA

## PROJECT DESCRIPTION

Brijuni Rivijera Ltd. is a development company founded in 2003 by public authorities (The Republic of Croatia and Istria County) with the purpose to develop and implement the project of Brijuni Rivijera, based on the Master Plan of Istrian tourism of Brijuni Rivijera area. It is planned to be developed on three unique locations: Pineta, Hidrobaza and Sv. Katarina and Monumenti, which should be profiled as the highest category tourism destination.

Selected Brijuni Rivijera locations are situated in the south-western part of the Istrian coast, on the ground of the Municipality of Fažana in the North and the City of Pula in the South. The Pineta site is situated just in front of the Brijuni Islands, half a kilometre near Fažana.

The total surface of the Pineta location is 50 hectares. The planned building surface is 11.4 hectares, and the remaining 38.6 hectares include an area for sports and recreation and the beach in a pine forest overlooking the Brijuni Islands.



## PLANNED CAPACITIES

According to the Urban Development Plan of the Municipality of Fažana, the available area is determined for the following proposed facilities:

### HOTEL:

**Hotel 4 – 5 \***, with a total of 650 beds.

### ADDITIONAL FACILITIES:

- Additional food and beverage facilities
- Wellness centre, swimming pool and tennis courts
- Promenade with a central square.

## TRANSACTION MODEL

To be determined; combination of land sale and right to build. Public tender is expected to be published in the course of 2013.





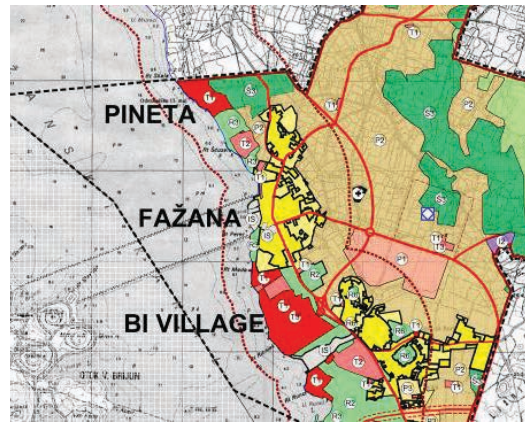
## PROJECT LOCATION: ISTRIA COUNTY

Population (2011): **208,440**  
GDP per capita (2010): **12,897 EUR**  
Unemployment rate (2011): **11.5%**  
Average gross monthly salary: **997 EUR**  
Average gross salary in the sector (tourism): **1,142 EUR**

Istria County is located on the largest Croatian peninsula of Istria, on an area of 2,820 km<sup>2</sup> and has excellent transport connections with main European motorways (Istrian "Y" motorway connects Istria with highways in Slovenia, Italy and Austria) and by air (International Airport in Pula).

Istria is one of the most developed Croatian regions with dominant industry (shipbuilding, production of building materials, tobacco products, furniture, glass and electrical machinery and parts for the automotive industry), tourism (31.6% of all arrivals and 25.3% of all overnight stays in Croatia in 2011) and trade sector. In recent years, a great attention was paid to the revitalization of agriculture (especially olive growing and organic food production) and the related development of enogastronomic tourism (autochthonous wines Malvasia, Teran, highly esteemed white truffle) and agro-tourism, particularly in the hinterland of Istria, which is recognized as the "Tuscany of Croatia".

There is a very long tradition of tourism that has been developing from the period of the Roman Empire through the Austro-Hungarian Empire (when tourist centres Umag, Poreč, Rovinj, Pula, Rabac, including the Brijuni Islands were strongly developed). In the past decade, intensive investments (760 million EUR) in a construction of new and reconstruction of existing, primarily high-class hotel facilities were made resulting in a significant increase of five-star hotels (total of 4) and four-star hotels (total of 26). In the structure of accommodation, from a total of 250,300 units, camps are the most represented (44.4%), followed by private accommodation (22.6%), apartments and rural tourism (12.8%), hotels (11.2%) and accommodation in the



marinas (6.7%). Main markets in terms of overnight stays are Germany (28.7%), Slovenia (14.2%), Austria (11.0%) and Italy (10.6%).

Strong domestic brands (Istraturist Umag, Maistra and Valamar) prevail but international brands such as the Kempinski Hotel and Sol Melia are present as well, primarily as management companies.

The wide and diversified range of facilities enables the development of various kinds of tourism: sports tourism (currently 2 out of 4 golf courses in Croatia are in Istria - Umag and Brijuni, the construction of a third golf project Marlera has commenced, and the International ATP tournament holds place in Umag), cultural tourism (Motovun Film Festival, performances by world-renowned artists in Vespasian's Roman amphitheatre-Pula Arena, Theatre Ulysses), nautical, convention, hunting, fishing, and diving tourism.

Further development of tourism in this region will be ensured with new projects, notably the Brijuni Riviera which is to be developed on three locations (Pineta, Hidrobaza and Sv. Katarina i Monumenti on total land area of 114 ha), and should additionally profile the County as a tourist destination with a wide range of capacities of the highest category.

## CONTACTS

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## **STATE-OWNED PORTFOLIO**

## **TOURISM COMPANIES**

**Bizovačke toplice**

**Dalma**

**HOC Bjelolasica**

**Hotel Medena**

**Hoteli Maestral**

**Hoteli Makarska**

**Hoteli Plat**

**Hoteli Podgora**

**Hoteli Živogošće**

**HTP Korčula**

**HTP Orebić**

**Imperial Rab**

**Modra špilja**

**Vranjica Belvedere**



REPUBLIC OF CROATIA

# DALMA Plc., Split

## TRANSACTION

The Republic of Croatia through the Agency for State Property Management (AUDIO) has the goal to finish the privatisation process of its tourism portfolio (hotel companies owned and partially owned by the Republic of Croatia).

### PRIVATISATION MODEL:

The company Dalma Plc. is currently undergoing a pre-bankruptcy settlement procedure, which, according to the

Act on Financial Operations and Pre-bankruptcy Settlement Procedure (OG 108/12; 144/12), allows a takeover of the Company through a proposal of a restructuring plan.

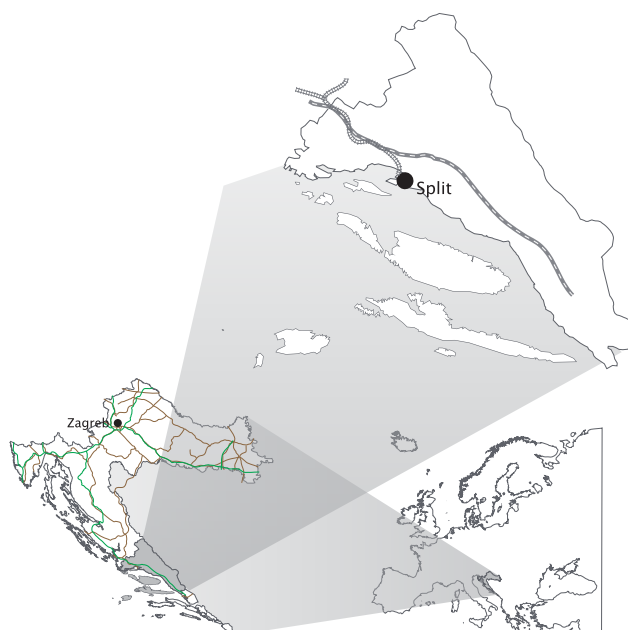
In case of interest, the potential partners are invited to contact the management of the Company with whom they should submit the plan of financial and operational restructuring, which will be the subject of creditors approval.

## COMPANY

Dalma Plc. was originally established as a trading company. However, with the expansion of the City of Split it re-oriented its business from trading to tourism.

Its business is implemented through two tourist facilities: the Dalmina Hotel in Split and the Brzet Hotel in the neighbouring town Omiš.

The Company owns 8,000 m<sup>2</sup> business complex where there is a possibility of extending the existing hotel facility with a layout area of 4,000 m<sup>2</sup> in a new hotel or other business capacity.



## SALE

Shares on sale: **1,046,303 (84.30% of share capital)**

Average price on stock market: **listed company but without trading history**

## FINANCIAL DATA (in EUR:)

Year	2010	2011	2012
Operating revenues	250,394	268,710	1,340,881
Operating expenses	3,035,528	967,702	1,816,582
EBIT	(2,785,134)	(698,992)	(475,701)
EBITDA	(2,566,710)	(521,870)	(297,692)
Net income	(3,446,608)	(803,514)	(1,202,361)
Total assets	23,840,674	23,129,440	22,052,070
Total liabilities	7,492,228	8,254,706	9,059,888

## REAL ESTATE PORTFOLIO

The total accommodation capacity is 306 beds allocated between the Dalmina and Brzet hotels.

### HOTELS:

**Dalmina (\*\*\*\*):** a new hotel in the City of Split with 52 accommodation units, a cocktail bar and congress facilities; originally intended to meet the needs of business people,

**Brzet (\*\*\*):** the pavilion-like hotel near Omiš with 88 accommodation units, consisting of three 2-level pavilions with a total facility area of 2,606 m<sup>2</sup> and a net land area of 17,363 m<sup>2</sup>.

### CONVENTION CENTRE:

There are congress facilities in the Dalmina Hotel (166 m<sup>2</sup>) with a meeting room and a conference/banquet hall accommodating up to 200 people.

### ADDITIONAL FACILITIES:

The Kopilica Complex with a total area of approximately 26,000 m<sup>2</sup> with approximately 24,000 m<sup>2</sup> gross construction capacity,

12 smaller offices on the outskirts of Split.



## SPLIT-DALMATIA COUNTY INFORMATION

Population (2011): **455,242**

GDP per capita (2010): **8,072 EUR**

Unemployment rate (2011): **24.0%**

Average gross monthly salary: **961 EUR**

Average gross salary in the sector (tourism): **878 EUR**

Split-Dalmatia County encompasses the territory of the historical region of Dalmatia, and is easily accessible via Zagreb-Split Highway and Split International Airport.

The most important economic activity is tourism. There is a total of 117 hotels (2 five-star and 39 four-star hotels, while the remaining 76 are three- or two-star). In addition to hotels, accommodation is provided in apart-hotels, tourist resorts, tourist apartments and auto camps. The overall accommodation capacity provided is approximately 13,000 beds.

There are 10 marinas (4 on islands and 6 on the mainland)

with a total of 1,814 berths.

The present international hotel chains in Split include the Le Meridien Lav and the Hilton Hotel Marjan which is planned for opening.

The County's tourist potential includes: a rich heritage and cultural offer, catholic pilgrimage destinations, active and sports holidays and health tourism. There are UNESCO heritage sites in Split (Diocletian Palace) and Trogir; catholic pilgrimage destinations (Sinj, Vepric and vicinity to famous Medjugorje); rafting on the River Cetina in Omiš area, and hiking, walking and cycling paths on mountains Marjan and Biokovo.

A large number of high schools offer education in the hospitality and catering sector, while the Split University provides undergraduate and graduate programs in tourism.

## CONTACTS

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# HOC BJELOLASICA Ltd., Jasenak

## TRANSACTION

Republic of Croatia through the Agency for State Property Management (AUDIO) has the goal to finish the privatisation process of its tourism portfolio (hotel companies owned and partially owned by the Republic of Croatia).

### PRIVATISATION MODEL:

The company HOC Bjelolasica Ltd. is currently undergoing a pre-bankruptcy settlement procedure, which, to the Act on Financial Operations and Pre-bankruptcy Settlement Procedure (OG 108/12; 144/12), allows a takeover of the Company through a proposal of a restructuring plan.

In case of interest, the potential partners are invited to contact the management of the Company with whom they should submit the plan of financial and operational restructuring, which will be the subject of creditors approval.



## COMPANY

The company is majority-owned by the Republic of Croatia (76.03%), and its facilities are currently managed by Club Adriatic Ltd. (also owned by the Republic of Croatia). The main part of Company's business activities are commercial activities (retail, tourist and hospitality activities), while the other part consists of activities of public interests, such as sports activities on Bjelolasica and Begovo Razdolje ski resorts and utility services (heating, maintenance of water supply system and wastewater treatment).

The tourist and hospitality services are performed on three locations: in the tourist village Bjelolasica, Begovo Razdolje (Jastreb Hotel) and town Ogulin (restaurant). The tourist

village Bjelolasica is located 27 km from Ogulin. It was partly renovated in 1998, and consists of accommodation capacities and numerous sport facilities. The Bjelolasica ski resort consists of three double chairlifts and eight ski slopes. However, the central building, used as a catering facility, was destroyed in a fire in 2011. To put the tourist village in full use, a new catering facility needs to be constructed, while some pavilions also require reconstruction and/or adaptation.

The Jastreb Hotel is located in Begovo Razdolje, the only settlement in Croatia above 1,000 meters above the sea level, 55 km from the City of Rijeka and 115 km from Zagreb. The Sabljaci Restaurant is situated on the Sabljaci Lake, 4 km from Ogulin.

## SALE

Stake on sale: 76.03% of total stake

## FINANCIAL DATA (in EUR:)

Year	2010	2011	2012
Operating revenues	2,974,882	738,455	870,148
Operating expenses	3,416,422	2,590,639	2,278,867
EBIT	(441,541)	(1,852,184)	(1,408,719)
EBITDA	(17,214)	(1,454,481)	(1,010,280)
Net income	(404,932)	(2,197,608)	(1,980,334)
Total assets	15,463,991	12,565,071	12,058,695
Total liabilities	3,735,841	3,306,021	4,843,460
Number of employees	160	129	110

## REAL ESTATE PORTFOLIO

### BJELOLASICA TOURIST VILLAGE

**Eight pavilions**, of which HOC Bjelolasica Ltd. owns five: Kula, Klek and Lasice (100% owned) and Dobra and Vrelo (majority owned). The total accommodation capacity includes 120 rooms. In addition to other rooms, Vrelo pavilion contains ten rooms adjusted for disabled persons, while Lasica pavilion has a children's didactic-sports workshop.

**Central building**, destroyed in a fire in 2011.

### JASTREB HOTEL (\*\*\*)

**The Jastreb Hotel** has 43 rooms, a restaurant with 90 seats, an aperitif bar with 30 seats and a summer terrace. Sports facilities include a ski-lift and a slope which has not been in use for several years.

### SABLJACI RESTAURANT

The restaurant has a capacity of 250 indoor and 150 outdoor seats, its own parking space, as well as sand volleyball playground.



## KARLOVAC COUNTY INFORMATION

Population (2011): **128,749**

GDP per capita (2010): **7,404 EUR**

Unemployment rate (2011): **25.0%**

Average gross monthly salary: **962 EUR**

Average gross salary in the sector (tourism): **733 EUR**

The Karlovac County is located in central Croatia. It is a traffic link between continental and coastal Croatia, and also the hub of the modern highway connecting Central Europe to the Adriatic Sea. In the West it borders with the Republic of Slovenia and on the East with the Republic of Bosnia and Herzegovina.

It combines a number of natural beauties: mountain peaks Kapele on the South, wooded hillsides of Petrova and Žumberak hills in the South-East and North; the central green karst plateau of Kordun, through which four rivers (Kupa, Korana, Mrežnica and Dobra) flow and the fruitful valley of Pokup in the North-East. This part of Croatia is known for its

well-preserved and untouched nature.

The County has rich historical heritage, from prehistoric ruins of Japoda and Kolapijan tribes, ancient Roman remains, Croatian medieval fortresses (Dubovac near Karlovac, Ogulin, Modrus, Slunj, Cetingrad, Ozalj, Novigrad...), to monasteries and churches, roads and bridges.

The most important industrial branches are processing industry, retail and construction. Within processing industry, the most represented sectors are food and beverages production, metal processing, equipment and machinery production, the production of rubber and plastic, textile and wood industry.

Higher education is provided at the Karlovac University of Applied Sciences which consists of six departments: Mechanical Engineering, Textile Technology, Food Technology, Gamekeeping and Environmental Protection, Safety and Protection Department and Business Department.

## CONTACTS

Agency for Investment and Competitiveness (AIK), [www.aik-invest.hr](http://www.aik-invest.hr), e-mail: [info@aik-invest.hr](mailto:info@aik-invest.hr)

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REPUBLIC OF CROATIA

# HOTEL MEDENA Plc., Seget Donji

## TRANSACTION

The Republic of Croatia through the Agency for State Property Management (AUDIO) has the goal to finish the privatisation process of its tourism portfolio (hotel companies owned and partially owned by the Republic of Croatia).

### PRIVATISATION MODEL

The company Hotel Medena Plc. is currently undergoing a pre-bankruptcy settlement procedure, which, according

to the Act on Financial Operations and Pre-bankruptcy Settlement Procedure (OG 108/12; 144/12), allows a takeover of the Company through a proposal of a restructuring plan.

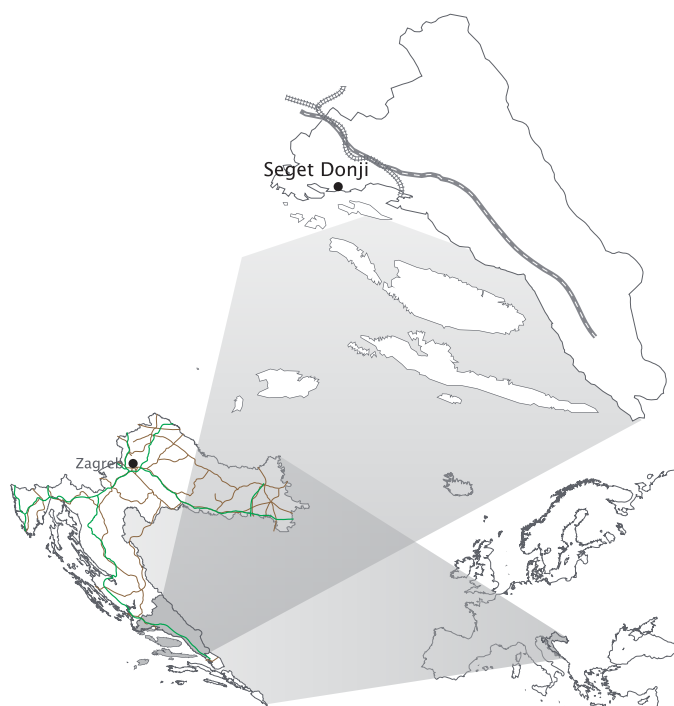
In case of interest, the potential partners are invited to contact the management of the Company with whom they should submit the plan of financial and operational restructuring, which will be the subject of creditors' approval.

## COMPANY

Hotel Medena Plc. is a joint-stock company registered in 1995 and specialised in accommodation and hospitality services offered in its two main buildings and two separate pavilions. The Company is well-positioned on the international markets. The majority of arrivals in last three years (around 70%) originated from foreign markets.

In addition to the great waterfront position and superior sea view from most of the rooms, the advantage of the Medena Hotel is its accessibility: it is located only 7 km from Split International Airport and 15 km from Zagreb-Split Highway. The Hotel is in the near vicinity of the old towns of Trogir and Split, and several marinas: ACI Trogir, ACI Split, Agana and Frapa (total number of 1,379 berths).

The Company has great potential for further development; its excellent easy-to-reach location and existing conference facilities allow development in the M.I.C.E. segment. Moreover, there are sports fields that can be used to extend the Hotel's offer to recreational and sports groups.



## SALE

Shares on sale: **211,316 (53.66% of share capital)**

Average price on stock market: **6.93 EUR (23.4.2013)**

## FINANCIAL DATA (in EUR:)

Year	2010	2011	2012
Operating revenues	4,384,968	4,482,938	4,489,294
Operating expenses	4,890,780	5,051,957	5,469,384
EBIT	(505,812)	(533,019)	(980,090)
EBITDA	23,634	(34,677)	(491,158)
Net income	(806,114)	(654,557)	(1,189,792)
Total assets	39,072,676	38,143,576	36,736,506
Total liabilities	14,492,768	14,692,322	14,522,297
Number of employees	184	178	178



## REAL ESTATE PORTFOLIO



### HOTELS:

Medena Hotel (\*\*): 9 levels, 39,707 m<sup>2</sup>, consisting of two buildings (A and B), built in 1971 and partially renovated in 2003. The Hotel has 619 rooms of different standards: deluxe (36 rooms and 8 apartments), superior (48 rooms), standard (264 rooms) and tourist class (271 rooms). Deluxe and superior rooms meet requirements for higher quality categorisation.

### PAVILIONS:

Two pavilions (\*\*): 100 accommodation units.

### CONVENTION CENTRE:

A conference hall with 350 seats.

### SPORTS AND RECREATIONAL FACILITIES:

Running paths, table tennis, mini-golf, 6 tennis courts, multipurpose sports fields for football, volleyball, basketball and beach volleyball.

### AREA:

Total facility area: 39,707 m<sup>2</sup>,

Net land area: 105,206 m<sup>2</sup>.

## SPLIT-DALMATIA COUNTY INFORMATION

Population (2011): **455,242**

GDP per capita (2010): **8,072 EUR**

Unemployment rate (2011): **24.0%**

Average gross monthly salary: **961 EUR**

Average gross salary in the sector (tourism): **878 EUR**

Split-Dalmatia County encompasses the territory of the historical region of Dalmatia, and is easily accessible via Zagreb-Split Highway and Split International Airport.

The most important economic activity is tourism. There is a total of 117 hotels (2 five-star and 39 four-star hotels, while the remaining 76 are three- or two-star). In addition to hotels, accommodation is provided in apart-hotels, tourist resorts, tourist apartments and auto camps. The overall accommodation capacity provided is approximately 13,000 beds.

There are 10 marinas (4 on islands and 6 on the mainland)

with a total of 1,814 berths.

The present international hotel chains in Split include the Le Meridien Lav and the Hilton Hotel Marjan which is planned for opening.

The County's tourist potential includes: a rich heritage and cultural offer, catholic pilgrimage destinations, active and sports holidays and health tourism. There are UNESCO heritage sites in Split (Diocletian Palace) and Trogir; catholic pilgrimage destinations (Sinj, Vepric and vicinity to famous Medjugorje); rafting on the River Cetina in Omiš area, and hiking, walking and cycling paths on mountains Marjan and Biokovo.

A large number of high schools offer education in the hospitality and catering sector, while the Split University provides undergraduate and graduate programs in tourism.

## CONTACTS

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# HOTELI MAESTRAL Plc., Dubrovnik

## TRANSACTION

The Republic of Croatia through the Agency for State Property Management (AUDIO) has the goal to finish the privatisation process of its tourism portfolio (hotel companies owned and partially owned by the Republic of Croatia).

**PRIVATISATION MODEL:** public tender, which includes two steps:

**STEP 1** – stating the interest to invest in a formal letter of intent to buy shares, submitted to AUDIO, Ministry of Tourism and the Agency for Investments and Competitiveness.

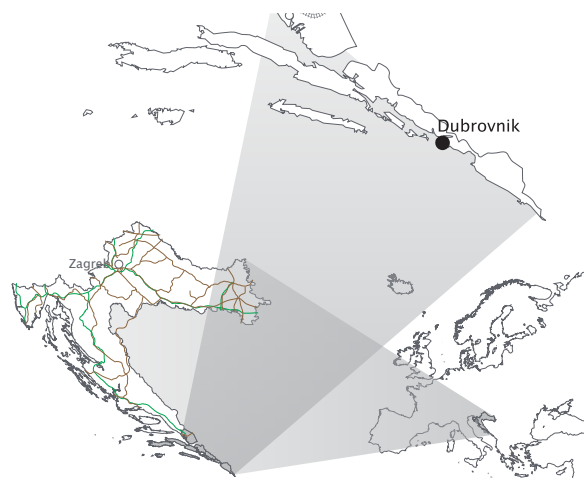
**STEP 2** – bid invitation will be sent to companies/individuals that have expressed interest in buying shares.

## COMPANY

Hoteli Maestral Plc. is a hotel company in Dubrovnik that owns and operates five hotels with a unique location along one street in Lapad Bay. The facilities have an excellent waterfront position (or in its vicinity) and are easy to reach from the Old Town of Dubrovnik (3.5 km) and Dubrovnik International Airport (24 km).

The hotels were built between 1935 and 1965 and all of them were renovated during the 1990s and 2000s. The best accommodation is offered in the four star Uvala Hotel (renovated in 2003 and 2004), known for its fashionably designed and spacious Wellness & SPA centre of 580 m<sup>2</sup>.

The three most important source markets are Great Britain, France and Russia with 40% of total overnight stays, followed by Spain and Germany. There is a tendency of constant growth of guests from overseas markets (the USA, Canada, Australia and New Zealand).



## SALE

Shares on sale: **351,987 (68.25% of share capital)**

Average price on stock market: **12.70 EUR (18.4.2013)**

## FINANCIAL DATA (in EUR:)

Year	2010	2011	2012
Operating revenues	5,976,750	6,095,862	6,628,993
Operating expenses	6,379,860	5,883,431	5,925,239
EBIT	(403,110)	212,430	703,753
EBITDA	269,731	819,836	1,239,050
Net income	(1,095,833)	(550,362)	(292,719)
Total assets	31,094,002	29,152,516	27,721,907
Total liabilities	13,389,462	12,327,043	11,370,440
Number of employees	186	182	182

## REAL ESTATE PORTFOLIO

### HOTELS:

**Uvala Hotel (\*\*\*\*):** 4 levels, 51 accommodation units, size 4,941 m<sup>2</sup>, built in 1967, renovated 2003/2004, allowed construction density (KIG) 0.36, allowed construction efficiency (KIS) 1.06,

**Splendid Hotel (\*\*\*):** 3 levels, 59 accommodation units, size 2,733 m<sup>2</sup>, built 1935 and 1964, renovated in 1997, KIG 0.12, KIS 0.27,

**Komodor Hotel (\*\*\*):** 4 levels, 63 accommodation units, size 2,489 m<sup>2</sup>, built in 1938, renovated in 1998, KIG 0.69, KIS 1.97,

**Vis Hotel (\*\*\*):** 3 levels, 151 accommodation units, size 5,818 m<sup>2</sup>, constructed in 1935, 1956 and 1986, partly reconstructed in 2003-2005, KIG 0.33, KIS 0.90,

**Adriatic Hotel (\*\*):** 3 levels, 158 accommodation units,

size 3,425 m<sup>2</sup>, constructed in 1962, 1963 and 1967, KIG 0.27, KIS 1.01.

### BUSINESS CENTRE:

Uvala Hotel has two meetings rooms: The Solad Meeting Room and The Perpera Meeting Room with 80 seats.

### SPORTS AND RECREATION FACILITIES:

Various entertainment and sports facilities, including indoor and outdoor swimming pools, fitness club, tennis courts, snack bars and beach restaurants.

### AREA:

Total facility area: 23,753 m<sup>2</sup>,  
Net land area: 100,885 m<sup>2</sup>.

## DUBROVNIK-NERETVA COUNTY INFORMATION

Population (2011): **122,783**

GDP per capita (2010): **10,457 EUR**

Unemployment rate (2011): **18.8%**

Average gross salary: **994 EUR**

Average gross salary in the sector (tourism): **984 EUR**

Dubrovnik-Neretva County comprises 5 cities and 17 municipalities. The County includes smaller islands covered in thick Mediterranean vegetation and forests, smaller settlements and agricultural lands (olive groves and vineyards).

The main characteristic of the County's economy is the predominance of tertiary services with tourism and hospitality industries and maritime shipping as main activities. The region also has significant agricultural potentials in the area of the Neretva River Delta Valley and in the Pelješac Peninsula known for the active production of high quality wines.

The County is very well connected by Dubrovnik International Airport, close proximity to the modern A1 Split-Zagreb Highway, the deep sea port of Dubrovnik suitable for

cruisers as well as an important cargo port Ploče (gateway of the future Pan-European transportation corridor Vc).

Dubrovnik's famous medieval old town (listed on UNESCO's world heritage list since 1979) along with the island of Korčula has positioned Dubrovnik and the County as a high-end European and global tourist destination (New York Times shortlisted Dubrovnik among 45 places to visit in 2012).

Tourism is constantly developing as a strategic industry for the County, through investments in new and existing hotels, sports and infrastructure capacities (14 five-star hotels and 17 four-star hotels, two golf resorts planned within 35 km, a new investment in ACI Marina Slano).

The potential for high-end tourism has already been identified by international hotel chains (Hilton, Radisson Blue, Rixos, Uzel Holding, Adriatic Luxury Hotels and Luksic Group) present in Dubrovnik.

