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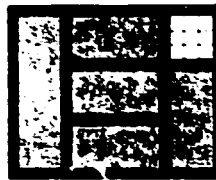
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INSTITUT
BEOGRAD

GOVERNMENT OF THE SOCIALIST
FEDERAL REPUBLIC OF YUGOSLAVIA
FEDERAL SECRETARIAT FOR ENERGY
AND INDUSTRY
11070 BEOGRAD , YUGOSLAVIA

U N I D O
UNITED NATIONS INDUSTRIAL
DEVELOPMENT ORGANIZATION

IPCT/II/PIF
PPD/SPA/COOP/NGO

VIENNA INTERNATIONAL CENTRE
P.O.BOX 300
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SEMINAR ON PROMOTION OF INDUSTRIAL CO-OPERATION AND FOREIGN
INVESTMENT IN YUGOSLAVIA (FIRST INVESTMENT FORUM IN YUGOSLAVIA)

October 1 - 3 , 1990

UC/YUG/89/206
UC/YUG/89/207

F I N A L R E P O R T
(PROJECT EVALUATION REPORT)

Prepared by

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Belgrade , october 1990

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List of abbreviations

| | |
|-------|---|
| EI | Economics Institute , Belgrade |
| FGY | Federal Government of Yugoslavia |
| FSEI | Federal Secretariat for Energy and Industry |
| IF | Seminar on Promotion of Industrial Co-operation and Foreign Investment in Yugoslavia - INVESTMENT FORUM |
| PW | Price Waterhouse |
| SFRY | Socialist Federal Republic of Yugoslavia |
| TF | Trust Fund |
| YCE | Yugoslav Chamber of Economy |
| YUPUB | Yugoslaviapublic , Belgrade |
| UNIDO | United Nations Development Organization |

S U M M A R Y

Investment Forum (IF) has primary role to inform in detail foreign investors with liberalized and stimulative conditions for foreign investment in Yugoslavia and enable bilateral meetings with Yugoslav sponsors.

IF location is Belgrade , Sava Congress Centre attached to the Beograd Hotel Intercontinental with duration of three working days (October 1 - 3 , 1990).

The selection of local sponsors has been carefully done by the professional staff of the Ekonomski Institut , Beograd deeply involved in consultancy for Yugoslav industry. Only local participants with Project Profiles were allowed to attend the conference. Of over 120 Project Profiles , 96 were selected for IF.

The IF has attended 69 local sponsors (Yugoslav companies) represented by 147 persons and 101 foreign companies represented by 125 persons from 24 countries. UNIDO has been represented by 14 persons. With Yugoslav officials (Government , Chamber of Economy , Industry Associations) , local banks , experts and organizers the total number of participant was 400.

The IF had met participants' expectations since 70% of the 200 bilateral meetings with Projects Discussed have been positively evaluated for further negotiations and examination.

The professionalism and efficiency of Economics Institute and Yugoslaviapublic together with the FSEI and UNIDO and support of Price Waterhouse in organizing and managing IF contributed significantly to the success. Economics Institute showed that it is very competent institution for selection of Project Profiles , animation of foreign business community (with inevitable help of UNIDO , IPS's , Yugoslaviapublic , Yugoslav Ministry of Foreign Affairs , Price Waterhouse , representative offices of Yugoslav Chamber of Economy) and organizing the conference and bilateral business meetings.

The positive results should prove the beneficial for the reputation of YUGOSLAV - UNIDO long-term and well established industrial cooperation.

Based on the very positive experience with the First Investment Forum for Yugoslavia close cooperation between the Federal Government of Yugoslavia , UNIDO and Economics Institute (as executing agency) is strongly recommended to pursue possibilities for industrial opportunities for joint ventures and related technical assistance activities.

The UNIDO support (especially in promotion activities) is considered as inevitable prerequisite in future Second Forum and possibly Third Forum to help establishment , institutionalization of this specific and pragmatic form of international cooperation.

1. INTRODUCTION

1.1 Background

As a part of economic and political reforms in the SFRY new legislation was introduced in January 1989 through which conditions for all types of foreign investment in the country were significantly liberalized and stimulated. In addition, the legal provisions governing the establishment and organizational framework of enterprises were changed, providing new opportunities for business to organize and co-operate with foreign partners. Complementary changes in the Yugoslav accounting and tax system have been introduced and final stimulative refinements are under way.

The details of the new legislation and their policy background are, however, not yet sufficiently known to potential foreign investors nor to foreign companies interested in enterprise to enterprise co-operation with partners from the Yugoslav Industry.

1.2 Justification

Through careful selection of audience and topics (see Annex I) the proposed seminar (IF) intends to contribute to closing the apparent information gap. It also intends to provide a Forum for the meeting of Yugoslav sponsors of industrial co-operation projects, including the ones which aim at foreign capital participation, with potential partners from developed and developing countries, and also of foreign sponsors with interested Yugoslav counterparts. Through this it should ultimately assist in the acceleration of industrial development in Yugoslavia and in strengthening the links of indigenous industrial enterprises with foreign partners at enterprise level, thus promoting international industrial co-operation.

Participants

The IF addresses itself preliminary to industrialists and representatives of financial institutions from both developed and developing countries interested in entering any form of industrial co-operation or partnership with Yugoslav partners or in expanding an already existing business base. A second target group are representatives of industry related non-governmental organizations (such as Federations of Industry, Chambers of Commerce, Associations of industrial sub-sectors, etc.) as well as decision makers in government concerned with international industrial co-operation.

In order to allow for constructive discussion and interaction, participation in the IF will be limited to a maximum of 100 representatives of enterprises and institutions from respective decision-making levels.

UNIDO will ensure participation of six participants from selected developing countries , preferably from the Peoples's Republic of China , South Korea and Turkey.

Seminar Location and Duration

Belgrade , Sava Congress Centre attached to the Beograd Hotel Intercontinental with duration of three working days. Date of the IF is October 1 - 3 , 1990.

1.3 Objective

The objective of IF is to provide foreign and national industrialists , financial institutions , industry associations and decision makers with assessed information on new opportunities for industrial co-operation and foreign investment arising from legislation recently enacted in Yugoslavia , and to create the pre-conditions for discussions between Yugoslav and foreign entrepreneurs on implementing specific investment and industrial co-operation opportunities through international business partnership.

1.4 Outputs

- No. 1 A number of specific opportunities for foreign investment and industrial co-operation with identified national entrepreneurs formulated for discussion with potential foreign partners during the IF.
- No. 2 Report

1.5 Implementation of activities

Implementation of the IF has started at the beginning of the 1990 year and generally took place as planned in Project Document.

Aide - Memoir (Invitations) distribution

The very informative and detailed invitations with Questionnaire (UNIDO Project Profile) produced by Ekonomski Institut , Beograd and Jugoslaviapublic , Beograd were distributed to the 1,900 potential local sponsors through the Yugoslav and Republican Chambers of Economy , Industry Associations and by direct mailing. Initial targeted number of selected projects was approximately 100.

Also , after the careful selection of local sponsors (110 Project Profiles submitted by 68 local companies) detailed General Information & List of Projects booklet has been issued by Ekonomski Institut , Jugoslaviapublic , UNIDO . Price Waterhouse and distributed through the Yugoslav and international information channels at 15,000 business addresses.

Selection of IF participants

The selection of local sponsors has been carefully done by the professional staff of the Ekonomski Institut, Beograd deeply involved in consultancy for Yugoslav industry. Only local participants with Project Profiles were allowed to attend the conference to keep up the level of the highly professional business meeting. Of over 120 Project Profiles, 96 were selected for IF primarily on the basis of their professional presentation and attractiveness. All presented data were strictly given in English.

All foreign participants with paid fee were allowed to attend the IF. Total number of 101 foreign participants showed the significant interest for investment in Yugoslavia. Apart of the representative of the international business community major financial institutions were presented as well.

Organization of the IF

The IF was organized and managed by the Ekonomski Institut, Yugoslaviapublic with help of Price Waterhouse and within the frame of Federal Government and UNIDO cooperation programme.

The IF was held at the Sava Congress Centre attached to the Hotel Intercontinental Beograd. The location was convenient for the participants and working facilities excellent. The total number of working days was 3 (October 1-3, 1990).

