

GENERAL Servis GROUP

Investments and Project Development

Projects:

- ☐ **Industrial – Business Center „BALKAN“, Sarajevo, B&H**
- ☐ **Distributive – Logistic Center „BELGRADE“, Serbia**
- ☐ **Residential – Business Building „MEDITERAN“, Ulcinj, MNE**
- ☐ **Residential Resort „OLIVE PARK“, Ulcinj, MNE**
- ☐ **PUC "Water and Sewer" stock company Konjic, B&H**

Sarajevo, April 2018

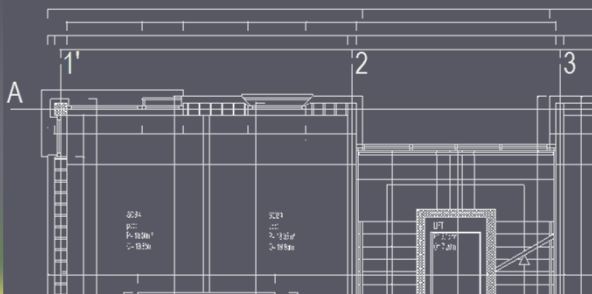
GENERAL Servis GROUP

Investments and Project Development

Industrial – Business Center

„BALKAN“

Sarajevo, April 2018



INDUSTRIAL – BUSINESS CENTER „BALKAN“

- Location -

- Industrial - Business Center (IBC) Balkan is placed into industrial zone Vogošća along the main transport hub that connects Sarajevo to other cities in Bosnia and Herzegovina, as well as with the other countries of the Balkans and Europe.
- The capital of B&H, Sarajevo is only 10km away from IBC, which facilitates the connection to the Sarajevo City Airport
- Main Regulation Plan envisages the construction of a Traffic Transversal I, which is to connect the central part of Sarajevo (M. Dvor) and Vogošća. This four lane road will be located 300 m away from the IBC Balkan.
- As a tranche of the Pan-European Transport Corridor 5C, the main highway will be passing near the City of Sarajevo, connecting it to Budapest in the north, and the port of Ploče in the south.

Land plot area : 22.500 m²

GBA of total objects: 41.200 m²

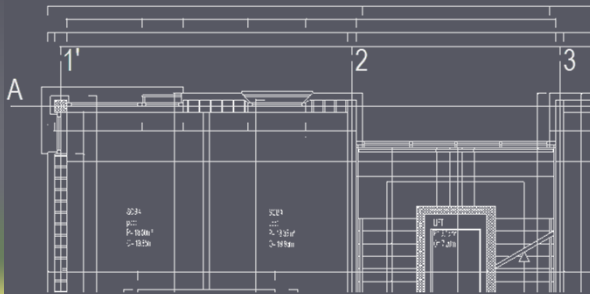
GBA of storage facilities: 18.600 m²

GBA of business facilities: 22.600 m²

Ground plan: 9.950 m²

City	Distance (km)	Available Transportation
Zagreb	400	Road - Railway - Air
Belgrade	305	Road - Railway - Air
Budapest	580	Road - Railway - Air
Port of Ploče	210	Road - Railway



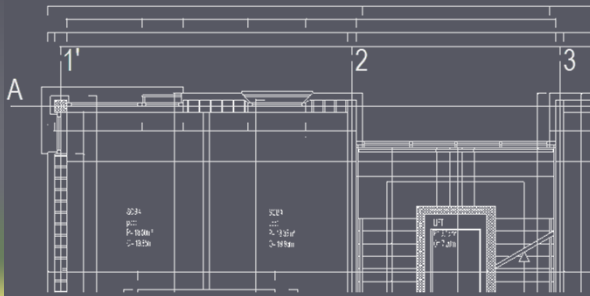


INDUSTRIAL – BUSINESS CENTER „BALKAN“

- Infrastructure -

- IBC Balkan is a part of the Industrial zone Vogošća,
- Within the industrial zone there is a high capacity heating system, which is to be used for heating of the entire complex.
- The industrial zone also has high voltage electric station which can satisfy all the needs of large consumers, in both production and business processes.
- Sewage, water pipelines and other system in the industrial zone are built to meet the needs of large capacities and large consumers. Water supply system for Vogošća is also nearby, which means that the costs for indoor plumbing are minimal.
- Along the whole northern side of the IBC Balkan the river is flowing and it can be utilized for various purposes, depending on the needs inside the complex itself.





