



national network operator

zóna telecommunications

www.zona.ba

THE IMPORTANCE OF RADIO FREQUENCY SPECTRUM

1. NATIONAL RESOURCE

Radio frequencies are very important and limited natural resource.

2. ECONOMIC RESOURCE

This deficient resource is used for all forms of wireless communication, including radio and television, mobile telephony, telephone radio relay links for aeronautical and maritime navigation, satellite control and communication, with a very large number of services for the end users.

3. TECHNICAL RESOURCE

Spectrum is a key resource for new and developing industries based on technology. It represents a very important productive asset in providing many public services. Therefore, spectrum development and management has an important role in developing the economy and information society.

Title

DASTO semtel d.o.o.

Address

Račanska 98; 76300 Bijeljina; Bosnia and Herzegovina

Legal status

Limited liability company

Ownership

Private ownership (35% Fortel d.o.o, 35% Igmin MM d.o.o., 30% Zoran Davčev)

Registered capital

2.352.081,26 KM

ID / VAT number

4400363000005/400363000005

Date of company establishment

Year 1992

Employee

49

47% with academic degree

Partners:

40 local companies

TECHNICAL AND TECHNOLOGICAL CAPACITY

➤ Main telecommunication headquarter

The main telecommunications building, which is also company headquarter, is located in the center of Bijeljina (1000m² of office space in use, 1500 m² under construction with the required documentation, land area 2000m²) and there is the main server room of large capacity and value.

➤ Telecommunication headquarter Sarajevo

The telecommunication headquarter Sarajevo is located on the hill Hum in Sarajevo, under the TV tower of RTV BiH. The building has an area of 9,2m x 7,2 m, three floors, plot 2400m². From this location it is provided an optical connection with Hrvatski Telekom d.d.

➤ Telecommunication infrastructure

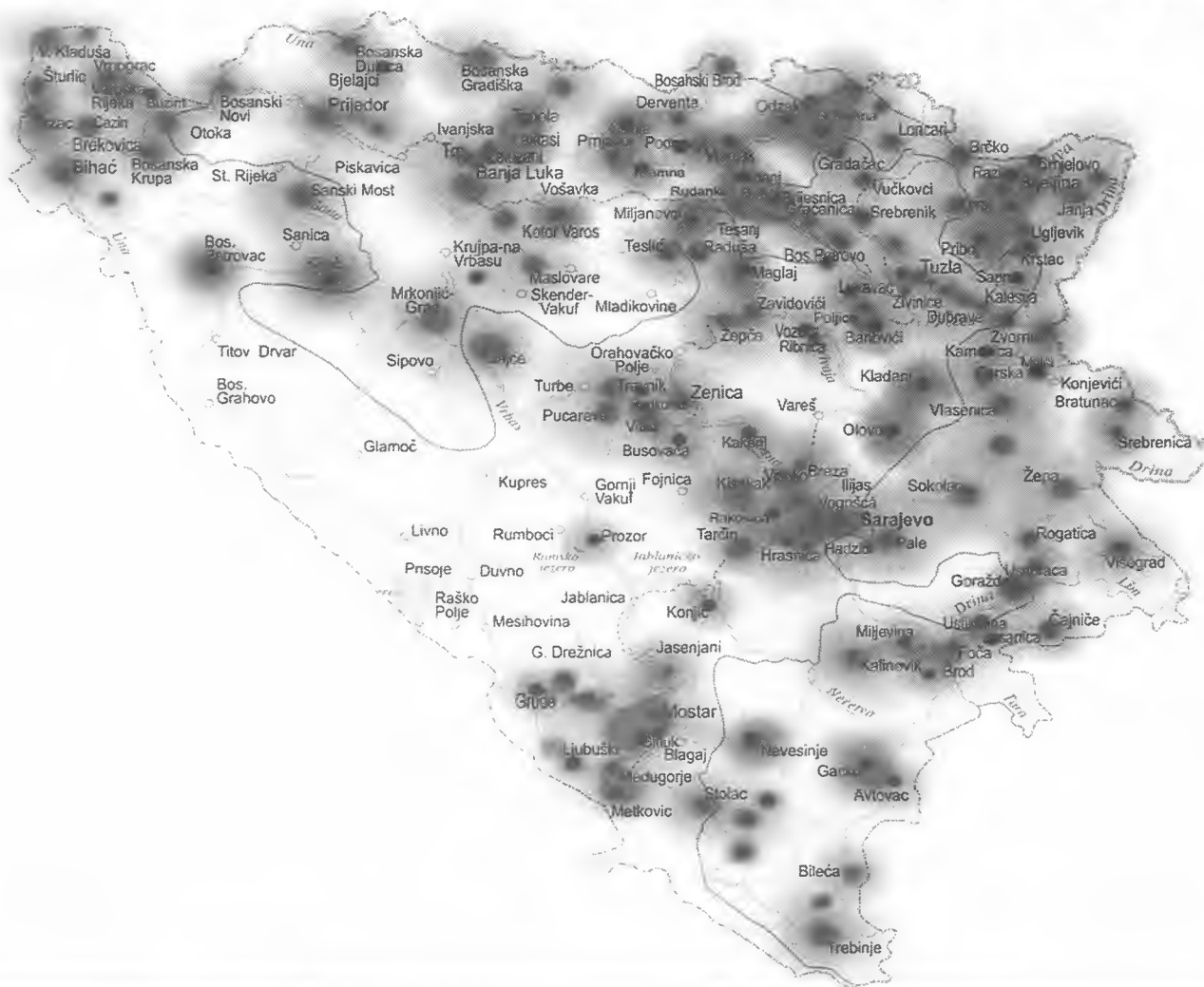
CORE NETWORK- 11 telecommunication facilities (backbone)