The focus of the IF was on legal, financial and pragmatical issues related to all forms of international co-operation with Yugoslavia as whole and in industry sector in particular. Subjects were very briefly presented and major technique were expert presentations and panel discussions (questions and answers). The main written material is instructive and pragmatic INVESTORS GUIDE TO YUGOSLAVIA prepared by Ekonomski Institut and Price Waterhouse.

2. EVALUATION OF THE INVESTMENT FORUM

2.1 Evaluation

Formal assessment of IF is based on the results of the projects discussed given by the majority of local sponsors and foreign participants in Meeting Report Form with coded options (Code 6 - Various descriptive answers, Code 5 - Other, Code 4 - Sign the letter of intent, Code 3 - Negotiate project further, Code 2 - Study the project further, Code 1 - No interest). The Form was distributed to IF participants upon the Request for Meeting when meeting was arranged by computer and meeting sheet printed.

2.2 Expectations met by IF business meetings

The response dealing with this topic include Forum Statistics presented in Annex 2 and answers to questions raised in Meeting Report Form and presented in Annex 6. Evaluation of Projects Discussed.

The IF has attended 69 local sponsors (Yugoslav companies) represented by 147 persons and 101 foreign companies represented by 125 persons from 24 countries. During the IF , apart of foreign journalists based in Beograd , 4 foreign journalist came to Beograd to attend the IF. UNIDO has been represented by 14 persons amounting strictly official participants to significant number of 290 people. Apart of that , Yugoslav officials (Government , Chamber of Economy , Industry Associations) , local banks , experts and organizers increased the total number of participant to 400.

The IF had met participants' expectations since 70% of the Projects Discussed have been positively evaluated for further negotiations and examination. Only 2 meetings were estimated as not interesting at all.

2.3 IF content and organization

The quality of presentation was assessed very positively by the participants. Combination of expert presentations , panel discussions and bilateral meetings were highly appreciated conference techniques by the participants.

2.4 Management and administrative matters

Conference management and conference facilities (Sava Congress Centre) were estimated as excellent. The enthusiasm and quick action on every matter deserve mention. The social events were interesting.

2.5 EI - the host executing agency

The professionalism and efficiency of Economics Institute and Yugoslaviapublic together with the FSEI and UNIDO and support of Price Waterhouse in organizing and managing IF contributed significantly to the success. The enthusiasm and dedication of the IF management , as well as the capability of the complete Yugoslav team assembled by Economics Institute and Yugoslaviapublic , supported by FSEI and UNIDO staff was highly appreciated. Economics Institute showed that it is very competent institution for selection of Project Profiles , animation of foreign business community (with inevitable help of UNIDO , IPS's , Yugoslaviapublic , Yugoslav Ministry of Foreign Affairs , Price Waterhouse , representative offices of Yugoslav Chamber of Economy) and organizing the conference and bilateral business meetings.

The positive results should prove the beneficial for the reputation of YUGOSLAV - UNIDO long-term and well established industrial cooperation.

3. CONCLUSIONS AND RECOMMENDATIONS

3.1 Conclusions

1. The IF held from October 1-3 , 1990 can be considered very successful since the group of foreign and national industrialists financial institutions , industry associations and decision makers in public domain have been supplied by assessed information on new opportunities for industrial cooperation and foreign investment aroused from legislation recently enacted in Yugoslavia in terms of scope , depth and practicability at least as planned in the Project Document. This conclusions is reached based on : (a) observations of the how the IF was accepted during the implementation , (b) Evaluation Meeting Reports where the results of bilateral business meetings were expressed.

2. The selection of Yugoslav Project Sponsors by Economics Institute was performed in a very thorough and professional way , based on UNIDO Questionnaire - PROJECT PROFILE , which emphasized the Information on the Project and Information on Sponsor. The choice of well qualified local sponsors was facilitated by a very high interest for the IF (over 120 project profiles received).

The promotion for foreign investors has been done in a multiple information channeling system primarily through the UNIDO IPS's , Diplomatic and Promotional offices of Yugoslavia abroad , Price Waterhouse offices , Yugoslaviapublic and Economics Institute contacts.

3. The IF duration of three days and its daily programme are estimated as adequate. The content , with a focus on legal , financial and practical aspects of joint ventures with foreign investors supported by the extensive number of organized bilateral meetings , was well suited to the desires of potential foreign investors. It is likely that the majority of the foreign investors as well as local sponsors will be utilizing the knowledge acquired during the IF.

4. The participants' reaction to the IF and its pragmatical benefits was very favorable. The extent to which the IF had met their expectations was more than planned. The overall substantive level of the IF was positively assessed while the results of bilateral meetings were evaluated very good. The expert presentations and panel discussions appeared to be very simple , clear and efficient and received the highest ratings.

5. The idea of Yugoslav Federal Government and UNIDO executed professionally and efficiently by Economics Institute Belgrade and Yugoslaviapublic in combination with Price Waterhouse has been considerable success. Economics Institute showed its capabilities not only for Project Screening and Selection but

also for organization of highly professional international business meetings. If a future IF were organized and conducted in the same professional manner as this one , its success would be more than likely.

3.2 Recommendations

1. Based on the very positive experience with the First Investment Forum for Yugoslavia close cooperation between the Federal Government , UNIDO and Economics Institute (as executing agency) is strongly recommended to pursue possibilities for industrial opportunities for joint ventures and related technical assistance activities.

2. The UNIDO support (especially in promotion activities) is considered as inevitable prerequisite in future Second Forum and possibly Third Forum to help establishment , institutionalization of this specific and pragmatic form of international cooperation.

A N N E X 1.

INVESTMENT FORUM PROGRAMME

INVESTMENT FORUM FOR YUGOSLAVIA , 1-3 October 1990 , BELGRADE

P R O G R A M M E

Sunday , 30 September 1990

Arrival of participants

Welcoming desk at the airport and shuttle service

Check-in and registration for the Forum

19.30 - 21.00 Welcoming drink at the Hotel Intercontinental

Monday , 1 October 1990

8.30 - 9.30 Registration at Desk in Congress Centre Sava

9.30 - 10.00 Official Ceremony in the Congress Hall 1.

Speeches by :

- Mr STEVAN SANTO , The Minister for Energy and Industry

- Mr JEAN-LUC JEANROY , Director , Industrial Investment Division , UNIDO

10.00 - 11.30 Current Political and Economic Reforms

- Mr ZIVKO PREGI , The Vice - President of the Federal Government

Achievements and Future Prospects in Yugoslavia

Changing Investment Environment

- Mr MILAN PAVIĆ , The President of the Yugoslav Chamber of Economy

* What Can Yugoslav Enterprises Offer to Foreign Investors

Questions and Answers

11.30 - 11.50 Coffee break
Lobby of the Congress Hall 1.

(Parallel : Press Conference in the Delegate Unit no.9)

- 11.50 - 13.00 **Foreign Investment in Yugoslavia**
Experience of Existing Foreign Partners
 - Dr JURGEN BIERMAN , Siemens , FRG
 - Mr JO FAHEY , General Motors , Europe
- Multilateral Investment Guarantee Agency in Yugoslavia - MIGA**
 - Mr CHRISTOPHE BELLINGER , Chief Guarantee Officer
- International Finance Corporation - IFC**
 - Mr JYRKI KOSKELO , Senior Investment Officer
- Questions and Answers**
- 13.00 - 14.30 **Lunch (Atlantic Ballroom in the mezzanine of the Hotel Intercontinental)**
- 14.30 - 15.40 **Expert Presentation and Panel Discussion : (Congress Hall 1.)**
Legal Aspects of Setting up and Operating a Business in Yugoslavia
 * Registration , Ownership , Management , Labor
 - Mr ĐORĐE LAJŠIĆ , Ekonomski Institut Beograd (Panel Coordinator)
 - Dr MILAN KOVAČEVIĆ , Dr INES BESAREVIĆ , Dr RADOJE PRICA
 Mr ĐORĐE ĐURIŠIĆ
- Questions and Answers**
- 15.40 - 16.00 **Coffee Break**
Lobby of the Congress Hall 1.
- 16.00 - 18.30 **Bilateral Meetings between Foreign Investors and Yugoslav Project Sponsors - BUILDING B.**
- 20.00 - 22.00 **Reception given by the Federal Government at the Palace of Federation**

Tuesday , 2 October 1990

9.00 - 10.15 Expert Presentation and Panel Discussion :
(Congress Hall 1.)