The educational infrastructure relevant to the sector includes high schools for hospitality and catering, and two universities with excellent programs related to tourism (ACMT-RIT New York and Dubrovnik University).

## PRIVATISATION PROCEDURE

After submitting a formal letter of intent, receiving a bid invitation and signing the NDA, the potential investor could participate in due diligence procedure. Upon bid submission the best bidder will be selected based on tender criteria.

## CONTACTS

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Ministry of Tourism, [www.mint.hr](http://www.mint.hr); e-mail: [razvoj@mint.hr](mailto:razvoj@mint.hr)



REPUBLIC OF CROATIA

# HOTELI MAKARSKA Plc., Makarska

## TRANSACTION

The Republic of Croatia through the Agency for State Property Management (AUDIO) has the goal to finish the privatisation process of its tourism portfolio (hotel companies owned and partially-owned by the Republic of Croatia).

**PRIVATISATION MODEL:** public tender, which includes two steps:

**STEP 1** – stating the interest to invest in a formal letter of intent to buy shares, submitted to AUDIO, Ministry of Tourism and the Agency for Investments and Competitiveness.

**STEP 2** – bid invitation will be sent to companies/individuals that have expressed interest in buying shares.

## COMPANY

Hoteli Makarska Plc. is a tourist-hospitality company, established in 1952, offering accommodation and hospitality services in its three hotels near the beach. The Company is located in the renowned tourist destination Makarska Riviera (in Central Dalmatia). With a diversified tourist offer the Company has established a prominent position on international markets (approximately 90% of guests are from abroad).

In addition to the existing offer, there is great potential to develop the Rivijera Hotel into a modern sports and recreation complex. The Rivijera complex already includes the largest tennis centre in Makarska that has occasionally hosted international tennis tournaments. The Meteor Hotel has several convention facilities, which can improve its position in the M.I.C.E. segment with appropriate marketing efforts.

The location provides endless possibilities for active holidays (hiking/walking and cycling paths on Biokovo mountain); cultural and heritage sightseeing, catholic pilgrimage tourism (Medjugorje, Vepric), and is easily accessible (Zagreb-Split Highway, Split International Airport). There are several marinas in the wider Makarska area, as well as a small harbour in front of the Company's Dalmacija Hotel.



## SALE

Shares on sale: **463,305 (41.39% of share capital)**

Average price on stock market: **24.00 EUR (29.5.2013)**

## FINANCIAL DATA (in EUR:)

Year	2010	2011	2012
Operating revenues	7,589,198	8,115,432	8,987,890
Operating expenses	7,134,062	7,381,092	7,871,358
EBIT	455,136	734,340	1,116,531
EBITDA	1,552,263	1,815,839	2,189,170
Net income	25,886	326,850	777,320
Total assets	34,720,471	33,402,198	33,214,061
Total liabilities	7,477,841	6,358,174	5,291,616
Number of employees	153	143	143

## REAL ESTATE PORTFOLIO

### HOTELS:

**Meteor Hotel (\*\*\*\*):** 11 levels, 277 accommodation units, size 23,390.74 m<sup>2</sup>, built in 1983, partly renovated 2006-2011,  
**Dalmacija Hotel (\*\*\*):** 11 levels, 190 accommodation units, size 13,423.16 m<sup>2</sup>, built in 1970, renovated in 2004/2005.

### TOURIST RESORTS/COMPLEXES:

**Rivijera Hotel Complex (\*\*):** 3 levels, consisting of nine pavilions, 258 accommodation units, size 13,997 m<sup>2</sup>, built in 1962, renovated and expanded several times.

### CONVENTION CENTRE:

Four conference halls in the Meteor Hotel.

### SPORTS AND RECREATION FACILITIES:

Tennis centre, adjacent to the Rivijera complex, with 8 outdoor and 2 indoor tennis courts of total 7,808 m<sup>2</sup>, two outdoor swimming pools, a gym and a wellness centre in the Meteor Hotel.

### AREA:

Total facility area: 52,006.51 m<sup>2</sup>,  
Net land area: 95,368 m<sup>2</sup>.



## SPLIT-DALMATIA COUNTY INFORMATION

Population (2011): **455,242**

GDP per capita (2010): **8,072 EUR**

Unemployment rate (2011): **24.0%**

Average gross monthly salary: **961 EUR**

Average gross salary in the sector (tourism): **878 EUR**

Split-Dalmatia County encompasses the territory of the historical region of Dalmatia, and is easily accessible via Zagreb-Split Highway and Split International Airport.

The most important economic activity is tourism. There is a total of 117 hotels (2 five-star and 39 four-star hotels, while the remaining 76 are three- or two-star). In addition to hotels, accommodation is provided in apart-hotels, tourist resorts, tourist apartments and auto camps. The overall accommodation capacity provided is approximately 13,000 beds.

There are 10 marinas (4 on islands and 6 on the mainland)

with a total of 1,814 berths.

The present international hotel chains in Split include the Le Meridien Lav and the Hilton Hotel Marjan which is planned for opening.

The County's tourist potential includes: a rich heritage and cultural offer, catholic pilgrimage destinations, active and sports holidays and health tourism. There are UNESCO heritage sites in Split (Diocletian Palace) and Trogir; catholic pilgrimage destinations (Sinj, Vepric and vicinity to famous Medjugorje); rafting on the River Cetina in Omiš area, and hiking, walking and cycling paths on mountains Marjan and Biokovo.

A large number of high schools offer education in the hospitality and catering sector, while the Split University provides undergraduate and graduate programs in tourism.

## PRIVATISATION PROCEDURE

After submitting a formal letter of intent, receiving a bid invitation and signing the NDA, the potential investor could participate in due diligence procedure. Upon bid submission the best bidder will be selected based on tender criteria.

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REPUBLIC OF CROATIA

# HOTELI PLAT Plc., Dubrovnik

## TRANSACTION

The Republic of Croatia through the Agency for State Property Management (AUDIO) has the goal to finish the privatisation process of its tourism portfolio (hotel companies owned and partially owned by the Republic of Croatia).

### PRIVATISATION MODEL:

The company Hoteli Plat Plc. is currently undergoing a pre-bankruptcy settlement procedure, which, according to the

Act on Financial Operations and Pre-bankruptcy Settlement Procedure (OG 108/12; 144/12), allows a takeover of the Company through a proposal of a restructuring plan.

In case of interest, the potential partners are invited to contact the management of the Company with whom they should submit the plan of financial and operational restructuring, which will be the subject of creditors' approval.

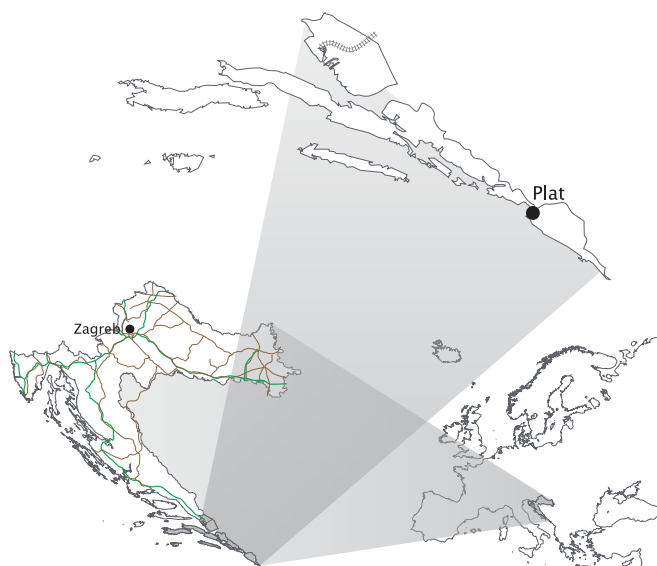
## COMPANY

Hoteli Plat Plc. is situated in the small village of Plat, 12 km eastern of the City of Dubrovnik and 6 km from Dubrovnik International Airport.

The Company with its total size of 77,698 m<sup>2</sup> has exquisite potential for further development as an independent and self-contained hotel resort. The complex is located on the coastline with three sandy beaches, surrounded by thick Mediterranean vegetation. All rooms and apartments have sea-view balconies.

Built in 1970's, partly renewed in 2000, the Company still has parts of facilities that are damaged.

The Company hosts mainly tourists from abroad (over 95% of all guests) with dominant participations of guests from France (47.5%), the United Kingdom (5.0%), Bulgaria (4.8%), Sweden (4.0%) and Germany (3.8%).



## SALE

Shares on sale: **182,440 (92.49% of share capital)**

Average price on stock market – **non-listed company**

## FINANCIAL DATA (in EUR:)

Year	2010	2011	2012
Operating revenues	2,593,846	2,787,228	3,137,332
Operating expenses	2,496,895	2,605,698	2,759,089
EBIT	96,951	181,530	378,243
EBITDA	379,950	417,507	607,933
Net income	(2,028,659)	(1,847,706)	(1,417,147)
Total assets	25,988,558	25,758,324	25,996,799
Total liabilities	23,369,392	25,015,072	26,694,382
Number of employees	77	83	89

## REAL ESTATE PORTFOLIO

The Company has operating and non-operating facilities.

### OPERATING FACILITIES:

**Orphee Hotel (\*\*\*)**: 5 levels, 85 accommodation units, size 3,871 m<sup>2</sup>, built in 1968, renovated in 1999,

**Villas**: 6 three-star villas, in range of one to five levels of total size 7,817 m<sup>2</sup>, 151 accommodation units (4 villas renovated in 2002/2003).

**Additional facilities**: Tavern, pool bar, aperitif bar, bistro, souvenir shop and hairdresser's salon.

### NON-OPERATING FACILITIES:

**Ambassador Hotel**: 9 levels, 302 accommodation units, size 12,000 m<sup>2</sup>, built in 1972,

**Two Pavilions**: 426 accommodation units, built in the period from 1963 to 1970,

**Sports and recreation facilities**: two outdoor swimming pools for children (520 m<sup>2</sup>) and two tennis courts (1,109 m<sup>2</sup>).



### AREA:

Total facility area: 36,052 m<sup>2</sup>,

Net land area: 77,698 m<sup>2</sup>.

## DUBROVNIK-NERETVA COUNTY INFORMATION

Population (2011): **122,783**

GDP per capita (2010): **10,457 EUR**

Unemployment rate (2011): **18.8%**

Average gross salary: **994 EUR**

Average gross salary in the sector (tourism): **984 EUR**

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The main characteristic of the County's economy is the predominance of tertiary services with tourism and hospitality industries and maritime shipping as main activities. The region also has significant agricultural potentials in the area of the Neretva River Delta Valley and in the Pelješac Peninsula known for the active production of high quality wines.

The County is very well connected by Dubrovnik International Airport, close proximity to the modern A1 Split-Zagreb Highway, the deep sea port of Dubrovnik suitable for

cruisers as well as an important cargo port Ploče (gateway of the future Pan-European transportation corridor Vc).

Dubrovnik's famous medieval old town (listed on UNESCO's world heritage list since 1979) along with the island of Korčula has positioned Dubrovnik and the County as a high-end European and global tourist destination (New York Times shortlisted Dubrovnik among 45 places to visit in 2012).

Tourism is constantly developing as a strategic industry for the County, through investments in new and existing hotels, sports and infrastructure capacities (14 five-star hotels and 17 four-star hotels, two golf resorts planned within 35 km, a new investment in ACI Marina Slano).

The potential for high-end tourism has already been identified by international hotel chains (Hilton, Radisson Blue, Rixos, Uzel Holding, Adriatic Luxury Hotels and Luksic Group) present in Dubrovnik.

The educational infrastructure relevant to the sector includes high schools for hospitality and catering, and two universities with excellent programs related to tourism (ACMT-RIT New York and Dubrovnik University).

## CONTACTS

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REPUBLIC OF CROATIA

# HOTELI PODGORA Plc., Podgora

## TRANSACTION

The Republic of Croatia through the Agency for State Property Management (AUDIO) has the goal to finish the privatisation process of its tourism portfolio (hotel companies owned and partially owned by the Republic of Croatia).

### PRIVATISATION MODEL:

The company Hoteli Podgora Plc. is currently undergoing a pre-bankruptcy settlement procedure, which, according

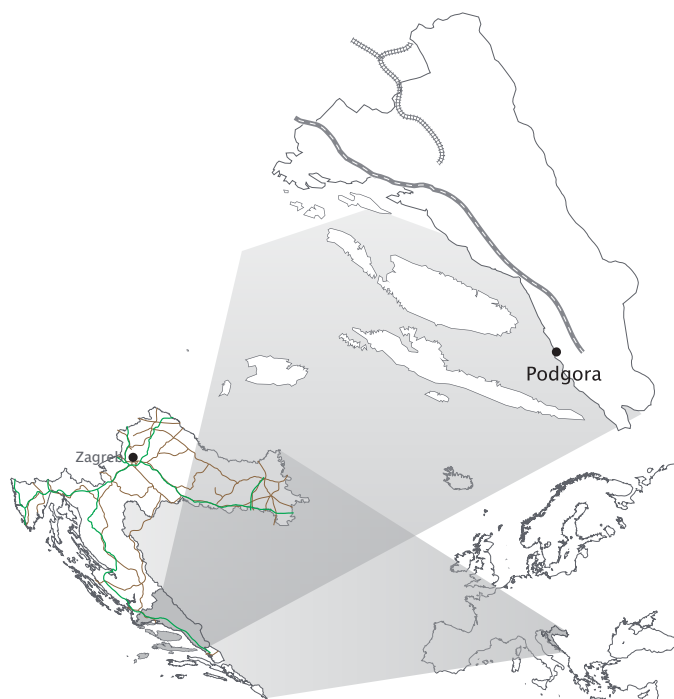
to the Act on Financial Operations and Pre-bankruptcy Settlement Procedure (OG 108/12; 144/12), allows a takeover of the Company through a proposal of a restructuring plan.

In case of interest, the potential partners are invited to contact the management of the Company with whom they should submit the plan of financial and operational restructuring, which will be the subject of creditors' approval.

## COMPANY

Hoteli Podgora Plc. is an accommodation and hospitality company, established in 1952, consisting of three hotels, Borak apartments and an auto camp. The Company has a good position on international markets (more than 95% arrivals and overnights in the last three years were made from tourists from abroad). The facilities have an excellent waterfront position and are located on Makarska Riviera, a famous tourist brand in Croatia and in close proximity to several attractive tourist destinations (Split, Medjugorje and islands of Brač and Hvar).

Hoteli Podgora Plc. owns the majority of accommodation capacities in the town of Podgora and has a concession for 42 berths in two small marinas in the town. Podgora is a small and quiet town ideal for family holidays and easily accessible via Zagreb-Split Highway or Split International Airport. The Company location enables the organization of various cultural, sports (hiking, walking and cycling paths on Biokovo Mountain) and sightseeing excursions.



## SALE

Shares on sale: **203,855 (55.67% of share capital)**

Average price on stock market: **2.67 EUR (27.5.2013)**

## FINANCIAL DATA (in EUR:)

Year	2010	2011	2012
Operating revenues	3,392,542	3,527,060	3,672,075
Operating expenses	4,306,681	4,269,900	4,745,972
EBIT	(914,139)	(742,839)	(1,073,897)
EBITDA	(143,608)	9,524	(329,336)
Net income	(1,589,258)	(1,268,029)	(15,213,686)
Total assets	34,808,952	33,614,587	32,543,432
Total liabilities	19,008,628	19,349,791	33,554,076



Company name: **Hoteli Podgora Plc.**  
Address: **21 327 Podgora, Mrkušića dvori 2**  
Website: **www.hotelipodgora.hr**

## REAL ESTATE PORTFOLIO

### HOTELS:

**Mediteran Hotel (\*\*\*)**: 3 levels, 178 accommodation units, size 7,211 m<sup>2</sup>, built in 1965 and renovated in 1987,

**Minerva Hotel (\*\*)**: 8 levels, 175 accommodation units, size 12,728 m<sup>2</sup>, built in 1971, partly renovated in 2004,

**Podgorka Hotel (\*\*)**: 4 levels, total capacity of 203 units, size 13,208 m<sup>2</sup> comprised of the main building (hotel), built in 1982, two pavilions (built in 1962/63 and renovated in 1989), and 13 bungalows built in 1981,

**Borak Annex (\*\*\*)**: 4 levels, 10 accommodation units (apartments), size 862 m<sup>2</sup>, built in 1928 and renovated in 1989.

### AUTO CAMPS:

The Sutikla auto camp with 150 camping places.

### SPORTS AND RECREATION FACILITIES:

Sports and recreation centre comprises a tennis centre (four courts), boule lanes, as well as small soccer, basketball and volleyball courts.

### ADDITIONAL CAPACITIES:

Palme Restaurant.



### AREA:

Total facility area: 30,273 m<sup>2</sup>,

Net land area: 51,609 m<sup>2</sup>,

Land area available for further construction: 7,000 m<sup>2</sup>.

## SPLIT-DALMATIA COUNTY INFORMATION

Population (2011): **455,242**

GDP per capita (2010): **8,072 EUR**

Unemployment rate (2011): **24.0%**

Average gross monthly salary: **961 EUR**

Average gross salary in the sector (tourism): **878 EUR**

Split-Dalmatia County encompasses the territory of the historical region of Dalmatia, and is easily accessible via Zagreb-Split Highway and Split International Airport.

The most important economic activity is tourism. There is a total of 117 hotels (2 five-star and 39 four-star hotels, while the remaining 76 are three- or two-star). In addition to hotels, accommodation is provided in apart-hotels, tourist resorts, tourist apartments and auto camps. The overall accommodation capacity provided is approximately 13,000 beds.

There are 10 marinas (4 on islands and 6 on the mainland)

with a total of 1,814 berths.

The present international hotel chains in Split include the Le Meridien Lav and the Hilton Hotel Marjan which is planned for opening.

The County's tourist potential includes: a rich heritage and cultural offer, catholic pilgrimage destinations, active and sports holidays and health tourism. There are UNESCO heritage sites in Split (Diocletian Palace) and Trogir; catholic pilgrimage destinations (Sinj, Vepric and vicinity to famous Medjugorje); rafting on the River Cetina in Omiš area, and hiking, walking and cycling paths on mountains Marjan and Biokovo.

A large number of high schools offer education in the hospitality and catering sector, while the Split University provides undergraduate and graduate programs in tourism.

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**Agency for Investments and Competitiveness, Radnička cesta 80, 10 000 Zagreb, Croatia**

DISCLAIMER: Information contained in this document has been provided by Agency for Investments and Competitiveness of the Republic of Croatia. Purpose of this document is to give short information about companies and /or possibilities to potential investors. The profile is for information purposes only. No responsibility or liability is accepted for the information in this document.



REPUBLIC OF CROATIA

# HOTELI ŽIVOGOŠĆE Plc., Živogošće

## TRANSACTION

The Republic of Croatia through the Agency for State Property Management (AUDIO) has the goal to finish the privatisation process of its tourism portfolio (hotel companies owned and partially owned by the Republic of Croatia).

### PRIVATISATION MODEL:

The company Hoteli Živogošće Plc is currently undergoing

a pre-bankruptcy settlement procedure, which, according to the Act on Financial Operations and Pre-bankruptcy Settlement Procedure (OG 108/12; 144/12), allows a takeover of the Company through a proposal of a restructuring plan.

In case of interest, the potential partners are invited to contact the management of the Company with whom they should submit the plan of financial and operational restructuring, which will be the subject of creditors' approval.

## COMPANY

Hoteli Živogošće Plc. was established in 1975, and its core businesses are hospitality and accommodation services offered in its two hotels and an auto camp. It has strong business relations with foreign tour operators. Approximately 95% of arrivals in the last three years originated from international markets.

The Company's facilities have excellent waterfront positions and are located near the City of Makarska, a famous tourist brand in Croatia and in close proximity to several attractive tourist destinations (Split and Medjugorje, islands of Brač and Hvar).

The competitive advantages of Hoteli Živogošće are quiet locations ideal for family holidays (Živogošće and Igrane), beautiful beaches and easy accessibility (Zagreb-Split Highway and Split International Airport). There is a great potential for organizing cultural, sport and sightseeing excursions, while the vicinity of Biokovo Mountain offers a number of hiking, walking and cycling paths.



## SALE

Shares on sale: **227,697 (75.21% of share capital)**

Average price on stock market: **2.47 EUR (25.4.2013)**

## FINANCIAL DATA (in EUR:)

Year	2010	2011	2012
Operating revenues	3,558,241	4,064,911	4,286,763
Operating expenses	3,687,902	4,658,673	5,022,549
EBIT	(129,661)	(593,761)	(735,786)
EBITDA	560,053	596,533	434,909
Net income	(405,041)	(589,191)	(2,969,893)
Total assets	34,728,714	32,861,579	31,703,674
Total liabilities	21,795,016	20,766,704	34,399,603
Number of employees	91	94	94

## REAL ESTATE PORTFOLIO



### HOTELS:

**Nimfa Hotel (\*\*\*)**: 10 levels, 288 accommodation units, consisting of the main building (hotel) and four annexes, total size 12,971 m<sup>2</sup>. The hotel is located in Živogošće. It was built in 1971 and renovated in 2003,

**Hotel Punta (\*\*)**: 4 levels, 166 accommodation units, consisting of the hotel building and 14 bungalows with 34 apartments, total size 8,991 m<sup>2</sup>. The hotel is located in Igrane; its first structures were built in 1967 while new buildings were added in 1984.

### AUTO CAMPS:

Dole Auto Camp with 500 camping places.

### SPORTS AND RECREATION FACILITIES:

Two outdoor swimming pools, tennis courts, table tennis, sport boules court and mini golf.

### AREA:

Total facility area: 21,962 m<sup>2</sup>,

Net land area: 34,932 m<sup>2</sup>,

Land area available for further construction: 4,000 m<sup>2</sup> next to the Nimfa Hotel (allowed construction density: 0.80, allowed construction efficiency: 0.60).

## SPLIT-DALMATIA COUNTY INFORMATION

Population (2011): **455,242**

GDP per capita (2010): **8,072 EUR**

Unemployment rate (2011): **24.0%**

Average gross monthly salary: **961 EUR**

Average gross salary in the sector (tourism): **878 EUR**

Split-Dalmatia County encompasses the territory of the historical region of Dalmatia, and is easily accessible via Zagreb-Split Highway and Split International Airport.

The most important economic activity is tourism. There is a total of 117 hotels (2 five-star and 39 four-star hotels, while the remaining 76 are three- or two-star). In addition to hotels, accommodation is provided in apart-hotels, tourist resorts, tourist apartments and auto camps. The overall accommodation capacity provided is approximately 13,000 beds.

There are 10 marinas (4 on islands and 6 on the mainland)

with a total of 1,814 berths.

The present international hotel chains in Split include the Le Meridien Lav and the Hilton Hotel Marjan which is planned for opening.

The County's tourist potential includes: a rich heritage and cultural offer, catholic pilgrimage destinations, active and sports holidays and health tourism. There are UNESCO heritage sites in Split (Diocletian Palace) and Trogir; catholic pilgrimage destinations (Sinj, Vepric and vicinity to famous Medjugorje); rafting on the River Cetina in Omiš area, and hiking, walking and cycling paths on mountains Marjan and Biokovo.

A large number of high schools offer education in the hospitality and catering sector, while the Split University provides undergraduate and graduate programs in tourism.

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# HTP KORČULA Plc., Korčula

## TRANSACTION

The Republic of Croatia through the Agency for State Property Management (AUDIO) has the goal to finish the privatisation process of its tourism portfolio (hotel companies owned and partially owned by the Republic of Croatia).

### PRIVATISATION MODEL:

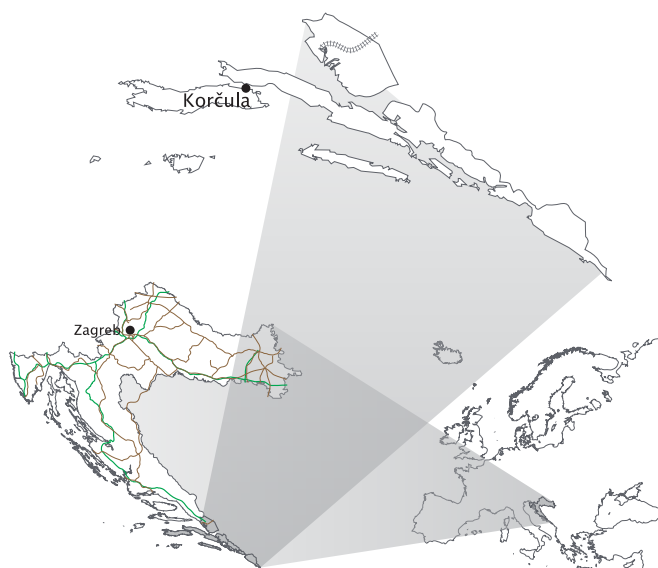
The company HTP Korčula Plc. is currently undergoing a pre-bankruptcy settlement procedure, which, according

to the Act on Financial Operations and Pre-bankruptcy Settlement Procedure (OG 108/12; 144/12), allows a takeover of the Company through a proposal of a restructuring plan. In case of interest, the potential partners are invited to contact the management of the Company with whom they should submit the plan of financial and operational restructuring, which will be the subject of creditors' approval.

## COMPANY

HTP Korčula Plc. is located on the island of Korčula in the South of Croatia, in near proximity to Dubrovnik, and is well connected to the mainland with frequent ferry lines to Orebić (on the Pelješac Peninsula) and the City of Split (direct connection to A1 Split-Zagreb Highway and Split International Airport). Along with Dubrovnik City, Korčula has a great potential for the development of high-end tourism in Dubrovnik-Neretva County.

The Company represents an excellent investment opportunity as it owns a majority of accommodation capacities on the island. With a wide range of hospitality facilities (four hotels and a tourist resort) ranging from 2 to 4 stars, the Company has a possibility to create a diverse tourist offer. All facilities have excellent waterfront locations. Most hotels were built between 1960 and 1970, with one hotel built in 1985, and have been partly renovated up to now. During 2006 and 2007 the significant amount of 6.7 mil EUR has been invested into the Marko Polo Hotel in order to reach the four-star category. In the period from 2009 to 2011, 89% of overnight stays were made by guests from international markets, mostly from Germany, Great Britain and Eastern and Central European countries.



## SALE

Shares on sale: **215,331 (50.38% of share capital)**

Average price on stock market: **5.07 EUR (23.5.2013)**

## FINANCIAL DATA (in EUR:)

Year	2010	2011	2012
Operating revenues	5,705,774	5,575,334	6,064,550
Operating expenses	6,213,804	5,750,326	5,930,335
EBIT	(508,030)	(174,992)	134,215
EBITDA	422,938	691,621	922,241
Net income	(1,649,003)	(1,490,080)	(1,085,956)
Total assets	29,144,642	27,621,117	27,150,724
Total liabilities	15,872,119	16,105,043	16,747,645
Number of employees	172	151	151

## REAL ESTATE PORTFOLIO

### HOTELS:

**Marko Polo (\*\*\*\*):** 4 levels, 103 accommodation units, built in 1972, renovated in 2006-2007,

**Liburna (\*\*):** 4 levels, 109 accommodation units, built in 1985,

**Park (\*\*):** 2 to 3 levels, 135 accommodation units, built in period 1950-1968, partly renovated in 2003,

**Korčula (\*\*):** 3 levels, 20 accommodation units, built in 1912, re-constructed in 1983.

### TOURIST RESORT:

**Bon Repos (\*\*):** 350 accommodation units. The resort comprises pavilion-like hotels built in the 1960s, early 1970s and early 1980s. Some of the pavilions were renovated in the 1990s.

### ADDITIONAL FACILITIES:

Four restaurants.

### AUTO CAMP:

Kalac Auto Camp with 166 camping places (surface area of approximately 36,500 m<sup>2</sup>).



### SPORT AND RECREATION FACILITIES:

Outdoor swimming pools, tennis courts, playground for amateur sports, mini golf.

### AREA:

Total facility area: 54,919 m<sup>2</sup>,

Net land area: 86,268 m<sup>2</sup>.

## DUBROVNIK-NERETVA COUNTY INFORMATION

Population (2011): **122,783**

GDP per capita (2010): **10,457 EUR**

Unemployment rate (2011): **18.8%**

Average gross salary: **994 EUR**

Average gross salary in the sector (tourism): **984 EUR**

Dubrovnik-Neretva County comprises 5 cities and 17 municipalities. The County includes smaller islands covered in thick Mediterranean vegetation and forests, smaller settlements and agricultural lands (olive groves and vineyards).