SECONDARY NETWORK – 8 telecommunication facilities (expansion of the coverage area)

➤ Base Stations

For micro distribution DASTO SEMTEL own about **2000 base stations (access points)**, more than **20 000** of installed wireless internet links around BiH.

MARKETS & CUSTOMERS

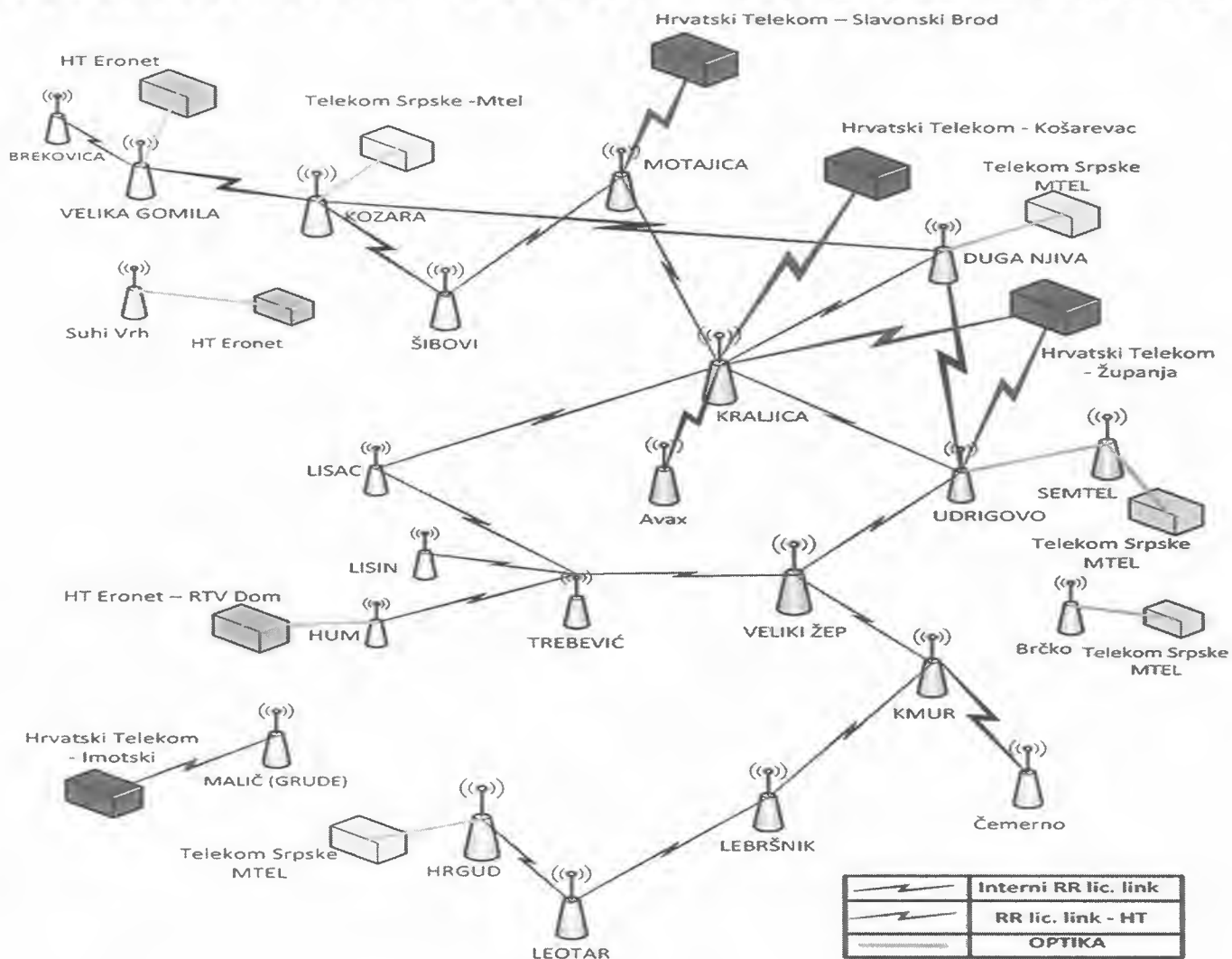


Home Users > 22k



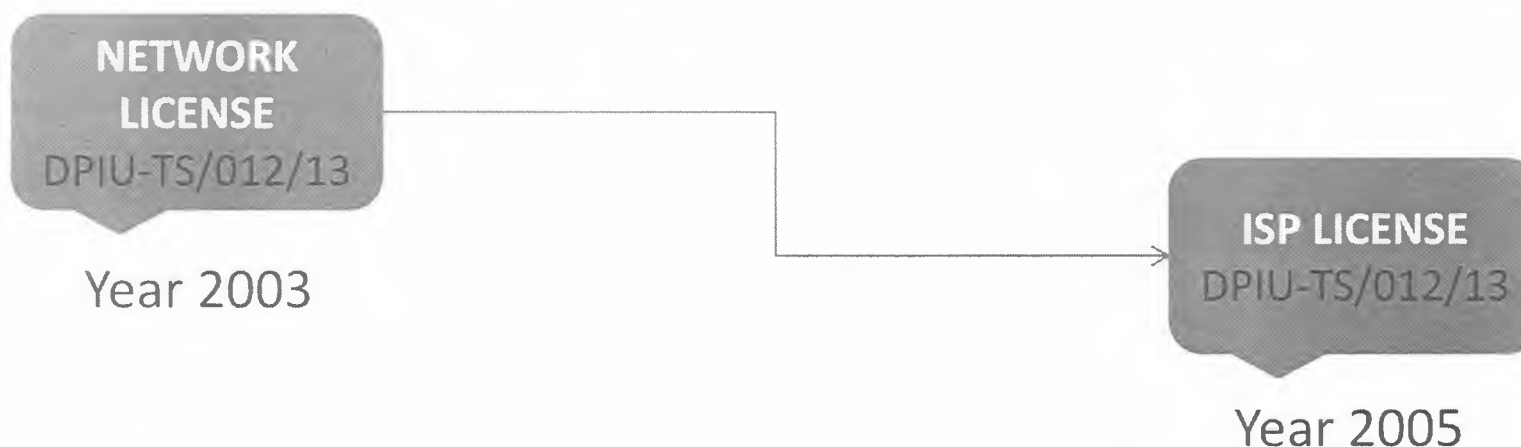
**Business
Customers > 1,5k**

DIGITAL NETWORK – DASTO SEMTEL



LICENSES ISSUED BY

Communications
Regulatory Agency



- 26 licenses for fixed radio station in microwave link point-to-point for frequency ranges U6 GHz, L6 GHz, 13 GHz i 18 GHz

Since the frequency resources are with limited capacity, these licenses have capital importance for the present and future business, especially because it is impossible to obtain new licenses in frequency bands intended for commercial telecommunications in Bosnia.