Operational Aspects of Running a Business in
Yugoslavia

* Finance , Money Markets , Accounting and
Reporting , Auditing , Taxation

- Mr DORDE LAJSIĆ , Ekonomski Institut Beograd
(Panel Coordinator)
- Mr JOVAN PAPIĆ , Dr DEJAN POPOVIĆ ,
Mr MIODRAG ARSIĆ ,

Questions and Answers

10.15 - 10.30 How to Make Your Yugoslav Venture Work

- Mr MARKO RUS , Deputy Senior Partner Audit and
Business Advisory Services , Price Waterhouse
Europe

10.30 - 10.50 Coffee Break
Lobby of the Congress Hall 1.

10.50 - 13.00 Bilateral Meetings between Foreign Investors and
Yugoslav Project Sponsors - BUILDING B.

Experts advisory center open *
BUILDING B.

13.00 - 14.30 Lunch (Atlantic Ballroom in the mezzanine of the
Hotel Intercontinental)

14.30 - 18.30 Bilateral Meetings between Foreign Investors and
Yugoslav Project Sponsors - BUILDING B.

20.00 - 22.00 Yugoslav Wine and Food Festival
at the Hotel Intercontinental

Wednesday , 3 October 1990

9.00 - 10.20 Panel Discussion of Questions Asked and Issues
Raised during the Forum
(Congress hall 1.)

10.20 - 10.30 Overview and the Way Forward

- Mr BRUCE EDWARDS , Senior Partner East European
and USSR Area , Price Waterhouse Europe

- 10.30 - 10.50 Coffee Break
Lobby of the Congress hall 1.
- 10.50 - 13.00 Bilateral Meetings between Foreign Investors and
Yugoslav Project Sponsors - BUILDING B.
- 13.00 - 14.30 Lunch (Atlantic Ballroom in the mezzanine of the
Hotel Intercontinental)
- 14.30 - 18.00 Bilateral Meetings between Foreign Investors and
Yugoslav Project Sponsors - BUILDING B.

A N N E X 2.

INVESTMENT FORUM STATISTICS

- Participants number
- Projects , Meetings
- Country statistics
- Activity of Sponsors and Investors
- Summary of Evaluation of Projects Discussed

ESS STATISTICS

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| ITEM | SPONSORS | INVESTORS | JOURNAL. | UNIDO | TOTAL |
|-----------------|----------|-----------|----------|-------|-------|
| Companies | 69 | 101 | 4 | 9 | 183 |
| Regist. Comp. . | 0 | 85 | 4 | 7 | 96 |
| Persons | 147 | 125 | 4 | 14 | 290 |
| Regist. Persons | 0 | 107 | 4 | 11 | 122 |
| Countries | - | 24 | 1 | 3 | 25 |
| Regist. Countr. | - | 24 | 1 | 3 | 25 |

| | |
|----------------------------------|-------|
| Projects | 109 |
| Meetings fixed | 199 |
| Meetings with form issued | 199 |
| Projects discussed | 236 |
| Projects per meeting average .. | 1.19 |
| Meeting place usage (%) | 20.54 |
| 90.10.01 Mon (%) | 30.43 |
| 90.10.02 Tue (%) | 22.36 |
| 90.10.03 Wed (%) | 12.43 |
| Meetings evaluated | 131 |
| Projects discussed, evaluated .. | 157 |

COUNTRY STATISTICS FOR INVESTORS

| COUNTRY | COMPANIES | PERSONS | COMP. REGIST. | PERS. REGIST. |
|----------------|-----------|---------|---------------|---------------|
| AUSTRALIA | 1 | 1 | 1 | 1 |
| AUSTRIA | 8 | 11 | 6 | 8 |
| BELGIUM | 1 | 1 | 1 | 1 |
| BULGARIA | 2 | 2 | 2 | 2 |
| CHINA | 1 | 2 | 1 | 2 |
| CZECHOSLOVAKIA | 1 | 1 | 1 | 1 |
| DENMARK | 1 | 2 | 1 | 2 |
| EGYPT | 1 | 1 | 1 | 1 |
| FRANCE | 9 | 12 | 8 | 11 |
| GERMANY | 7 | 7 | 5 | 5 |
| GREECE | 1 | 1 | 1 | 1 |
| HOLLAND | 3 | 3 | 3 | 3 |
| HUNGARY | 2 | 2 | 2 | 2 |
| IRAN | 1 | 1 | 1 | 1 |
| ITALY | 20 | 20 | 14 | 15 |
| JAPAN | 3 | 5 | 3 | 5 |
| KOREA | 4 | 5 | 4 | 5 |
| PORTUGAL | 2 | 2 | 1 | 1 |
| SPAIN | 5 | 6 | 5 | 6 |
| SWITZERLAND | 3 | 5 | 2 | 4 |
| TURKEY | 2 | 2 | 2 | 2 |
| UNITED KINGDOM | 14 | 21 | 11 | 16 |
| YUGOSLAVIA | 8 | 11 | 8 | 11 |

MOST ACTIVE SPONSORS (number of meetings shown) .

13: VOCAR
11: PRESPATEKS
10: SPECTRA GROOP
9: VISKOZA
8: UNIAL IMPOL
7: "MERCATOR"-KMETIJSKI KOMBINAT

MOST ACTIVE INVESTORS (number of meetings shown)

11: ACCESS - USA (USA)
9: ALIMENTA S.P.A. (ITALY)
8: AMSTERDAM-ROTTERDAM BANK NV (HOLLAND)
8: ALIMPIANTI SPA (ITALY)
8: TOYOTA TSUSHO CORPORATION (JAPAN)
8: BANCO ESPANOL DE CREDITO (SPAIN)

MOST ACTIVE UNIDO (number of meetings shown)

4: IPO MILAN - UNIDO (UNITED NATIONS)
1: UNIDO IPS PARIS (FRANCE)
1: UNIDO IPS COLOGNE (GERMANY)
1: UNIDO IPS (UNITED NATIONS)

EVALUATION OF PROJECTS DISCUSSED

| <u>RESULT TYPE</u> | <u>NO. OF PROJECTS</u> | <u>% OF PROJECTS</u> |
|--------------------|------------------------|----------------------|
| 0 | 79 | 33.47 |
| 1 | 2 | 0.85 |
| 2 | 82 | 34.75 |
| 3 | 29 | 12.29 |
| 4 | 2 | 0.85 |
| 5 | 1 | 0.42 |
| 6 | 41 | 17.37 |

A N N E X 3.

LIST OF PROJECTS

- Project number
- Project description
- Local Sponsor (address , phone)

LIST OF PROJECTS

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| <u>PROJECT NUMBER</u> | <u>PROJECT DESCRIPTION</u> | <u>SPONSOR</u> |
|-----------------------|---|--|
| YUG/001/W/90-05 | Mushroom processing 400 tons US\$ 2,252,900 expansion equity/market | DALMATINSKI RUDNICI BOKSITA 57250 GBROVAC Bravar bb tel.3875 89-303 tlx.27166 |
| YUG/002/W/90-05 | Cold storage facility for fruits 3,000 tons US \$ 4,827,000 Expansion Equity/Loans | VOCAR 11000 BEOGRAD Bircaninova 37 tel.3811 659182 tlx.12706 Mr Slavko Semiz Mr Dusan Nikolic |
| YUG/003/W/90-05 | Drying chamber for vegetables and herbs 2,850 tons US \$ 4,675,000 New investment Equity/Loans | VOCAR 11000 BEOGRAD Bircaninova 37 tel.3811 659182 tlx.12706 Mr Slavko Semiz Mr Dusan Nikolic |
| YUG/004/W/90-05 | Production of dry prunes 945 tons US \$ 2,326,036 New investment Equity/Loans | SAPCANKA 15000 SABAC Beogradski put bb. tel.3815 25333 tlx.10725 Mr Zivanko Mihajlovic |
| YUG/005/W/90-05 | Production of fruit and vegetable chips 600 tons US \$ 4,191,250 Expansion Equity/Loans | "MERCATOR"-KMETIJSKI KOMBINAT 68290 SEVNICA Savska cesta 3 61000 LJUBLJANA Mesarska tel.38608 81380 fax.81000 Ms Marjeta Potocnik tel.3861 310828 |
| YUG/006/W/90-05 | Hot processing of fruits 4,500 tons US \$ 2,670,000 Modernization Equity/Loans | VOCAR 11000 BEOGRAD Bircaninova 37 tel.3811 659182 tlx.12706 Mr Slavko Semiz Mr Dusan Nikolic |
| YUG/007/W/90-05 | Semi-Prepared food production 48,000 tons US \$ 2,955,670 Expansion Equity/Loans, Foreign Mar. | "MERCATOR"-KMETIJSKI KOMBINAT 68290 SEVNICA Savska cesta 3 61000 LJUBLJANA Mesarska tel.38608 81380 fax.81000 Ms Marjeta Potocnik tel.3861 310828 |