INDUSTRIAL – BUSINESS CENTER „BALKAN“

- Investment -



- With its area size and location, IBC Balkan is highly suitable for industrial production/business purposes, duty free zone, warehouse and storage zone, shopping malls, etc.
- The whole project is suitable for partition into smaller units, partial and partnership investments,
- There is a possibility of investment from the design stage until the project completion,
- Since the project is still in its early stage, it is possible to make certain rearrangements and changes in accordance with the investors' demands,
- General Servis Group has all the capacities for designing, construction and realization of the whole project.

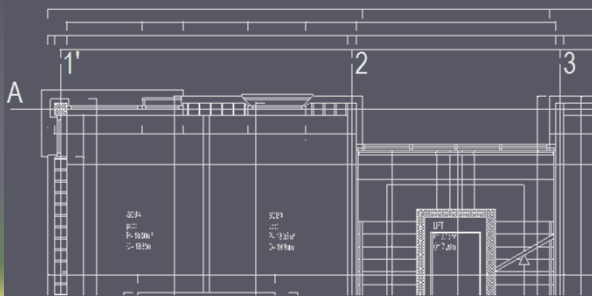
Land Price: 2.500.000 €

Estimated Total Project Investment: 24.900.000 €

Discounted Payback Period: 12 years

IRR: 7,11%

Google Earth Location: 43°54' 16.73"N, 18° 22 ' 19.43"E



INDUSTRIAL – BUSINESS CENTER „BALKAN“

- *Contact* -

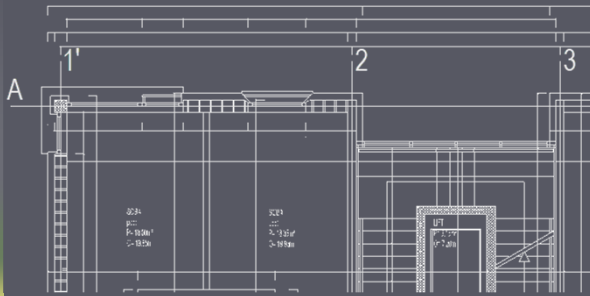
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Investments and Project Development

**Distributive – Logistic Center
„BELGRADE“**

Sarajevo, April 2018.