NETWORK & SERVICES

Core Network



- Functional SDH network
- 22 sites at highest points in BiH
- 19 own antenna towers
- Microwave links (6 GHz, 13 GHz, 18 GHz)
- Backup power systems



Base Stations > 2.000 sites

- Unlicensed frequency bands
2.4 GHz and 5 GHz



NETWORK & SERVICES

CONSUMERS



- Wireless broadband experience



BUSINESS CUSTOMERS



- Wireless broadband internet
- Virtual Private Networks
- Leased Lines



INFRASTRUCTURE

- Microvawe point-to point links
- WiFi

CERAGON

MikroTik

UBIQUITI
NETWORKS



BUSINESS

- Monthly income: Year 2016
514.111,00KM
- Monthly expenses: Year 2016
508.742,00KM
- Employees 49
- DASTO semtel regularly settle all tax liabilities (direct and indirect)
- DASTO semtel don't have outstanding court disputes
- CUSTOMERS - about 24,000 subscribers
- KEY CORPORATE CUSTOMERS:

AVAX Net d.o.o. Lukavac	Tropic Maloprodaja d.o.o.
ATACO d.o.o. Mostar	Auto Milovanović d.o.o.
EuroproNET Bosnia d.o.o. Sarajevo	Ziraat Banka BH d.d.
RAIFFEISEN BANK Sarajevo	COCA COLA HBC BH d.o.o.
TV Alternativna Banja Luka	TEAM:MEDIA Multimedia&Marketing
T 3 Telekomunikacije	Integra Inženjering
RTV BN d.o.o.	TeleMediaNet d.o.o. Kakanj

CORPORATE CUSTOMERS



BUSINESS – STATEMENT OF INCOME

YEAR	INCOME	EXPENSES	PROFIT	EBITDA
2010	8.339.704	6.641.776	1.704.896	2.933.326
2011	8.643.722	7.188.648	1.475.597	2.926.242
2012	7.221.527	6.661.818	565.717	2.173.724
2013	7.005.539	6.664.951	340.588	1.937.840
2014	6.550.408	6.105.345	445.063	1.907.102
2015	8.783.043	9.819.731	-1.036.688	912.149
2016	6.169.340	6.104.911	64.429	1.140.661

PLANNED NEW SERVICES IN 2017

- MOBILE TELEPHONY
- OTT services
- SATELLITE INTERNET
- DSNG OB van

MOBILE TELEPHONY

- Service Provider (MVNO)
- Start Date: 1/5/2017
- Partnership with **HT ERONET**
- Mobile phones for end users

OTT services

➤ The ability to watch TV channels through a variety of user devices (Apple iOS, Android, PC/MAC, Smart TV, Web/HTML, STB) without geographical limitations

➤ Telergy HD STB – user device

➤ 48 live SD channels

➤ EPG

➤ Time-shift (24h backward)

➤ Start date 1/10/2017



➤ License for the Distribution of Audiovisual Media Services and Radio Media Services

SATELLITE INTERNET

- Distributor Agreement with EutelSat for the provision of the tooway B2C and B2B services
- Service started on 1/3/2017



DSNG vehicle

- OB van equipped with all the necessary technology for the transmission of TV signals via satellite and live broadcast
- Mobility and flexibility
- Service start on 1/4/2017



MISSION & VISION

Top-quality, innovative solutions to market segments according to their needs



Be one of the most reliable operators in BiH



To create value and make a difference

OUR STRATEGY

- Best customer experience
- Direct sales, segmented by type of users and regionally oriented
- Building a strong brand
- Win with partners
- Lead in business
- Evolve financial targets & efficiency
- Encourage leadership & performance development

SWOT

- Large coverage
- Own infrastructure
- Simple and fast technical support
- Contract with Google
- Optical and microwave connections with neighboring countries
- Great number of satisfied users, stable income
- New services:
 - mobile telephony
 - OTT services

- Poor strategy:
 - building network
 - sales and marketing don't exist
- Insufficient investment and experience in advertising and approaches to the end user
- Great expenses for leases
- Big price for internet capacities

- Rural and suburban markets
- Comparative advantage over operators
- Digitalization of TV transmitters and microwave links
- DASTO semtel is a serious competitor for the 4th GSM operator
- Wide portfolio of services that can be provided by institutions such as:
 - Police
 - Fire department
 - Health institutions
 - Civil protection
 - Schools and faculties



BUSINESS PLAN

➤ Existing capacities

With minimal additional investment, the company will offer TV service (IPTV, CABLE) to its current customers. This service is particularly attractive for rural areas and suburbs of urban areas in which it is not offered now, and in which live across over 1,000,000 (one million) people in Bosnia and Herzegovina.