| | | |
|-----------------|---|--|
| YUG/008/W/90-05 | Class-House for food production using remain. energy from pulp ... 585 tons US \$ 1,788,940 New investment Equity/Loans | NATRON 74250 MAGLAJ tel.3874 812355 tlx.44511 Mr Amir Smajlagic Mr Tomislav Dudak Mr Uros Gostic |
| YUG/009/W/90-05 | Durum wheat flour mill 6,000 tons US \$ 9,550,000 New investment Equity/Market | MLINTEST 22240 SID Laze Kostica 2 tel.3822 712244 tlx.15866 Mr Ilija Djuric |
| YUG/010/W/90-05 | Production of soft biscuits 550 tons US \$ 1,148,150 New investment Loans | BRATSTVO 22000 SREMSKA MITROVICA Draginje Niksic bb. tel.3822 225510 tlx.15853 Mr Branko Hodoba |
| YUG/011/W/90-05 | Automobile seat cases plant 635,000 units US \$ 3,989,000 Expansion Loans | PRESPATEKS 96310 RESEN Industrijska 4 tel.3896 41288 tlx.53849 Mr Nikola Kalevski Mr Jone Stojanovski |
| YUG/012/W/90-05 | Cotton fabrics production 2,700 tons US \$ 5,920,000 Modernization Equity/Loans, Foreign Mar. | TEKSTILINDUS 64000 KRANJ Gorenjesavska 12 tel.3864 22481 tlx.34538 Mr Stefan Markovic Mr Jost Bajzelj |
| YUG/013/W/90-05 | Weaving plant 4,500,000 meters US \$ 6,156,372 Modernization Equity/Foreign Market | VISKOZA 15300 LOZNICA Gradiliste bb. tel.3815 82411 tkx.10718 Mr Dragoljub Lukic Mr Ratko Popovic Mr Tihomir Stamenkovic |
| YUG/014/W/90-05 | Yarn production from viscose staple fiber 3,000 tons US \$ 11,843,416 New investment Equity/Know-How, Foreign M | VISKOZA 15300 LOZNICA Gradiliste bb. tel.3815 82411 tkx.10718 Mr Dragoljub Lukic Mr Ratko Popovic Mr Tihomir Stamenkovic |
| YUG/015/W/90-05 | Viscose rayon filament yarn warping and warp sizing 1,000 tons US \$ 3,655,000 Expansion Equity/Foreign Market | VISKOZA 15300 LOZNICA Gradiliste bb. tel.3815 82411 tkx.10718 Mr Dragoljub Lukic Mr Ratko Popovic Mr Tihomir Stamenkovic |

| | | |
|-----------------|---|--|
| YUG/016/W/90-05 | Viscose staple fiber plant 38,000 tons US \$ 3,942,000 Modernization/Expansion Equity/Loans, Foreign Mar. | VISKOZA 15300 LOZNICA Gradiliste bb. tel.3815 82411 tlx.10718 Mr Dragoljub Lukic Mr Ratko Popovic Mr Tihomir Stamenkovic |
| YUG/017/W/90-05 | Glass fibre plant 11,500 tons US \$ 36,200,000 Expansion Equity/Loans | ETEX 36344 BALJEVAC tel.3836 79006 tlx.17718 Mr Tomo Otasevic Mr Gojko Pejcicovic |
| YUG/018/W/90-05 | Manufacturing of artificial furs for production of dolls, ... 15,000,000 ml/6,250 tons US \$ 7,130,000 Expansion Equity/Loans, Know-How | PRESPATEKS 96310 RESEN Industrijska 4 tel.3896 41288 tlx.53849 Mr Nikola Kalevski Mr Jone Stojanovski |
| YUG/019/W/90-05 | Garment manufacturing plant and department store "Fashion Club" 150,000 suites US \$ 4,977,000 Expansion Equity/Loans, Foreign Mar. | KLUB MODE 41000 ZAGREB Savska Cesta 41/16 tel.3841 535312 tlx.21370 Mr Leo Cerkenik Mr Josip Makarun |
| YUG/020/W/90-05 | Leather footwear plant 8,550,000 pairs US \$ 7,959,190 Modernization Loans | "BOROVO"-KOZNA OBUCA 56223 BOROVO tel.3856 63931 tlx.28125 Mr Mirko Vujanovic Ms Slavica Stimec |
| YUG/021/W/90-05 | Block parquet plant 450,000 sq.meters US \$ 4,006,918 Modernization Equity/Loans, Know-How | SIPAD "TVORNICA PANEL PARKETA" 71425 PODGRAB tel.3871 799611 Mr Milomir Zivkovic Mr Radomir Petrovic |
| YUG/022/W/90-05 | Sawn timber plant 39,600 cub.meters US \$ 7,250,000 Modernization Equity/Loans, Foreign Mar. | SIPAD "PALE" 71420 PALE tel.3871 783261 tlx.11263 Mr Nijaz Grabovica Mr Nenad Pandurevic |
| YUG/023/W/90-05 | Energy production via the burning of secondary raw materials 28 tons/h US \$ 2,530,500 New investment Equity/Market | NATRON 74250 MAGLAJ tel.3874 812355 tlx.44541 Mr Amir Smajlagic Mr Tomislav Dudak Mr Uros Gostic |

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| YUG/024/W/90-05 | Manufacturing of laminated wooden elements 7,615 cub.meters US \square 3,810,481 New investment Equity/Loans, Foreign Mar. | SIPAD "ZVIJEZDA" 71330 VARES Ponikve bb. tel.3871 845572 tlx.41201 Mr Milan Knezevic Mr Tomo Lovrenovic Ms Vera Zovko |
| YUG/025/W/90-05 | Plywood plant 25,000 cub.meters US \square 3,985,000 Modernization Equity/Loans | SIPAD "BOSANKA" 71215 BLAZUJ Blazuj 53 tel.3871 492555 tlx.41417 Mr Milorad Rajic Mr Slavko Govedarica |
| YUG/026/W/90-05 | Beech veneer slicing plant 7,240 cub.meters US \square 9,221,457 Modernization Equity/Loans | SIPAD "SEBESIC" 72276 NOVA BILA tel.3872 811474 tlx.43144 Mr Zeljko Pervan Mr Radoslav Maglov |
| YUG/027/W/90-05 | Veneer plywood plant 8,000 cub.meters US \square 4,574,010 Modernization Equity/Loans, Foreign Mar. | SIPAD "SPERPLOCA" 88000 MOSTAR R.Hrozniceka 39 tel.3888 32183 tlx.46203 Mr Franjo Kljajo Mr Zdravko Vojvodic Mr Rade Bovan |
| YUG/028/W/90-05 | Production of boards and linings from whitewood N.A. US \square 8,038,743 New investment Equity/Loans, Foreign Mar. | SIPAD "ROMANIJA" 71350 SOKOLAC S.Vajnera 27 tel.3871 867815 tlx.41254 Mr Slobodan Forcan Mr Radan Tosic |
| YUG/029/W/90-05 | Manufacturing of glued solid wood boards and elements 2,630 cub.meters US \square 3,273,088 New investment Equity/Loans, Foreign Mar. | "GRNEC" 77260 TITOV DRVAR Marka Oreskovic 38 tel.3873 622111 tlx.45875 Ms Dragana Knezevic Ms Svetka Kukolj Mr Jovo Radulovic |
| YUG/030/W/90-05 | Manufacturing of wooden boards with pigmented lacquers 4,000,000 sq.meters US \square 4,800,000 New investment Equity/Loans, Foreign Mar. | SIPAD "MAGLIC" 73300 FOCA 29.Novembra 6 tel.3873 572162 tlx.43779 Mr Miladin Maljevic Mr Dzevad Lojo |
| YUG/031/W/90-05 | Coating of wooden boards with synthetic resin foils 5,000,000 sq.meters US \square 3,860,000 New investment Equity/Loans, Foreign Mar. | SIPAD "MAGLIC" 73300 FOCA 29.Novembra 6 tel.3873 572162 tlx.43779 Mr Miladin Maljevic Mr Dzevad Lojo |