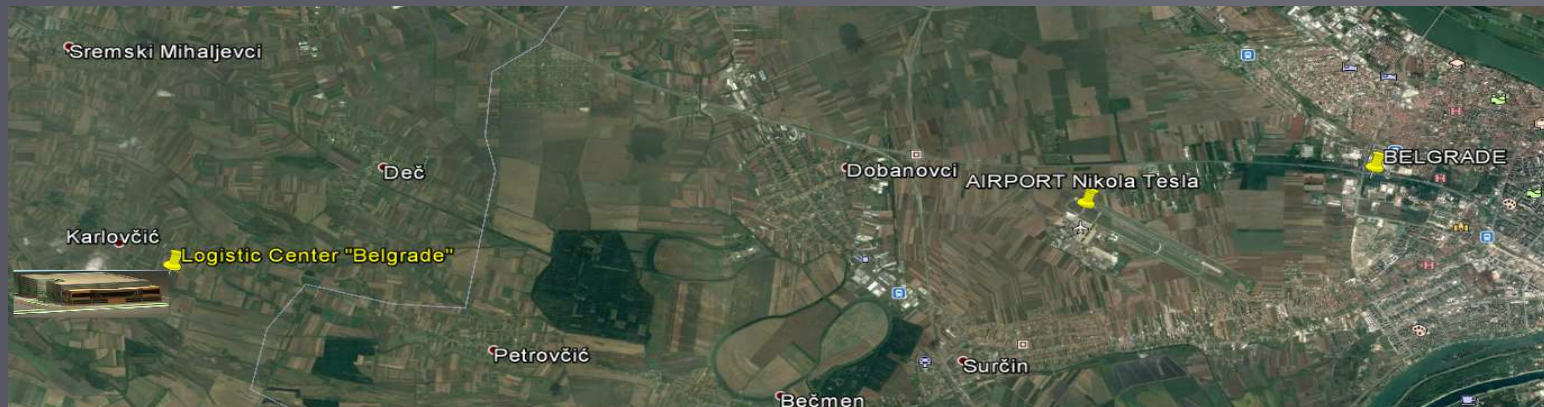


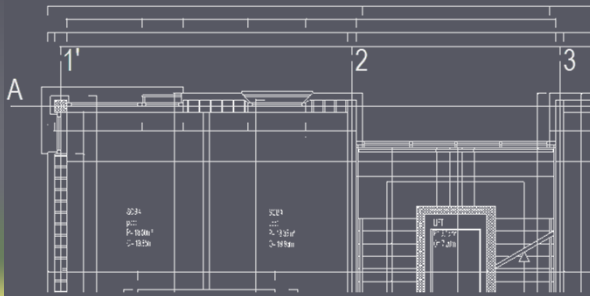
DISTRIBUTIVE – LOGISTIC CENTER

„BELGRADE“

- Location -

- Project DL Beograd is located within the new industrial zone by the regional road Surčin — Pećinci, Karlovčić Municipality
- Land plot is located near the large traffic crossroad on the Zagreb — Belgrade highway. Distance from City of Belgrade is 25km and 10km from the Airport Nikola Tesla
- The geographic position of the site and its purpose, with the available infrastructure, envisages investments and development of any distribution, warehousing, logistics and manufacturing business
- Since location of the land plot is defined by Regulation Plan, all the necessary infrastructure is in close proximity
- Land Plot Area: 25.600 m²
 - GBA of total facility: 5.050 m²
 - GBA of storage facilities: 3.500 m² (possible additional 10.000 m²)
 - GBA of business facilities: 1.550 m²





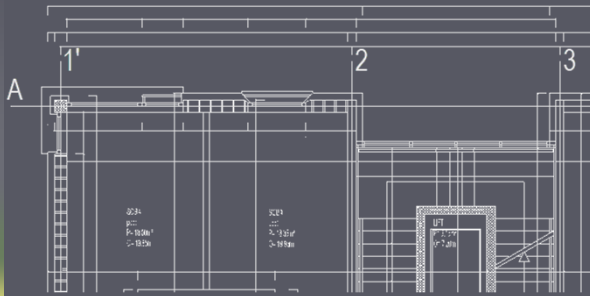
DISTRIBUTIVE – LOGISTIC CENTER

„BELGRADE“

- Infrastructure -

- It is planned that the facility will occupy 1/3 of the plot area, while the rest will remain free for capacity expansion up to approximately 10,000 m² of storage space
- By the project plan, southwestern part of the facility has a warehouse-selling function while the northeastern part has been planned for the construction of business and sales offices
- The main structure of the building is a skeletal constructive system with a 10x8m raster pillars. The whole system consists of columns, beams and panels and the core where vertical communication, stairs and elevators are located
- In front of the facility there is parking with 35 parking lots
- Access road is planned to be from the existing road Karlovčić — Surčin





DISTRIBUTIVE – LOGISTIC CENTER

„BELGRADE“

- *Investment* -



- With its area size and location, as well as the infrastructure, DL Belgrade is suitable for investment possibilities of any warehouse and storage purpose, industrial production/business purpose, duty free zone, shopping malls, etc.
- The whole project is suitable for partnership investments
- There is a possibility of investment from the design stage until the project completion
- Since the project is still in its early stage, it is possible to make certain rearrangements and changes in accordance with the investors' demands
- General Servis Group has all the capacities for designing, construction and realization of the whole project.
- The investment in the planned project amounts to 2,800,000 €, while the potential investment at the level of the entire plot is estimated to 6,800,000 €