The main characteristic of the County's economy is the predominance of tertiary services with tourism and hospitality industries and maritime shipping as main activities. The region also has significant agricultural potentials in the area of the Neretva River Delta Valley and in the Pelješac Peninsula known for the active production of high quality wines.

The County is very well connected by Dubrovnik International Airport, close proximity to the modern A1 Split-Zagreb Highway, the deep sea port of Dubrovnik suitable for

cruisers as well as an important cargo port Ploče (gateway of the future Pan-European transportation corridor Vc).

Dubrovnik's famous medieval old town (listed on UNESCO's world heritage list since 1979) along with the island of Korčula has positioned Dubrovnik and the County as a high-end European and global tourist destination (New York Times shortlisted Dubrovnik among 45 places to visit in 2012).

Tourism is constantly developing as a strategic industry for the County, through investments in new and existing hotels, sports and infrastructure capacities (14 five-star hotels and 17 four-star hotels, two golf resorts planned within 35 km, a new investment in ACI Marina Slano).

The potential for high-end tourism has already been identified by international hotel chains (Hilton, Radisson Blue, Rixos, Uzel Holding, Adriatic Luxury Hotels and Luksic Group) present in Dubrovnik.

The educational infrastructure relevant to the sector includes high schools for hospitality and catering, and two universities with excellent programs related to tourism (ACMT-RIT New York and Dubrovnik University).

## CONTACTS

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Agency for State Property Management (AUDIO), [www.audio.hr](http://www.audio.hr), e-mail: [info@audio.hr](mailto:info@audio.hr)

HTP Korčula, [www.korcula-hotels.com](http://www.korcula-hotels.com), e-mail: [nikica@htp-korcula.hr](mailto:nikica@htp-korcula.hr)



REPUBLIC OF CROATIA

# HTP OREBIĆ Plc., Orebić

## TRANSACTION

The Republic of Croatia through the Agency for State Property Management (AUDIO) has the goal to finish the privatisation process of its tourism portfolio (hotel companies owned and partially owned by the Republic of Croatia).

### PRIVATISATION MODEL:

The company HTP Orebić Plc. is currently undergoing a pre-bankruptcy settlement procedure, which, according to the

Act on Financial Operations and Pre-bankruptcy Settlement Procedure (OG 108/12; 144/12), allows a takeover of the Company through a proposal of a restructuring plan.

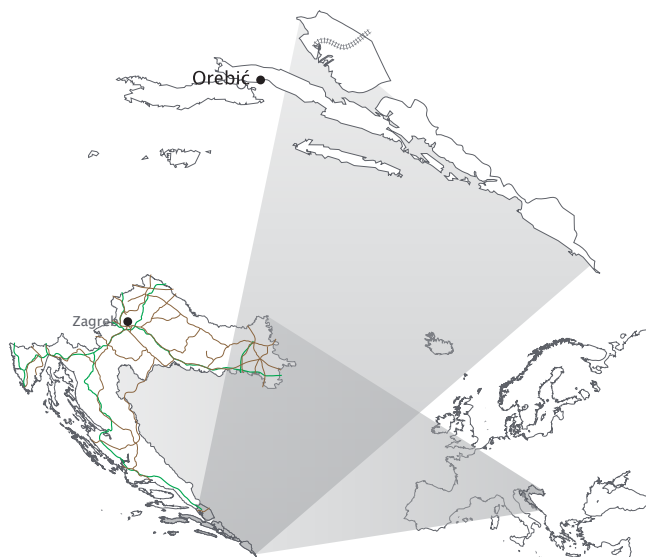
In case of interest, the potential partners are invited to contact the management of the Company with whom they should submit the plan of financial and operational restructuring, which will be the subject of creditors' approval.

## COMPANY

HTP Orebić is a joint-stock company, located in Orebić, the Pelješac Peninsula. Pelješac is world-famous for its beautiful nature and vineyards which made it renowned as a wine tourism destination. The mistral wind in this region has branded Orebić as the top destination for windsurfers in Croatia.

The Company's core business is providing accommodation and hospitality services in its two waterfront hotels and bungalows. It has strong business relations with international tour operators (Prodintour, ITS, 1,2 Fly, Terra, Globtour Bratislava), and its guests are mainly from France, Germany, Poland, the Czech Republic and Slovakia. Guests from abroad account for 90% of all guests.

Orebić can be easily reached by car (140 km from the A1 Highway) and by ferry from Ploče and Korčula. The nearest international airport is in Dubrovnik (approximately 130 km away).



## SALE

Shares on sale: **111,918 (63.65 % of share capital)**

Average price on stock market: **6.67 EUR (27.2.2013)**

## FINANCIAL DATA (in EUR:)

Year	2010	2011	2012
Operating revenues	2,305,723	2,324,433	2,330,535
Operating expenses	2,741,607	2,690,145	2,730,199
EBIT	(435,884)	(365,713)	(399,664)
EBITDA	(151,100)	(89,285)	(125,598)
Net income	(779,410)	(484,806)	(533,720)
Total assets	8,438,424	7,764,869	7,543,676
Total liabilities	2,640,158	2,520,811	2,846,237
Number of employees	104	98	94

## REAL ESTATE PORTFOLIO

### HOTELS:

**Orsan Hotel (\*\*\*)**: 5 levels, 97 accommodation units, size 4,966.82 m<sup>2</sup>, built in 1968, renovated several times till 2012,  
**Bellevue Hotel (\*\*)**: 5 levels, 54 accommodation units, size 2,238.98 m<sup>2</sup>, built in 1936, renovated several times till 2012,  
**Pavillions A and B (\*\*)**: 3 levels, 24 accommodation units each, size 1,758.12 m<sup>2</sup>, built in 1963 and 1982,  
**Pavillion C (\*\*)**: 4 levels, 30 accommodation units, size 1,401.60 m<sup>2</sup>, built in 1987,  
**Pavillion D (\*\*)**: 4 levels, 20 accommodation units, size 1,112.54 m<sup>2</sup>, built in 1987.

### BUNGALOWS:

**Bellevue Hotel bungalows (\*\*)**: 24 apartments and 8 rooms in 13 bungalows, of approx. 46.10 m<sup>2</sup> per bungalow, built in 1982, renovated 2007.

### ADDITIONAL FACILITIES:

Rondela Restaurant (362.52 m<sup>2</sup>), Jadran Pizzeria (132.52 m<sup>2</sup>),



Pelješki Dvori Restaurant (614.99 m<sup>2</sup>), Pastry shop (45.49 m<sup>2</sup>), Trstenica Disco Club (465 m<sup>2</sup>).

### AREA:

Total facility area: 14,786.26 m<sup>2</sup>,  
Net land area: 53,944.80 m<sup>2</sup>.

## DUBROVNIK-NERETVA COUNTY INFORMATION

Population (2011): **122,783**

GDP per capita (2010): **10,457 EUR**

Unemployment rate (2011): **18.8%**

Average gross salary: **994 EUR**

Average gross salary in the sector (tourism): **984 EUR**

Dubrovnik-Neretva County comprises 5 cities and 17 municipalities. The County includes smaller islands covered in thick Mediterranean vegetation and forests, smaller settlements and agricultural lands (olive groves and vineyards).

The main characteristic of the County's economy is the predominance of tertiary services with tourism and hospitality industries and maritime shipping as main activities. The region also has significant agricultural potentials in the area of the Neretva River Delta Valley and in the Pelješac Peninsula known for the active production of high quality wines.

The County is very well connected by Dubrovnik International Airport, close proximity to the modern A1 Split-Zagreb Highway, the deep sea port of Dubrovnik suitable for

cruisers as well as an important cargo port Ploče (gateway of the future Pan-European transportation corridor Vc).

Dubrovnik's famous medieval old town (listed on UNESCO's world heritage list since 1979) along with the island of Korčula has positioned Dubrovnik and the County as a high-end European and global tourist destination (New York Times shortlisted Dubrovnik among 45 places to visit in 2012).

Tourism is constantly developing as a strategic industry for the County, through investments in new and existing hotels, sports and infrastructure capacities (14 five-star hotels and 17 four-star hotels, two golf resorts planned within 35 km, a new investment in ACI Marina Slano).

The potential for high-end tourism has already been identified by international hotel chains (Hilton, Radisson Blue, Rixos, Uzel Holding, Adriatic Luxury Hotels and Luksic Group) present in Dubrovnik.

The educational infrastructure relevant to the sector includes high schools for hospitality and catering, and two universities with excellent programs related to tourism (ACMT-RIT New York and Dubrovnik University).

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# IMPERIAL Plc., Rab

REPUBLIC OF CROATIA

## TRANSACTION

The Republic of Croatia through the Agency for State Property Management (AUDIO) has the goal to finish the privatisation process of its tourism portfolio (hotel companies owned and partially owned by the Republic of Croatia).

**PRIVATISATION MODEL:** public tender, which includes two steps:

**STEP 1** – stating the interest to invest in a formal letter of intent to buy shares, submitted to AUDIO, Ministry of Tourism and the Agency for Investments and Competitiveness.

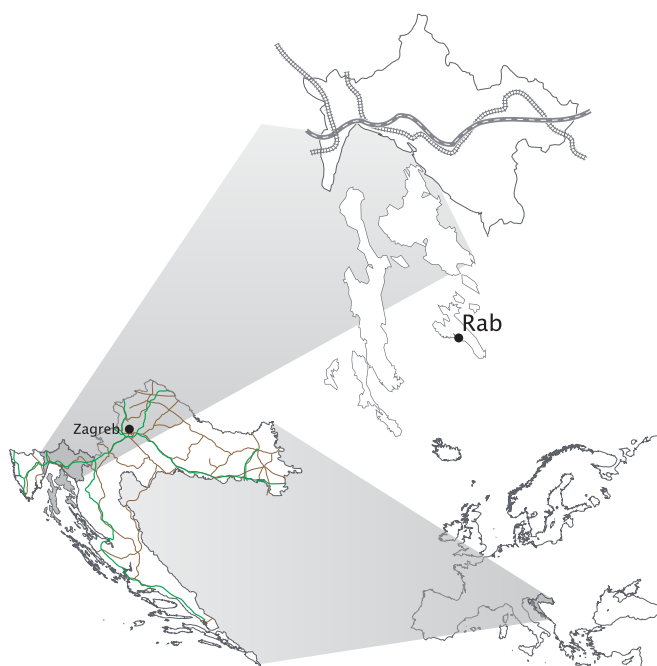
**STEP 2** – bid invitation will be sent to companies/individuals that have expressed interest in buying shares.

## COMPANY

Imperial Plc. is the main hotel company on the island of Rab. It has been operating for almost 50 years. The Company is firmly positioned as the leader in the hotel business on the island. Its diverse real estate portfolio enables it to have a broad spectrum of goals for strategic development. Moreover, the Company has made significant investments to upgrade its service and value.

The group is comprised of four hotels, two tourist resorts, two auto camps, as well as several restaurants and smaller catering and other facilities. All units are quite near the beach and the beautiful Old City of Rab. One of the most beautiful beaches in the Adriatic, the “Paradise Beach” is also located nearby. Moreover, the Company’s site benefits from Rab’s rich horticultural heritage ideally positioned for health tourism and active holidays.

The guests are predominantly from abroad (more than 90% in the last three years), mostly European countries (Germany, Austria, Slovenia, The Czech Republic, Italy and Hungary).



## SALE

Shares on sale: **318,378 (50.07% of share capital)**

Average price on stock market: **25.20 EUR (3.6.2013)**

## FINANCIAL DATA (in EUR:)

Year	2010	2011	2012
Operating revenues	13,707,422	14,573,771	15,737,857
Operating expenses	12,129,357	12,757,365	13,874,961
EBIT	1,578,065	1,816,406	1,862,896
EBITDA	4,484,486	4,679,375	5,022,413
Net income	314,058	346,892	793,404
Total assets	65,232,128	64,046,280	65,979,523
Total liabilities	25,713,379	24,906,448	26,243,053
Number of employees	268	260	256



Company name: **Imperial Plc.**  
Address: **51 280 Rab, Jurja Barakovića 2**  
Website: **www.imperial.hr**

## REAL ESTATE PORTFOLIO

### HOTELS:

**Grand Hotel Imperial (\*\*\*\*):** 5 levels, 136 accommodation units, built in 1914, renovated in 2010,

**Carolina Hotel (\*\*\*\*):** 5 levels, 142 accommodation units, built in 1971, renovated in 2009,

**Padova Hotel (\*\*\*):** 6 levels, 175 accommodation units, built in 1986, renovated in 2009,

**Eva Hotel (\*\*):** 5 levels, 196 accommodation units, built in 1978.

### VILLAS:

**Carolina Villas:** 10 villas, 38 accommodation units, built in 1971, renovated in 2002.

### TOURIST RESORTS:

**San Marino:** 495 accommodation units, comprised of 5 hotels (3 to 5 levels) situated on the famous "Paradise Beach", built in 1967, renovated in period 2004-2012,

**Suha Punta;** small detached houses and bungalows with 88 accommodation units, built 1962-1968, renovated 2009-2012.

### AUTO CAMPS:

2 auto camps (AC San Marino and AC Padova III) with a total of 5,000 available places.

### CONVENTION CENTRE:

There are congress facilities in the Padova, Grand Hotel



Imperial and Carolina Hotels. Additionally, there is a new congress centre in the tourist settlement San Marino with 120 seats.

### SPORTS AND RECREATION FACILITIES:

19 tennis courts, two wellness centres, sports centres.

### AREA:

Total facility area: 98,620 m<sup>2</sup>,

Net land area: 250,735 m<sup>2</sup>.

## PRIMORJE-GORSKI KOTAR COUNTY INFORMATION

Population (2011): **296,123**

GDP per capita (2010): **12,343 EUR**

Unemployment rate (2011): **15.7%**

Average gross salary: **1,008 EUR**

Average gross salary in the sector (tourism): **868 EUR**

Primorje-Gorski Kotar County is situated between Slovenia in the North and the Adriatic in the South. Its geography comprises woodland mountains, seashore and islands.

Primorje-Gorski Kotar County is the birthplace of Croatian tourism. A holiday choice for Habsburg emperors, it is proud of the towns of Opatija and Lovran that have offered high-end and health tourism for more than a century now.

The County's education policies mirror its historic ties with tourism and especially nautical tourism. The Faculty of Tourism and Hospitality Management in Opatija is the only Croatian university fully dedicated to the education of specialised tourism workforce. In addition, there are two institutions of secondary education dedicated to tourism or hospitality education.

The County is also especially attractive for nautical tourism. There are 8 marinas with a total of 2,993 berths. The County is well-connected with continental Croatia as well as the neighboring countries. Rijeka is also a major ferry port with regular connections to islands and the south of the Adriatic. There are several airports within a 200 km radius (Pula, Rijeka, Zadar, Zagreb, Split, Trst, Venecija, Ljubljana).

## PRIVATISATION PROCEDURE

After submitting a formal letter of intent, receiving a bid invitation and signing the NDA, the potential investor could participate in due diligence procedure. Upon bid submission the best bidder will be selected based on tender criteria.

## CONTACTS

Agency for Investments and Competitiveness (AIK), [www.aik-invest.hr](http://www.aik-invest.hr), e-mail: [info@aik-invest.hr](mailto:info@aik-invest.hr)

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Ministry of Tourism, [www.mint.hr](http://www.mint.hr); e-mail: [razvoj@mint.hr](mailto:razvoj@mint.hr)

Agency for Investments and Competitiveness, Radnička cesta 80, 10 000 Zagreb, Croatia

DISCLAIMER: Information contained in this document has been provided by Agency for Investments and Competitiveness of the Republic of Croatia. Purpose of this document is to give short information about companies and /or possibilities to potential investors. The profile is for information purposes only. No responsibility or liability is accepted for the information in this document.



# MODRA ŠPILJA Plc., Komiža

REPUBLIC OF CROATIA

## TRANSACTION

The Republic of Croatia through the Agency for State Property Management (AUDIO) has the goal to finish the privatisation process of its tourism portfolio (hotel companies owned and partially owned by the Republic of Croatia).

### PRIVATISATION MODEL:

The company Modra Špilja Plc. is currently undergoing a pre-bankruptcy settlement procedure, which, according

to the Act on Financial Operations and Pre-bankruptcy Settlement Procedure (OG 108/12; 144/12), allows a takeover of the Company through a proposal of a restructuring plan.

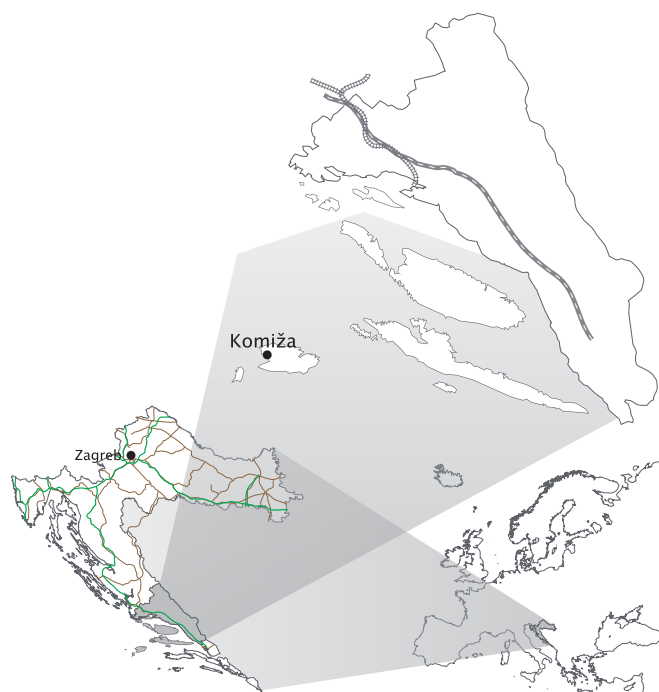
In case of interest, the potential partners are invited to contact the management of the Company with whom they should submit the plan of financial and operational restructuring, which will be the subject of creditors' approval.

## COMPANY

Modra Špilja Plc. has been operating in the hotel and hospitality industry in Komiža for 50 years.

Apart from the Biševo Hotel, its core accommodation property, Modra Špilja Plc. also owns a tourist agency and three restaurants, one of which is on the neighbouring island of Biševo. Foreign and domestic guests have an equal share in the guest structure.

It is important to note that the Company has an excellent position on the island of Vis which has been recognised as the most popular sailing destination on the Adriatic in recent years. The island is also renowned for its preserved natural beauties having been closed to the public for years because of its status as an army base.



## SALE

Shares on sale: **26,595 (43.14% of share capital)**

Average price on stock market: **non-listed company**

## FINANCIAL DATA (in EUR:)

Year	2010	2011	2012
Operating revenues	1,094,765	1,191,258	1,122,736
Operating expenses	1,291,358	1,344,772	1,327,624
EBIT	(196,593)	(153,514)	(204,888)
EBITDA	(67,887)	(29,156)	(67,563)
Net income	(1,083,005)	(945,193)	(204,888)
Total assets	9,214,956	10,979,308	10,799,771
Total liabilities	8,868,255	9,524,245	10,454,153
Number of employees	36	37	45

## REAL ESTATE PORTFOLIO

### HOTELS:

**Biševo Hotel (\*\*):** 6 levels, 131 accommodation units in three sections (B-old section, B-new section, C section), total size 7,189.2 m<sup>2</sup>. All rooms have central heating and are equipped with phones, satellite TV, Internet connection and fridges.

The "B" Section was built in 1968 and completely renovated in 1998. The "newer" section was built in 1980 and the most recent renovation was in 2008.

### OTHER REAL ESTATE:

The Komiža Tourist Agency and three restaurants: two on island of Vis and one on island of Biševo.

### AREA:

Total facility area: 7,383.33 m<sup>2</sup>,

Net land area: 15,222 m<sup>2</sup>,

Land area available for further construction: 6,500 m<sup>2</sup>, allowed construction density: 0.50, allowed construction efficiency 0.20.



## SPLIT-DALMATIA COUNTY INFORMATION

Population (2011): **455,242**

GDP per capita (2010): **8,072 EUR**

Unemployment rate (2011): **24.0%**

Average gross monthly salary: **961 EUR**

Average gross salary in the sector (tourism): **878 EUR**

Split-Dalmatia County encompasses the territory of the historical region of Dalmatia, and is easily accessible via Zagreb-Split Highway and Split International Airport.

The most important economic activity is tourism. There is a total of 117 hotels (2 five-star and 39 four-star hotels, while the remaining 76 are three- or two-star). In addition to hotels, accommodation is provided in apart-hotels, tourist resorts, tourist apartments and auto camps. The overall accommodation capacity provided is approximately 13,000 beds.

There are 10 marinas (4 on islands and 6 on the mainland) with a total of 1,814 berths.

The present international hotel chains in Split include the Le Meridien Lav and the Hilton Hotel Marjan which is planned for opening.

The County's tourist potential includes: a rich heritage and cultural offer, catholic pilgrimage destinations, active and sports holidays and health tourism. There are UNESCO heritage sites in Split (Diocletian Palace) and Trogir; catholic pilgrimage destinations (Sinj, Vepric and vicinity to famous Medjugorje); rafting on the River Cetina in Omiš area, and hiking, walking and cycling paths on mountains Marjan and Biokovo.

A large number of high schools offer education in the hospitality and catering sector, while the Split University provides undergraduate and graduate programs in tourism.

## CONTACTS

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Agency for State Property Management (AUDIO), [www.audio.hr](http://www.audio.hr), e-mail: [info@audio.hr](mailto:info@audio.hr)

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# VRANJICA BELVEDERE Plc., Seget Vranjica

REPUBLIC OF CROATIA

## TRANSACTION

The Republic of Croatia through the Agency for State Property Management (AUDIO) has the goal to finish the privatisation process of its tourism portfolio (hotel companies owned and partially owned by the Republic of Croatia).

### PRIVATISATION MODEL:

The company Vranjica Belvedere Plc. is currently undergoing a pre-bankruptcy settlement procedure,

which, according to the Act on Financial Operations and Pre-bankruptcy Settlement Procedure (OG 108/12; 144/12), allows a takeover of the Company through a proposal of a restructuring plan.

In case of interest, the potential partners are invited to contact the management of the Company with whom they should submit the plan of financial and operational restructuring, which will be the subject of creditors' approval.

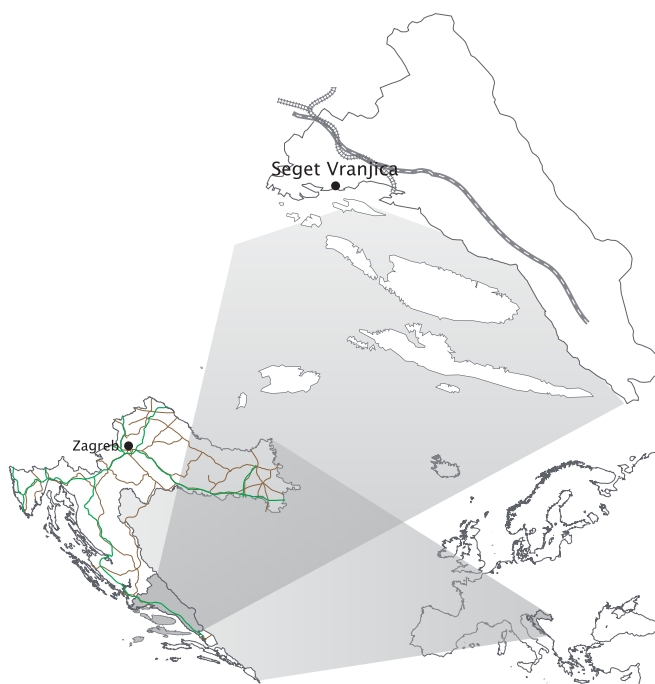
## COMPANY

Vranjica Belvedere is a joint stock company for hospitality and tourism, specialised in accommodation and hospitality services. The Company's facilities are solely comprised of 66 fully equipped apartments and an auto camp, with a total of 450 camping places, covering an area of 10 hectares.

Besides accommodation capacities, the Company has numerous sports facilities, with a potential to become a leading destination for sports and active holidays.

A 2 km seaside promenade connects the camping site and apartments with the Medena settlement and the old fishing village of Seget.

Vranjica Belvedere is situated in the middle of Dalmatia, 8 km from Split International Airport and 14 km from Zagreb – Split Highway. There are several marinas in near proximity: ACI Trogir, ACI Split, Agana and Frapa, with a total of 1,379 berths.



## SALE

Shares on sale: **44,953 (53.99% of share capital)**

Average price on stock market: **non-listed company**

## FINANCIAL DATA (in EUR:)

Year	2010	2011	2012
Operating revenues	909,642	964,666	989,797
Operating expenses	751,800	779,099	890,781
EBIT	157,842	185,567	99,016
EBITDA	352,127	387,325	314,439
Net income	(186,123)	(199,994)	(449,958)
Total assets	3,464,252	3,580,711	3,627,258
Total liabilities	4,671,723	5,077,652	5,571,140
Number of employees	11	11	11

## REAL ESTATE PORTFOLIO



### VILLAS:

**Villas (\*\*\*)**: 4 and 6 levels, 66 accommodation units, fully equipped, built in 1988.

### AUTO CAMPS:

**Auto camp (\*\*\*)**: the total number of 450 camp units, land area 10 hectares, built in 1982.

### ADDITIONAL FACILITIES:

Restaurant (capacity 100 seats), pizzeria (80 seats), beach bar, supermarket

### SPORTS AND RECREATION FACILITIES:

Tennis courts, table tennis, mini golf, football, handball, basketball and volleyball fields.

### AREA:

Total facility area: 31,727.77 m<sup>2</sup>.

## SPLIT-DALMATIA COUNTY INFORMATION

Population (2011): **455,242**

GDP per capita (2010): **8,072 EUR**

Unemployment rate (2011): **24.0%**

Average gross monthly salary: **961 EUR**

Average gross salary in the sector (tourism): **878 EUR**

Split-Dalmatia County encompasses the territory of the historical region of Dalmatia, and is easily accessible via Zagreb-Split Highway and Split International Airport.

The most important economic activity is tourism. There is a total of 117 hotels (2 five-star and 39 four-star hotels, while the remaining 76 are three- or two-star). In addition to hotels, accommodation is provided in apart-hotels, tourist resorts, tourist apartments and auto camps. The overall accommodation capacity provided is approximately 13,000 beds.

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with a total of 1,814 berths.

The present international hotel chains in Split include the Le Meridien Lav and the Hilton Hotel Marjan which is planned for opening.

The County's tourist potential includes: a rich heritage and cultural offer, catholic pilgrimage destinations, active and sports holidays and health tourism. There are UNESCO heritage sites in Split (Diocletian Palace) and Trogir; catholic pilgrimage destinations (Sinj, Vepric and vicinity to famous Medjugorje); rafting on the River Cetina in Omiš area, and hiking, walking and cycling paths on mountains Marjan and Biokovo.

A large number of high schools offer education in the hospitality and catering sector, while the Split University provides undergraduate and graduate programs in tourism.

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Vranjica Belvedere Plc., [www.vranjica-belvedere.hr](http://www.vranjica-belvedere.hr), e-mail: [info@vranjica-belvedere.hr](mailto:info@vranjica-belvedere.hr)



## **STATE-OWNED PORTFOLIO**

## **INFRASTRUCTURE PROJECTS**

**Osijek Airport**

**Port of Dubrovnik**

**Port of Ploče**

**Port of Zadar - Gaženica**

**Rijeka Airport**



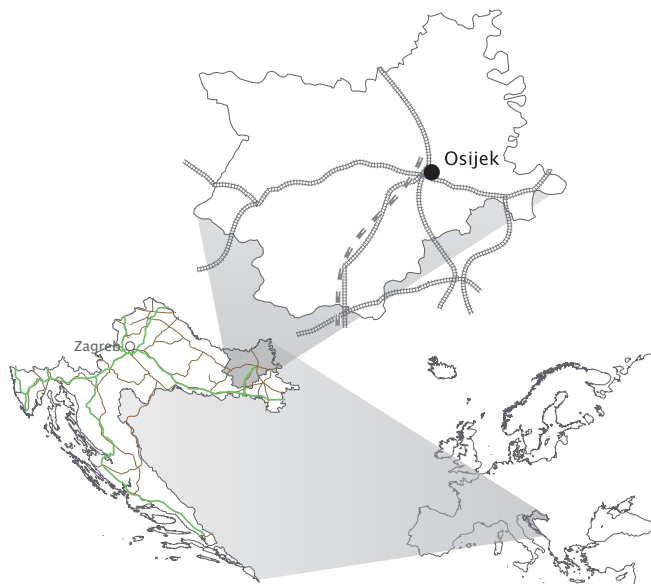
# OSIJEK AIRPORT Ltd.