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| YUG/032/W/90-05 | Production of pulp and chlorine-alkali electrolysis 5,850 tons US \$ 24,944,614 Expansion Equity | "MILAN STEPANOVIĆ MATROZ" 22000 SREMSKA MITROVICA Jaracki put bb. tel.3822 221111 tlx.15731 Mr Stanko Zivkovic Mr Milos Kuzminac Mr Branislav Svilokos Mr Djordje Boskovic |
| YUG/033/W/90-05 | Paper production 66,000 tons US \$ 2,546,500 Modernization Equity/Loans | NATRON 74250 MAGLAJ tel.3874 812355 tlx.44541 Mr Amir Smajlagic Mr Tomislav Dudak Mr Uros Gostic |
| YUG/034/W/90-05 | Production of fluting and test-liner from 100% waste paper ... 67,390 tons US \$ 10,221,000 Modernization Equity/Market | NATRON 74250 MAGLAJ tel.3874 812355 tlx.44541 Mr Amir Smajlagic Mr Tomislav Dudak Mr Uros Gostic |
| YUG/035/W/90-05 | Viscose pulp plant 58,000 tons US \$ 66,760,437 Modernization Equity/Know-How, Foreign M | VISKOZA 15300 LOZNICA Gradiliste bb. tel.3815 82411 tlx.10718 Mr Dragoljub Lukic Mr Ratko Popovic Mr Tihomir Stamenkovic |
| YUG/036/W/90-05 | Production of wood-free paper 36,000 tons US \$ 36,659,084 Expansion Equity | "MILAN STEPANOVIĆ MATROZ" 22000 SREMSKA MITROVICA Jaracki put bb. tel.3822 221111 tlx.15731 Mr Stanko Zivkovic Mr Milos Kuzminac Mr Branislav Svilokos Mr Djordje Boskovic |
| YUG/037/W/90-05 | Manufacturing of aluminium coated litho-plates 1,073 tons US \$ 10,442,000 New investment Equity/Foreign Market | VALJAONICA BAKRA I ALUMINIJUMA "SLOBODAN PENEZIC - KRCUN" 31205 SEVOJNO tel.3831 21055 tlx.13611 Mr Radomir Lazic Mr Milutin Djuricic Mr Milos Prtenjak |
| YUG/038/W/90-05 | Production of lead oxide 12,000 tons US \$ 10,462,732 New investment Equity/Loans, Know-How | RUDNICI ZA OLOVO I CINE "SASA" 92304 MAKEDONSKA KAMENICA Marsala Tita 4 tel.3892 86222 tlx.53015 Ms Bora Pavlovska Mr Filip Janovski |

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| YUG/039/W/90-05 | Coextruded pp film 5,000 tons US \$ 28,046,061 Expansion Equity/Loans, Foreign Mar. | VISKOZA 15300 LOZNICA Gradiliste bb. tel.3815 82411 tkx.10718 Mr Dragoljub Lukic Mr Ratko Popovic Mr Tihomir Stamenkovic |
| YUG/040/W/90-05 | Metalization of bioriented pp film 800 tons US \$ 2,996,772 New investment Equity/Loans, Market | VISKOZA 15300 LOZNICA Gradiliste bb. tel.3815 82411 tkx.10718 Mr Dragoljub Lukic Mr Ratko Popovic Mr Tihomir Stamenkovic |
| YUG/041/W/90-05 | Production of polyester duroplastic parts used in electrical equipment 1,600 fields US \$ 28,754,000 Modernization/Expansion Loans | EMO OHRID 96000 OHRID tel.3896 34944 tlx.53829 Mr Danco Djuroski Mr Kice Angeleski |
| YUG/042/W/90-05 | Production of textile fibers 14,500,000 ml/7,300 tons US \$ 4,818,000 Expansion Equity/Loans, Know-How | PRESPEKTS 96310 RESEN Industrijska 4 tel.3896 41288 tlx.53849 Mr Nikola Kalevski Mr Jone Stojanovski |
| YUG/043/W/90-05 | Production of vitamin "C" 4,000 tons US \$ 118,560,000 Expansion Equity/Loans | PLIVA 41000 ZAGREB Ive Lole Ribara 89 tel.3841 571666 tlx.21246 Mr Milorad Kapor Mr Darko Marinac Mr Predrag Andric |
| YUG/044/W/90-05 | Plant for production of emulsive explosives 4,000 tons US \$ 8,234,000 Modernization Equity/Loans, Foreign Mar. | KEMIJSKA INDUSTRIJA "KAMNIK" 61241 KAMNIK Fuzine 9 tel.3861 831011 tlx.31264 Mr Peter Kuret Mr Matija Cerar |
| YUG/045/W/90-05 | Plant for furniture finishing with polyurethane and ... 84,300 sets US \$ 2,181,000 Modernization/Expansion Equity/Loans, Foreign Mar. | SIPAD "STANDARD" 71000 SARAJEVO Dz.Bijedica 182 tel.3871 456688 tlx.41177 Mr Boris Ecimovic Mr Radomir Lalovic |

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| YUG/046/W/90-05 | Catalytic cracking reformer unit in oil refinery 600,000 tons US \approx 15,000,000 Equity/Foreign Market | RAFINERIJA NAFTE "PANCEVO" 26000 PANCEVO Spoljnostarcevačka bb. tel.3813 510004 tlx.13118 Mr Dusan Unkovic Mr Zoran Vasiljevic Mr Ljubomir Mirkov |
| YUG/047/W/90-05 | Heat integrated unit, vacuum unit and visbreaking in oil refin. 6,800,000 tons US \approx 1,500,000 Modernization Loans | RAFINERIJA NAFTE "PANCEVO" 26000 PANCEVO Spoljnostarcevačka bb. tel.3813 510004 tlx.13118 Mr Dusan Unkovic Mr Zoran Vasiljevic Mr Ljubomir Mirkov |
| YUG/048/W/90-05 | Manufacturing of rubber footwear 3,000,000 pairs US \approx 5,007,000 Modernization Equity/Loans | "BOROVO" - GUMENA OBUCA 56000 BOROVO tel.3856 63719 fax.67074 Ms Mira Nikolic |
| YUG/049/W/90-05 | Production of high quality ceramic tiles 500,000 sq.meters US \approx 4,622,021 Expansion Equity/Loans, Foreign Mar. | "25.MAJ" 26340 BELA CRKVA Jezerka bb, tel.3813 851822 tlx.13176 Mr Milutin Caran Mr Mirko Lalic |
| YUG/050/W/90-05 | Clay roof tiles plant 56,000,000 pieces US \approx 7,560,000 Modernization/Expansion Loans | POLET 23272 NOVI BECEJ Zeleznička 13 tel.3823 771200 tlx.15553 Mr Momcilo Radojcin Mr Branko Majinski |
| YUG/051/90-05 | Production of amorphous silicium dioxide and final products 1,350 tons US \approx 3,805,000 Expansion Loans/Market, Equipment | SAMOT 34300 ARANDJELOVAC tel.3834 712511 tlx.17254 Mr Ljubomir Ivanovic Mr Momcilo Zivanovic |
| YUG/052/W/90-05 | Production of electro-fused magnesia 3,500 tons US \approx 6,253,000 New investment Loans/Market | MAGNOHROM 36000 KRALJEVO tel.3836 331322 tlx.17630 Mr Vladimir Simovic Mr Rodoljub Petrovic Mr Zivorad Dukic |