The strategic objective is that by 2020 an aggressive direct sales and marketing lead to increase of the number of subscribers for all services to 150,000, with the most competitive average price of 3PLAY services:

(TV+MOBILE TELEPHONY+INTERNET)

Monthly income increase:

150.000 x 20KM with VAT = 3.000.000KM/monthly

- Digitalization: DVB-T2 Operator
- 4th GSM Operator
- LTE
- Optic network FTTH (Turn Key Solution)



Racanska 98
76300 Bijeljina, BiH

Tel. +387 55 420 100
Fax. +387 55 420 101
info@zona.ba

Tvornica opekarskih proizvoda AD B.Luka

18 April 2018

Tvornica opekarskih proizvoda AD B.Luka

Main information:

- ❖ Brick factory (Tvornica opekarskih proizvoda) is a manufacturer of high quality brick products used in housing construction and other construction facilities. It has a long production tradition (built 1974) and at the end of 2004 after a successfully implemented privatization, the company underwent modernization that enabled doubling of production.
- ❖ Production modernized in this manner and high quality of raw material base (high quality clay) give a distinctive quality of products without any additives, which puts these factories in technically high quality and ecologically safe products.
- ❖ Brick factory is located at housewarming Tunjice, along regional road Banja Luka – Prijedor, ca 2 km from Prijedor loop and ca 11 km from center of Banja Luka.

Tvornica opekarskih proizvoda AD B.Luka

- ❖ TOP products of high quality hollow bricks for bearing and partition walls, as well as production of clay for tennis courts.

Block 25×25×14 HŠ mm (packed)	Block 25×19×12VŠ	Clay for tennis court 0- 2,5
Block 29×19×19 mm (bulk)	Block 33×19×12	0- 6
Block 25×19×19 VŠ mm (bulk)	Block 33×19×10	0- 10
Block šend 25×25×19 Insert 25×32×14	Block 33×19×8	

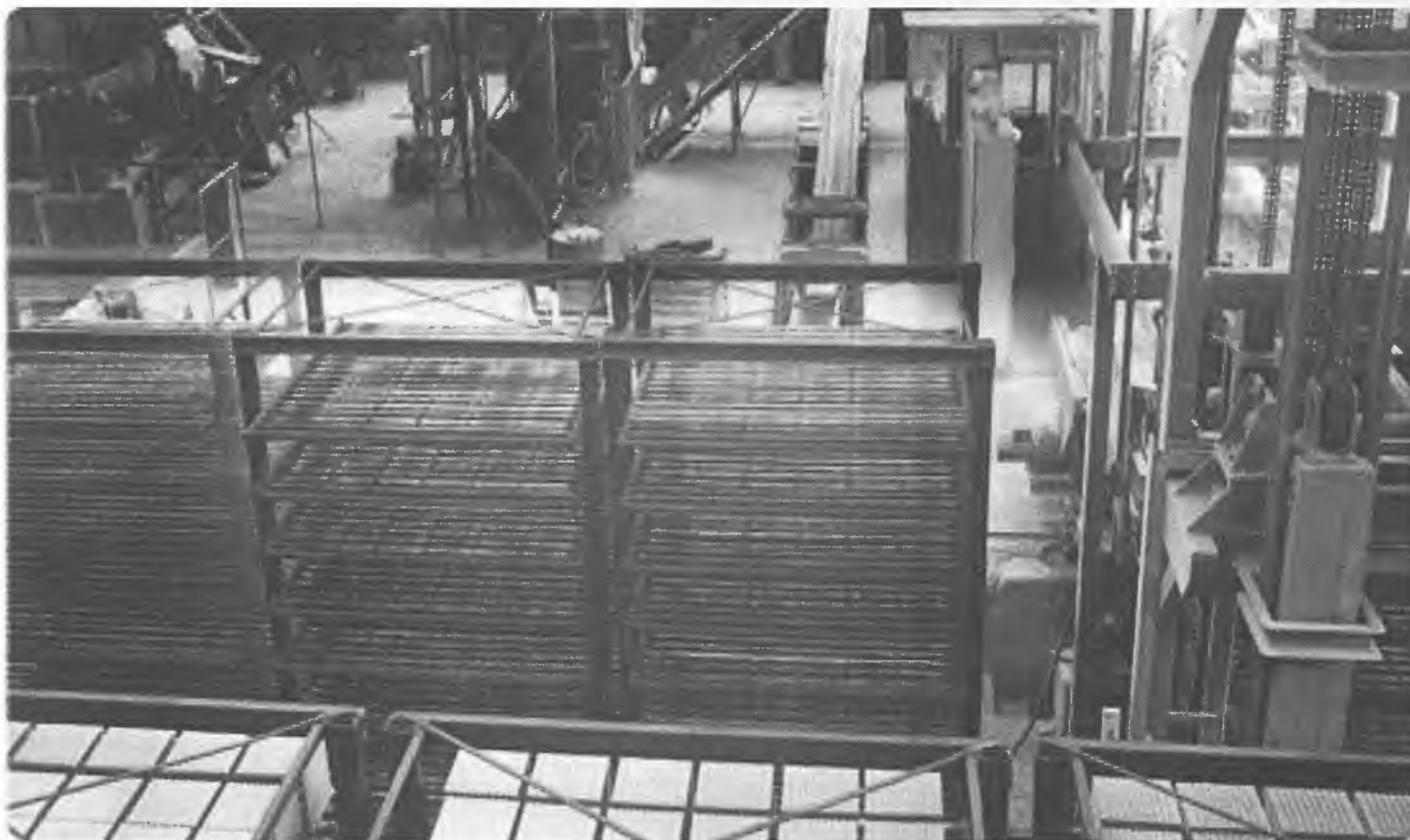
- ❖ Having in mind good location of the factory in the vicinity of the city, and the magisterial road Banja Luka-Prijedor, there are assumptions to organize and develop trade through wholesale and retail, so that within the factory retail of construction material is organized.
- ❖ It means sale and distribution using their own transport of wide range of products: cement, limestone, roofing-tile, products of hydro and thermal insulation, drainage pipes, facades program, and various tools needed in civil engineering.