## PROJECT DESCRIPTION

The future concessionaire/strategic partner would be expected to participate in modernisation of the existing, construction of new capacities and acquisition of equipment for its commercial operations. The overall aim of the project is to strengthen cargo traffic in the Osijek - Baranja County and to foster economic development in the region by improving the competitiveness of the airport.

### CURRENT CHARACTERISTICS OF THE AIRPORT

- Runway characteristic: length: 2,500 m; width: 45 m
- Orientation: 111/291 (11/29)
- Strength: PCN 70 F/A/W/T
- Types of traffic permitted: IFR/VFR
- ATS communication facilities APP 118.800 MHz
- Croatia Control Ltd APP 120.150 MHz TWR 118.800 MHz
- Turnaround: 25– 30 minutes
- Passengers handling: DCS, manual check-in
- Fire fighting category: CAT IV on request up to CAT VII
- No slot coordination
- New parking lot (297 available parking spaces)



## TRANSACTION STRUCTURE

The Transaction currently envisages three options and shall be open to all strategic investors who are adequately positioned to further exploit growth potential of the Company.

- **Option one: recapitalization**
- **Option two: repurchase of existing stockholders**
- **Option three: concession with the features of the project public-private partnership or concession contract**

Concession is defined by the Airports Act. Concession for the airports is considered concession of public works, concession of public services. Concession for airport is given for a maximum term of 40 years.

**The most acceptable way of private capital entry in the Osijek Airport is through recapitalization or concession. Recapitalization is the fastest and the cheapest one, but since the airport is of special interest for the Eastern region we believe the best option is to give the Osijek Airport in concession.**



## INVESTMENT OPPORTUNITY

The region served by the Osijek Airport is of agricultural character, which could influence on the repositioning of the airport and focusing primarily on cargo traffic. Cargo terminal is located on the area size of 1,500 m<sup>2</sup> and separated on three parts: truck disposition, direct access to the apron for trucks and coolers.

Except for cargo and warehouse facilities the Osijek Airport has a plan to invest in the passenger building, and to

separate domestic and foreign passengers. Departing gate is the priority to keep the status of an international airport and increase safety of traffic, passengers and goods in the near future.

Passenger terminal area is 1,500 m<sup>2</sup>; capacity of 200 – 400 pax per hour; easy understanding for passengers; simple terminal development solutions – expanding or upgrading; possibility for extension based on the volume increase.

## SHORT MARKET ANALYSIS

A strong increase in number of operations and number of passengers in the period 2008 - 2011 is closely related to introduction of new operators on the market. Germanwings signed a contract and introduced a new route Koln – Osijek – Osijek –Koln. In 2009, a new operator came on the Osijek

market, the management has signed a 5 year contract with Ryan Air for several new routes, which influenced on a 40% growth of passenger movement as compared to 2008. In 2012, Ryan Air has terminated the existing contract due to the lack of subsidies which resulted in a strong decline of passenger movement.

Year	Number	Tons	Passengers	Cargo (t)
2002	673	2,246	3,132	-
2003	720	1,868	3,354	-
2004	708	3,607	3,030	356
2005	695	17,315	2,343	3,830
2006	649	4,369	2,871	515
2007	550	3,538	2,766	271
2008	774	7,124	14,685	173
2009	855	7,960	20,438	188
2010	792	6,845	20,824	-
2011	1,582	6,956	22,104	-

There is a growing trend in traffic in recent years. The number of passengers has increased more than seven times over 4 years (2,900 in 2007 to 22,104 in 2011). The number of operations has increased three times in the same period (550 in 2007 to 1,582 in 2011). The main airline operators on the Osijek Airport are Croatia Airlines, Ryanair and Germanwings. Using its strong market position in Osijek – Baranya County, the Company wants to strengthen its position **as a main cargo airport in the region**. The Airport has the entire

necessary infrastructure that provides cargo handling, fast trucks out to the apron for the aircraft and all prerequisites for the rapid cargo aircraft handling. Besides capitalizing its position on the domestic market, regional market presents strong growth platform where the Company has already initiated negotiations with foreign partners. For this reason, the Company has decided to refocus its core activity as a cargo carrier and has decided to find a strategic partner for new investments.

## CONTACTS

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Center for Monitoring Business Activities in the Energy Sector and Investments, Mr. Marko Lončarević, Member of the Board, Investment Sector, e-mail: [marko.loncarevic@cei.hr](mailto:marko.loncarevic@cei.hr)

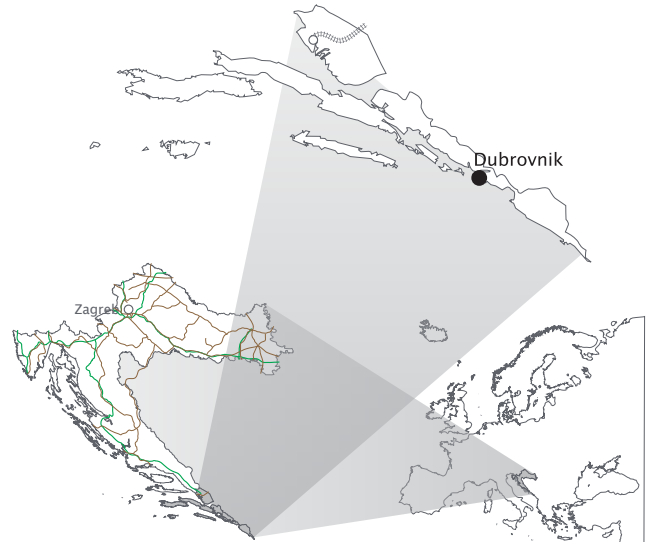


# PORT OF DUBROVNIK

## New Passenger, Marine, Bus and Cruise Terminal Project

### PROJECT DESCRIPTION

- The Port area has a unique position in a close vicinity of Dubrovnik suitable for development of various facilities related to port passenger traffic and tourists.
- The purpose of a new terminal is to provide services for embarking and disembarking cruise tourists-excursionists from the port of Gruž as well as passengers in domestic and international coastal and ferry transport with all necessary facilities which provide fast, high-quality and cost-effective passenger flow.
- Since it is the only larger by surface / remaining quality space and infrastructural-wise relatively well-equipped space in narrower Dubrovnik area, it is also planned to develop shopping facilities, catering facilities, sports and recreational facilities, a multipurpose hall, a three-level garage with approximately 450 parking spaces and a parking lot for buses with approximately 50 parking spaces.
- **Total gross building area of the port is separated in several zones totalling 120,000 m<sup>2</sup>.**
- The essential element in this development concept is the development of the port facilities.



### TRANSACTION STRUCTURE

The future concessionaire/strategic partner would be expected to participate in the investment of the **“New Passenger Marine, Bus and Cruise Terminal”** for its commercial operations and to develop, if deemed necessary, further development phases of the port.

**The total concessionaire’s or strategic partner’s investment is estimated at EUR 40 million.**

The project could be done in several phases, depending on the investor’s preferences.

The basic task for years 2013 and 2014 is to find a partner-concessioner by international tender procurement who will, based on long-term concession agreement, develop port superstructure and bring new services into the port.

## INVESTMENT OPPORTUNITY

The priority of the PDA in the upcoming period is to find a concessioner for the construction of superstructure objects and to mutually develop new services and facilities for ships, passengers and the local community.

Due to the expected increase in passenger and cruise traffic the PDA is looking for a concessionaire/strategic partner to participate in the construction of new adequate capacities for modern Port terminals.

After the completion of the construction, development and full equipment, the final purpose of the marine terminal at the port of Gruž is to become the **main passenger, shopping and transport facility** in Dubrovnik which will be able to accommodate approximately **12,000 passengers**, customers, service users etc. per day.



## DESCRIPTION OF THE PORT OF DUBROVNIK

The Port of Dubrovnik is a passenger port with great dominance of cruise passengers due to tourist attraction of Dubrovnik and the nearby region.

Tourism and specifically sea cruise tourism are one of the fastest growing industries in the world. Dubrovnik is a famous tourist and cruise destination with a great development potential.

The Port of Dubrovnik mostly serves as a cruise port of call receiving in **2012** more than **750,000 cruise passengers**,

but has a real opportunity to become a home port for vessels of certain size.

The Port itself has many advantages, tourist attraction of the City of Dubrovnik, the vicinity to tourist attraction, water depth and an easy approach from the open sea, a good shelter from adverse weather conditions and a geographic position at the ideal distance to one of the biggest world cruise "home port" destinations – Venice. In cruise industry Dubrovnik can offer the port of call with all facilities.

## CONTACTS

Ministry of the Sea, Transport and Infrastructure of the Republic of Croatia, Mr. Siniša Hajdaš Dončić, Minister, e-mail: [ministar@mppi.hr](mailto:ministar@mppi.hr)  
Center for Monitoring Business Activities in the Energy Sector and Investments, Mr. Marko Lončarević, Member of the Board, Investment Sector, e-mail: [marko.loncarevic@cei.hr](mailto:marko.loncarevic@cei.hr)

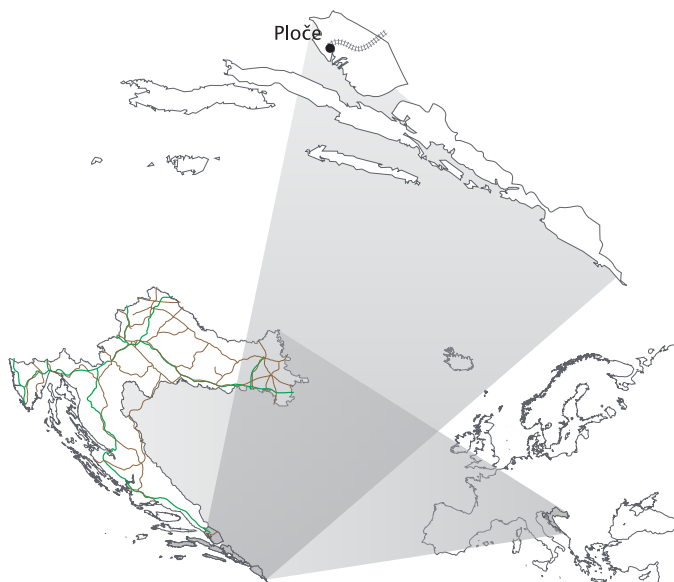


# PORT OF PLOČE

## Transport and Trade Integration Project

### PROJECT DESCRIPTION

- Currently the port capacities and port infrastructure are at the level of 5.5 million tons of various cargo (general, containers, dry bulk cargo, liquid cargo like gasoil, gasoline, vegetable oil),
- The port is approaching the completion of development program with a significant financial support of the Government of Croatia and the loan of the World Bank into the port infrastructure of sophisticated port terminals (Container terminal and Dry Bulk cargo terminal),
- The Port Authority already signed long-term concession agreements for the operationalization of the existing port capacities, for the recently constructed Container terminal, the new Dry Bulk Cargo terminal (under development) and for Liquid cargo (preparation for start of construction) with defined obligations of contracted parties,
- After the completion of the mentioned development projects, the port capacities will enable the annual port traffic of more than 10 million tons.



### TRANSACTION STRUCTURE

The potential port user can use the available infrastructure and superstructure, and build new facilities according to the concession right which is granted for a term of up to 99 years.

#### TWO POSSIBLE WAYS OF TRANSACTION:

1. Port of Ploče as the hub port for goods – usage of existing port capacities and capacities under development
2. Concession to partners for future investments in the port area.

## INVESTMENT OPPORTUNITY

The Port of Ploče Authority started with the **“Transport and Trade Integration Project”** project aimed at developing the port of Ploče, whereby its overall development objective is to improve the capacity, efficiency and quality of service on the whole Corridor Vc.

The port is opened to all investors from all over the world who recognize the attractiveness of the port of Ploče location and its advantages.

It is a port of special international significance for Croatia; however, due to its position, it is also of an exceptional importance for the economy of Bosnia and Herzegovina in view of the fact that more than 80% of the port traffic refers to the foreign trade of Bosnia and Herzegovina.

The geo-strategic location of the port and the fact that it is a seaport of the branch C of the Fifth European Transport Corridor (“Vc”) enable smooth and efficient transit of goods to/from Bosnia and Herzegovina, parts of Serbia, Croatia, Hungary and Slovakia, as well as the existence of the opportunity of transshipment to/from Italian ports. The main gate of the port of Ploče will be connected to the Croatian A1



Zagreb – Split – Ploče Highway and to the future highway at the Fifth European Transport Corridor (“Vc”). **The port area covers more than 230 hectares, out of which 50 hectares are still undeveloped and ready for the concession.** Almost the whole area has the regime of free (customs) zone where the special incentives and treatment may be applied especially to “non-EU” goods.

## DESCRIPTION OF THE PORT OF PLOČE

The Port of Ploče is the second largest Croatian port in terms of annual cargo volumes. The basic precondition for the successful functionality of the whole port system is the optimization of the integration and coordination of all entities and factors which directly or indirectly participate in the production of the port and entire transport service. The port of Ploče is of an international economic importance for the Republic of Croatia.

By the decision of the Government of the Republic of Croatia, the port area is managed by the Port of Ploče

Authority as a non-profit institution, the responsibility of which, in addition to the port basin in Ploče, extends also to the basin of the Metković river port, which is located 24 km to the North East of Ploče.

The main goal of the Port of Ploče Authority is the transformation of the port from a traditional port into the regional centre of logistics where various distribution and value added services would be carried out on the goods which transit the port.

## CONTACTS

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Center for Monitoring Business Activities in the Energy Sector and Investments, Mr. Marko Lončarević, Member of the Board, Investment Sector, e-mail: [marko.loncarevic@cei.hr](mailto:marko.loncarevic@cei.hr)



# PORT OF ZADAR - GAŽENICA

## New Terminal Building in Gaženica

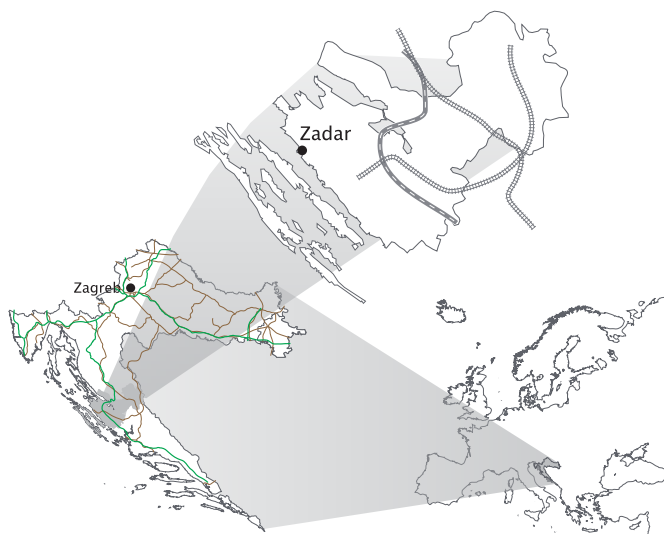
### PROJECT DESCRIPTION

#### THE PROJECT IS BEING DONE IN SEVERAL PHASES:

- **Phase one** – LOT I has already been developed
- **Phase II** – LOT II and LOT IIIa are in construction and currently 70% of the phase is finished
- **Phase III** – construction of the Passenger, Cruise and Ferry Terminal is to be developed by the potential investor.

#### THE TERMINAL BUILDING SHOULD COMPRISE:

- A two-storey main building with a basement, ground floor, first floor and small attic,
- A one storey technical building (power) with a basement and ground floor,
- And a fourteen-storey tower for traffic control where a Vessel Traffic Management System (VTMS) will be installed,
- The design includes parking lanes for buses and taxis in front of the entrance to the main building (ground floor),
- The design of the terminal building makes provision for the construction of two skyways in a later phase of the project. These skyways will connect the first floor of the main building (arrival - departure halls for international passengers) to the vessels berthing at the international terminal (berths at piers # 1 and # 2).



### TRANSACTION STRUCTURE

The future concessionaire/strategic partner or investor would be expected to participate in the investment of the “New Passenger, Ferry and Cruise Terminal” for its commercial operations and to develop, if deemed necessary, further development phases of the port.

The Transaction currently envisages two options and shall be open to all strategic investors who are adequately positioned to further exploit the growth potential of the Project:

**Option one:** Build to suit under current adopted and

prepared documents by the Port of Zadar Authority for the Terminal building

**Option two:** Construction of a new building according to operators/investors preferences (preparation of this option would take at least 2 years)

The most acceptable way of the entry of private capital in the Port of Zadar is through a concession right with an obligation to construct the “New passenger, Ferry and Cruise Terminal” Project under current adopted documents.

## INVESTMENT OPPORTUNITY

The new port will provide an extended berthing capacity for larger international ferries and modern cruise ships and international standard on-shore facilities for passengers and vehicles. The project will relocate the ferry port of Zadar from the historical city harbour to a less constrained site in the new port of Gaženica. The Priority of the PZA in the upcoming period is to find a concessioner or a partner for the construction of the Terminal and to mutually develop new services and facilities for ships, passengers and the local community.

The total concessionaire's or strategic partner's investment is estimated at EUR 35 million.

The basic task for years 2013 and 2014 is to find a partner-concessioner by international tender procurement who will, based on a long-term concession agreement, develop port superstructure.



The Project is opened to all port investors from all over the world who recognize the attractiveness of the Port of Zadar location and its advantages. The strategic planning of the development of the Port of Zadar will contribute to the increased competitiveness of the Port of Zadar as a future EU seaport.

## ABOUT THE PORT OF ZADAR AND CURRENT STATUS

The Port of Zadar serves over 2.3 million passengers and over 312,000 vehicles per year (2012), with significant variation in density according to seasons. Due to its position in the Old Town, the port will reach its limit within the next five years.

Due to the expected increase in passengers and cruise traffic the PZA is looking for a concessionaire/strategic partner to participate in the construction of the new terminal building for local and international ferry passengers and for cruise (transit and home port).

The relocation of the ferry port of Zadar in the area of Gaženica (3.5 km south of the city of Zadar) is considered as a high priority project by the Government of Croatia. This project will allow increasing of traffic by providing

additional berths which can accommodate larger ferries and cruisers as well as Ro-Ro vessels.

The new port is directly connected to the new motorway network (four lanes access road) with a direct and rapid access to Zadar Airport, Zagreb, the rest of Croatia and central Europe through road and motorway networks.



## CONTACTS

Ministry of the Sea, Transport and Infrastructure of the Republic of Croatia, Mr. Siniša Hajdaš Dončić, Minister, e-mail: [ministar@mppi.hr](mailto:ministar@mppi.hr)  
Center for Monitoring Business Activities in the Energy Sector and Investments, Mr. Marko Lončarević, Member of the Board, Investment Sector, e-mail: [marko.loncarevic@cei.hr](mailto:marko.loncarevic@cei.hr)



## RIJEKA AIRPORT Ltd.

# Reconstruction, modernization and development of Rijeka Airport

## PROJECT DESCRIPTION

### PROJECT INCLUDES:

- Reconstruction and expansion of the passenger building –the existing building does not satisfy traffic growth projections nor current passenger flow demands at peak levels. The reconstruction will add approx. 4,600 m<sup>2</sup> at three levels. This will increase the building's capacity three times (up to 2,000,000 passengers on an annual basis);
- Reconstruction and expansion of the aeroplane parking platform– the extension of the passenger building includes an expansion of the existing aeroplane parking platform;
- Construction of storage and manipulation facilities for management of goods transported via air–inclusion of the Airport Rijeka in the intermodal goods transport traffic–5,000 m<sup>2</sup> taking into consideration the building criteria;
- Addition and reconstruction of the existing aeroplane taxiway in accordance with international regulation, current taxiway's width does not comply with regulation for the corresponding aeroplanes. Moreover, the number of existing taxiways does not correspond to the predicted traffic capacity. The Project will include expansion of existing taxiways and construction of a new aeroplane taxiway.



## TRANSACTION STRUCTURE

The Transaction currently envisages three options and shall be open to all strategic investors who are adequately positioned to further exploit growth potential of the Company.

- **Option one: recapitalization**
- **Option two: repurchase of existing stockholders**
- **Option three: (concession with the features of the project public-private partnership or concession contract)**

Concession is defined by Airports Act. Concession for the airports is considered concession of public works, concession for public services. Concession for airport is given for a maximum term of 40 years.

**The most acceptable way of entry of private capital in Rijeka Airport is through recapitalization or concession. Recapitalization is the fastest and cheapest, but airport is of special interest for the Croatia mediteran coastal tourist region.**



## INVESTMENT OPPORTUNITY



Investment opportunity in case of Rijeka Airport lies in its unique and potentially very lucrative position in Croatia, Adriatic and Europe. Since the fact that Rijeka Airport Ltd. as a state owned Company is located on the area of Primorsko–Goranska County, by investing in it, every future investor will certainly benefit from strategic connections based on:

- Fast access to Central and Eastern Europe as well as other EU countries,
- Well-developed infrastructure,
- Well-developed business zones network and infrastructure,
- Outstanding service of logistics sector,
- Trained and educated workforce,
- Steady economic environment,
- Well-developed network of small and medium suppliers.

## CURRENT INFRASTRUCTURE AND CAPACITY

### PASSENGER BUILDING TERMINAL CAPACITY:

- 1 passenger terminal,
- 1,000,000 passengers annually.

### RUNWAY AREA:

- Length: 2,500 m ICAO CAT 4E
- Width: 45 ICAO CAT 4E,
- Orientation: 04/32,
- Strip dimensions: 2,620 x 150 m,

- Instrument equipment: ICAO CAT I,
- VASIS 3°, IL.

### APRON PHYSICAL CHARACTERISTICS:

- Dimensions: 300 x 112 m,
- Parking places: 14,
- General aviation parking,
- Strength: PCN 45 F/R/A/X/T,
- Surface: ASPH.

## CONTACTS

Ministry of the Sea, Transport and Infrastructure of the Republic of Croatia, Mr. Siniša Hajdaš Dončić, Minister, e-mail: [ministar@mppi.hr](mailto:ministar@mppi.hr)  
Center for Monitoring Business Activities in the Energy Sector and Investments, Mr. Marko Lončarević, Member of the Board, Investment Sector, e-mail: [marko.loncarevic@cei.hr](mailto:marko.loncarevic@cei.hr)



## **PRIVATE PROJECTS**

**Aristos Hotel**  
**Banko**  
**Biodiesel Production**  
**Biograd Health & Tourist Centre**  
**Biska Golf Resort**  
**Brod**  
**Croatian Dream – Dubrovnik Pearl**  
**Hipersfera**  
**Hortus Croatiae**  
**Imperium Tower**  
**Rimac Automobili**  
**Riviera Pašman**  
**Strategic Plan (Benkovac)**  
**Strategic Plan (Županja)**  
**Sv. Martin Hotel and Resort**  
**Tourist Zone Rastovača**  
**Wellness & Health Centre Nin**

## TRANSACTION

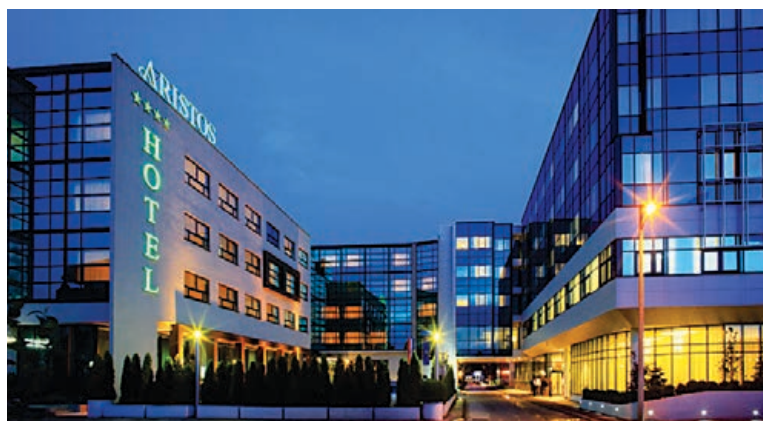
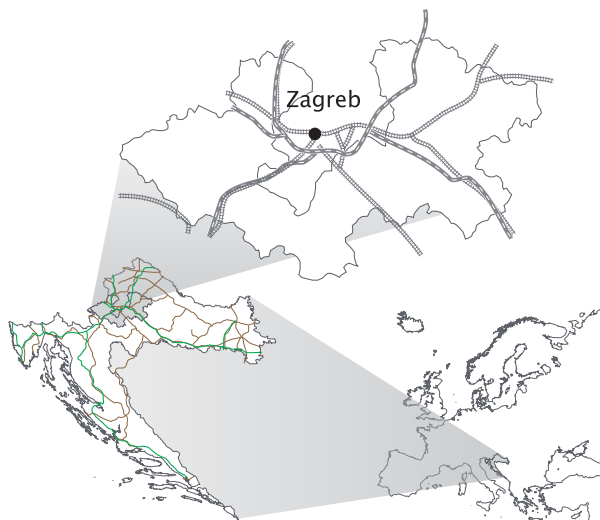
Sale of a majority stake in Turopolis Ltd., a company that owns and operates the Aristos Hotel.

## COMPANY

The Company owns and operates the four-star Aristos Hotel with 150 accommodation units of various types and a number of additional hotel services.

The Hotel is located in the well-developed business zone Buzin, in a Zagreb suburb, where a large number of domestic and international companies, as well as the US Embassy are situated. The vicinity of Zagreb International airport (7 km) and the Hotel's high categorization allow its positioning as a high quality business hotel, specialized in organizing conferences, seminars and meetings.

The Hotel increased its capacity and services in 2009 as a result of an increased demand. Further development of the City of Zagreb as a tourist destination, a strong growth of tourist arrivals (from 301,227 in 2005 to 767,366 in 2012) and its recognition on the world destination map, combined with the increased demand for luxury hotels, provide a strong growth potential. The Hotel's attractiveness is also anticipated to enhance with the planned construction of a new terminal at Zagreb Intl. Airport.



## FINANCIAL DATA (in EUR:)

Year	2010	2011	2012
Operating revenues	2,395,766	2,406,796	2,418,917
Operating expenses	2,373,935	2,469,433	2,509,552
EBIT	21,831	(62,638)	(90,635)
EBITDA	481,222	717,461	679,416
Net income	(60,305)	(3,570,006)	(1,538,612)
Total assets	23,209,112	21,796,529	21,177,593
Total liabilities	19,126,167	21,398,658	22,291,610
Number of employees	66	61	62

## REAL ESTATE PORTFOLIO

### HOTEL

The Hotel has 150 accommodation units and offers three types of rooms (comfort, superior and deluxe), three business suites and one deluxe suite. All rooms are furnished with real wood details and equipped with satellite TV, air-conditioning, phone, mini bar, safety deposit boxes and high-speed Internet connection.

### CONFERENCE FACILITIES

Seven multi-functional conference halls spread over the total area of 908 m<sup>2</sup>, which can be used for workshops, presentations, meetings, press conferences and similar events. Congress halls are equipped with sophisticated audio and video equipment, including LCD projectors, integrated projection walls, specially designed ergonomic chairs and air conditioning, and have a total capacity of 575 seats.

### ADDITIONAL FACILITIES

The additional Hotel offer includes: a foreign exchange office, a gift shop, the Lobby bar, the Momento Lobby bar, a summer terrace, the Tiara Restaurant, a fully equipped e-business centre, Wellness & Spa centre, a fitness studio, laundry services and a hairdressing salon. There are also outdoor parking places.



## CITY OF ZAGREB

Population (2011): **792,875**

GDP per capita (2010): **18,645 EUR**

Unemployment rate (2011): **9.4%**

Average gross monthly salary: **1,250 EUR**

Average gross salary in the sector (tourism): **781 EUR**

The City of Zagreb is the capital and the biggest city in the country. It is a cultural, scientific, economic, political and administrative centre with the seat of the Parliament, the President and the Government of the Republic of Croatia, located at the intersection of European traffic corridors (Vb and X Pan-European highway corridors as well as Va and X railway corridors).

