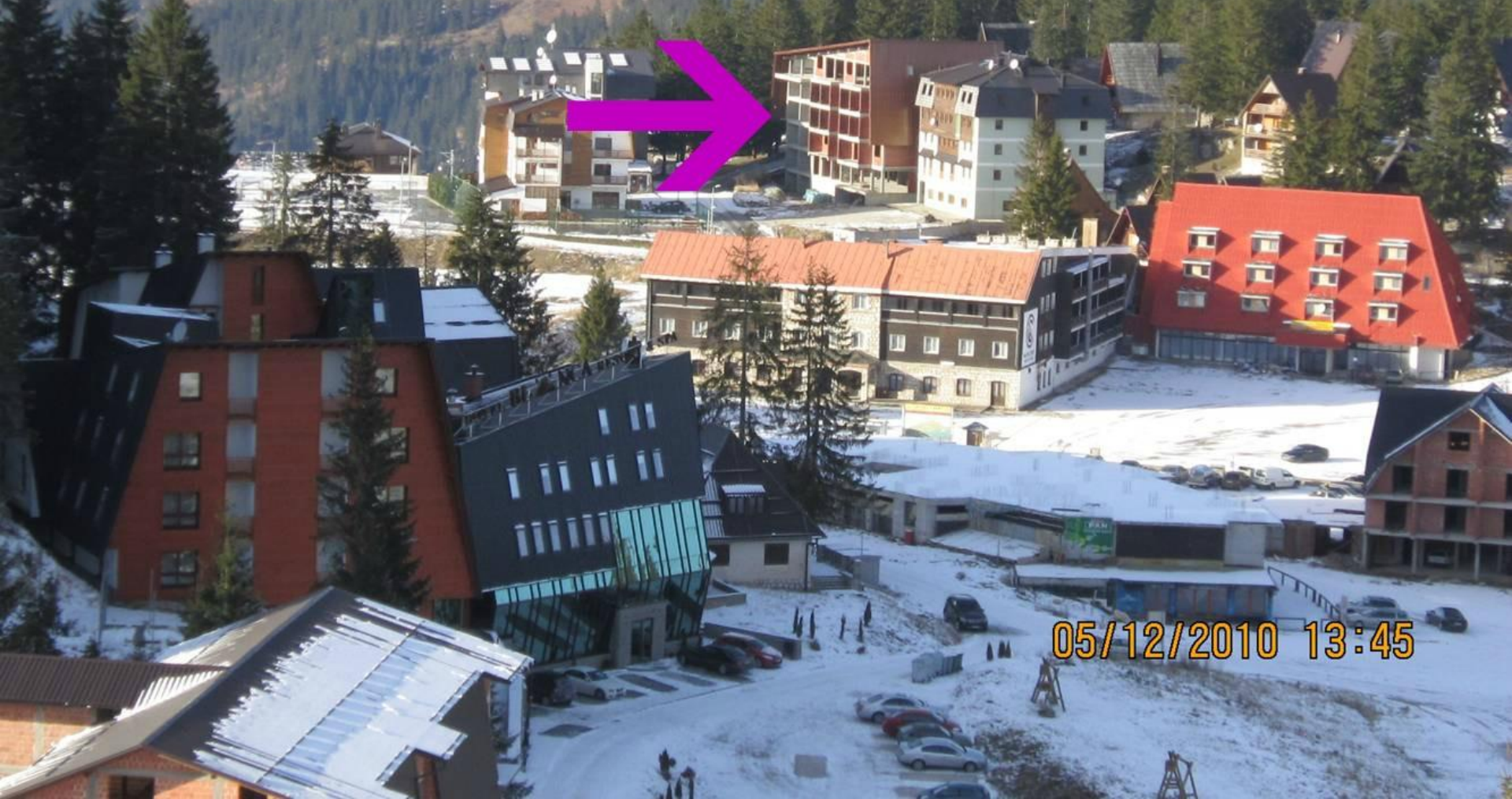


# CALL FOR INVESTORS TO INVEST IN WELLNESS CENTER “DR ŠABIĆ” VLAŠIĆ





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05/12/2010 13:45



# **CALL FOR INVESTORS TO INVEST IN WELNESS CENTER “DR ŠABIĆ” VLAŠIĆ**







## **LOCATION**

**Vlašić mountain, Ski Center Babanovac elevation 1.260 m,  
municipalities Travnik, Federation Bosnia and Herzegovina**

## **Distance from surrounding towns**

- **Travnik, cca 25 km**
- **Zenica, Railway station, cca 40 km**
- **Sarajevo, Airport, cca 120 km**
- **Banja Luka, Airport cca 180 km**
- **Mostar, Aerodrom, cca 200 km**
- **Split, Airport, cca 230 km**
- **Dubrovnik, Airport, cca 250 km**
- **Zagreb, Airport, cca 380 km**
- **Beograd, Airport, cca 400 km**
- **Ljubljana, Airport, cca 500 km**
- **Budapest, Airport, cca 500 km**