Tvornica opekarskih proizvoda AD B.Luka

Main information:

- ❖ The production complex is divided into several units:
 - Production facilities.....surface of the building 8.039 m²
 - Office building.....surface of the building 421 m²
 - Warehouse of finished products.....surface of the building 705 m²
 - Land with infrastructure.....land area 141.164 m²
- ❖ According to appraisal from 11/2010 the production complex value was 17.835.245 KM (9.119.016 EUR)
- ❖ Production is still active and on daily basis
- ❖ Due to the good location, and significant land area there is possibility to built different kind of objects (regulation plan could be easily changed)
- ❖ Price per m² in region Banja Luka on the same level as in Sarajevo

Tvornica opekarskih proizvoda AD B.Luka



18 April 2018

Tvornica opekarskih proizvoda AD B.Luka



Tvornica opekarskih proizvoda AD B.Luka



18 April 2018

Tvornica opekarskih proizvoda AD B.Luka



18 April 2018

Tvornica opekarskih proizvoda AD B.Luka



18 April 2018

Unaplod ad Kozarska Dubica

- The owner of the company " Unaplod " ad Kozarska Dubica, Bosnia and Herzegovina, wants to completely sell the company, with its 100% owner, or to find a partner and retain minority share package.
- The company was established in 2006 and is engaged in farming, purchasing, storing, processing, and sale of fruit and vegetables. The most important property of the company is orchard and coldstorage with equipment and infrastructure. The capacity of cold storage is 10 000 tons, of which 8,000 tons ULO storage and 2000 tons of space for cooling. The building was built in 2007, and the equipment we bought in Germany, Italy and Slovenia. The company has 234 acres of land in one piece. Of these 190 acres of its own land and 53 hectares of land under concession for a period of 25 years, by the end of 2034 years. In the area of about 50 km there are about 200 suppliers, of which annually buy about 6,000 tons of fresh fruits and vegetables. In this area there are about 3000 hectares of orchard ready land, mostly for apples, pears and plums.

Detailed description of Collaterals under mortgage of Raiffeisen Bank:

- **Real estate: Commercial RE for acceptance, storage, sorting and distributing of fruits and vegetables (production premises, warehouses, administration, workshop, garage, boiler room, additional facilities) + land, all entered into the cadastre parcel No. 102/2 Land Book Folio 457, cadastre municipality Kozarska Dubica and cadastre parcel No. 104/62 Land Book Folio 1114, cadastre municipality Kozarska Dubica. The property's appraised value is BAM 10,253,792.00.**
- **Real estate: Cooling storage with equipment + land. All entered into the cadastre parcel No. 102/11 Land Book Folio 457, cadastre municipality Kozarska Dubica and cadastre parcel No. 104/60 Land Book Folio 1114, cadastre municipality Kozarska Dubica. The property's appraised value is BAM 4,762,380.00.**
- **Pledged movable property: machinery and equipment – packing and sorting line, ripening and green banana warehouse, equipment of transformer station owned by UNAPLOD AD Kozarska Dubica, appraised at BAM 739,685.13.**