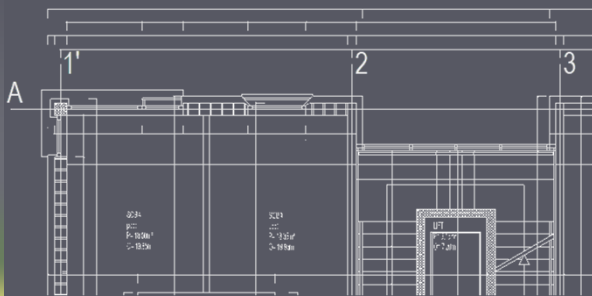
Land Price: 512.000 €

Estimated Total Project Investment: 2.800.000 € (6.800.000 €)

Discounted Payback Period: 10 years

IRR: 6,0% (7,5%)

Google Earth Location: 44°48' 16.00"N, 20° 03' 42.59"E



DISTRIBUTIVE – LOGISTIC CENTER

„BELGRADE“

- *Contact* -

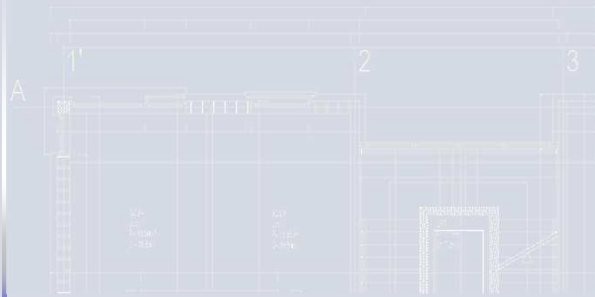
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GENERAL Servis GROUP

Investments and Project Development

**RESIDENTIAL – BUSINESS
BUILDING
„MEDITERAN“**

Sarajevo, April 2018

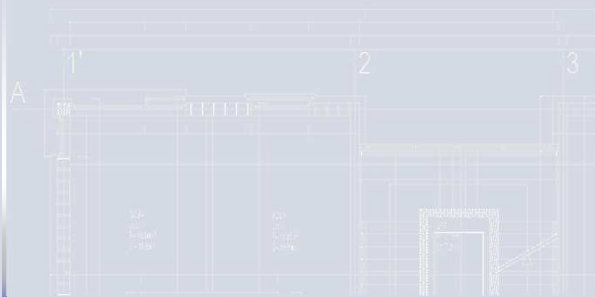


RESIDENTIAL – BUSINESS BUILDING „MEDITERAN“

- Location -

- The Residential — business building project „Mediteran“ is located near the beautiful old town, only 100m away from the Mala Plaža (Small Beach), the central beach of the Ulcinj City, a coastal town on the very south of Montenegro
- The geographic position of the City and the Ulcinj Municipality, its historical significance complemented by beautiful natural surroundings and extremely favorable climatic conditions provide incredible investment potential for the development of housing and tourism
- The natural ambience is complemented by endless, several hundred years old, olive fields, the longest sandy beach in the Adriatic - 13km long beach, Ada Bojana - unique island of river Bojana with beautiful sandy beach Valdanos - unique bay surrounded by very old olive trees as well as reconstructed old town of Ulcinj and many other attractive attractions make Ulcinj a unique and attractive place
- The capital of Montenegro, Podgorica, is 80 km away from Ulcinj City
- Land Plot Area: 1.380 m²
GBA of total objects: 3.300 m²
Sea distance: 100 m
Old Town Ulcinj: 250 m