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| YUG/053/W/90-05 | Steel structure galvanizing plant 12,000 tons US \$ 5,347,400 Modernization Loans | ZELEZARA SISAK 44105 SISAK Bozidara Adzije bb. tel.3844 35202 tlx.23617 Mr Marijan Malina Mr Luka Marincic Mr Branislav Vujnovic Mr Darko Stambolija |
| YUG/054/W/90-05 | Gray and nodular iron foundary 3,500 tons US \$ 8,241,958 New investment Loans/Market | MZ "TITO" ZELEZNIK MZ "TITO" - FOS 97240 DEMIR HISAR 91000 SKOPJE Pero Nakov bb. tel.3891 264368 tlx.51607 Mr Aleksandar Pisev Mr Ljubomir Zafirovski Ms Gordana Pavlicic |
| YUG/055/W/90-05 | Gray and nodular iron foundary 8,000 tons US \$ 18,750,000 New investment Loan/Market | MZ "TITO" ZELEZNIK MZ "TITO" - FOS 97240 DEMIR HISAR 91000 SKOPJE Pero Nakov bb. tel.3891 264368 tlx.51607 Mr Aleksandar Pisev Mr Ljubomir Zafirovski Ms Gordana Pavlicic |
| YUG/056/W/90-05 | Foundary melting shop with converter technology in steel foundry 1,200 tons US \$ 4,420,000 Modernization Equity/Loans, Know-How | LIVNICA CELIKA I FABRIKA ALATNIH MASINA "JELSINGRAD" 78000 BANJA LUKA Brace Podgornik 9 Branka Perduva 10/A tel.3878 30642 tlx.45129 Mr Sead Mujazinovic tel.3878 31300 tlx.45230 |
| YUG/057/W/90-05 | Steel-work plant 430,000 tons US \$ 49,562,300 Modernization Loans | ZELEZARA SISAK 44105 SISAK Bozidara Adzije bb. tel.3844 35202 tlx.23617 Mr Marijan Malina Mr Luka Marincic Mr Branislav Vujnovic Mr Darko Stambolija |
| YUG/058/W/90-05 | Metal press 10,000 tons US \$ 73,694,374 Modernization Equity/Loans | KOMBINAT ALUMINIJUMA "TITOGRAĐ" 81000 TITOGRAĐ Dajbabe bb. tel.3881 32040 tlx.61114 Mr Veljko Markovic Mr Dragoljub Simovic Mr Dragutin Draskovic Mr Milo Mrkic |

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| YUG/059/W/90-05 | Rolling-Mill 45,000 tons US \$ 52,000,000 Modernization Equity/Loans, Foreign Mar. | KOMBINAT ALUMINIJUMA "TITOGRAD" 81000 TITOGRAD Dajbabe bb. tel.3881 32040 tlx.61114 Mr Veljko Markovic Mr Dragoljub Simovic Mr Dragutin Draskovic Mr Milo Mrkic |
| YUG/060/W/90-05 | Seamless pipes rolling mill 200,000 tons US \$ 186,516,000 Modernization Equity/Loans | ZELEZARA SISAK 44105 SISAK Bozidara Adzije bb. tel.3844 35202 tlx.23617 Mr Marijan Malina Mr Luka Marincic Mr Branislav Vujnovic Mr Darko Stambolija |
| YUG/061/W/90-05 | Production of thin aluminium strips and sheets for special use 8,500 tons US \$ 12,484,000 Expansion Equity/Foreign Market | VALJAONICA BAKRA I ALUMINIJUMA "SLOBODAN PENEZIC - KRCUN" 31205 SEVOJNO tel.3831 21055 tlx.13611 Mr Radomir Lazic Mr Milutin Djuricic Mr Milos Prtenjak |
| YUG/062/W/90-05 | Heat treatment plant for construction 62,292 units US \$ 32,288,600 New investment Loans | ZELEZARA SISAK 44105 SISAK Bozidara Adzije bb. tel.3844 35202 tlx.23617 Mr Marijan Malina Mr Luka Marincic Mr Branislav Vujnovic Mr Darko Stambolija |
| YUG/063/W/90-05 | Production fo high alloy welded tubes small diameter welded tubes ... 800 tons US \$ 5,092,000 Modernization Loans | ZELEZARA SISAK 44105 SISAK Bozidara Adzije bb. tel.3844 35202 tlx.23617 Mr Marijan Malina Mr Luka Marincic Mr Branislav Vujnovic Mr Darko Stambolija |
| YUG/064/W/90-05 | Aluminium foil production 4,320 tons US \$ 12,650,000 Modernization Equity/Loans, Foreign Mar. | UNIAL IMPOL 62310 SLOVENSKA BISTRICA Partizanska 38 tel.3862 811521 tlx.33113 Mr Milan Ozimic Mr Edvard Slacek Mr Zvezdodrag Zlebnik |
| YUG/065/W/90-05 | Production of aluminium paste 1,200 tons US \$ 1,099,513 Expansion Equity/Loans, Foreign Mar. | KEMIJSKA INDUSTRIJA "KAMNIK" 61241 KAMNIK Fuzine 9 tel.3861 831011 tlx.31264 Mr Peter Kuret Mr Matija Cerar |

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| YUG/066/W/90-05 | Aluminium powder plant 3,000 tons US \square 14,376,073 New investment Equity/Loans, Foreign Mar. | KOMBINAT ALUMINIJUMA "TITOGRAD" 81000 TITOGRAD Dajbabe bb. tel.3881 32040 tlx.61114 Mr Veljko Markovic Mr Dragoljub Simovic Mr Dragutin Draskovic Mr Milo Mrkic |
| YUG/067/W/90-05 | Electrostatic powder painting for aluminium semi-products protection 1,500 tons US \square 2,458,000 New investment Equity/Loans, Foreign Mar. | UNIAL IMPOL 62310-SLOVENSKA BISTRICA Partizanska 38 tel.3862 811521 tlx.33113 Mr Milan Ozimic Mr Edvard Slacek Mr Zvezdodrag Zlebnik |
| YUG/068/W/90-05 | Lead smeltery (metal) and plant for silver nitrate and silver iodide 208,116 tons US \square 101,410,000 New investment Equity/Loans, Foreign Mar. | RUDNICI ZA OLOVO 92210 PROBISTIP Jakim Spirovski 2 tel.3892 83024 tlx.53625 Mr Dusan Nikolovski Mr Kole Efremov Ms Branka Karanovic |
| YUG/069/W/90-05 | Metal sheet tool-shop 900 tons US \square 3,300,000 Modernization Equity/Licence, Foreign M. | IKARUS 11080 ZEMUN Autoput Bgd.-Zgb. 24 tel.3811 609665 tlx.11631 Mr Srecko Bogdanovic Mr Zivorad Gligorijevic Mr Milenko Babic |
| YUG/070/W/90-05 | Production of cylinder liners for internal combustion engines 20,000 pieces US \square 3,300,000 New investment Loans/Know-How | "PETAR DRAPSIN" 11400 MLADENOVAC Marsala Tita 159 tel.3811 8220376 Mr Zivota Pavlovic Mr Milun Stanojevic Mr Zoran Markovic |
| YUG/071/W/90-05 | Al-radiator production 20,000 pieces US \square 3,800,000 New investment Equity/Licence, Foreign M. | IKARUS 11080 ZEMUN Autoput Bgd.-Zgb. 24 tel.3811 609665 tlx.11631 Mr Srecko Bogdanovic Mr Zivorad Gligorijevic Mr Milenko Babic |
| YUG/072/W/90-05 | Machine tools production 1,000 pieces US \square 31,000,000 Modernization Equity/Loans, Know-How | LIVNICA CELIKA I FABRIKA ALATNIH MASINA "JELSINGRAD" 78000 BANJA LUKA Brace Podgornik 9 Branka Perduva 10/A tel.3878 30642 tlx.45129 Mr Sead Mujazinovic tel.3878 31300 tlx.45230 |