According to the results of 2011 census, Zagreb has 792,875 inhabitants, which represents around 18% of total population of Croatia. It has dominant economic, financial and political status in the Republic of Croatia, and accounts for approx. 37% of Croatia's total exports, 60% of Croatia's total imports and 53% of total revenues. Almost half of total FDI in 2012 was in Zagreb.

There is a predominance of service activities (especially wholesale and retail commerce) which participate with 38% in the total revenues. However, primary and secondary activities are developed as well, primarily processing industry (production of electric machines and devices, chemical, pharmaceutical, textile, food and drink processing). The largest number of enterprises is in trade, followed by scientific and technical services.

As a tourist, business and administrative centre, the City of Zagreb achieved 767,366 guest arrivals, with approx. 1.25 million overnight stays, of which 77% were made by foreign visitors. The hotel sector includes 50 hotels with 3,787 accommodation units; however, there are only three hotels with 5-star and 12 hotels with 4-star categorization.

A wide range of education institutions is concentrated in the City of Zagreb: in addition to the University of Zagreb with a tradition since 1669, which includes 29 faculties, 4 academies, a university centre of Croatian studies and a number of institutions of higher education, there are 12 private faculties and institutions of higher education.

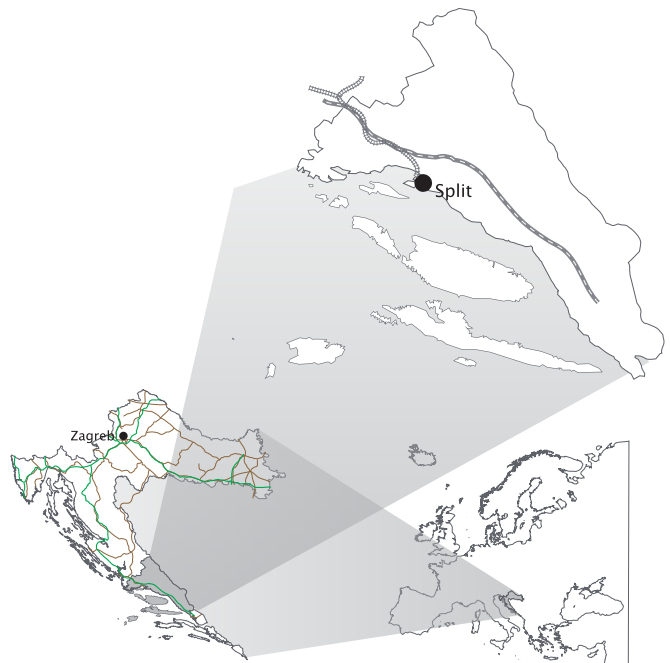
## CONTACT

Turopolis Ltd., [www.hotel-aristos.hr](http://www.hotel-aristos.hr), e-mail: [aristos@hotel-aristos.hr](mailto:aristos@hotel-aristos.hr)

## PROJECT DESCRIPTION

The Banko vane machine essentially represents a new way of greatly improving the performance of vane machines in any product application based on vane machines. Furthermore, the likely cost of the Banko vane machine is no greater than existing units available on the market.

Coupled with its greatly improved efficiency it will lead to a quick payback period for companies that choose to either gradually replace their stock of existing machines and/or add new product lines. The Banko vane machine will allow companies owning and operating these units to increase their bottom line. It is important to note that the improved performance from the Banko vane machine may be applied in all vane machine applications including: pneumatic tools, compressors, expanders for hydrogen fuel cells, pumps (especially vacuum pumps), starters for large diesel engines, and compressors for air pre compression in internal combustion engines (i.e. superchargers). Banko is seeking to find partner who is willing to invest via joint venture in development and manufacturing of other applications of the vane machine.



## TECHNOLOGICAL ADVANCEMENT

Vane machine technology has been unchanged and unimproved for more than half a century. The volumetric and mechanical losses currently experienced by classic vane machines have largely been overcome. This has been achieved via introducing the concept of both stationary and rotating cylinder parts enabling improved charging and discharging of the working media and reduced wear of the radial vane surfaces, rotating lateral parts which rotate jointly with rotor improved mechanical efficiency, and reduced wear on the lateral 2 side of the vanes, improved sealing resulting in reduced maintenance requirements, improved reliability and lifetime performance. The combined effects of

the technical improvements have resulted in a dramatically improved power efficiency of the Banko vane machine conservatively recorded at ~ 30% to 50% (with optimal results in the ~ 80% to 100% range) compared to other machines of similar size. These impressive results have been confirmed via testing on a Swiss made eddy current dynamometer Magtrol 2WB65 machine and by customers on the market. All products are built and produced in accordance with the ISO 9001:2008, machinery directive and highest safety requirements to fulfill EC declaration of conformity and all existing standards for the pneumatic grinder line.

## INNOVATIVE LEADER IN INDUSTRY

The Banko vane machine supersedes current rotary vane technology making all current vane machine technology increasingly obsolete. In addition, the Banko vane machine in air compressors outperforms alternative technologies which include reciprocating piston, rotary screw, rotating centrifugal etc. With the rights to these patents, the manufacturer of air compressors or pneumatic tools can greatly improve the product and gain market share at

the expense of competitors. The Banko vane machine's potential was recognized by the Government of Croatia's wholly owned business innovation development company, BICRO Ltd (the Business Innovation Center of Croatia). Following a competitive process, BICRO Ltd awarded start-up funding to Banko in project development. This new technology with several product applications is protected by patents.

## ENVIRONMENTALLY FRIENDLY

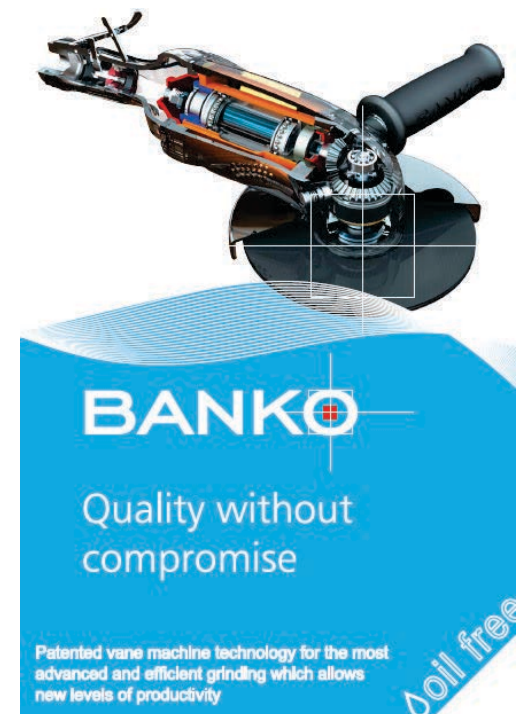
The lubricant/oil free nature of the Banko vane machine has increased environmental acceptability as there are fewer pollutants emitted by the Banko vane machine installed in air compressors. Furthermore, there will be quite possibly an indirect contribution to a reduction in carbon emissions (insofar as electrical energy is powered by fossil fuels) as less

electrical energy is required to power these units for the same work output. As an indication of the reduced amount of electricity this new vane machine requires, if every air compressor in use today employed a Banko vane machine, global consumption of electrical power would be reduced by 1% to 1.5% (~ 233 TWh)

## BANKO PNEUMATIC GRINDER

The Banko vane machine is used very successfully in one of Banko's current products, the pneumatic grinder. The Banko pneumatic grinder with vastly superior performance to its competitors is Banko's "flagship" product and is produced at its manufacturing facility in the city of Split, Croatia.

- Banko pneumatic grinder provides 60-100 % faster grinding at the right speed with high-speed material removal which improves production rates and allows new levels of productivity.
- Banko pneumatic grinder provides 100% total lifetime work with low maintenance costs.
- Banko pneumatic grinder provides much less insensitivity to variation of the pressure in the air hose.
- Banko pneumatic grinder provides grinding with much less vibration due to grinding of the accessories at the right speed.
- Banko pneumatic grinder provides oil-less production which enables clean surface and more environmentally friendly operation.
- Banko pneumatic grinder is ergonomically shaped for less operator fatigue and easy control.
- Banko pneumatic grinder offers a competitive price with high energy efficiency.



## CONTACT

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Mr. Nikola Dulčić, Head of Investment Sector, e-mail: [investicije@hamaginvest.hr](mailto:investicije@hamaginvest.hr)



# BIODIESEL PRODUCTION

## PROJECT DESCRIPTION

The project involves the construction of a production plant / facility for the production of biodiesel in the north of Croatia. The capacity of this facility will be approximately 20,000 MT per year. Equipment has been designed to produce biodiesel well within EN 14214 specification. The plant is able to use wide spectrum of feedstock (crude rapeseed oil, palm oil, soya oil, jatropha oil, used cooking oil etc.), since oil pre-treatment is possible. Also, glycerol purification system has been designed to purify glycerol up to 85% minimum. So far, approximately 3.9 million EUR has been invested in this project and the project holder has finished the following:

- required modifications in industrial hall
- 50% of construction works in storage hall
- 40% of the equipment is on location, 40% in customs warehouse, 20% is ready for delivery.

Overall project was designed and specified by experts in designing biodiesel facilities. PBG d.o.o. is the owner of the overall technology.

Along with production facility, the plant will also have additional, flexible storage capacity:

- 400 m<sup>3</sup> for feedstock
- 300 m<sup>3</sup> for biodiesel
- 100 m<sup>3</sup> for glycerol

This plant will have three stages of operation:

1. Degumming and neutralization of oil
2. Transesterification
3. Glycerol purification

KPMG was hired to provide new business plan which was done in February 2012 and is available for interested parties.



## ESTIMATED VALUE

The total value of the project amounts to 5.9 million EUR. The project holder is looking for additional investment of approximately 2 million EUR in order to finish the project.

KPMG analysis (HRK'000):

Year	2012	2013	2014
Sales profit	51,985	171,178	220,177
Cost of raw material	(39,032)	(128,524)	(165,314)
EBIT	6,628	29,625	39,503
EBITDA	9,197	33,020	44,133
Gross profit I	12,954	42,654	54,864
Number of employees	11	19	19



## PROJECT STATUS

The overall project can be finished within 3 months since most of the equipment is on site or finished and waiting for delivery. The project has all the necessary documentation for its implementation:

- Clean Title Property;
- Feasibility study;
- Environmental Impact Assessment Study;
- Technical documentation;
- Building permit.



## TRANSACTION MODEL

The project holder is looking for investor.

## VARAŽDIN COUNTY INFORMATION

Population (2011): **176,046**  
GDP per capita (2010): **8,209 EUR**  
Unemployment rate (2011): **15.0%**  
Average gross monthly salary: **806 EUR**

Varaždin County is located in Northwest Croatia and represents the central transportation corridor that connects the Central Danube to the Adriatic. It is at the heart of the Zagorje Route, which traditionally has linked Northwest Croatia to Slovenia and Hungary.

The County's economy is based on agriculture, manufacturing and processing industries with milk production, meatpacking,

beverage production, textile and leather production, and metal processing being the strongest sectors. The County has a well-developed ICT sector with over 120 different ICT companies. The Tech Park Varaždin houses 25 ICT, marketing and R&D companies. There is one free zone, as well as a number of business and SME zones.

The County has recently introduced a number of measurements and activities in order to stimulate investments and economy. Adoption of City of Varaždin development strategy, improvement of a business climate, building of necessary infrastructure and encouraging the development of new technologies resulted in recognition of Varaždin County as a highly desirable investment destination.

## CONTACTS

Croatian Chamber of Economy, Investment Promotion Centre; [www.hgk.hr](http://www.hgk.hr), e-mail: [investicije@hgk.hr](mailto:investicije@hgk.hr)  
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Proizvodnja biogoriva d.o.o., Mr. Ivica Šprem, e-mail: [ivica.sprem@ogv.hr](mailto:ivica.sprem@ogv.hr)

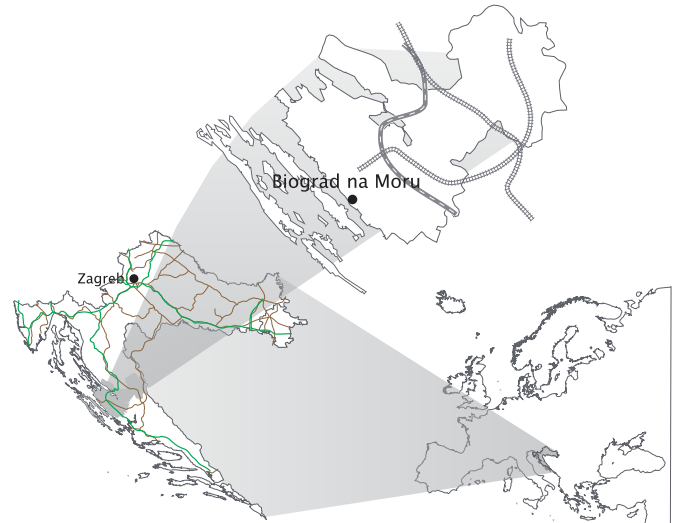


# BIOGRAD HEALTH AND TOURIST CENTER, Biograd na Moru

## PROJECT DESCRIPTION

Biograd Health and Tourist Centre is a project held by Zadar County, whose goal is a development of medical tourism offer within the Special Orthopedic Hospital in Biograd na Moru. It involves creating a new health and tourist center next to the existing hospital building.

In addition to the construction of new accommodation capacities and medical service facilities needed for various health treatments and therapies, the Project includes wellness and recreational area with indoor and outdoor amenities.



## ESTIMATED VALUE

Estimated value: 25 mil EUR

## LOCATION

The designated location is adjacent to the Special Orthopedic Hospital in northern part of Biograd na Moru, easily accessible from Adriatic Tourist Road (Jadranska turistička cesta). Zadar International Airport is 28 km, while the Zagreb-Split Highway is 22 km away.

The Town of Biograd na Moru is surrounded by national parks (Kornati Islands, Velebit, Paklenica, The Krka Waterfalls, Plitvice Lakes) and nature parks (Telašćica

on Dugi Otok and the Vrana Lake). It is a well-known tourist and nautical center in the midpoint of the Adriatic coast, with over a century-long tourist tradition. It offers a wide variety of sports and recreational capacities, several marines and rich gastronomic offer in numerous restaurants along the coast. In addition to its cultural heritage and vicinity to the historical cities of Zadar, Šibenik and Nin, Biograd na Moru is considered as a destination for an interesting and dynamic vacation.

## TRANSACTION MODEL

Several possibilities are offered to the potential investors, including construction/concession, public-private partnership and other contract arrangements.

## CURRENT STATUS

In accordance with the urban development plan, the area of 43,000 m<sup>2</sup>, owned by the Project holder, is foreseen for the construction of health and tourist facilities.

The preparation of the project documentation is currently in process. The pre-study of development of health tourism has already been made by Zadar County Development Agency.

## PLANNED FACILITIES

### FACILITY SIZE:

- Gross floor area: 6,000 m<sup>2</sup>
- Ground floor size: 6,000 m<sup>2</sup>
- Number of levels: 6
- Total land area: 43,000 m<sup>2</sup>
- Allowed construction density: 0.3
- Allowed construction efficiency: 1.5



## ZADAR COUNTY INFORMATION

Population (2011): **170,398**

GDP per capita (2010): **8,182 EUR**

Unemployment rate (2011): **21.0%**

Average gross monthly salary: **958 EUR**

Average gross salary in the sector (tourism): **952 EUR**

Zadar County is situated in northern Dalmatia in Croatia. The County's total area is 7,486.91 m<sup>2</sup> of both sea and land. It is well connected via road, sea and air, i.e. Zagreb-Split Highway, good ferry connections with Italy and the rest of Croatia and an international airport. The shortest maritime connections to central Italy pass through the Port of Zadar. Equally important is Zadar Airport which is a popular tourist entry point with a 30% growth of the number of passengers in 2011-2012.

The County's economy is primarily based on crafts, industry, tourism, traffic, especially maritime traffic and agriculture. Crafts and industry are at the economic core of the County although services have shown the most significant growth in recent years. The County's education policies mirror its abundant ties with tourism and maritime sector. There are institutions of secondary and university education with programs in hospitality, culture, tourism and nautical traffic.

With tourism gaining a more prominent role in the County's economic structure, there is an emphasis on extending local accommodation capacities. They amount to 76,500 beds, most of which (73%) are private accommodation. Half of the capacities in hotels and camps are classified as a 4-star category. There are also 6 marinas with a total of 1,818 berths. As a successful tourist region in Dalmatia, Zadar County recorded 6,770,052 overnight stays in 2012. Most of these (88%) were by foreign guests.

The centrepiece of the rich tourist offer in the County is its capital – the City of Zadar which is a focal point to the archipelago of more than a hundred islands. Most of these are uninhabited and contain highly preserved sceneries and attractive coastal zones. These areas are foreseen for further development and enrichment of the tourist offer of the County. The county is conveniently located near some of the most attractive Dalmatian sights, including national parks Kornati and Krka and a famous extreme sports location Paklenica. The County's tourism potential has been recognized internationally with brands such as Falkensteiner present in the County, while serious investments in Zadar County's marinas have been made by renowned Dogus Group.

## CONTACTS

Croatian Chamber of Economy, Investment Promotion Centre, [www.hgk.hr](http://www.hgk.hr), e-mail: [investicije@hgk.hr](mailto:investicije@hgk.hr)

Mrs. Silva Stipić Kobali, Managing Director, e-mail: [ssopic@hgk.hr](mailto:ssopic@hgk.hr)

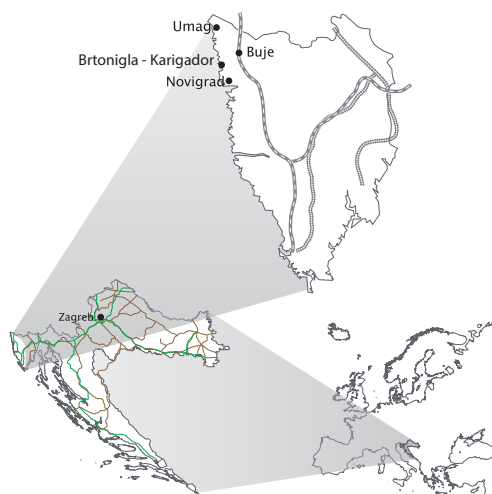
Zadar County Development Agency – ZADRA, [www.zadra.hr](http://www.zadra.hr), e-mail: [sime.erlic@zadra.hr](mailto:sime.erlic@zadra.hr)

## PROJECT DESCRIPTION

Located on the North-West of Istria, the largest peninsula in Croatia, between the towns Umag and Novigrad, the project envisages a construction of a professional standard 18-hole golf course along with accompanying facilities on over 76 hectares of coastal woodland.

The golf course, designed by the leading British golf design team European Golf Design, should spread over 59 hectares. The residual land is envisaged for a construction of 80 luxury villas, a club house and four artificial lakes.

While the club house is planned to be built on three floors (club room, restaurant and bar, wellness centre, gym, conference hall, pro-shop), the 80 villas whose construction is planned in two phases should cover an area of over 8.5 hectares of land. The size of the villas is foreseen in a range from 350 up to 1,050 m<sup>2</sup> gross (constructed as individual villas and villas divided into two and three independent units).



## POTENTIAL TRANSACTION STRUCTURE

The sale subject is equity stake in the limited liability company Golf Istra Magica (GIM) which owns the project land area.

## PROJECT STATUS

The project is in a high stage of readiness as all major planning permits and additional documentation necessary for the project fulfilment have been obtained. These include Physical Plan of Istria County, Physical Plan for the Development of Brtonigla Municipality and Urban Development Plans for the areas of Fratarska Šuma Golf Course and Mala Punta.

Master Plan (European Golf Design), Environmental Impact

Study and Final Location Permit for Fratarska Šuma Golf Course and accompanying facilities (commercial and residential zones, golf course, club house...) have been completed and/or obtained.

According to the statement of the Investor, the current status of permits and documentation allow the completion of the Project by the spring/summer 2015.

## ISTRIA COUNTY INFORMATION

Population (2011): **208,440**

GDP per capita (2010): **12,897 EUR**

Unemployment rate (2011): **11.5%**

Average gross monthly salary: **997 EUR**

Average gross salary in the sector (tourism): **1,142 EUR**

Istria County is located on the largest Croatian peninsula of Istria, on an area of 2,820 km<sup>2</sup> and has excellent transport connections with main European motorways (Istrian "Y" motorway connects Istria with highways in Slovenia, Italy and Austria) and by air (International Airport in Pula).

Istria is one of the most developed Croatian regions with dominant industry (shipbuilding, production of building materials, tobacco products, furniture, glass and electrical machinery and parts for the automotive industry), tourism (31.6% of all arrivals and 25.3% of all overnight stays in Croatia in 2011) and trade sector. In recent years, a great attention was paid to the revitalization of agriculture (especially olive growing and organic food production) and the related development of enogastronomic tourism (autochthonous wines Malvasia, Teran, highly esteemed white truffle) and agro-tourism, particularly in the hinterland of Istria, which is recognized as the "Tuscany of Croatia".

There is a very long tradition of tourism that has been developing from the period of the Roman Empire through the Austro-Hungarian Empire (when tourist centres Umag, Poreč, Rovinj, Pula, Rabac, including the Brijuni Islands were strongly developed). In the past decade, intensive investments (760 million EUR) in a construction of new and reconstruction of existing, primarily high-class hotel facilities were made resulting in a significant increase of five-star hotels (total of 4) and four-star hotels (total of 26). In the structure of accommodation, from a total of 250,300 units, camps are the most represented (44.4%), followed by private accommodation (22.6%), apartments and rural tourism (12.8%), hotels (11.2%) and accommodation in the



marinas (6.7%). Main markets in terms of overnight stays are Germany (28.7%), Slovenia (14.2%), Austria (11.0%) and Italy (10.6%).

Strong domestic brands (Istraturist Umag, Maistra and Valamar) prevail but international brands such as the Kempinski Hotel and Sol Melia are present as well, primarily as management companies.

The wide and diversified range of facilities enables the development of various kinds of tourism: sports tourism (currently 2 out of 4 golf courses in Croatia are in Istria - Umag and Brijuni, the construction of a third golf project Marlera has commenced, and the International ATP tournament holds place in Umag), cultural tourism (Motovun Film Festival, performances by world-renowned artists in Vespasian's Roman amphitheatre-Pula Arena, Theatre Ulysses), nautical, convention, hunting, fishing, and diving tourism.

Further development of tourism in this region will be ensured with new projects, notably the Brijuni Riviera which is to be developed on three locations (Pineta, Hidrobaza and Sv. Katarina i Monumenti on total land area of 114 ha), and should additionally profile the County as a tourist destination with a wide range of capacities of the highest category.

## CONTACT

Golf – Istra Magica Ltd., Contact person: Mr. Zvonko Anderluh, e-mail: [anderluh@makro5.hr](mailto:anderluh@makro5.hr)



# BROD Ltd.

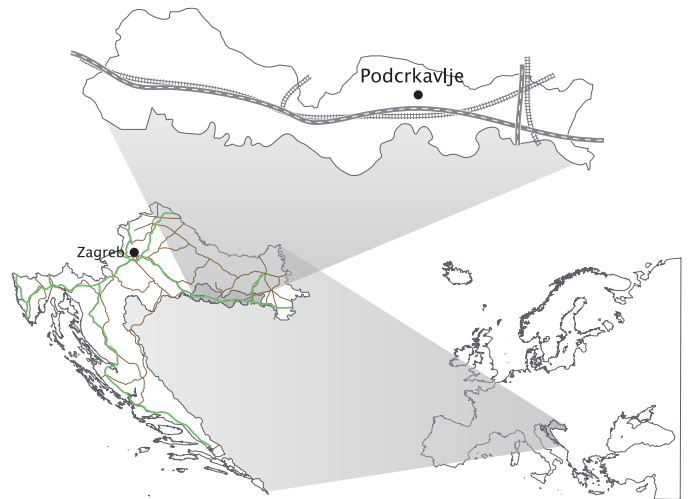
## PROJECT DESCRIPTION

The project involves exploitation and industrial processing of carbonate raw material and technical constructive stone on the field Mlada Vodica, located in Podcrkavlje municipality in Brod-Posavina County.

The exploitation area that was given in concession extends to 18.2 ha, and it is located on the southern slopes of Dilj hill. The estimated reserves of high value calcite and purity (97% CaCO<sub>3</sub>) on that area amount to 5,800,000 tonnes; together 1,158,528 m<sup>3</sup> of technical constructive stone.

The first phase involves exploitation of technical constructive stone and processing of a raw material for calcification of soil. This phase demands investments in machinery equipment for digging, grinding and separation of raw material and represents considerably smaller investment than those needed for industrial production.

Calcium carbonate has wide range of usage, for instance in production of paper, plastic, agriculture, fruit growing,



forestry, pharmacy, chemical industry as well as in construction industry as lime or addition to colours and fillers. The sort of production of certain range of products will be defined by the market demand and industrial production.

## ESTIMATED VALUE

The estimated value of the project ranges from 350,000 EUR for the first phase (purchase of an old stone flour factory not in function but with all necessary infrastructure) to 2.5 million – 4 million EUR for the second phase - construction of a new plant and investing in technology.

## TRANSACTION MODEL

Looking for investor or strategic partner. Company Brod Ltd. is opened for all possibilities of collaboration from joint ventures to the sale of ownership interests.

## PROJECT STATUS

The project has environmental impact assessment study; clear title property; technical documentation; building permit and concession on 20 years.

## **BROD-POSAVINA COUNTY INFORMATION**

Population (2011): **158,559**  
GDP per capita (2010): **5,357 EUR**  
Unemployment rate (2011): **33.8%**  
Average gross monthly salary: **858 EUR**

Brod-Posavina County is the southern Slavonian county in Croatia. Its center is the city of Slavonski Brod and it spreads along the left bank of the Sava river, hence the name Posavina.

Its territory can be divided into three parts: mountainous, lowlands and plains. The County comprises 2 cities, 26 municipalities and 185 settlements. 79,004 of the inhabitants live in either of the two cities (63,268 inhabitants in the capital of the county Slavonski Brod, and in Nova Gradiška 15,736), while 54.33 % of the people from the County inhabit its rural parts (93,989 inhabitants). The county is situated in the southern part of the Slavonian plain, between the mountain Psunj, hills of Požega and Dilj on the north and the river Sava on the south spreading over 2,043 m<sup>2</sup>. It is characterised by two main traffic connections: The first intercontinental (west-east) connects the countries of Western Europe with those of the Near East. This direction is intersected with rail, road, river and telecommunication network, as well as pipeline. The second traffic line, so called interregional (from the North to the South), connects Eastern and Central European countries with the Adriatic. The most important state road E-70 Zagreb-Lipovac and the international road E-73 Budimpešta – Beli Manastir – Osijek – Slavonski Šamac cross Brod-Posavina County; the construction of the road through Bosnia and Herzegovina, ending in

Ploče, is planned in the near future. Two other important routes, D-53 Donji Miholjac – Našice – Slavonski Brod and Požega – Nova Gradiška route also pass through the County.

Slavonski Brod river Port is situated on the international waterway of the IV category. The port area of Slavonski Brod is connected by road and railway with international infrastructure corridors as well as with the economic operators in the city, it is located on the border with Bosnia and Herzegovina, on the traffic corridor X and in the proximity of the traffic corridors X and Vc junctions. Osijek Airport is 90 km away; there is a sports airport Aero-Club Brod, and there are 15 agricultural airfields. Interstate railway line MG-2C connects Western and Eastern European countries.

The county's economy is primarily based on manufacturing industry, trade, agriculture and construction with its most important export markets in Bosnia and Herzegovina, Austria, France, United Kingdom and Italy.

The county offers a possibility of studying at Slavonski Brod Polytechnics, Faculty of Mechanical Engineering and Teachers Academy in Slavonski Brod. From business infrastructure it has technological centres/parks (Centre for Technological Development – Brod-Posavina County Development Agency), Industrial Park Nova Gradiška; Business zones: Luka Brod, Slavonski Brod – Bjeliš and Kolonija, Davor, Dragalić, Industrial Park Nova Gradiška, Brodski Stupnik - Rižino polje and Business incubators: BRODIN – Brod Business Incubator and Business Innovation Support Centre (BISC) Nova Gradiška.