Pictures on sight
(business complex under mortgage of the Raiffeisen bank:



Exterior:



Exterior:



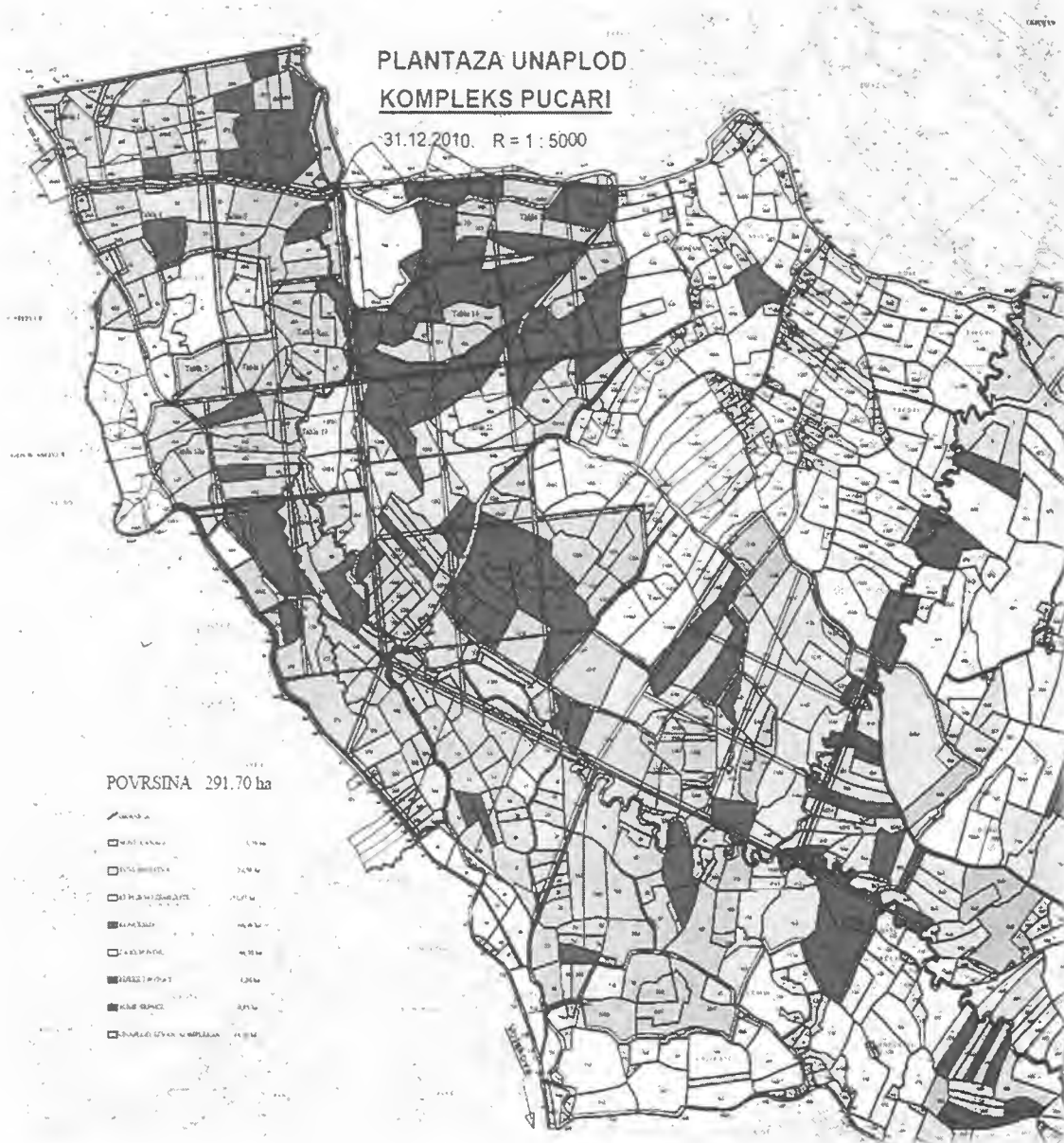
Interior:



Interior:



The Bank is ready to sell the business complex under mortgage, with the consent of the current owner, separately or together with the accompanying land and orchard.