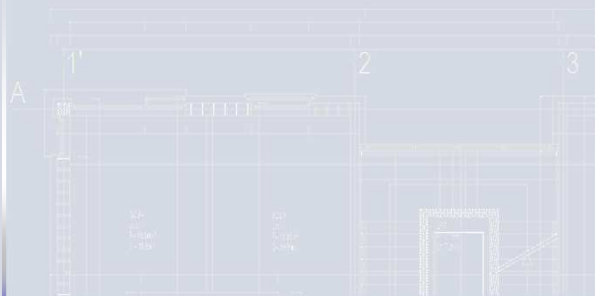


RESIDENTIAL – BUSINESS BUILDING „MEDITERAN“

- Infrastructure -

- **Electricity:** Due to the urbanization itself, the regulatory plan provides an easy access to the necessary power infrastructure that can meet all the needs of the inhabitants of the building, both for housing and business
- **Water supply and sewerage:** The regulatory plan foresees a solution for connecting to the city water supply and sewerage network
- **Traffic Infrastructure:** Access to the building is enabled, in accordance with the regulatory plan and the existing traffic infrastructure, which surrounds land plot on three sides. The access road is also accessible via the southern side of the road that leads to the Small beach right under the Old Town of Ulcinj.





RESIDENTIAL – BUSINESS BUILDING

„MEDITERAN“

- *Investment-*

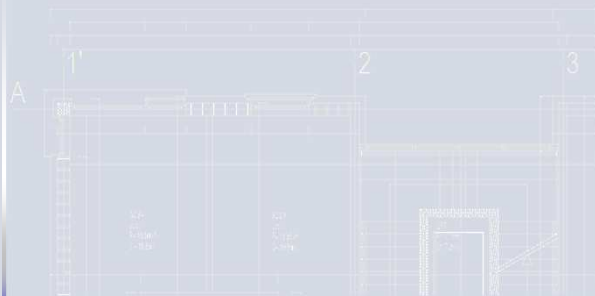


- With its position and location, Mediteran provides great conditions for the construction of a residential – business building or hotel with all the facilities necessary for a superior ambience (swimming pool, gym, sauna...)
- The entire project is intended exclusively for sale to the final customer(s)
- There is a possibility of buying individual apartments in the design / construction phase, as well as the possibility of buying the entire facility on a "turnkey" basis.
- Since the project is still in its early stage, it is possible to make certain rearrangements and changes in accordance with the customers, or investors' demands
- General Servis Group has all the capacities for designing, construction and realization of the entire project.

Estimated Total Project Price: 5.000.000 €

Expected Project Duration: May 2018 – June 2019

Lokacija na Google Earth-u: 41°55' 24.26"N, 19°12' 32.44"E



RESIDENTIAL – BUSINESS BUILDING „MEDITERAN“

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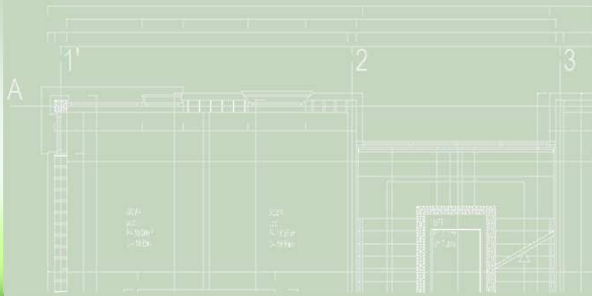
GENERAL Servis GROUP