## **CONTACTS**

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Brod Ltd., tel.: +385 98 1914 073



# CROATIAN DREAM

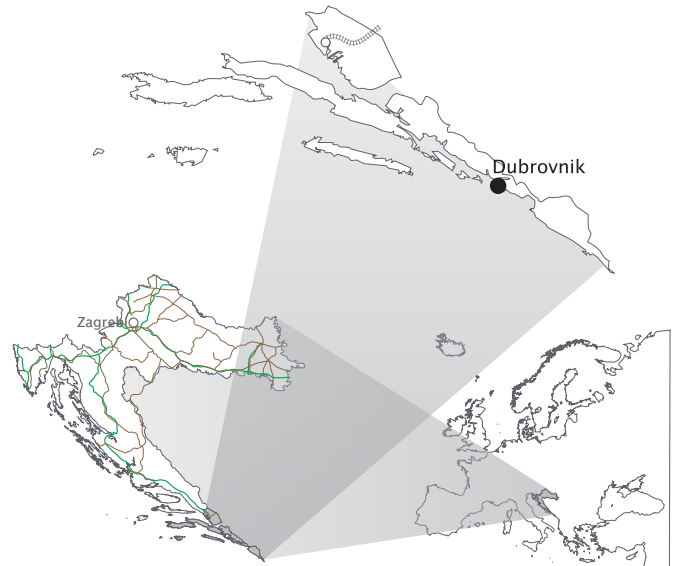
## Dubrovnik Pearl

### PROJECT DESCRIPTION

Project “Croatian Dream - Dubrovnik Pearl” involves building within an area of 40 ha a luxury resort with hotels, a tourist centre and additional facilities – 7 hotels and resorts, 500 apartments, sports facilities, a marine for mega yachts with 400 berths, golf course (27 holes), 220 private villas, shops, restaurants, bars, museums, galleries, and many other facilities.

The project is 100% privately owned and situated in an area of special state concern of the Republic of Croatia, thus allowing certain tax reliefs with the possibility of reduction of community contributions.

The total area covers 40 ha with a planned capacity of 3,500 beds. The planned area for the golf course is 206 ha, of which 10 ha are planned for the buildings. The building permit inside the zone enables the building of facilities up to 5 levels, with a maximum height of 20 m, on the condition that 40% of the building plot is organised as parks and natural green areas. The entire infrastructure within the zone is set out in the planning documentation.



### ESTIMATED VALUE

Estimated value: 920 mil EUR

### LOCATION

The project is located in the tourist zone „Sestrice“, in the centre of Dubrovnik-Neretva County on the eastern Adriatic coast and at the corridor that connects Central and Eastern Europe.

The location is attractive due to its proximity to the city of

Dubrovnik, the most famous Croatian city and world-class tourist centre.

The zone is only 50 km from the A1 motorway, 50 km from railway station Ploče, 60 km from Dubrovnik Airport and 40 km from the Dubrovnik Seaport.

### TRANSACTION MODEL

Looking for investor or strategic partner.



## PROJECT STATUS

The project has a clean title property, the location is included in the spatial plan; feasibility study has been made, whereas urban development plan and environmental impact assessment study are in progress.



## DUBROVNIK-NERETVA COUNTY INFORMATION

Population (2011): **122,783**

GDP per capita (2010): **10,457 EUR**

Unemployment rate (2011): **18.8%**

Average gross salary: **994 EUR**

Average gross salary in the sector (tourism): **984 EUR**

Dubrovnik-Neretva County comprises 5 cities and 17 municipalities. The County includes smaller islands covered in thick Mediterranean vegetation and forests, smaller settlements and agricultural lands (olive groves and vineyards).

The main characteristic of the County's economy is the predominance of tertiary services with tourism and hospitality industries and maritime shipping as main activities. The region also has significant agricultural potentials in the area of the Neretva River Delta Valley and in the Peninsula Pelješac known for the active production of high quality wines.

The County is very well connected with an international airport Dubrovnik, close to the modern A1 highway Split-Zagreb, to the deep sea port of Dubrovnik suitable for

cruisers as well as an important cargo port Ploče (gateway of the future Pan-European transportation corridor Vc). Dubrovnik's famous medieval old town (listed on UNESCO's world heritage list since 1979) along with the island Korčula has positioned Dubrovnik and the County as a high-end European and global tourist destination (New York Times shortlisted Dubrovnik among 45 places to visit in 2012).

Tourism is constantly developing as a strategic industry for the County, through investments in new and existing hotels, sports and infrastructure capacities (14 five star hotels and 17 four star hotels, two golf resorts planned within 35 km, a new investment in ACI Marina Slano).

The potential for high-end tourism has already been identified by international hotel chains (Hilton, Radisson Blue, Rixos, Uzel Holding, Adriatic Luxury Hotels and Luksic Group) present in Dubrovnik.

The educational infrastructure relevant to the sector includes high schools for hospitality and catering and two universities with excellent programs related to tourism (ACMT-RIT New York and Dubrovnik University).

## CONTACTS

Croatian Chamber of Economy, Investment Promotion Centre, [www.hgk.hr](http://www.hgk.hr), e-mail: [investicije@hgk.hr](mailto:investicije@hgk.hr)

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Dubrovački biser Ltd., Mr Vicenco Blagačić, Manager, [www.croatiandream.com](http://www.croatiandream.com), e-mail: [vicenco.blagaic@profectusgrupa.hr](mailto:vicenco.blagaic@profectusgrupa.hr)

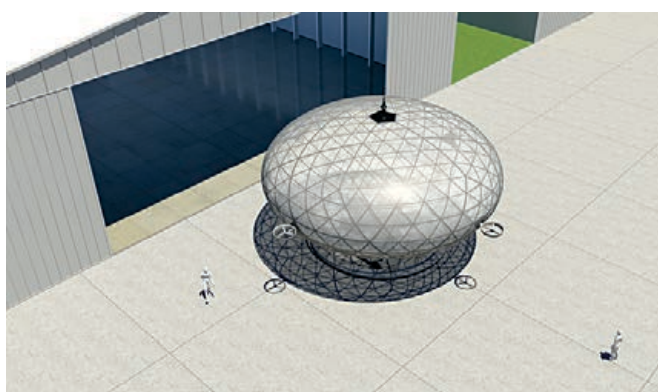
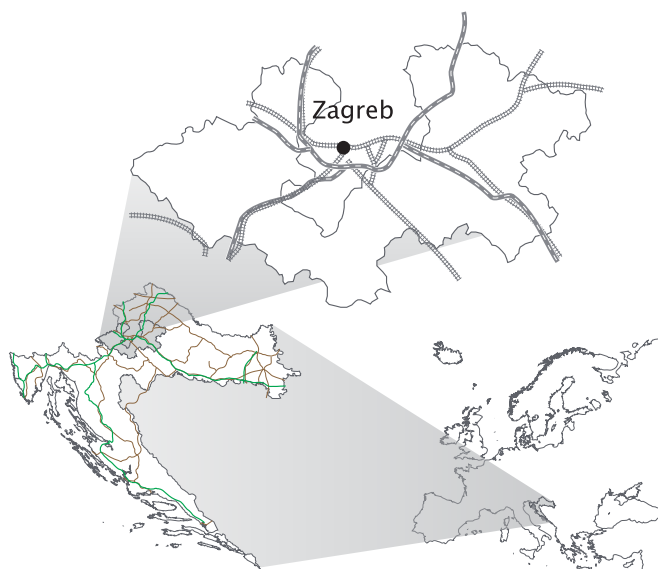
## SHORT PROJECT DESCRIPTION

Hipersfera d.o.o. is a startup R&D Company from Zagreb, Croatia, that is developing a Hypersphere system for continuous surveillance which represents a disruptive innovation for two major fast growing industries: unmanned aerial vehicles and remote sensing (7.3 Bn USD in 2011).

### THE PROJECT IS DIVIDED INTO 2 INVESTMENT PHASES:

- The first phase (36 months) was finished at the end of 2011, with a budget of 1.200.000 EUR. The lead investor was the Croatian government in addition to 30% provided by private investors. The purpose of the first phase is to build a scaled prototype to prove the concept. Seven independent financial and technical audits have been conducted and a fully functional 1st scale model has been built and flown for over 500+ test hours. In addition a PCT patent has been granted (WO-2012025769-A1).
- For the second phase (Hypersphere HS-5k) we are looking for an investment of 5.000.000 EUR, in order to develop the HS 5k airship (fully operational commercial platform), over a time span of 18 months.

The Hypersphere project is built around an airship as “an eye in the sky” that can continuously monitor the Earth, over particular geographical area, beating satellites and airplanes both in price and performance. Depending upon the type of payload the airship is carrying, data could be used as a traffic control tool, for border control or an early warning fire prevention system, etc.



**Hypersphere HS-5k**

## COMPLETE TURN-KEY SOLUTION

The Hypersphere project offers a turn key solution for continuous surveillance. Hypersphere HS-5k system for continuous surveillance is comprised of a MALE UAV unmanned aerial vehicle with extended endurance (24 to 100 hours of continuous flight, depending on environmental conditions), and communication and ground infrastructure required for providing ground information in real time.

Data collected with the surveillance equipment is sent for processing to the central database, where it is available to the OPS center as well as to personnel on the ground. HS-5k system operator has complete control over the entire (encrypted) data chain, which is often not the case for surveillance systems offered by other manufacturers.

## INVESTMENT VALUE

The investment value is 5 million EUR.

## THE MOST COST-EFFECTIVE CONTINUOUS SURVEILLANCE SYSTEM

With per-flight hour expenses ten to fifteen times lower than other unmanned systems in the same class, the HS-5k system enables a considerable increase in profitability for use of unmanned aerial systems in public and commercial domains, as well as a significant market application

expansion. Furthermore, in the remote sensing industry the price per square kilometer for a very high resolution image (e.g. 20 cm/px) is more than 200 times higher than the production expense of the equivalent remote sensing data obtained through the HS-5k system.

## HYPERSPHERE HS-5K AIRSHIP

Hypersphere HS-5k aircraft is classified as an autonomous unmanned airship of medium altitude long endurance, so called MALE UAV. It uses helium to maintain its altitude, while the attitude and position control is done via electrically driven vectored actuators. This significantly reduces overall power and energy requirements, enabling extended and very stable performance.

HS-5k airship has a payload capacity of 100 kg, which is sufficient for a sophisticated set of surveillance devices. Integrated camera systems enable human detection in optical and mIR (thermal) spectra, including reduced visibility situations. It is possible to integrate other sensor systems (mSAR, LIDAR, hyperspectral camera, ...) on demand.

An important feature is the aircraft's availability of at least 50%. In other words, expected flight time per year is at least 4,400 hours. Availability this high (significantly higher than most UAVs on the market) is the result of modular airship design, lean fleet operations, as well as a high range of operational altitude – from 2 to 5 km above sea level.

Cruise airspeed is 40 kph, while the maximum airspeed is 65 kph. Those airspeeds, in combination with a wide operating altitude range, enable airship operations throughout the year, in almost all weather conditions.

Take-off and landing is performed vertically and can be performed during rain, fog and snow, in up to 40kph wind irrespective of direction. SOP for take-off and landing requires crew of only 4 to 6, while one shift in the operative base can do up to four take-off and landings per day.



**Hypersphera HS-5k Airship**

Control of the airship during take-off and landing can either be automatic or performed by a remote pilot from the base. Modular design enables quick MRO cycle (service in-between two consecutive flights), uninterrupted availability of spare parts, and simple and efficient upgrade of individual subsystem. Aforementioned features are responsible for very low operative costs, less than 100EUR per flight hour, including fuel, spare parts, human resources and other operative expenses.

HS-5k aircraft has a modern transponder MODE S/C, and can fly within the air-traffic control system (ATC) or individually. Mission Plan is given by the ground control operator, before the mission, but it can also be updated in flight, as a reaction to the situation on the ground, such as tracking of an object or subject. Expected lifespan of the aircraft, with regular and proper maintenance, is at least fifteen years.

## GLOBAL MARKET

HS-5k as a tool for continuous surveillance represents a product targeting a global market, while competing in two major industries: unmanned aerial vehicles and remote sensing. The remote sensing market generated 7,3Bn USD revenue in 2011, growing at 5,5% AAGR.

Hypersphere is capturing the value at the top end of Remote sensing industry value chain. Data collection and data processing, as processes in the value chain, constitute 66%

of the market. Existing platforms, satellites and airborne platforms are main competitors of Hypersphere, generating revenues in the same part of the value chain. Hypersphere incorporates the best characteristics of satellites and airborne platforms. Being a unique, state of the art, high-tech product and taking first mover advantage, Hypersphere airship will take significant percentage of market share after being commercialised (in > 18 months), but more important, it will create new markets which don't exist at present.

## CONTACT

HAMAG INVEST- Croatian Agency for SMEs and Investments, [www.investcroatia.hr](http://www.investcroatia.hr), e-mail: [investments@hamagininvest.hr](mailto:investments@hamagininvest.hr)  
Mr. Nikola Dulčić, Head of Investment Sector, e-mail: [investicije@hamagininvest.hr](mailto:investicije@hamagininvest.hr)



# HORTUS CROATIAE

## The Garden of Croatia

### PROJECT DESCRIPTION

The project involves construction of a wellness & health resort together with an additional attraction in the form of Tropical Gardens; energy generation from sustainable geothermal source with combined steam and gas production of electricity and heat, and real estate development with villas and apartments together with the building of a mineral water bottling plant.

#### THE PROJECT IS DIVIDED INTO 3 PHASES:

**Phase 1** - involves construction of a Geothermal power plant; Health and Water Park with horticultural gardens; Tropical Gardens; Greenhouse agriculture and fish breeding.

**Phase 2a** - Medical Policlinic (primarily Dermatology & Gynecology); 40 rooms All suite 4+/5 star boutique hotel; 240 units in Villas & Apartments village (to be sold on RE market); 9-hole golf course.

**Phase 2b** - Mineral water bottling plant "Aqua Hortus"  
The whole HORTUS CROATIAE complex is envisioned as an organically structured horticultural park village in an exceptionally attractive horticultural environment with natural water and pools surfaces, resonating natural warmth, cosy atmosphere, hospitality, tradition and natural environment at a 4+\* (to partially 5\*) quality level with extremely economically and financially efficient energy and water production elements.



### PROJECT HOLDER

There are two companies involved in the project: Aqua Aera Terra d.o.o. (LLC) or abbreviated AAT d.o.o. and the company AAT Geothermae d.o.o.. The company AAT d.o.o. is the owner of 500.000 m<sup>2</sup> of urbanised land and the health

tourism, spa, tropical garden, water bottling and real estate & golf project, while the other AAT Geothermae d.o.o. is the proprietor of 63.000 m<sup>2</sup> of urbanised land, geothermal well and sustainable energy production project.

### ESTIMATED VALUE

Total gross estimated value of the all three phases of the project is 154 mil EUR. Presentation of the planned development phases and new investment cost (excluding existing development value/cost: urbanized land,

infrastructure, development, taxes and other assets and costs already invested): Phase 1 (Year 2013 to 2015) = 55.5 mil EUR ; Phase 2a (2014/2017) = 83.5 mil EUR; Phase 2b (2014/2016) = 15 mil EUR

### TRANSACTION MODEL

The Developer is looking for a potential financial/strategic investors and partners to enter the project companies by acquisition of certain amount of the shares of the AAT company or/and AATG company; adding capital or offer a preferred equity facility or mezzanine financing facility (or

other combination of capital and financing transaction if demanded by the policy of Investor/financer).

Investors can enter into each company separately or into both companies simultaneously.

Company name: **Aqua Aera Terra Ltd.**  
Address: **40325 Draškovec, Zelena 1**

## LOCATION

The property is situated in the Međimurje region, in Northwest of Croatia, in the Municipality Prelog and the Draškovec settlement, in close vicinity of the highway Zagreb-Varaždin-Budapest. Location is situated near the river Drava and its 17 km<sup>2</sup> large lake thus allowing additional leisure sport activities such as water sailing, rowing sports and fishing. The capital

city of Croatia, Zagreb (and its main airport) is only a 50 minute drive away. The location is in the car drive vicinity away from the markets of Austria, Hungary, Italy, Slovenia, Czech Republic, Southern Germany, as well as the city of Zagreb and all northern Croatia and nearest eastern European countries, which form the most important European Spa markets.

## CURRENT STATUS

The project consists of 560,000 m<sup>2</sup> of land, all planned and urbanized in the County, City and Detail Urban Plan of the City of Prelog for development and construction of tourist facilities (T1 and T2), Geothermal Energy and Mineral water exploitation (E) and Residential villas and apartments units development (M - mixed use). The Detail Urban Plan for the site (for the 1st zone of approx. 300,000 m<sup>2</sup>) regulates the positioning of three hotels; Energy production from geo-thermal source and mineral water bottling exploitation facilities and the Water & Wellness & Health Park with recreation facilities – for which the building permit was obtained in October 2010 and construction works can start any time in 2013/2014. For the second zone (240 residential units in villas and apartments surrounded with a 9 holes golf course), the process of defining the final conceptual design and the Detail Urban Plan is also finished.

Documentation for the building and energy permits for energy production plant are in preparation by specialists for renewable energies permitting in Croatia and Faculty for mining and petroleum exploitation in Zagreb, and are to be finished by mid-2013. The start of the testing phase of the energy production plant is planned for autumn 2013. The developer has prepared all the technical and financial feasibility studies for 1st phase development (energy production plant, water & health park, tropical gardens). They have also already started to invest into the project of energy plant AAT Geothermae and have so far secured financing until the finished testing phase of the plant. For all phases the complete investment programmes and business plans have been made, as well as the debt/loan financing conditions for their realisation are agreed with the local commercial and development banks.

## MEDIMURJE COUNTY INFORMATION

Population (2011): **114,414**  
GDP per capita (2010): **7,885 EUR**  
Unemployment rate (2011): **16.8%**  
Average gross monthly salary: **783 EUR**  
Average gross salary in the sector (tourism): **543 EUR**

Međimurje County is located in the northernmost part of the Republic of Croatia bordering Slovenia and Hungary and between Mura and Drava rivers. The County's great advantage is its close proximity to highways (Budapest-Lendava-Graz-Vienna and Budapest-Zagreb-Rijeka) and airports (Zagreb, Maribor, Varaždin), as well as railway connections, which are nowadays the main backbone route of Middle and East Europe towards northern Adriatic parts. Čakovec, the county seat and also the biggest city of the County is about 90 kilometres North-East of Zagreb, the Croatian capital. The most important factors that determine the economy and development of the County are its geographical position, natural resources and population, as well as the tradition of entrepreneurship and favourable business environment. The economy of Međimurje is fast-growing with highly developed trade (26.7%), manufacturing (22.0% - food production, food and wood processing, production of textiles, footwear, plastics), construction (14.5%) and building materials. It is export-oriented (to Germany, Austria, Italy, France, Slovenia, Netherlands) and based on small and medium-

sized enterprises. In 2006, Međimurje County received the Investment-Friendly Region Certificate, and was ranked third among small European regions in the competition European Cities/Regions of the Future 2010/2011, organised by FDI Magazine, one of the leading magazines on global business (fourth among southern European regions and thirteenth overall). Natural beauty of Međimurje county with numerous slopes of foothills, lowland interior intersected by hundreds of smaller lakes and waterways, its preserved natural and built resources of high quality potable groundwater and thermal water, rich cultural and natural heritage, well-built infrastructure, with an emphasis on a preserved environment are an excellent prerequisite for the further development of tourism. Međimurje is also known as a Flower Garden of Croatia. So far the tourism focus has solely been on the Adriatic coast and the summer tourism. However, over the last several years the potential of the inland tourism has been recognized and both investments and promotion in this segment have increased which together with a recent development of gastro and wine tourism fostered tourism growth. The growth rate of the overnight stays in the County in period 2008-2012 amounts to 10.4% (The Republic of Croatia 4.5%), which makes it the fastest growing county in terms of tourist overnights.

## CONTACTS

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Hosting Ltd., Mr. Peter Vesenjāk, Director; e-mail: [peter.vesenjāk@hosting.si](mailto:peter.vesenjāk@hosting.si)

**Croatian Chamber of Economy, Rooseveltov trg 2, 10 000 Zagreb, Croatia**

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# IMPERIUM TOWER

## PROJECT DESCRIPTION

Imperium Tower is planned to be constructed as a multipurpose tower consisting of hotel section, office space and lounge bar on the 28th floor.

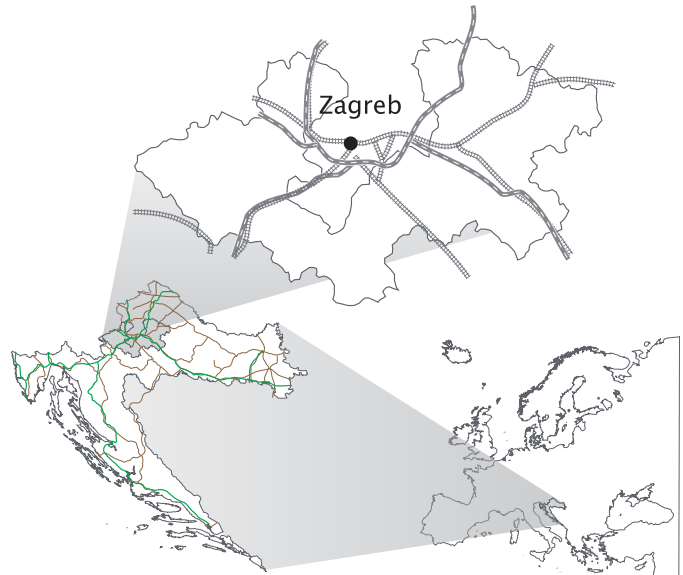
Total Gross Area of the building is 37,055 m<sup>2</sup>, of which 31,293 m<sup>2</sup> above ground and 5,762 m<sup>2</sup> underground.

Above-ground part of the building consists of 2 parts, a storey ground floor +28 floors, and another ground floor +3 floors. The ground level of a larger volume (ground floor +28 floors) consists of a lobby, hotel reception and the entrance to the business section, while the back area is reserved for the garage. On the first, second and third floor respectively there is a hotel restaurant with kitchen and on the 2nd and 3rd floor there are 2 conference halls with accompanying kitchens purpose, and in one part of the 3rd floor there is hotel management office, while the back part of the floor will contain parking lot.

Levels from the fourth to tenth floor are reserved for a hotel which will consist of 22 rooms per floor, 154 rooms in total.

Levels from 11 through 28 are reserved for office spaces.

The 28th level will contain a lounge bar with office spaces.



The facility has three underground levels consisting of the garage parking spaces.

The third underground level is planned to have a place for recreation and wellness, and the second underground level is planned for an entertainment area (casino).

## ESTIMATED VALUE

Estimated value: 50 mil EUR

## LOCATION DESCRIPTION

The building is located in the Croatian capital of Zagreb, at the junction of Zagreb Avenue and Savska Street (the two busiest roads in Zagreb, located approx. 3 km from the main

city square). It is situated at a distance of 20 m from a tram stop. There is a lay-by for buses 10 m from the building, and it is a five-minute drive from the main motorway.

## PROJECT STATUS

The project has a valid location permit with the complete project documentation necessary for a building permit. The only proposed site 100% owner is Imperium Projekt Com-

pany d.o.o. Construction works are possible 60 days after finalising financing for the project. A profitability study of the project has been made based on the HVS method.

## TYPE OF INVESTMENT

This is a private investment and the project holder is looking for joint venture, strategic partner or financing of the project.



## THE CITY OF ZAGREB

Population (2011): **792,875**

GDP per capita (2010): **18,645 EUR**

Unemployment rate (2011): **9.4%**

Average gross monthly salary: **1,250 EUR**

The City of Zagreb is the capital and the biggest city in the country. It is a cultural, scientific, economic, political and administrative centre with seat of Parliament, President and Government of the Republic of Croatia, located at the intersection of European traffic corridors (Vb and X pan-European highway corridors as well as Va and X railway corridors).

According to the results of 2011 census, Zagreb has 792,875 inhabitants, which represents around 18% of total population of Croatia. It has dominant economic, financial and political status in the Republic of Croatia, and accounts for approx. 37% of Croatia's total exports, 60% of Croatia's total imports and 53% of total revenues. Almost half of total FDI in 2012 was in Zagreb.

There is a predominance of service activities (especially wholesale and retail commerce) which participates with 38% in the total revenues. However, primary and secondary activities are developed as well, primarily processing industry (production of electric machines and devices, chemical, pharmaceutical, textile, food and drink processing). The largest number of enterprises is in trade, followed by scientific and technical services.

As a touristic, business and administrative centre, City of Zagreb achieved 767,366 guest arrivals, with approx. 1.25 million overnight stays, of which 77% were made by foreign visitors. The hotel sector includes 50 hotels with 3,787 accommodation units; however there are only three hotels with 5-star and 12 hotels with 4-star categorization.

A wide range of education institutions is concentrated in the City of Zagreb: in addition to University of Zagreb with a tradition since 1669, which includes 29 faculties, 4 academies, a university centre of Croatian studies and a number of institutions of higher education, there are 12 private faculties and institutions of higher education.

## CONTACTS

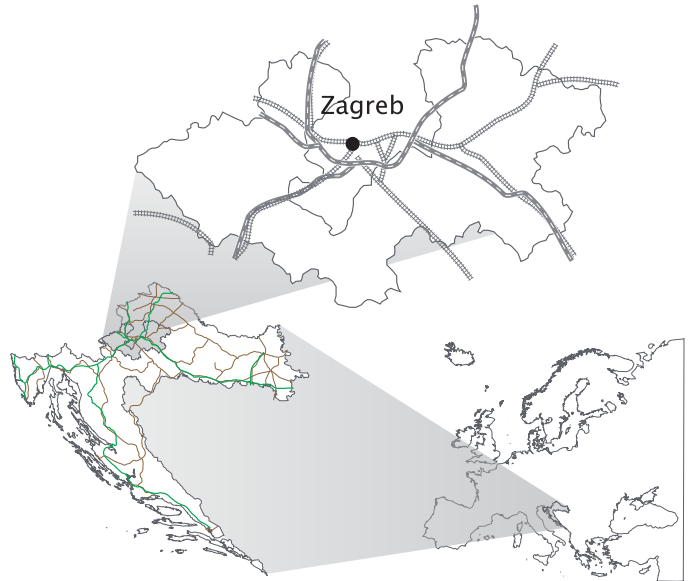
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Imperium projekt Ltd., Mr. Tomislav Delivuk, e-mail: [tomislav.delivuk@novagalerija.com](mailto:tomislav.delivuk@novagalerija.com)

## SHORT PROJECT DESCRIPTION

Rimac Automobili is a high-technology company focused on development and production of the world's finest electric vehicles, drivetrains and battery systems. Our goal is to revolutionise the sports car industry through the application of new technology. In addition to our own vehicles, we offer fully integrated high-performance electric and hybrid propulsion systems for vehicles (motors, transmission, batteries, controllers...) together with the know-how and manufacturing capabilities to develop and produce complex products such as sports cars from the first idea to finished products in a vertically integrated process. Rimac Automobili high-performance components offer a high level of integration and the highest level of performance for sports cars on the market which is proven by 5 Guinness World Records and FIA Records.



## CONCEPT\_ONE

A vehicle manufacturer is considered capital-effective if a new vehicle is developed with a budget of less than one billion dollars. Rimac Automobili hasn't "just" developed a new type of sports car, but also the technology under the skin of the vehicle with a fraction of the industry standard cost. 1088 horsepower make the Rimac Concept\_One the world's most powerful electric car. It can accelerate from 0 to 100 kph in just 2,8 seconds and cover 600 km on a single charge. Rimac Automobili's motor and battery systems

provide the highest power and energy density currently available on the market.

The only way to achieve that was by vertical integration of all R&D and production processes which generated valuable know-how. That know-how can now be used to develop vehicles for other manufacturers in a very cost-effective way. We understand not only innovative electric propulsion concepts, but the full vehicle-development process, which makes us the ideal partner for demanding projects.



**Concept\_One - world's most powerful electric car**

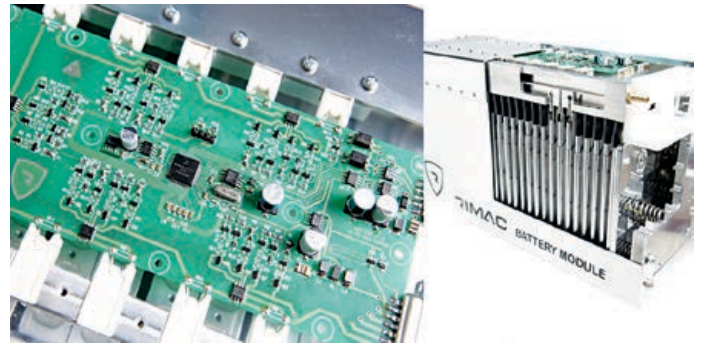


## INVESTMENT VALUE

The investment value is 10 million EUR.