# **CHARACTERISTICS OF VLASIC, MOUNTAIN BEAUTY**

- **One of the largest mountain plateau in BiH, measuring about 500 square kilometers, with the second highest mountain peak in the BIH, the high altitude of 1943 meters (Paljenik)**
- **One of the most open mountains in the Balkan, with 100 km of forest roads suitable for biking and walking, 2777 hectares of pasture and 7264 hectares of forest**
- **Mount with 10 springs and the river Ugar, with four tributaries**
- **The mountain where the snow holds up to 90 days**
- **Mount with 5 ski lifts: Babanovac I, II Babanovac, Fallow, Markovac, Visovi and Baby**
- **Mountain with approximately 1000 cottages, several hotels and boarding houses**
- **The mountain, whose unique beauty shows and promotes 32( thirty-two) web sites**
- **Mountain that, during the XIV Olympic Winter Games in Sarajevo, in 1984, had the status of reserve sports center**
- **Mountain with a tradition of hiking and mountain tourism, 130 years long, since 1882.**

## PROJECT ACTIVITIES

**Health tourism, recreation and rehabilitation services to young people, middle-aged, improving health and psycho-physical fitness for amateur athletes, people with disabilities, people with respiratory disorders, anti-stress therapy etc.**

## PROJECT CAPACITIES

|                    |                      |
|--------------------|----------------------|
| • Room 1/1         | <b>14 x 1 = 14</b>   |
| • Room 1/2         | <b>25 x 2 = 50</b>   |
| • Apartments 2 + 2 | <b>4 x 4 = 16</b>    |
| <b>No Beds</b>     | <b>80</b>            |
| • Restaurant       | <b>1 x 100 = 100</b> |
| • Swimming pool    | <b>1</b>             |
| • Sauna            | <b>10</b>            |
| • Baths            | <b>20</b>            |
| • Conference hall  | <b>1 x 100 = 100</b> |

# **PROJECT DESCRIPTION**

## **a) Land**

- **Area 1.400 m<sup>2</sup>**
- **Value 210.000 KM**
- **Introduced in the Land Register**

## **a) Facility**

- **Dimensions 14,25 x 35,35 m**
- **Storeys S + P + 3 + M**  
**(basement, ground floor, three floors, attic)**
- **Area bruto: 3.022,42 m<sup>2</sup>**
- **Already been completed 60%**
- **Value 1.950.000 KM**
- **Upgrade options for additional 1500 m<sup>2</sup>, tj. cca 50%**



## **DESCRIPTION OF THE REQUIRED EMPLOYEE**

|   |                  |
|---|------------------|
| • Maid  | 2                |
| • Homemaker, night watchman   | 3                |
| • Cooks   | 2                |
| • Receptionists and administrative officers                         | 2                |
| • Physiotherapists  | 3                |
| • Health nurses   | 2                |
| • Doctors for orthopedics, neuropsychiatry<br>and internal medicine | 3                |
| • Professor of physical education                                   | 1                |
| • PR manager  | 1                |
| • General manager   | 1                |
| <b><u>Total</u></b>   | <b><u>20</u></b> |



# **FINANCIAL PERFORMANCE INDICATORS BY (80% using)**

|  |                         |
|--|-------------------------|
| <b>a) Total income (TI)</b>                      | <b>1.092.856 €</b>      |
| <b>b) Costs (C)</b>                              |                         |
| • <b>Material costs</b>                          | <b>260.144 €</b>        |
| • <b>External services</b>                       | <b>21.470 €</b>         |
| • <b>Grosswages and salaries from employment</b> | <b>278.551 €</b>        |
| • <b>Other expenses</b>                          | <b>53.378 €</b>         |
| • <b>Amortization</b>                            | <b>38.347 €</b>         |
| <b><u>Total income</u></b>                       | <b><u>651.897 €</u></b> |
| <b>c) Grossprofit, profit before tax (GP)</b>    | <b>440.959 €</b>        |