Investments and Project Development

**RESIDENTIAL RESORT
„OLIVE PARK“**

Sarajevo, April 2018





RESIDENTIAL RESORT

„OLIVE PARK“

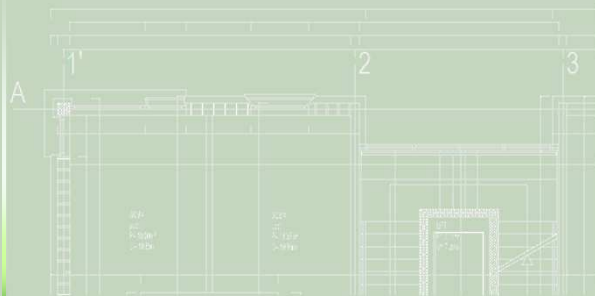
- Location -

- The Olive Resort Residential Complex project is located in the beautiful Ulcinj City, a coastal town on the very south of Montenegro
- The geographic position of the City and the Ulcinj Municipality, its historical significance complemented by beautiful natural surroundings and extremely favorable climatic conditions provide incredible investment potential for the development of housing and tourism
- The natural ambience is complemented by endless, several hundred years old, olive fields, the longest sandy beach in the Adriatic - 13km long beach, Ada Bojana - unique island of river Bojana with beautiful sandy beach Valdanos - unique bay surrounded by very old olive trees as well as reconstructed old town of Ulcinj and many other attractive attractions make Ulcinj a unique and attractive place
- The capital of Montenegro, Podgorica, is 80 km away from Ulcinj City
- Land Plot Area: 36.600 m²
- GBA of total objects: 22.100 m²
- Green Area: 10.150 m²
- Sea distance: 150 m
- Old Town of Ulcinj: 600 m



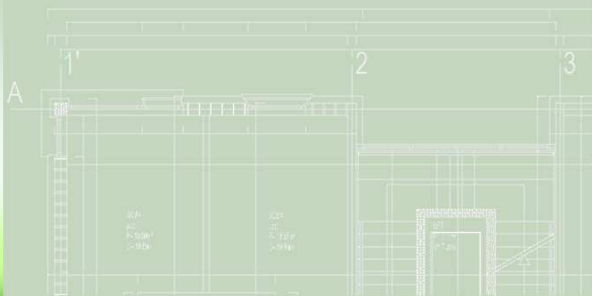
RESIDENTIAL RESORT „OLIVE PARK“

- Infrastructure -



- **Electricity:** At the site, the regulatory plan foresees the construction of two substations of power 1x630 kVA which can meet all the needs of the future inhabitants of the complex, both for residential and business purposes
- **Water supply and sewerage:** The regulatory plan foresees a solution for connecting to the city water supply and sewerage network
- **Traffic:** In accordance with the regulatory plan, access to the complex is provided on the southern side (from the sea coast) as well as the connection with the existing northern traffic road through the old olive groves which allows a special access to the location without entering the Ulcinj City





RESIDENTIAL RESORT

„OLIVE PARK“

- *Investment* -



- With its position and structure of planned facilities, Olive Park provides great conditions for the construction of a residential and/or tourist complex with all the facilities necessary for a superior ambience
- The whole project is suitable for partition into smaller units, partial and partnership investments,
- There is a possibility of investment from the design stage until the project completion,
- Since the project is still in its early stage, it is possible to make certain rearrangements and changes in accordance with the investors' demands,
- General Servis Group has all the capacities for designing, construction and realization of the whole project.

Land Price: 14.640.000 €

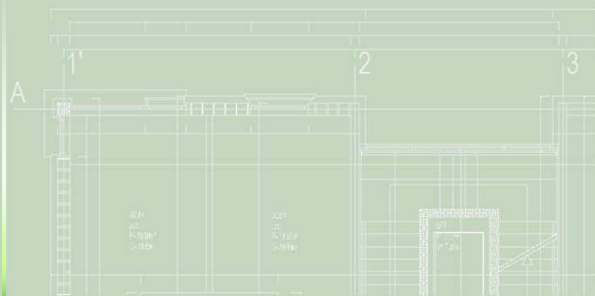
Estimated Total Project Investment: 30.110.000 €

Discounted Payback Period: 3 years

IRR: 10,14%

Lokacija na Google Earth-u: 41°55' 48.30"N, 19°11' 51.11"E





RESIDENTIAL RESORT „OLIVE PARK“

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**PUC "Water and Sewer" stock company Konjic
Bosnia and Herzegovina**

**Invest in your business with the most wanted
natural resource**



**Sales of capital
minority shareholders**

Sarajevo, April 2018.



Location:
Bosnia i Herzegovina
Konjic

Basic information about Konjic

- Konjic lying on the Neretva river, right next to the Jablanica lake.
- It is located on the border of the Herzegovina-Neretva Canton and Sarajevo, surrounded by the highest mountain ranges in Bosnia and Herzegovina: Prenj (2102 m), Bjelasnica (2067 m) and Bitovnja (1744 m).
- Konjic municipality geographically is one of the largest by area in BiH, the project more than 1,100 km².