## FULLY INTEGRATED ELECTRIC AND HYBRID PROPULSION SYSTEMS FOR VEHICLES

High power combined with our high quality standards, make our products the ideal choice for demanding applications. Our expertise ranges from development of battery systems, design and production of entire vehicles including chassis, suspension, composite body, infotainment systems etc. Our engineering services and propulsion components can be applied in various systems primarily automotive but also for other types of vehicles - on the ground, in the water and in the sky. For example: our batteries are already used in bicycles, sports cars and levitating maglev trains.



**Active Battery Management System (A-BMS)**

## NEW MODELS AND PROJECTS

In terms of B2C products, we plan to introduce new models of sports cars and bikes on the market. The investment will also be used for increasing production capacity for production of 20 sports cars annually during the following 2 to 3 years which will generate 15.000.000 € revenues annually. A new model at approximately half the price of the previous model will be introduced

every 2-3 years which will increase production of vehicles exponentially with every new model expansion.

On the B2B side, we will acquire more equipment and hire more R&D and production staff to handle bigger projects which will generate significant revenue and open the mass market for our propulsion components.

## CONTACT

HAMAG INVEST- Croatian Agency for SMEs and Investments, [www.investcroatia.hr](http://www.investcroatia.hr), e-mail: [investments@hamaginvest.hr](mailto:investments@hamaginvest.hr)  
Mr. Nikola Dulčić, Head of Investment Sector, e-mail: [investicije@hamaginvest.hr](mailto:investicije@hamaginvest.hr)



# PROJECT RIVIJERA PAŠMAN, Island of Pašman

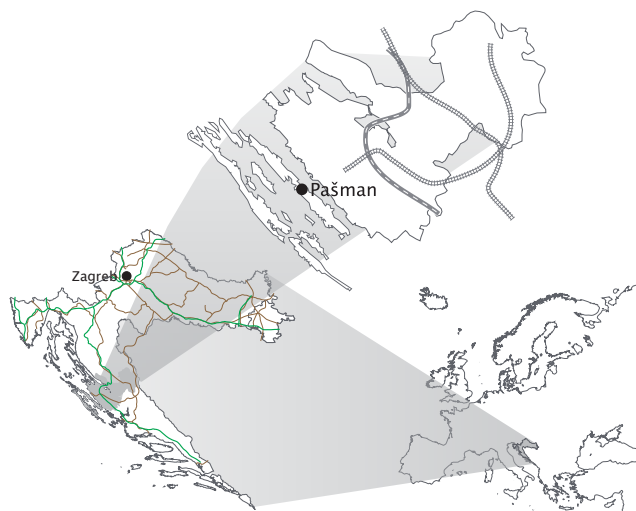
## TRANSACTION MODEL

The Project Riviera Pašman is a greenfield project owned by the Municipality of Pašman, the owner of 97% of total 300 hectares of land envisaged for the implementation of the Project.

The Municipality of Pašman as the project owner has established a special vehicle company (SPV) called Pašman Riviera Ltd. which will be offered for sale to the best bidder selected in an international tender. In this stage the potential investors are expected to propose the price for a construction right and lease for the project land. Pašman Riviera Ltd. will be granted the construction right on 100 hectares for a period of 99 years (tourist zone T2), while the rest of the land in the project scope planned for recreation (potentially including a golf course) and agriculture will be offered for lease for the same period of time. The tender is expected to be announced during 2014.

### OBJECTIVE:

The goal of the Pašman Resort Project is the development of top-quality and attractive tourist destination of the highest category with an innovative marketing concept that should enable sustainable tourist development on the Island of Pašman while preserving natural characteristics of the area and respecting local tradition and cultural heritage.



## ESTIMATED VALUE

500 mil EUR.

## PROJECT DESCRIPTION

The project is located in the southern part of the Island of Pašman, Zadar County, in one of the best preserved and most attractive areas in the Adriatic Sea near the Kornati National Park with its many islands.

The project location is easily accessible due to a short distance from the mainland (good ferry connections to Zadar and Biograd, and international ferry lines between Zadar and Ancona), and Zadar International Airport (18 kilometres). Pašman and Ugljan are connected by a bridge. These two islands are also connected by bus lines, and the busses are coordinated with almost all the ferry lines on both sides. The

development area of the project is 300 hectares, located along an 8 km long sea shore, out of which approximately 100 hectares are a construction area and some 190 hectares are a potential recreational (golf course) and agriculture area.

The project includes the construction of hotels, tourist apartments and villas with a total capacity up to 4,000 beds, along with accompanying facilities and adequate infrastructure in two zones: zone A (bay Soline) and zone B (bay Žinčena). Basic documentation for project implementation has been prepared (urban development plan will be created after the selection of eligible investors).

## PLANNED CAPACITIES

### ZONE A (BAY SOLINE)

**Hotel 4\***; 2 levels, 400 rooms/800 beds, size 26,000 m<sup>2</sup> (gross developed area-GDP),

**Villas**; 2 levels, 6 units/60 beds, size 2,100 m<sup>2</sup> (GDP),

**Houses in the row**; 2 levels, 110 units/572 beds, 15,180 m<sup>2</sup> (GDP),

**Apartments**; 1 and 2 levels, 116 units/568 beds, 11,930 m<sup>2</sup> (GDP).

### ZONE B (BAY ŽINČENA)

**Hotel 5\***; 2 levels, 130 rooms/260 beds, size 12,000 m<sup>2</sup> (GDP),

**Hotel 5+\***; 2 levels, 80 rooms/160 beds, 12,800 m<sup>2</sup> (GDP),

**Villas**; 2 levels, 36 units/226 beds, size 7,090 m<sup>2</sup> (GDP),

**Houses in the row**; 2 levels, 109 units/604 beds, size 15,600 m<sup>2</sup> (GDP),

**Apartments**, 1 and 2 levels, 103 units/750 beds, 15,765 m<sup>2</sup> (GDP).

### OTHER FACILITIES (SELECTED):

Convention Centre, Wellness Centre, Harbour for 180 berths, Fisherman Harbour for 20 boats, Maritime Club, Diving & Water Ski Center, Bowling area, TC Food & Beverage, TC Retail, TC Services (Post office, Bank, Info desk...), TC Entertainment (discotheque, bowling), TC Square, Artificial beach, Sport and Recreation area, Amphitheatre.

## ZADAR COUNTY INFORMATION

Population (2011): **170,398**

GDP per capita (2010): **8,182 EUR**

Unemployment rate (2011): **21.0%**

Average gross monthly salary: **958 EUR**

Average gross salary in the sector (tourism): **952 EUR**

Zadar County is situated in northern Dalmatia in Croatia. The County's total area is 7,486.91 m<sup>2</sup> of both sea and land. It is well connected via road, sea and air, i.e. Zagreb-Split Highway, good ferry connections with Italy and the rest of Croatia and an international airport. The shortest maritime connections to central Italy pass through the Port of Zadar. Equally important is Zadar Airport which is a popular tourist entry point with a 30% growth of the number of passengers in 2011-2012.

The County's economy is primarily based on crafts, industry, tourism, traffic, especially maritime traffic and agriculture. Crafts and industry are at the economic core of the County although services have shown the most significant growth in recent years. The County's education policies mirror its abundant ties with tourism and maritime sector. There are institutions of secondary and university education with programs in hospitality, culture, tourism and nautical traffic.

With tourism gaining a more prominent role in the County's economic structure, there is an emphasis on extending local accommodation capacities. They amount to 76,500 beds, most of which (73%) are private accommodation. Half of the capacities in hotels and camps are classified as a 4-star category. There are also 6 marinas with a total of 1,818 berths. As a successful tourist region in Dalmatia, Zadar County recorded 6,770,052 overnight stays in 2012. Most of these (88%) were by foreign guests.

The centrepiece of the rich tourist offer in the County is its capital – the City of Zadar which is a focal point to the archipelago of more than a hundred islands. Most of these are uninhabited and contain highly preserved sceneries and attractive coastal zones. These areas are foreseen for further development and enrichment of the tourist offer of the County. The county is conveniently located near some of the most attractive Dalmatian sights, including national parks Kornati and Krka and a famous extreme sports location Paklenica. The County's tourism potential has been recognized internationally with brands such as Falkensteiner present in the County, while serious investments in Zadar County's marinas have been made by renowned Dogus Group.

## CONTACTS

Croatian Chamber of Economy, Investment Promotion Centre, [www.hgk.hr](http://www.hgk.hr), e-mail: [investicije@hgk.hr](mailto:investicije@hgk.hr)

Mrs. Silva Stipičić Kobali, Managing Director, e-mail: [sstipic@hgk.hr](mailto:ssopic@hgk.hr)

Pašman Municipality, [www.pasman.hr](http://www.pasman.hr), e-mail: [opcina.pasman@zd.t-com.hr](mailto:opcina.pasman@zd.t-com.hr),

Project manager: Eugen Sorić, e-mail: [eugen.soric@hosting-international.hr](mailto:eugen.soric@hosting-international.hr)

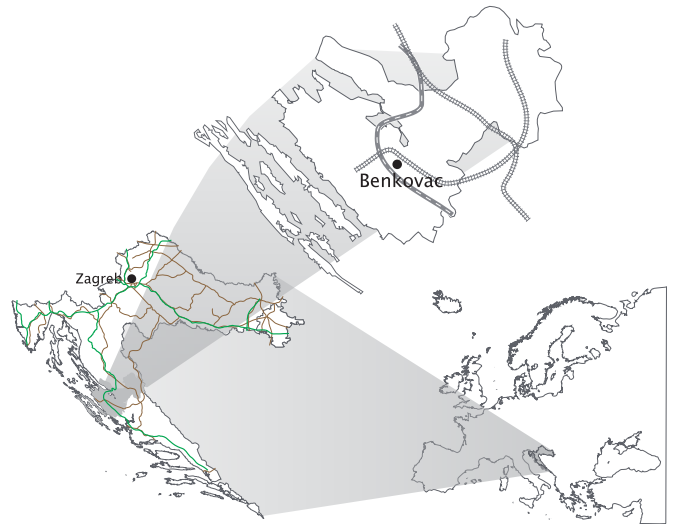
# STRATEGIC PLAN Ltd., Benkovac

## SME: Biofuel production (pellet production)

### PROJECT DESCRIPTION

Strateški plan d.o.o (Strategic plan Ltd) is a company specialized in development and management of renewable energy and cogeneration power plants projects. Currently, it is developer and investor in two biomass energy plants and two pellets factories of equal capacities at the location of Croatian cities Županja and Benkovac. For the purpose of greenfield pellets projects, Strateški plan established special purpose vehicles (SPVs) - Peleti Županja Ltd. and Peleti Benkovac Ltd.

The project includes the construction and implementation of pellets factory with the capacity of 6 tons pellets per hour. Total annual production of pellets is estimated at 45,000 tons. Annual quantity of raw material (wood logs and chips) needed for estimated pellets production is 71,000 tons.



### PELLETS

Pellets are used in specially adopted stoves and boilers for production of thermal energy. Pellets are biofuel produced from chipped trees (renewable energy source) with the following characteristics:

- Length: max 4 cm
- Diameter: 6-8 mm
- Humidity: 8-10%
- Specific gravity: 1-1.4 kg/dm<sup>3</sup>
- Percentage of ash content: 0.5%
- Weight by volume: 650 kg/m<sup>3</sup>
- Calorific value: 4.9 kWh/kg – 20,223 kJ/kg



### INVESTMENT VALUE

The investment value is 4.8 million EUR.

## **GROWING MARKET AND SECURE RAW MATERIAL & ENERGY SUPPLY**

Pellets market research led to the conclusion that pellets demand is growing and that total quantity of produced pellets can be exported at the price of EUR 150 per ton, FCA pellets factory. The investor has secured the construction land, located next to cogeneration energy plan which will supply pellets factory with clean thermal energy at competitive prices. Estimated power of heat

needed for pellets factory is 5,9 MW with 7.500 working hours p.a. A long term heat supply will be agreed for a period of 14 years. Peleti Benkovac has already signed the contract for raw material (wood logs and biomass) supply with the company specialized in wood logs and wood biomass trade. Project developer also signed letter of intent for selling the whole produced quantity of pellets.

## **LOCATION**

Pellets factory will be located in business zone Šopot, north of the A1 motorway route node Benkovac, 15 km away from Zadar in southern part of Croatia. The construction land is purchased in 2008 and is intended for construction of production, commercial and business facilities. The construction land is fully equipped with utilities and other infrastructure.

**THIS LOCATION IS VERY CONVENIENT FOR SEVERAL REASONS:**

- It will be placed next to a biomass cogeneration plant which will supply pellets factory with thermal energy at competitive prices.
- Since it will be very near to the power plant, the costs of heat transmission will be minimal.
- The location is very well connected to railway, motorway and sea with the raw material and pellets market.

## **TECHNOLOGY**

**PELLETS FACTORY CONSISTS OF FOLLOWING TECHNOLOGICAL UNITS:**

- Technology unit for receipt, handling and processing of fuel (wood logs and biomass)
- Technology unit for fuel drying (wood biomass drying)
- Technology unit for dry chips (biomass) grinding
- Technology unit for pellets production
- Technology unit for final product packing

Technology providers of main components are reputable companies CPM (California Pellet Mill) and Stela. Stela will provide technology unit for raw material drying, called Belt dryer. CPM will provide other technology units. Construction works, engineering and designing will be done by Croatian companies. Project developer will sign EPC contract with the company who will be responsible for pellets factory

construction. Construction is planned to be performed as a "turnkey" system.

Pellets factory project is in the stage of location permit acquiring and end of construction works is expected to occur in February 2014. We will be able to start with first delivery of goods in March 2014.

## **CONTACT**

HAMAG INVEST- Croatian Agency for SMEs and Investments, [www.investcroatia.hr](http://www.investcroatia.hr), e-mail: [investments@hamaginvest.hr](mailto:investments@hamaginvest.hr)  
Mr. Nikola Dulčić, Head of Investment Sector, e-mail: [investicije@hamaginvest.hr](mailto:investicije@hamaginvest.hr)

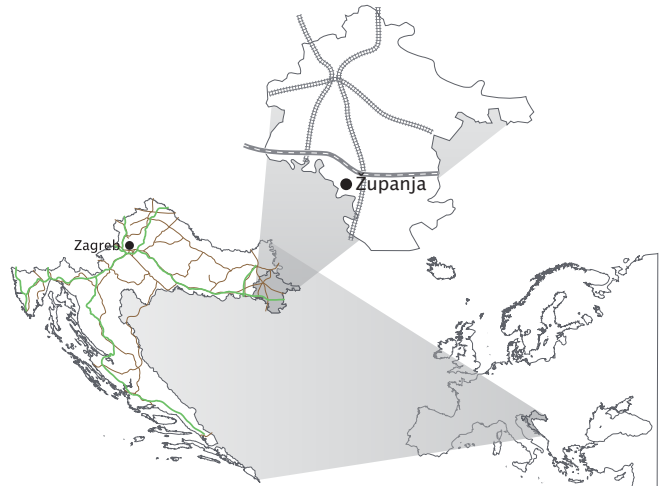
# STRATEGIC PLAN Ltd., Županja

## SME: Biofuel production (pellet production)

### PROJECT DESCRIPTION

Strateški plan d.o.o (Strategic plan Ltd) is a company specialized in development and management of renewable energy and cogeneration power plants projects. Currently, it is developer and investor in two biomass energy plants and two pellets factories of equal capacities at the location of Croatian cities Županja and Benkovac. For the purpose of greenfield pellets projects, Strateški plan established special purpose vehicles (SPVs) - Peleti Županja Ltd. and Peleti Benkovac Ltd.

The project includes the construction and implementation of pellets factory with the capacity of 6 tons pellets per hour. Total annual production of pellets is estimated at 45,000 tons. Annual quantity of raw material (wood logs and chips) needed for estimated pellets production is 71,000 tons.



### PELLETS

Pellets are used in specially adopted stoves and boilers for production of thermal energy. Pellets are biofuel produced from chipped trees (renewable energy source) with the following characteristics:

- Length: max 4 cm
- Diameter: 6-8 mm
- Humidity: 8-10%
- Specific gravity: 1-1.4 kg/dm<sup>3</sup>
- Percentage of ash content: 0.5%
- Weight by volume: 650 kg/m<sup>3</sup>
- Calorific value: 4.9 kWh/kg – 20,223 kJ/kg



### INVESTMENT VALUE

The investment value is 4.8 million EUR.

## **GROWING MARKET AND SECURE RAW MATERIAL & ENERGY SUPPLY**

Pellets market research led to the conclusion that pellets demand is growing and that total quantity of produced pellets can be exported at the price of EUR 150 per ton, FCA pellets factory. The investor has secured the construction land, located next to cogeneration energy plan which will supply pellets factory with clean thermal energy at competitive prices. Estimated power of heat

needed for pellets factory is 5,9 MW with 7.500 working hours p.a. A long term heat supply will be agreed for a period of 14 years. Peleti Benkovac has already signed the contract for raw material (wood logs and biomass) supply with the company specialized in wood logs and wood biomass trade. Project developer also signed letter of intent for selling the whole produced quantity of pellets.

## **LOCATION**

Pellets factory will be located south of the Županja junction. The land is intended for construction of production, commercial and business facilities and is located in the centre of the industrial zone. The construction land is fully equipped with utilities and other infrastructure. Land purchase was executed in 2009.

**THIS LOCATION IS VERY CONVENIENT FOR SEVERAL REASONS:**

- It will be placed next to a biomass cogeneration plant which will supply pellets factory with thermal energy at competitive prices.
- Since it will be very near to the power plant, the costs of heat transmission will be minimal.
- The location is very well connected to railway and motorway with the raw material and pellets market.

## **TECHNOLOGY**

**PELLETS FACTORY CONSISTS OF FOLLOWING TECHNOLOGICAL UNITS:**

- Technology unit for receipt, handling and processing of fuel (wood logs and biomass)
- Technology unit for fuel drying (wood biomass drying)
- Technology unit for dry chips (biomass) grinding
- Technology unit for pellets production
- Technology unit for final product packing

Technology providers of main components are reputable companies CPM (California Pellet Mill) and Stela. Stela will provide technology unit for raw material drying, called Belt dryer. CPM will provide other technology units. Construction works, engineering and designing will be done by Croatian companies. Project developer will sign EPC contract with the company who will be responsible for pellets factory

construction. Construction is planned to be performed as a "turnkey" system.

Pellets factory project is in the stage of location permit acquiring and end of construction works is expected to occur in February 2014. We will be able to start with first delivery of goods in March 2014.

## **CONTACT**

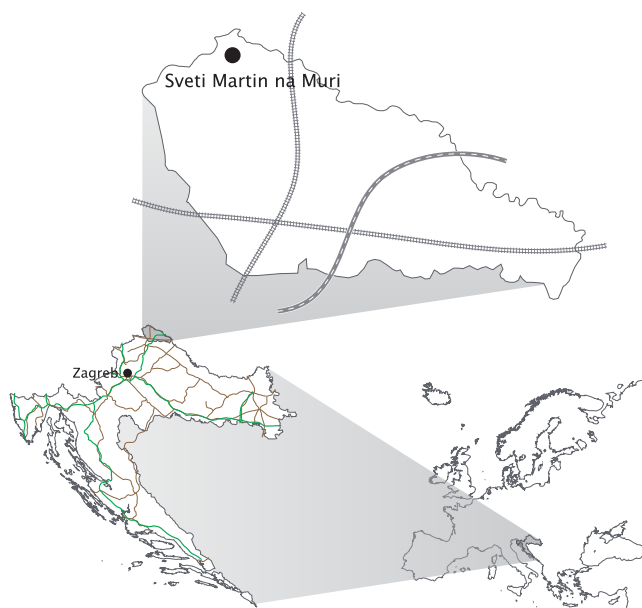
HAMAG INVEST- Croatian Agency for SMEs and Investments, [www.investcroatia.hr](http://www.investcroatia.hr), e-mail: [investments@hamaginvest.hr](mailto:investments@hamaginvest.hr)  
Mr. Nikola Dulčić, Head of Investment Sector, e-mail: [investicije@hamaginvest.hr](mailto:investicije@hamaginvest.hr)

## PROJECT DESCRIPTION

The company Toplice Sveti Martin Plc. is located in the very North of Croatia in Međimurje County, minutes away from the borders with Slovenia and Hungary, and 120 km from the capital of Croatia, Zagreb. It is well-connected by main roads to the Budapest-Lendava-Graz-Vienna (10 km) and Budapest-Zagreb-Rijeka (20 km) highways and main airports in Croatia and the neighboring countries.

The Company was founded in 2003, and up to now approximately 83 million EUR has been invested in the resort, which today is one of the leading Croatian inland SPAs, that caters for individual, corporate and sports customers.

The current investors/owners plan to upgrade and extend the existing complex (with 147-key lifestyle 4\* hotel, self-contained wellness club, reconstruction and expansion of the water park with an adventure park, auto camp, football field with a heated ground and construction of infrastructure facilities for energy independence and sustainability) and are in search for a joint venture partner. The scope of partnership with a new investor is open for discussion. All documentation necessary for the new investment is ready.



## ESTIMATED VALUE

Estimated value of new investment: 32 million EUR

## FINANCIAL DATA (in EUR:)

Year	2010	2011	2012
Operating revenues	4,259,738	4,061,405	4,114,109
Operating expenses	5,301,775	6,096,836	5,615,158
EBIT	(1,042,038)	(2,035,431)	(1,501,049)
EBITDA	(718,704)	(834,266)	(294,265)
Net income	(1,806,895)	(2,122,847)	(2,040,943)
Total assets	42,143,732	40,338,477	38,987,659
Total liabilities	36,246,406	35,909,095	36,608,145
Number of employees	236	203	179



## REAL ESTATE PORTFOLIO

### EXISTING FACILITIES:

- 81-key apartment complex Regina 4\* with 214 beds, a restaurant for 300 persons and three multi-purpose halls,
- Indoor swimming pool complex (1,050 m<sup>2</sup>) with a spinal therapy and physiotherapy centre and restaurant,
- Multifunctional building with restaurants, small shops, summer changing rooms with lockers, and 2,850 m<sup>2</sup> of summer swimming pools with whirlpools and 5 types of water slides, a landscaped swimming area of 10,000 m<sup>2</sup> with 2,000 deckchairs and 4 summer cafe restaurants with approximately 900 seats,
- 157-key Spa Golfer 4\* hotel (151 rooms and 6 suites with 314 beds and 25 extra beds) with a multifunctional conference hall for 500 persons, a 1,800 m<sup>2</sup> wellness centre, restaurants and kindergartens,
- Recreation area (a golf course with 9 holes and driving ranges, a football pitch, 4 tennis courts with floodlights, a basketball court, 2 bocce courts and a beach volleyball court),
- Golf club with shops, restaurants and a golf simulator, covering gross floor area of 30,000 m<sup>2</sup>

## MEĐIMURJE COUNTY INFORMATION

Population (2011): **114,414**

GDP per capita (2010): **7,885 EUR**

Unemployment rate (2011): **16.8%**

Average gross monthly salary: **783 EUR**

Average gross salary in the sector (tourism): **543 EUR**

Međimurje County is located in the northernmost part of the Republic of Croatia bordering Slovenia and Hungary and between Mura and Drava rivers. The County's great advantage is its close proximity to highways (Budapest-Lendava-Graz-Vienna and Budapest-Zagreb-Rijeka) and airports (Zagreb, Maribor, Varaždin), as well as railway connections, which are nowadays the main backbone route of Middle and East Europe towards northern Adriatic parts. Čakovec, the County seat and also the biggest city of the County is about 90 kilometres North-East of Zagreb, the Croatian capital.

The most important factors that determine the economy and development of the County are its geographical position, natural resources and population, as well as the tradition of entrepreneurship and favourable business environment.

The economy of Međimurje is fast-growing with highly developed trade (26.7%), manufacturing (22.0% - food production, food and wood processing, production of textiles, footwear, plastics), construction (14.5%) and building materials. It is export-oriented (to Germany, Austria, Italy, France, Slovenia, Netherlands) and based on small and medium-sized enterprises.

In 2006, Međimurje County received the Investment-Friendly Region Certificate, and was ranked third among small European regions in the competition European Cities/Regions of the Future 2010/2011, organised by FDI Magazine, one of the leading magazines on global business (fourth among southern European regions and thirteenth overall). Natural beauty of Međimurje county with numerous slopes of foothills, lowland interior intersected by hundreds of smaller lakes and waterways, its preserved natural and built resources of high quality potable groundwater and thermal water, rich cultural and natural heritage, well-built infrastructure, with an emphasis on a preserved environment are an excellent prerequisite for the further development of tourism. Međimurje is also known as a Flower Garden of Croatia.

So far the tourism focus has solely been on the Adriatic coast and the summer tourism. However, over the last several years the potential of the inland tourism has been recognized and both investments and promotion in this segment have increased which together with a recent development of gastro and wine tourism fostered tourism growth. The growth rate of the overnight stays in the County in period 2008-2012 amounts to 10.4% (The Republic of Croatia 4.5%), which makes it the fastest growing county in terms of tourist overnights.

The County has Sveti Martin Golf Resort, which is located in a protected natural area. The 9-hole golf course with heated, artificial turf putting greens is among the first courses in Europe of this kind.

## CONTACT

Toplice Sveti Martin na Muri, Plc., Contact person: Mr. Rudolf Radiković, e-mail: rradikovic@yahoo.com

## OBJECTIVE

Development of a multi-purpose tourist complex that should offer accommodation of a 4-star category hotel, in addition to wellness and sports facilities, in a near vicinity of the Plitvice Lakes National Park.

## COMPANY

Ošljar Ltd. is the owner of 95% of land within the Project area.

## PROJECT SUMMARY

Tourist Zone Rastovača, with a surface area of around 12.3 hectares, is located in the northern part of the Plitvice Lakes Municipality (next to the town of Rastovača), on the border of the Plitvice Lakes National Park. It is envisaged for the development of multi-purpose tourist complex.

The Plitvice Lakes National Park is the most visited among eight national parks in the Republic of Croatia, and it was among the first ones in the world to be enlisted into UNESCO's World Heritage List. Surrounded by valuable cultural and historic sites and exquisite natural beauty, the national park was recognized at the international tourist market a long time ago.

The National Park has more than a million visitors annually, and there is a great demand for high-category hotel accommodation capacities which currently do not exist.

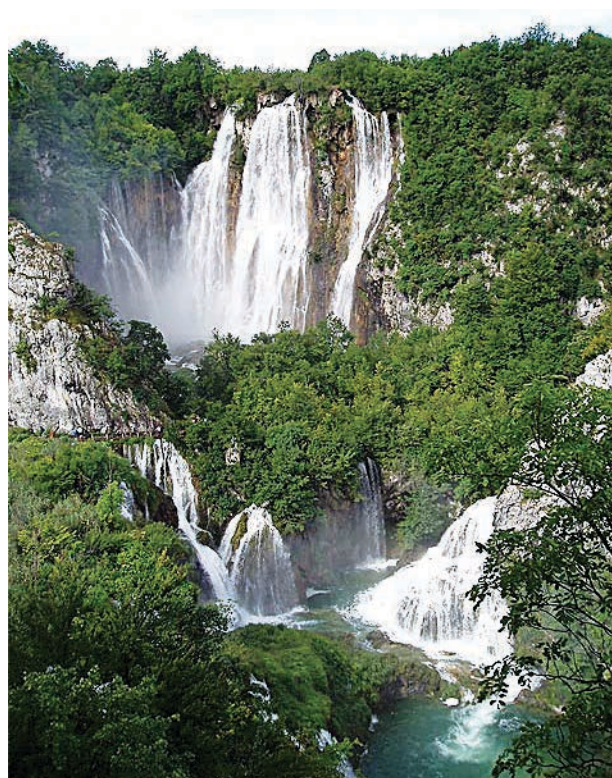
A Detailed Development Plan is being drafted for the location of the Tourist Zone Rastovača which will enable investors to take active part in its creation and to implement their own project regarding the hotel and the tourist village, pursuant to the valid urban development regulations.