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| YUG/073/W/90-05 | Moulds production plant 830 pieces US \square 5,706,000 Modernization/Expansion Loans | "BOROVO" - TVORNICA STROJEVA 56223 BOROVO tel.3856 41255 tlx.28125 Mr Ivan Hubalek Mr Zvonimir Petric |
| YUG/074/W/90-05 | Production of special automatic grinding mach. for bearing ... 20 pieces US \square 3,700,000 New investment Equity/Loans, Know-How | UNIS 71320 VOGOSCA tel.3871 436212 tlx.41292 Mr Fuad Pekmez Mr Slobodan Vulevic Ms Biljana Vucina |
| YUG/075/W/90-05 | Automotive air brake system manufacturing 6,000 systems US \square 7,360,000 Expansion Equity/Loans, Foreign Mar. | MZ "TITO" OPREMA ZA VOZILA 91000 SKOPJE Pero Nakov bb. tel.3891 265250 tlx.51507 Mr Perica Cvetanovski |
| YUG/076/W/90-05 | Production of brakes for commercial vehicles 266,000 pieces US \square 12,134,215 New investment Equity/Know-How | VISKOZA 15300 LOZNICA Gradiliste bb. tel.3815 82411 tlx.10718 Mr Dragoljub Lukic Mr Ratko Popovic Mr Tihomir Stamenkovic |
| YUG/077/W/90-05 | Piston rings manufacturing 10,000,000 pieces US \square 7,020,000 New investment Loans/Know-How | "PETAR DRAPSIN" 11400 MLADENOVAC Marsala Tita 159 tel.3811 8220376 Mr Zivota Pavlovic Mr Milun Stanojevic Mr Zoran Markovic |
| YUG/078/W/90-05 | Production of chest freezers using new panel construction technology 200,000 units US \square 11,475,000 Modernization Equity/Loans, Foreign Mar. | OBOD 81250 CETINJE Njegoseva 143 tel.3886 21166 tlx.61117 Mr Momcilo Dapcevic Mr Radovan Banovic Mr Radomir Muhadinovic |
| YUG/079/W/90-05 | Refrigerator production large model with frost-free system 50,000 units US \square 7,267,000 Expansion Equity/Loans, Know-How | OBOD 81250 CETINJE Njegoseva 143 tel.3886 21166 tlx.61117 Mr Momcilo Dapcevic Mr Radovan Banovic Mr Radomir Muhadinovic |
| YUG/080/W/90-05 | Refrigerator compressors and aggregates manufacturing 13,000 pieces US \square 6,200,000 Modernization Equity/Loans, Know-How | MZ "TITO" - TERMOTEHNIKA 91000 SKOPJE Pero Nakov bb. tel.3891 511633 tlx.51507 Mr Stefan Bosotev Mr Nikola Stojanovski |

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| YUG/081/W/90-05 | Production of electronic controlled commutator motors ... 900,000 pieces US \$ 10,453,017 New investment Equity/Foreign Markets | GORENJE ELEKTROMOTORI 38320 DJAKOVICA Skenderbegova bb. tel.38390 25422 tlx.18170 Mr Buza Ali Mr Rraci Valbona |
| YUG/082/W/90-05 | Transformers plant 470 pieces US \$ 1,876,620 Modernization/Expansion Loans | EMO OHRID 96000 OHRID tel.3896 34944 tlx.53829 Mr Danco Djuroski Mr Kice Angeleski |
| YUG/083/W/90-05 | Production of electrosilica 1,500 tons US \$ 1,875,000 New investment Loans/Know-How | RUDNIK KVARCNOG PESKA "SRBOKVARC" 19214 RGOTINA tel.3819 66111 tlx.19199 Mr Slavoljub Pajkic Mr Miroslav Mihajlovic Mr Dejan Cikara |
| YUG/084/W/90-05 | Battery plant 30,000 tons US \$ 33,063,000 Modernization Equity/Know-How, Foreign M | FABRIKA ZA AKUMULATORI "ZLETOVO" 92210 PROBISTIP tel.3892 83126 tlx.53666 Mr Vlastimir Ampov Mr Vlado Gogovski |
| YUG/085/W/90-05 | Nickel-cadmium battery plant 30,000 tons US \$ 28,214,000 New investment Equity/Know-How, Foreign M | FABRIKA ZA AKUMULATORI "ZLETOVO" 92210 PROBISTIP tel.3892 83126 tlx.53666 Mr Vlastimir Ampov Mr Vlado Gogovski |
| YUG/086/W/90-05 | Manufacturing of city and suburban buses 970 pieces US \$ 6,450,000 New investment Equity/Licence, Foreign M. | IKARUS 11080 ZEMUN Autoput Bgd.-Zgb. 24 tel.3811 609665 tlx.11631 Mr Srecko Bogdanovic Mr Zivorad Gligorijevic Mr Milenko Babic |
| YUG/087/W/90-05 | Production of synchronized gearboxes expansion for tractors US \$ 11,811,069 Loans | JMT 11070 NOVI BEOGRAD Tosin Bunar 268 tel.3811 151435 tlx.11518 Mr Slavisa Zdravkovic Mr Dragan Jovanovic |
| YUG/088/W/90-05 | Production of Al-alloy wheel rims for automobiles and trucks 150,000 pieces US \$ 3,200,000 New investment Loans/Know-How | "PETAR DRAP SIN" 11400 MLADENOVAC Marsala Tita 159 tel.3811 8220376 Mr Zivota Pavlovic Mr Milun Stanojevic Mr Zoran Markovic |

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| YUG/089/W/90-05 | Manufacturing of atraumatic surgical needles 1,200,000 needles US n 7,968,000 New investment Equity/Loans, Know-How | PRESPATEKS 96310 RESEN Industrijska 4 tel.3896 41288 tlx.53849 Mr Nikola Kalevski Mr Jone Stojanovski |
| YUG/090/W/90-05 | Production of boiler ladles with enamelling automation of production 120,000 pieces US n 5,873,000 New investment Loans/Foreign Market | MAGNOHROM 36000 KRALJEVO tel.3836 331322 tlx.17630 Mr Vladimir Simovic Mr Rodoljub Petrovic Mr Zivorad Dukic |
| YUG/091/W/90-05 | Selective hydrogenation of diolefins in C4 and selective isomerization 102,000 tons US n 641,160 New investment Loans | RAFINERIJA NAFTE "PANCEVO" 26000 PANCEVO Spoljnostarcevacka bb. tel.3813 510004 tlx.13118 Mr Dusan Unkovic Mr Zoran Vasiljevic Mr Ljubomir Mirkov |
| YUG/092/W/90-05 | Hotel of "A" category 88,500 roomnight US n 5,910,000 New investment Equity/Loans | PRESPATEKS 96310 RESEN Industrijska 4 tel.3896 41288 tlx.53849 Mr Nikola Kalevski Mr Jone Stojanovski |
| YUG/093/W/90-05 | Tourist settlements-1800 1,800 beds US n 32,206,000 New investment Equity/Loans, Foreign Mar. | "KLEK" 88390 NEUM 18.Oktobra 49 tel.3888 870870 tlx.46289 Mr Tvrtko Suntelic Mr Zeljko Suman Mr Perko Obad |
| YUG/094/W/90-05 | Cold storage for fruit forest fruit and vegetable processing 10,000 tons US n 9,122,940 New investment Equity/Loans, Foreign Mar. | "VOCAR" 31210 POZEGA 22.Septembra 3 tel.3831 812033 tlx.13666 Mr Vukasin Perisic Mr Raso Jovanic Mr Ljubisa Perisic Mr Mica Vukovic |
| YUG/095/W/90-05 | Hospital for sport injuries 1,800 operations US n 3,471,000 New investment Equity/Loans, Foreign Mar. | SLATEKS 78253 SLATINA tel.3878 33158 tlx.44337 Mr Milan Perduv Mr Nebojsa Popovic |

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| YUG/096/W/90-05 | Natural spa complex 250 beds N.A. New investment Equity/Loans, Foreign Mar. | BIZOVACKE TOPLICE 54222 BIZOVAC Suncana 39 tel.3854 185422 Mr Senada Cudic Mr Jozo Jurkovic |
| YUG/097/B/90-09 | | GENERALEXPORT 11070 NOVI BEOGRAD Narodnih Heroja 43 tel.3811 692717 tlx.11093 Mr Tomislav Nikolic Mr Zoran Kojic Mr Branimir Markovic Ms Mila Korugic |
| YUG/098/B/90-09 | | "MIRNA" 52210 ROVINJ Giordano Paliaga 8 tel.3852 811111 tlx.25242 Mr Petar Macura |
| YUG/099/B/90-09 | | MAKEDONIJA - TABAK 91000 SKOPJE Ulica 75 Broj 2 tel.3891 239211 tlx.51484 Ms Maja Brajovic Ms Viktorija Bogdanovska |
| YUG/100/B/90-09 | | INSTITUT "KIRILO SAVIC" 11000 BEOGRAD Vojvode Stepe 51 tel.3811 469147 tlx.11565 Mr Milutin Milovanovic Mr Branislav Nikolic |
| YUG/101/B/90-09 | | "ALBUS" 21000 NOVI SAD Djure Salaja 10 tel.3821 337177 Mr Milimir Kovacevic Mr Stevan Vukov |
| YUG/102/B/90-09 | | BRODOGR. INDUSTRIJA "JOZO LOZOVINA MOSOR" 58220 TROGIR tel.3855 881555 Ms Radmila Domijan Mr Nikola Medic |
| YUG/103/B/90-09 | | "ARVISAM D.O.O." 11000 BEOGRAD Djuro Salaja 11 tel.3811 346880 Mr Vladimir Sazunic |