Distance from Konjic :

- Mostar (airport); Air distance (36.62 km), road (68.81 km)
- Sarajevo (airport); Air distance (49.92 km), road (57.67 km)
- Ploce (port); Air distance (79.04 km), road (137.35 km)





Basic information about the company PUC "Water and Sewer" joint-stock company Konjic

- It was established by the Decision of the Assembly of the Municipality of Konjic, on 26/10/1990..
- 25.09.2003 privatized. 49%
- The main activity of the collection, purification and distribution of water (monopolist)
- Varda 40 D , Konjic, Bosnia and Herzegovina
- The administrative structure of the company, Managing Director
- The capital structure of 51% government, 49% private.
- Number of employees: 47

Financial aspects

- Number of shares for sale : **214.913**

Price per share : **15 €**

The total investment for the purchase of 34% shares : € 3,223,695

- Payback period of 7-10 years

- **Income Statement €:**

	2016	2017
income from sales	670.000	656.000
gross profit	670.000	656.000
EBITDA	64.500	82.000

- **Balance sheet €:**

fixed assets	1.299.000	1.216.000
total assets	2.007.000	1.955.000
total capital	1.750.000	1.740.000
total liabilities	259.000	217.000
credit	21.000	7.000

In the last 10 years water is sold at the social, rather than at the higher market price



Key characteristics and benefits of the project

a) **Product: Water (quantity and quality)**

- Konjic municipality is the richest in Europe with drinking water.
- The possibility of the disappearance of drinking water for the next 100 years at zero percent
- Sources of supply: the natural springs capped 95%, other sources are wells.
- Transportation: Gravitational 90%, other by pumping (Borac lake, Repovica, Tuleg and part Glavatićevo)
- According to research by the Institute for Water Resources (WRI) in Washington, Bosnia and Herzegovina is in a group of countries that have the greatest potential of water as an insignificant risk of failure of this resource, after it with a lot of differences are large European and American countries and the East.

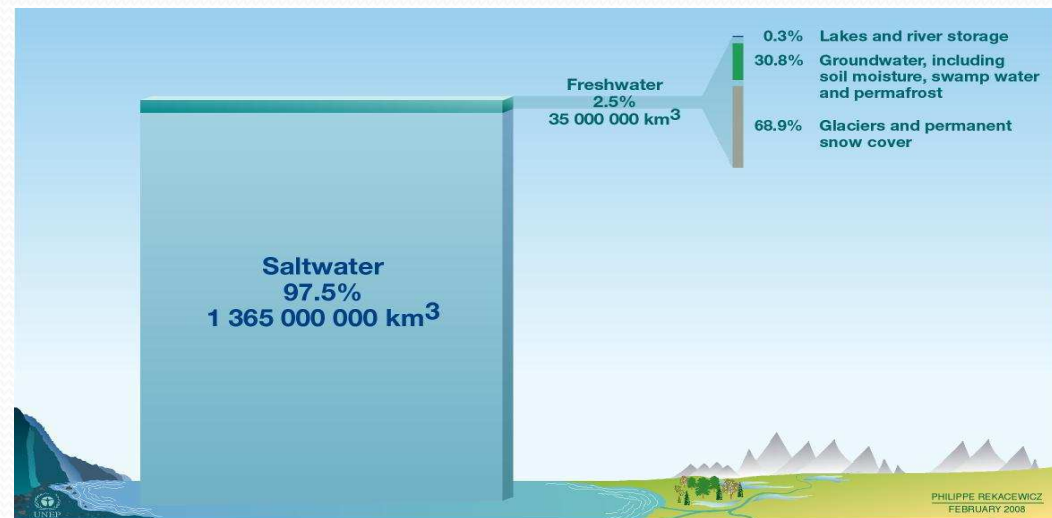
b) **Water quality:**

- Chemical and physical properties: superior quality (unnecessary treatment).
- Biological: bacteria in the water, continuous disinfection using chlorine on all systems managed by the VIK.