## **SOURCES OF FUNDING**

|   |                           |
|---|---------------------------|
| <b>a) Owners, investments in land and building construction (50%)</b> | <b>1.104.390 €</b>        |
| <b>b) Necessary funding of partners as co-owners (50%)</b>            | <b>1.104.390 €</b>        |
| <b>c) Credit loans</b>  | <b>-</b>                  |
| <b><u>Total</u></b>   | <b><u>2.208.780 €</u></b> |



# QUALITATIVE INDICATORS OF BUSINESS

- a) **Grossmargin (GP/TI):**  
 $440.959 \text{ €} : 1.092.856 \text{ €} \times 100 = \underline{40,3\%}$
- b) **Profit margin (NP/TI):**  
 $440.959 \text{ €} - 10\% : 1.092.856 \text{ €} \times 100 = \underline{37,2\%}$
- c) **Turnover ratio of capital (TI/K):**  
 $1.092.856 \text{ €} : 2.208.780 \text{ €} = \underline{49,5\%}$
- d) **Return to the head – ROE (GP/K) :**  
 $440.959 \text{ €} : 2.208.780 \text{ €} = \underline{20,0\%}$
- e) **Return to oninvestment – ROI (GP/DZ +K):**  
 $440.959 \text{ €} : (0 + 2.208.780 \text{ €} ) = \underline{20,0\%}$
- f) **Indebtedness: 0%**
- g) **Solvency: 100%**
- h) **Borrowing capacity to fund the second phase up to 100% of capital 2.208.780 €**



# **THE DYNAMICS OF INVESTMENT**

**Six months in construction season after signing a partnership agreement and the provision of bank guarantee**

## **SUPPLY OPTIONS**

- a) Partnership relationship based on fair value of the existing building and the land and the necessary new investment and ownership by the ratio of 1 : 1**
- b) Long-term lease obligation with the completion of the building and putting into operation for the agreed purpose**
- c) Property and land sales in the current situation**

