Land (orchard):

**-Land is 10km far from
business premises**

**-Not under mortgage, with
details as:**

- 1. 22,76% land under
concession rights**
- 2. 18,06% not cleared
owner -wise**
- 3. 59,18% ownership of
Unaplod**

The company consists of two parts:

I part – cold storage with other facilities and infrastructure

II part - plantation with 110 acres

I part contains (Raiffeisen Bank mortgage):

55 000 m² of building plot on which they are constructed buildings area 23000 m² and a developed infrastructure.

ULO cold storage in area 3500 m² which is constructed 2007 with capacity of 8000 t.

Cold storage capacity 2 000 t in normal plus regime, line for packing fruit capacity 5 000 kg/h (Greffa, made in Holland), 6 reon and storage for bananas, Expeditionary warehouse for distribution of the final product, workshops for maintenance and administrative building with total area 10 000m²

Other facilities surface 10 000m²

II Part (NOT Raiffeisen Bank mortgage) contains:

- **agricultural land with total area 190 acres**
- **concessions possible total area of 53 acres**
- **planted apple and pear at the moment on an area of 50 ha.**
- **dedicated facility to accommodate machinery with associated content 800m²**
- **within the plantation is situated road network, bridges, canals, fences.**
- **building and irrigation equipment, the reservoir area of 20 000 m², and substation.**
- **dedicated equipment (machines for work).**

The possibility of further development and completion of the technological process :

On the wider area locations orchards can still buy land (at a cost of about 5,000 euros per hectare) and spread orchard practically unlimited.

Based on the current available capacity and approximately 20,000 m² of free space (factory halls that with minimal investment can be converted into a production-technological a whole) it is possible to develop:

- **Processing apples into apple concentrate**
- **Production of natural fruit juices**
- **Fruit processing into other products**



UNAPLOD A.D.

Za uzgoj, otkup, preradu i plasman voća i povrća
Ul. Majora Milana Tepića 109, 79240 Kozarska Dubica
Telefon: +387(0)52 / 422 - 900, fax: +387(0)52 / 422 - 910
e-mail: unaplod@teol.net; web: www.unaplod.com
PIB 402503010009, MB 11009743

No. 1/18

Date: 16.01.2018

„Unaplod“, joint stock company from Kozarska Dubica in Bosnia and Herzegovina, located at Major M.Tepić 109, with 100% share of one owner and with registered capital of €9 000 000, as can be seen from the register Decision no. 057-0-Reg-11-004615 of 20.03.2012. issues:

OFFER

To sale company Unaplod a.d. from Kozarska Dubica-Bosnia and Herzegovina

What's the owners offer?

1. Sale of 100% of total assets
- 2 . Possibility of special arrangements

The company consists of two parts:

I part - refrigerator with other facilities and infrastructure



II part - land of 190 hectares



Part I includes:

- 1) 55 000 m² of industrial land on which the buildings are constructed of 23 000m²
- 2) ULO storage area of 3500m², built in 2007th with a capacity of 8000t
- 3) The cold storage capacity of 2 000t in normal „plus“ mode, packing line with the capacity of 5000kg/h (manufacturer: „Greff“ from the Netherlands), 6 bananas ripening warehouses and storage for bananas, expeditionary depot for the distribution of the final product, maintenance workshop and administration building, total area of 15 000m²
- 4) Other buildings (to adapt) intended for placement of the packaging line and packaging assembly 5 000m²



Part II includes:

- 1) Agricultural land with an area of 190 hectares
- 2) Apple and pear trees area 50 ha with 150 000 seedlings planted

- 3) A dedicated machinery warehouse facility and support buildings in area 1200 m²
- 4) Road network within the plantation, bridges, ditches, fences
- 5) The facilities and equipment for irrigation, the reservoir area of 20 000m² and power transformers worth

BRIEF DESCRIPTION OF THE COMPANY

„Unaplod ad“ was founded in 2006. with basic activities: fruit and vegetable growing, buying, storing, packaging and marketing of fruit.

ULO storage was built 2007. with the equipment imported from Italy, Germany and Slovenia.

The company owns 190 hectares of agricultural land.

"Unaplod" also in addition to own land has a 53 hectares of land under concession to the period of use for 25 years.

In an working environment with a distance of 50 km there are about 150 subcontractors from which we buy fresh fruit in the amount of 5 000 tones, and subcontractors posses about 1 500 ha of their own plantations.

Best Regards!

The business owner :

Arsenic Mile

Tel : 00 387 65 515 014

email: unaplod@teol.net, vesna.arsenic@gmail.com

www.unaplod.com