Two alternatives for the project development (with lower and maximum capacity) were taken into consideration for the purpose of drafting the Detailed Development Plan. The Project can be developed within the following ranges:

**Construction of a hotel (4\*)** with a capacity of 250 beds (version A), or up to 1,000 beds (version B),

**Tourist village (villas with apartments):** construction between 55 (version A) and 73 apartment buildings (version B),

**Shopping centre** with reception and shops covering approx. 1,200 m<sup>2</sup>.



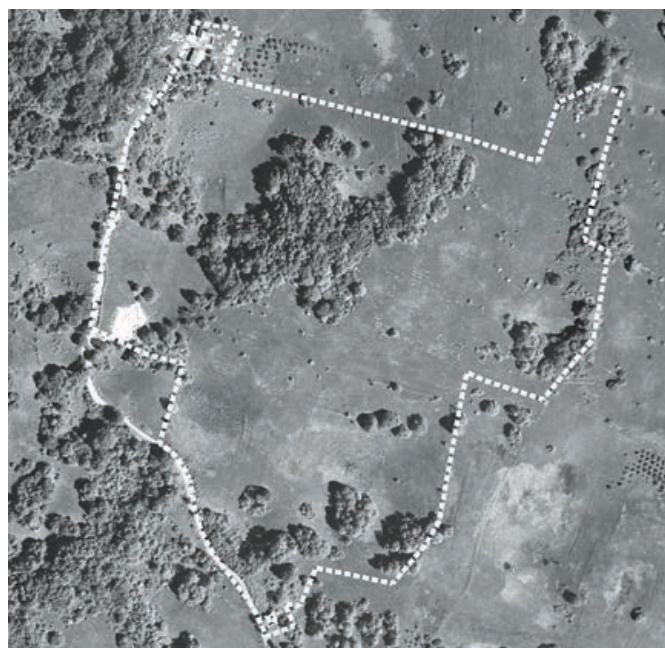
## LIKA – SENJ COUNTY INFORMATION

Population (2011): **51,022**  
GDP per capita (2010): **8,278 EUR**  
Unemployment rate (2011): **22.3%**  
Average gross monthly salary: **907 EUR**  
Average gross salary in the sector (tourism): **773 EUR**

Lika-Senj County is the largest Croatian county (5,350 km<sup>2</sup> or 9.5% of Croatia), with the city of Gospić as the seat. Most of the County is located in the continental part of Croatia, while the lower part is located at the coast. Lika-Senj County is situated among Primorje – Gorski Kotar County in the North-West, Karlovac County in the North, Zadar County in the South and Bosnia and Herzegovina in the East. The importance of the County is determined by close proximity to three major economic centres in Croatia: Zagreb, Rijeka and Split, but also Zadar and Karlovac, all of them very well-connected through a net of motorways (A1, Istrian motorway) and airports (Zagreb, Rijeka and Zadar) with the Europe.

The economic structure of the County in terms of turnover is characterized by the dominance of trade sector (33.6%), followed by manufacturing (14.6%), construction (11.3%) and tourism (10.5%). Known for its natural beauty which comprises mosaic landscape with various natural attractions, the tourist centre of the continental part of the County is the Plitvice Lakes National Park, the backbone of the tourism development. In addition to Plitvice, there are two other national parks (Paklenica and North Velebit), and a nature park called Velebit, with a significant potential in the Gacka Valley for a development of new tourism products in line with global trends in tourism (hiking, trekking, bird watching).

The growth of tourism in the last decade was very strong. The average annual growth rate of overnight stays in the County since 2000 has been 9.5% (The Republic of Croatia



5.1%), while the average annual growth rate of tourist arrivals amounts to 11.4% (The Republic of Croatia 6.0%). In 2011 foreign tourist arrivals and overnight stays in the County amounted to more than 92% of total arrivals and overnight stays. The Plitvice Lakes National Park has around one million visitors each year.

Regarding the quality of accommodation, the highest number of beds is offered in three-star (63.7%) and two-star hotels (34.3%), so there is an urgent need to increase investments in a construction of new, higher quality accommodation facilities.

The development of tourism is particularly important since tourism is the so-called “pulling trade” through which the market for all accompanying economic activities is expanded, especially agriculture and fishing. The further investment in tourism development is one of the County’s priorities, presented in the Tourism Master Plan for Karlovac and Lika-Senj County.

## CONTACT

Ošljar Ltd., Contact person: Maja Rendulić, e-mail: [maja.rendulic@aar.hr](mailto:maja.rendulic@aar.hr)



# WELLNESS & HEALTH CENTER, Nin

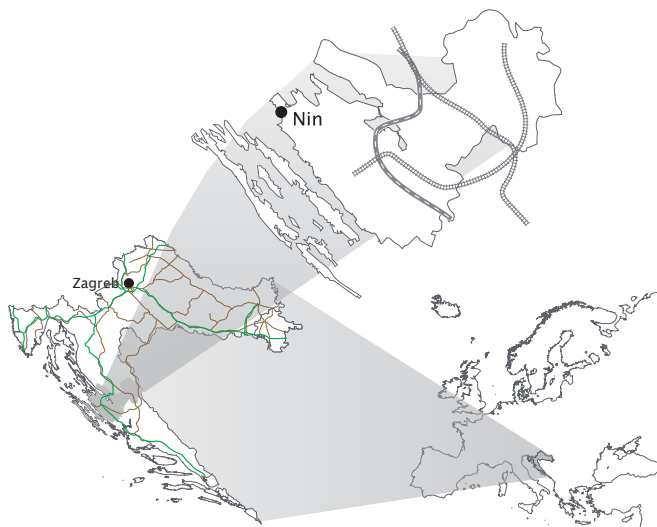
## PROJECT DESCRIPTION

The Project involves three components: accommodation facilities, providing top quality wellness and tourist services and utilization of attractive natural resources of the City of Nin (medicinal peloid, climate, sea with beautiful sandy beaches).

The City of Nin, the oldest Croatian royal town, is located 17 km northwest of Zadar and is in the vicinity of fascinating national parks Kornati, Plitvice and Velebit, which makes it a very attractive tourist destination. A town of ancient past, it is 3,000 years old and is among the oldest towns on the Adriatic coast.

Nin is easily accessible from Zadar airport and has direct connection to the main A1 Zagreb- Split Highway.

The concept of the Wellness & Health Centre is based on a preventive, curative and wellness program, with sports and fitness facilities, and a possibility of providing services for congresses and conferences. Designed for people committed to improving and maintaining their health, the project is focused on a total well-being, and it aims to provide personalized services considering individual needs, therefore creating an attractive and high quality tourism project.



## PROJECT HOLDER

Project Holder is the limited liability company Rekreacijsko-turistički centar Nin, wholly owned by Tankerska plovidba Plc., the largest Croatian shipping company currently operating a fleet of sixteen ships.

## ESTIMATED VALUE

Pursuant to the investment schedule the investment value has been estimated at EUR 60 million.

## PROJECT STATUS

Rekreacijsko-turistički centar Ltd. has been granted a right to build a concession on a 14 ha lot by the City of Nin, for a 70 year period as of 31 December, 2013.

The main design has been completed and a location permit from Zadar County competent authority has been granted.

The Environmental Study has been approved by the Ministry of Environmental Protection and the relevant Resolution on Acceptability issued.

The concept, main and detailed designs for Wellness and Health Center access have been completed.

## PLANNED ACCOMMODATION CAPACITIES

The adopted program scheme, in accordance with relevant zoning plans, anticipates building of a tourist complex T2, consisting of:

**A FOUR STAR HOTEL**, capacity 580 beds in 273 rooms (66 single and 207 double rooms) and 25 suites (17 junior, 8 senior), with a congress centre capacity 300 persons, bars and restaurants, curative/rehab facilities, wellness/spa, outdoor/indoor pools and an underground garage capacity 245 PGM,

**VILLAS** zone north of the hotel with a capacity of 148 beds in 40 units (12 three-bed and 28 four-bed),

**VILLAS** zone south of the hotel with a capacity of 106 beds in 28 units (6 three-bed and 22 four-bed),



**SPORTS FACILITIES** with a catering establishment including outdoor pools, children's playground and two beach volleyball grounds.

## ZADAR COUNTY INFORMATION

Population (2011): **170,398**

GDP per capita (2010): **8,182 EUR**

Unemployment rate (2011): **21.0%**

Average gross monthly salary: **958 EUR**

Average gross salary in the sector (tourism): **952 EUR**

Zadar County is situated in northern Dalmatia in Croatia. The County's total area is 7,486.91 m<sup>2</sup> of both sea and land. It is well connected via road, sea and air, i.e. Zagreb-Split Highway, good ferry connections with Italy and the rest of Croatia and an international airport. The shortest maritime connections to central Italy pass through the Port of Zadar. Equally important is Zadar Airport which is a popular tourist entry point with a 30% growth of the number of passengers in 2011-2012.

The County's economy is primarily based on crafts, industry, tourism, traffic, especially maritime traffic and agriculture. Crafts and industry are at the economic core of the County although services have shown the most significant growth in recent years. The County's education policies mirror its abundant ties with tourism and maritime sector. There are institutions of secondary and university education with programs in hospitality, culture, tourism and nautical traffic.

With tourism gaining a more prominent role in the County's economic structure, there is an emphasis on extending local accommodation capacities. They amount to 76,500 beds, most of which (73%) are private accommodation. Half of the capacities in hotels and camps are classified as a 4-star category. There are also 6 marinas with a total of 1,818 berths. As a successful tourist region in Dalmatia, Zadar County recorded 6,770,052 overnight stays in 2012. Most of these (88%) were by foreign guests.

The centrepiece of the rich tourist offer in the County is its capital – the City of Zadar which is a focal point to the archipelago of more than a hundred islands. Most of these are uninhabited and contain highly preserved sceneries and attractive coastal zones. These areas are foreseen for further development and enrichment of the tourist offer of the County. The county is conveniently located near some of the most attractive Dalmatian sights, including national parks Kornati and Krka and a famous extreme sports location Paklenica. The County's tourism potential has been recognized internationally with brands such as Falkensteiner present in the County, while serious investments in Zadar County's marinas have been made by renowned Dogus Group.

## CONTACTS

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Mrs. Silva Stipić Kobali, Managing Director, e-mail: [sstipic@hgk.hr](mailto:sstipic@hgk.hr)

Rekreacijsko-turistički centar Nin Ltd., e-mail: [ivo.maracic@tankerska.hr](mailto:ivo.maracic@tankerska.hr)



# TECHNOLOGY INCUBATORS

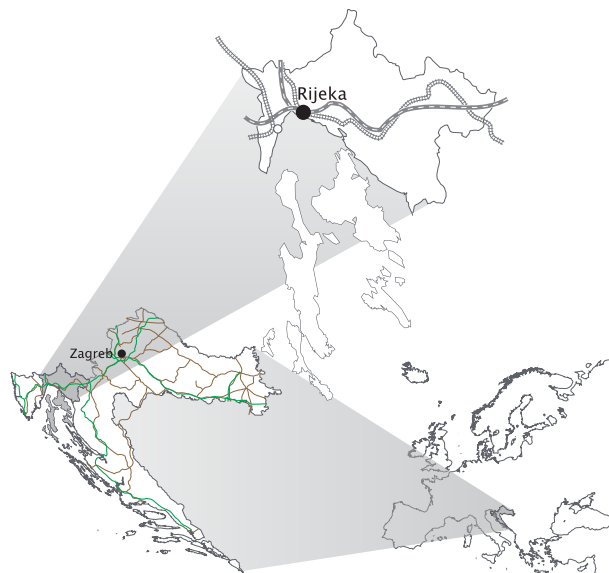
**STeP Ri**  
**Technology Park Varaždin**  
**Zagreb Entrepreneurship Incubator**

# STeP RI - UNIVERSITY OF RIJEKA Science and Technology Park

Technology incubators and parks assist technology-oriented entrepreneurs in the start-up and early development stage of their firms by providing workspace, shared facilities and a range of business support services. Particularly important for early development stage firms is the availability of sources of business financing, especially forms of equity and semi-equity capital that is crucial for further development. The intention of this Catalogue is to present technology incubators and parks as a source of investment projects (start-up firms) for business angels and venture capital funds.

## STeP Ri

The Science and Technology Park STeP Ri offers a perfect environment for emerging companies, combining superb accommodation with integrated business support services. STeP Ri offers off-site and on-site incubation services, education, R&D and innovation management, consulting as well as growth and go-to-market support. It is situated within the new University Campus, in four buildings with 3,000 m<sup>2</sup> available space for offices and laboratories. Apart from offering the basic business and incubation services STeP Ri aims to become a regional leader recognised as an innovative “think tank” where both start-ups and established major companies could get first class innovation management knowledge and global up-to-date best practice training. The Science and Technology Park STeP Ri won the award for best supporting entrepreneurial institution - Technological Park in Croatia for year 2012.



- Science and technology park managed incubator established by University of Rijeka in 2008.
- STeP Ri was partially funded (1.8 mil EUR) by the Business Innovation Agency of the Republic of Croatia (BICRO) through Technology Infrastructure Development Programme (TECHRO)
- 3,000 m<sup>2</sup>/55 offices /77 percent space occupancy rate
- International partner projects – EEN, FIDES, SLIM, Trans2care (MoU)
- Investment plan - development of new 60,000 m<sup>2</sup> Science and Technology Park Step2 with financial assistance from the European Union

## SERVICES

### PRE - INCUBATION STAGE

- ✓ Initial assessment of idea
- ✓ Training
- ✓ Business plan

### INCUBATION STAGE

- ✓ Access to finance (early stage)
- ✓ Physical incubation
- ✓ Legal and administrative support
- ✓ Mentoring and coaching
- ✓ Access to funding
- ✓ Networking

## TENANTS

21 tenants/ 226 employees



WhoAPI (example of tenant) is globally oriented submission of detailed information on more than 200 million domains. Examples of such information are: commitment, information about the owner of the domain registration and expiration date, various data on a server that is located domains, value domains, report on the market and many other domains information.



# TECHNOLOGY PARK VARAŽDIN Ltd.

## Incubation center for innovative startup companies

Technology incubators and parks assist technology-oriented entrepreneurs in the start-up and early development stage of their firms by providing workspace, shared facilities and a range of business support services. Particularly important for early development stage firms is the availability of sources of business financing, especially forms of equity and semi-equity capital that is crucial for further development. The intention of this Catalogue is to present technology incubators and parks as a source of investment projects (start-up firms) for business angels and venture capital funds.

### TECHNOLOGY PARK VARAŽDIN Ltd.

Technology park Varaždin Ltd. (TPV) is a company that manages an incubation centre for innovative start-up companies, offers training for improvement of existing technologically innovative companies, transfer of knowledge from universities and development centres into the economy, networking between companies, education institutions, development agencies and innovative individuals. The Technology Park Varaždin Ltd. won the award for best Technological Park in Croatia for year 2009.

- Owners are The City of Varaždin, Faculty of organization and informatics and University of Applied Sciences in Varaždin
- TPV was partially funded (0.75 mil EUR) by the Business Innovation Agency of the Republic of Croatia (BICRO) through Technology Infrastructure Development Programme (TECHRO)
- TPV is a member of International Association of Science Parks and Areas of Innovation IASP
- International partner projects – EEN, YICT, FIDES, INTERINO, SOCPOD, DANUBE PIE
- Investment plan - development of a new 25,000 m<sup>2</sup> facility with financial assistance from the Ministry of science, education and sports and Ministry of Regional Development and EU Funds



### SERVICES

#### PRE - INCUBATION STAGE

- ✓ Initial assessment of idea
- ✓ Training
- ✓ Business plan

#### INCUBATION STAGE

- ✓ Access to finance (early stage)
- ✓ Physical incubation
- ✓ Legal and administrative support
- ✓ Mentoring and coaching
- ✓ Access to funding
- ✓ Networking

### TENANTS

44 TENANTS/ 230 EMPLOYEES



Evolva (example of tenant) is a software company engaged in developing custom made business web applications and advanced Java web technologies for the application development. Customers use Evolva business solutions and development technology Evolution Framework to save time and money, and to simplify and automate their business processes. Evolution Framework is a Java web framework for the development of modern business web applications. It is a set of advanced visual tools for design, development, deployment and monitoring of business web applications which include features such as document and workflow management, reporting, etc. Evolva mission is to facilitate the implementation of our client's business objectives by using advanced information technologies and capabilities of the web architecture.

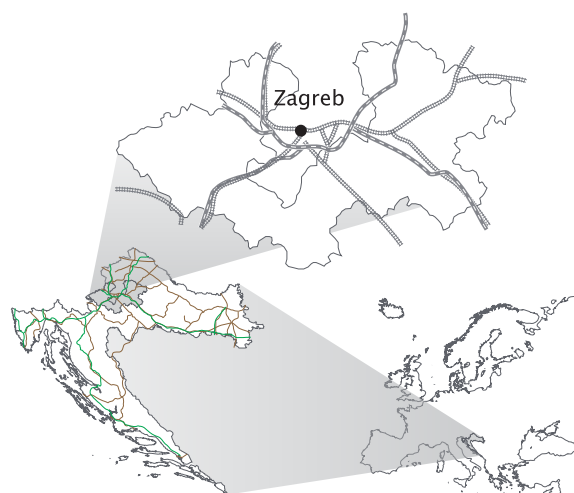
# ZAGREB ENTREPRENEURSHIP INCUBATOR

## Technology Startup Incubator

Technology incubators and parks assist technology-oriented entrepreneurs in the start-up and early development stage of their firms by providing workspace, shared facilities and a range of business support services. Particularly important for early development stage firms is the availability of sources of business financing, especially forms of equity and semi-equity capital that is crucial for further development. The intention of this Catalogue is to present technology incubators and parks as a source of investment projects (start-up firms) for business angels and venture capital funds.

### ZIP

Zagreb entrepreneurship incubator (ZIP) is the first privately funded technology startup incubator with the goal of helping aspiring entrepreneurs from the region of South-eastern Europe to develop their companies. At ZIP they are provided with the key resources necessary to develop their products. Entrepreneurs are given access to a strong, international network of mentors who advise them on how to set up their business model and gain access to the global market. Members of ZIP advisory board are mentors from international accelerators, like Dave McClure, Sith Lord, 500Startups (Silicon Valley), Carlos Eduardo Espinal, Partner, Seedcamp (London), Stefan Glaenger, Partner, Passion Capital / White Bear Yard (London), Nenad Marovac, Managing partner, DN Capital (London), Antti Ylimutka, Captain, StartupSauna (Aalto, Finland), Jon Bradford. ZIP has established a strategic cooperation with the University of Zagreb and some of the largest private companies in Croatia as well as the Croatian Business Angel Network - Crane.



- First privately funded technology startup incubator in Croatia
- Currently focused on pre-incubation process through 3+3 months program
- Strong international and domestic network of mentors
- Connecting teams with science community and leading companies in Croatia
- Connecting graduated teams with investors, media and public through demo day, organized conferences and visits to UK/USA



### SERVICES

#### PRE - INCUBATION STAGE

- ✓ Initial assessment of idea
- ✓ Training
- ✓ Business plan

#### INCUBATION STAGE

- ✓ Access to finance (early stage)
- ✓ Physical incubation
- ✓ Legal and administrative support
- ✓ Mentoring and coaching
- ✓ Access to funding
- ✓ Networking

### TENANTS

#### PORTFOLIO OF CURRENT PROJECTS







**SUMMARY OF THE ACT ON INVESTMENT  
PROMOTION AND ENHANCEMENT  
OF INVESTMENT ENVIRONMENT**

# INCENTIVE MEASURES FOR INVESTMENT PROJECTS

Incentive measures for investment projects in the Republic of Croatia are regulated by the Act on Investment Promotion and Enhancement of the Investment Environment (OG, No. 111/12 and 28/13) and pertain to investment projects in:

- manufacturing and processing activities,
- development and innovation activities,
- business support activities,
- high added value services.

Incentive measures are:

- Incentives for microenterprises
- Tax advantages
- Tariff preferences
- Incentives for eligible costs of new jobs linked to the investment project
- Incentives for eligible costs of training linked to the investment project
- Incentive measures for:
  - development and innovation activities and
  - business support activities and
  - high added value services
- Incentive measures for capital costs of the investment project and
- Incentive measures for labour intensive investment projects

Incentive measures can be used by enterprises registered in the Republic of Croatia investing in fixed assets the minimum amount of:

- € 50,000 together with creating at least 3 new jobs for microenterprises
- € 150,000 together with creating at least 5 new jobs for small, medium and large enterprises.

Classification of enterprises is done in accordance with the Small Business Development Promotion Act (OG 29/02, 63/07, 53/12).

Enterprise category*	Number of employees	and	Annual turnover	or	Annual balance sheet
Large	≥ 250		> 50 million €		> 43 million €
Medium	< 250		≤ 50 million €		≤ 43 million €
Small	< 50		≤ 10 million €		≤ 10 million €
Micro	< 10		≤ 2 million €		≤ 2 million €

\* when classifying enterprises one should also consider affiliated enterprises, as defined by the General Tax Act (OG, No. 147/08, 18/11 and 78/12) and the Decision on the publication of the General Block Exemption Regulation regarding State Aid (OG, No. 37/09)

The amount of aid shall be calculated as a percentage of investment value, which is determined on the basis of eligible investment cost. Eligible investment costs are:

- tangible (value of real estate/buildings and plant/machinery) and intangible assets (patent rights, licences, know-how), or
- gross wage calculated over a period of two years.

The minimum period for maintaining the investment and newly created jobs linked to an investment is five years for large enterprises, and three years for small and medium-sized enterprises, but no less than the period of use of the incentive measures.

Investment amount (€ mill.)	Number of newly employed	Period (years)	Period of employment (years)	Profit tax rate*
<1	5 (3 for micro)	10 (5 for micro)	3 (SME), 5 (large)	10%
1-3	10	10	3 (SME), 5 (large)	5%
>3	15	10	3 (SME), 5 (large)	0%

\* Standard corporate profit tax rate is 20%

## Employment Incentives

County Unemployment Rate	Incentive Rate in Relation to Eligible Costs of Opening New Workplaces*	Increase for Technology Innovation and Development Centres	Increase for Business Support Strategic Activities and High Added Value Investment Activities	Incentives for innovation and development activities
<10%	10% (max. 3,000 €) for employing groups of persons covered by Article 11. paragraph 3. of Regulation*	+50% (1,500 €)	+25% (750 €)	20% of the eligible cost of buying the equipment/ machinery (up to € 0.5 million) All the equipment/ machinery has to be high technology
	4% (max. 1,200 €) for employing other groups of persons	+50% (600 €)	+25% (300 €)	
10-20%	20% (max. 6,000 €) for employing groups of persons covered by Article 11. paragraph 3. of Regulation*	+50% (3,000 €)	+25% (1,500 €)	
	8% (max. 2,400 €) for employing other groups of persons	+50% (1,200 €)	+25% (600 €)	
>20%	30% (max. 9,000 €) for employing groups of persons covered by Article 11. paragraph 3. of Regulation*	+50% (4,500 €)	+25% (2,250 €)	
	12% (max. 3,600 €) for employing other groups of persons	+50% (1,800 €)	+25% (900 €)	

\* Article 11 paragraph 3 of the Regulation on Investment Promotion and Enhancement of the Investment Environment (OG, 40/13) provides incentives for hiring an unemployed person who was, before the conclusion of the employment contract reported as unemployed at the Croatian Employment Service for at least three months; or for hiring first-time employees, if they have no qualifications, or who are qualified for auxiliary or vocational occupations, without being registered as unemployed, and who are up to 25 years of age; or for hiring first-time employees who have acquired secondary, graduate or post-graduate degree, and are up to 29 years of age, and are not registered as unemployed at the Croatian Employment Service; or for hiring a person under 29 years of age who was registered in the Register of unemployed persons of the Croatian Employment Service within 90 days of graduation, the acquisition of title / occupation at the end of regular high school education or for those without vocation at the end of primary education; or for hiring a person whose employment contract was cancelled due to the opening of bankruptcy proceedings.

**Development and innovation activities** include activities that affect the improvement and modernization of the product, production series, processes and manufacturing technologies.

### Business support services:

- Customers / Clients contact centres: all types of call-centres, multi-media contact centres and other types of customer/client contact centres focused on technical support and problem solving for customers/clients.
- Centres for Outsourced Business Activities focused on outsourcing and pooling of business activities, such as: finance, accounting, marketing, product design, audio-visual activity, development of human resources and IT services. Centres of selected business activities: focus on separation and concentration of business activities such as finance, accounting, marketing, product design, audio-visual industry, the development of human resources and information technology.
- Logistics and Distribution Centres focused on establishing and constructing high-technology logistics and distribution centres providing; intermodal transportation of goods, warehousing, packaging and handling of goods in order to significantly improve logistics and distribution activities within the business process and delivery of goods.
- ICT System and Software Development Centres: development and application of information systems, outsourcing of IT management operating systems, development of telecommunications network operation centres and development and application of new software solutions.

### High Added Value Investment Activities:

- Creative service activities: activities in the field of architecture, design, different forms of media communication, advertising, publishing, culture, creative industry and other activities in the field of fine arts.
- Tourism service activities: activities in the field of high added value services in tourism, such as accommodation projects hotel, apart-hotel, tourist resorts categorised as four- or more stars, tourist apartments within tourist resorts categorised as four- or more stars, camps categorised as four- or more stars, heritage hotels, other types of accommodation facilities as a result of renovation of cultural and historical structures, supporting services, health tourism, congress tourism, nautical tourism, cultural tourism, entertainment and/or recreation centres and parks, ecological tourism projects.
- Management, consulting, education services,
- Industrial engineering services.

For investment in development and innovation activities, a non-repayable grant shall be approved for the purchase of plant/machinery amounting to 20% of the actual eligible costs for purchasing plant/machinery, in the maximum amount of EUR 500,000 in equivalent HRK value, provided that the purchased plant/machinery represents high technology equipment.

### Incentives for education and training

The eligible costs for the purpose of training may include staff trainer costs, trainers' and trainees' travel expenses, depreciation of tools and equipment, to the extent that they are used for the training project, as well as trainees' costs up to the amount of the total of the above referred eligible costs. Only the hours during which the trainees actually participate in the training, after deduction of any productive hours or of their equivalent, shall be taken into account.

	Specific training	General training
Large enterprises	up to 25%	up to 60%
Medium enterprises	up to 35%	up to 70%
Small enterprises	up to 45%	up to 80%

In cases where aid projects involve both specific and general training components which cannot be separated for the calculation of the aid intensity, and in cases where the specific or general character of the training aid project cannot be established and separated, the maximum aid intensities applicable to specific training shall apply.

Amount of incentives, along with incentives for investment, i.e. employment incentives, cannot exceed more than 50% of the eligible investment costs.

### Incentive measures for the capital costs of the investment project

Eligibility: over € 5 million and more than 50 new jobs

County Unemployment Rate	Incentives for Capital Expenses
10-20%	<p>Cash grant in amount of 10% of the eligible costs of investments for:</p> <ul style="list-style-type: none"> <li>• construction of the new factory, production facility or tourist facility,</li> <li>• buying of new machines, i.e. production equipment,</li> </ul> <p>(max amount up to 0.5 million EUR with the condition that the part of investment in the machines / equipment equals at least 40% of the investment and that at least 50% of those machines/equipment are of high technology)</p>
>20%	<p>Cash grant in amount of 20% of the eligible costs of investments for:</p> <ul style="list-style-type: none"> <li>• construction of the new factory, production facility or tourist facility,</li> <li>• buying of new machines, i.e. production equipment,</li> </ul> <p>(max amount up to 1 million EUR with the condition that the part of investment in the machines / equipment equals at least 40% of the investment and that at least 50% of those machines/equipment are of high technology)</p>



### Incentive measures for labour-intensive investment projects

Number of newly created jobs	Increase of Support for creating new jobs
100 and higher	25%
300 and higher	50%
500 and higher	100%

According to the procedure for applying for incentive measures under the Act on Investment Promotion and Enhancement of the Investment Environment an enterprise intending to acquire the status of a beneficiary of incentive measures must file an Application for the use of incentives using the prescribed forms either to the Ministry of Economy if it falls under the category of a large enterprise or to the Ministry of Entrepreneurship and Crafts if it falls under the categories of micro-, small or medium enterprise before the beginning of the investment.

**JUNE 2013**

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