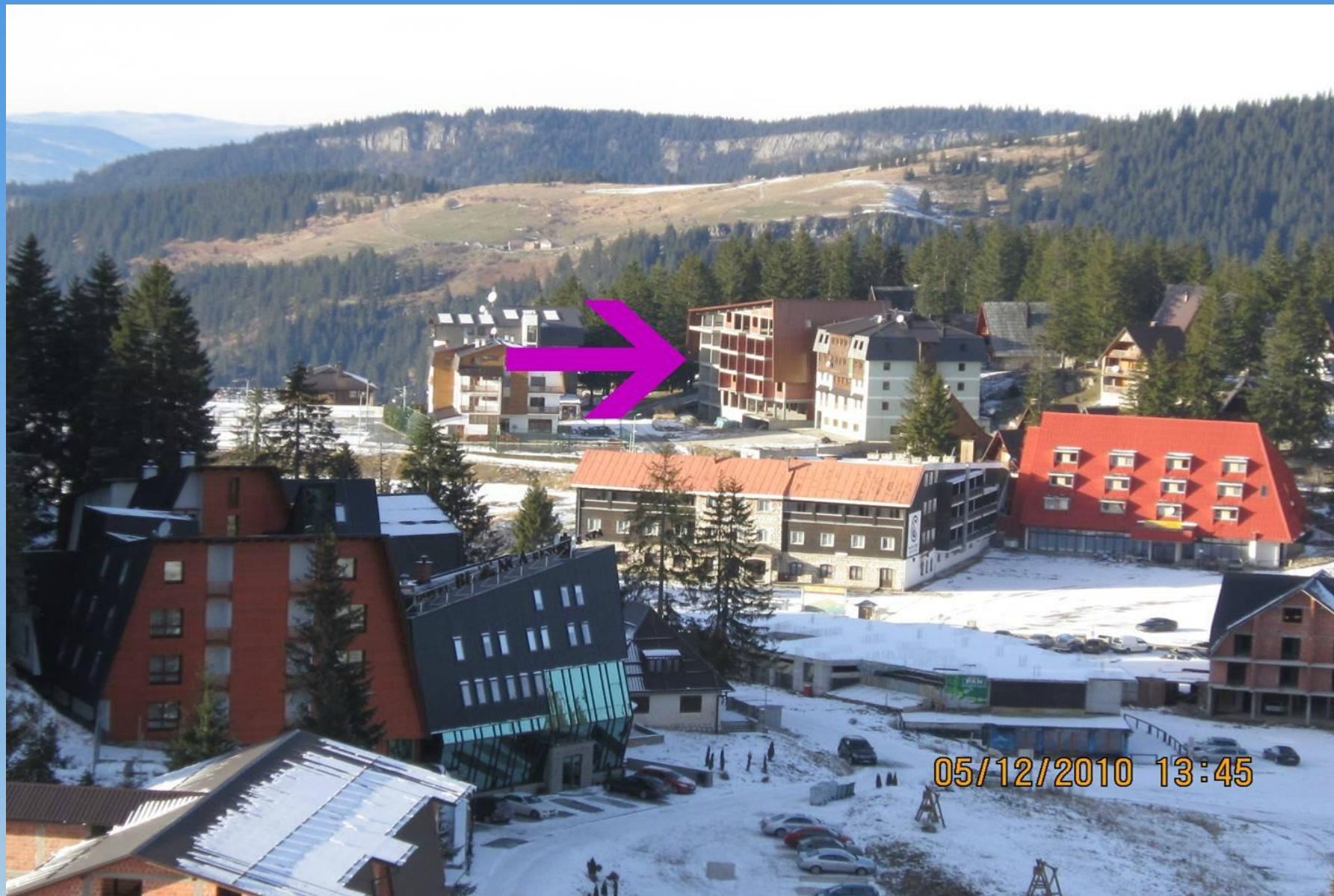






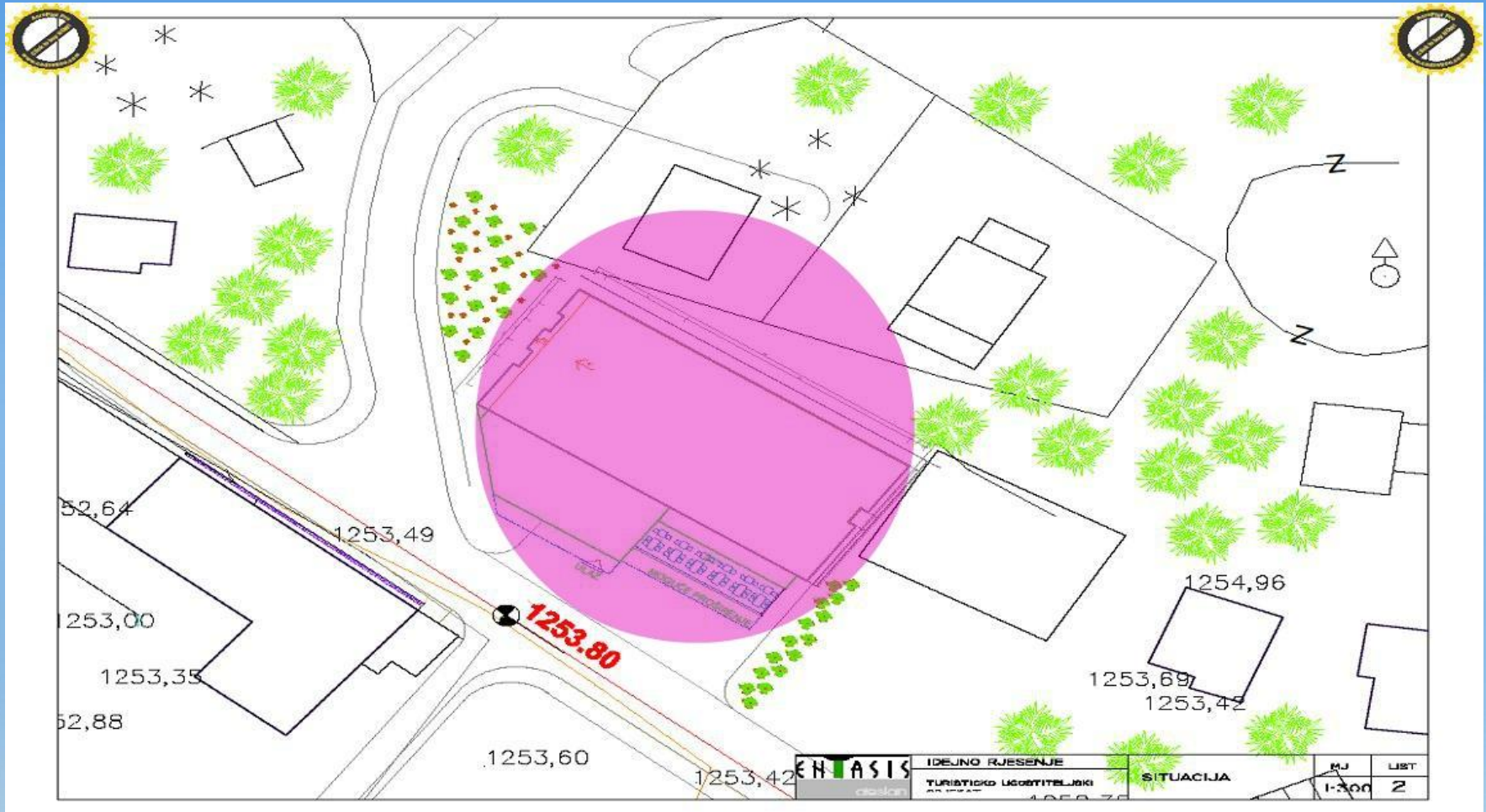




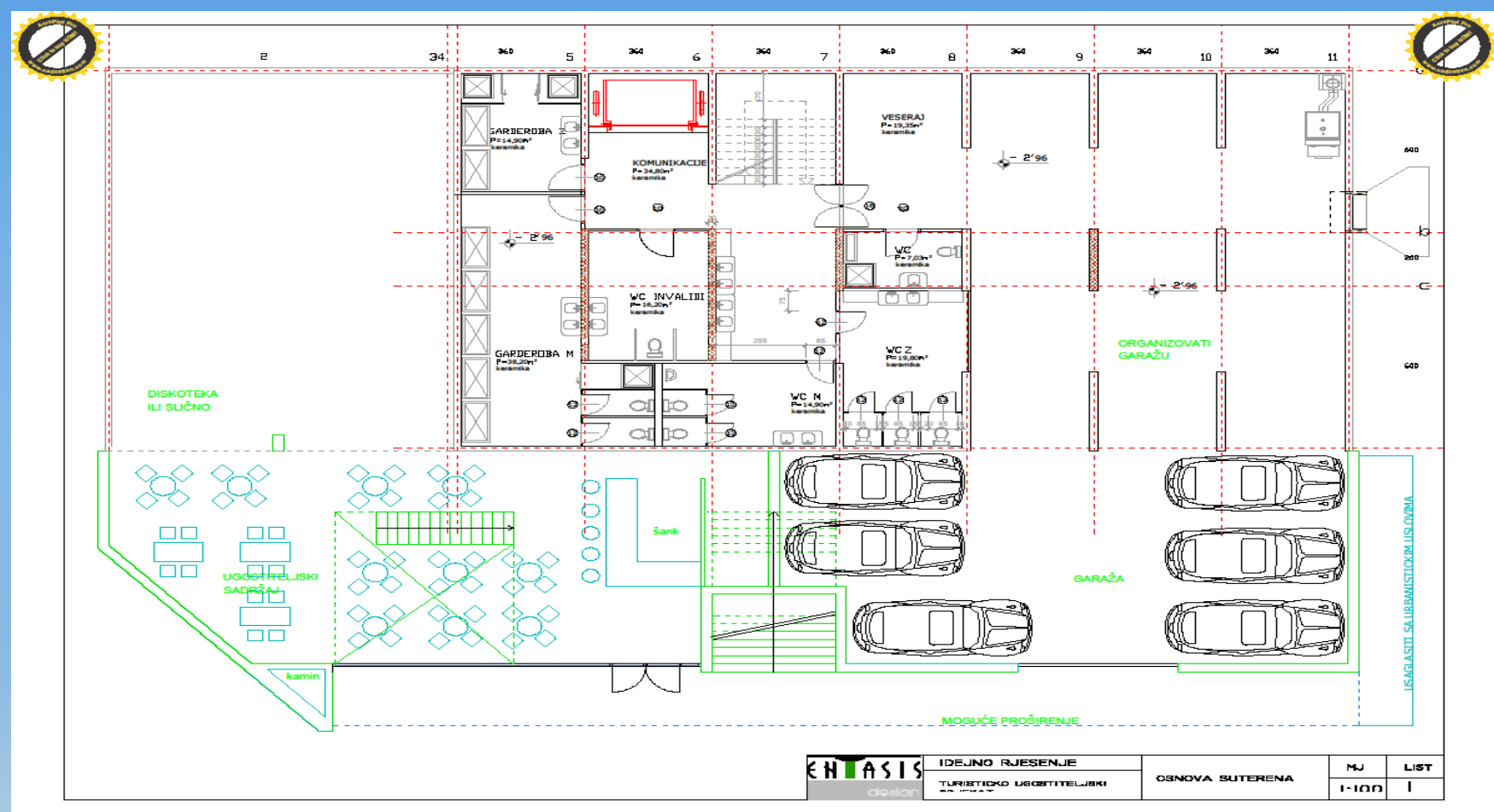




# Situation of the building



# Situation of the basement floor





**THANK YOU**

**ANY QUESTIONS**