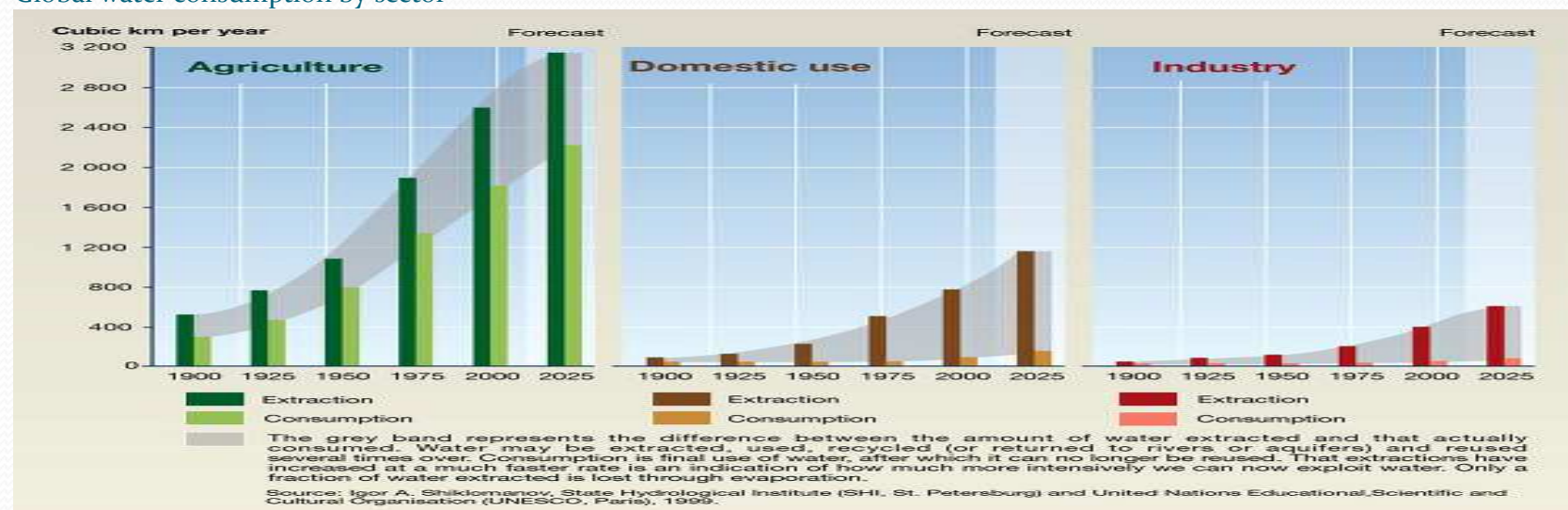
- Water is a basic necessity for the development of human society. The economy of water has a central place
- 41 billion gallons (154 billion liters) of bottled water are consumed each year worldwide.
- Bottled water is 3-4 times more expensive than gasoline.
- Nearly a quarter of bottled water crosses national borders to reach consumers
- Known French brands Evian and Volvic export between 50 and 60 percent of their water to destinations around the world.
- The United States as the world's largest consumer of bottled water, consuming 7 billion gallons (26 billion liters) per year

The amount of water in the world



- c) Access to water is considered a public service, is strongly associated with the public sector, is slowly disappearing in favor of an approach which characterizes the "business".
- d) Geostrategic position of Konjic
- e) Monopoly position (the only supplier of drinking water in the Konjic municipality)
- f) Underutilization of capacity, with high-quality management of additional production, building a bottling plant, distribution .
- g) High demand on the world market, an excellent opportunity for export to markets that do not have enough of this resource
- h) In preparing the investment of the World Bank, together with the Municipality (installing devices and infrastructure for water purification in the Jablanica lake.) Investment of approximately 9 million.
- i) Advantage Transport: Rail from Konjic to the port, the ship from the Port of Ploce to all world destinations

Global water consumption by sector



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