YUG/104/B/90-09

"TERMOMEHANIKA" - ZAGREB
PREDSTAVNISTVO BEOGRAD
11000 BEOGRAD-BEOGRADSKI
SAJAM
Bulevar Vojvode Misica 14
tel.3811 655885
Mr Bratislav Lazarevski

YUG/105/B/90-09

GENERALEXPORT
11070 NOVI BEOGRAD
Narodnih Heroja 43
tel.3811 692717 tlx.11093
Mr Slobodan Prohaska
Mr Sava Lazic
Mr Branislav Ujdura

YUG/106/B/90-09

"SEVER"
24000 SUBOTICA
Magnetna polja 6
tel.3824 26512 tlx.15116
Mr Sava Mitrovic
Mr Dusan Zvekic

YUG/107/B/90-09

UNIS
71000 SARAJEVO

YUG/108/B/90-09

A.N.K. MARKETING
58000 SPLIT
Mr Nenad Kuzmanic

YUG/109/B/90-09

SPECTRA GROOP
11000 BEOGRAD
Dzordza Vasingtona 28
tel.3811 322223 tlx.12810
Mr Slobodan Korac
Mr Miroslav Boras

A N N E X 4.

LIST OF FOREIGN INVESTORS

- By Countries
- Company Name
- Representative Name
- Company's field of activity

FOREIGN INVESTORS

FSS 90.10.12 10:24

===== AUSTRALIA =====

ZETA SUN PTY.LTD. Mr Stjepan Zrncic
VICTORIA AUSTRALIA 3001
G.P.O.BOX 704E MELBOURNE

===== AUSTRIA =====

ALFA-LAVAL INDUSTRIE Mr Goeran Libell Equipment and plants for
GES mbH Intercontinental, room 447 food industry and other
1231 VIENNA process industry
Lamezanstr. 17
tel.222/677641 tlx.132198

AWT INTERNATIONALE Mr Miho Glavic Trade, finance and
HANDELS UND FINANZIERUNGS Intercontinental, room 203 investment banking +
AG trading
A-1013 VIENNA
Concordiaplatz 2
41000 ZAGREB, Tuskanac 14
tel.53 406-0 tlx.114787

BROWN BOVERI - YORK Mr Reinhard Lichtenthaler
A-1230 VIENNA
Zetschegasse 3
tel.43/1/673624-45

CITICORP EAST WEST Mr Victor D. Brunst
SERVICES GesmbH Intercontinental, room 822
A-1010 VIENNA Mr David Hexter
Lothringerstrasse 7 Intercontinental, room 434
tel.71717/404 tlx.112669

COCA-COLA Mr Richard Klupchak Beverages: soft drinks
A-1232 VIENNA intercontinental, room 250
Triesterstrasse 217
tel. 1-67 1501-0

IBM ROECE INC, Mr Alfred Cermak Electronics, computers,
VIENNA BRANCH intercont, room 221 information handling
A-1020 VIENNA Mr Hans Czerny systems
Obere Donaustrasse 95 intercont, 210
tel.222-21145-0

ARCHITECT MAG. JOERG Mr Joerg Nairz
NAIRZ Intercontinental, room 635
A-1040 VIENNA
Wiedner Hauptstrasse
23-25
tel.505 0705

PHILIPS-OST IMPORT Mr Gerhard Fischer Electronics
EXPORT GES M.B.H. intercont, 826 Domestic appliances
1100 VIENNA Mr Alfred Anderer
Triesterstr. 64 intercont, 824
tel.60101/1159 tlx.131773

===== BELGIUM =====

| | | |
|---|------------------------------------|----------------------------------|
| LEVI STRAUSS FINANCIAL SERVICES SA 1050 BRUXELLES Avenue Louise 489 tel.2/641 6511 tlx.65480 | Ms Nathalie Reed intercont, 239 | Jeans and clothing manufacturing |
|---|------------------------------------|----------------------------------|

===== BULGARIA =====

| | | |
|--|--|--------------------|
| MINISTRY OF FOREIGN ECONOMIC RELATIONS BULGARIA 1000 SOFIA 12, Sofiiska Komung str. tel.675087 | Mr Orlim Delev Intercontinental, room 530 | Foreign investment |
|--|--|--------------------|

| | |
|--|-----------------------------------|
| PERMANENT MISSION TO UNIDO VIENNA Shwindgasse 8 tel.505-64-44 | Mr Rossen Popov intercont, 120 |
|--|-----------------------------------|

===== CHINA =====

| | | |
|--|--|--|
| CHINA INTERNATIONAL ENGINEERING & MATERIALS COOPERATION No.A1 Banbijienhanlu HAIDIAN DISTRICT BEIJING, CHINA tel.8414440-209 tlx.22190 | Mr Chuan Dao Liu Intercontinental, room 127 Mr Deng Zhao Intercontinental, room 127 | Oversea Engineering & supply of labour force |
|--|--|--|

===== CZECHOSLOVAKIA =====

| | | |
|--|----------------------|-------------------------|
| OFFICE OF THE PRIME MINISTER PRAHA 4 U druzstva Repo 5 tel.2102 ext.666 | Mr Jaroslav Schejbal | International economics |
|--|----------------------|-------------------------|

===== DENMARK =====

| | | |
|---|---|-----------|
| COMMERCIAL COMBINATION A/S 1022 COPENHAGEN K Bredgade 30 P.O.Box 9010 tel.45/331 3222 tlx.21011 | Mr Peter Yde Jensen intercont, 249 Mr Blagoja Damjanovski Intercontinental, room 422 | Financing |
|---|---|-----------|

===== EGYPT =====

EMBASSY OF EGYPT - VIENNA Mr Khaled Abdel-Hamid Diplomatic service
1190 VIENNA Intercontinental, room 614
Gallmayergasse 5
tel.361134/5 fax.366321

===== FRANCE =====

CIMENTS FRANCAIS Mr. Jean-Luc Fouco Construction materials
92088 PARIS LA DEFENSE Intercont, 613
Tour Generale Cedex 22
tel.1/4291 7572

COFREVEN Mr Bernard Kerlo Consulting for
75008 PARIS intercont, 611 international development
1E Rue Royale
tel.40150963

S.A.EXPLOSIFS ET Mr Louis Dessaix Explosives and chemical
PRODUITS CHIMIQUES intercont, 255 products
75008 PARIS
61, Rue Galilee
tel.4069 8000

FININTER Mr Allix Benoit Financial consultancy
75008 PARIS intercont, 217 International investment
1 Rue Bayard
tel.4421 6056

LAZARD FRERES ET CIE Ms Nicole Arditti Investment banking
75008 PARIS Intercontinental, room 612
121 Boulevard Haussmann Mr Paul Regetly
tel.331/4563 0111

MINISTRY OF AGRICULTURE Mr Charles Raffin
IN FRANCE Mr Patrice Vallet
FRENCH EMBASSY

PRICE WATERHOUSE Mr Marko Rus Public accounting
PARIS Intercontinental, room 742
14, Rue Garnier Mr Pradeep Narain
98 Rue de Courcelles Intercontinental, room 349
tel.47 47 7900

SOFARIS, PARIS Mr Patricio Jeretic
75001 PARIS intercont, 604
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SOGEDAC SOCIETE Mr Jean Lemaire
GENERALE D'ACHATS
PARIS
Tour Manhattan Cedex 21
BEOGRAD, Strahinjica B.51
tel.4773 2842 tlx.612204

===== GERMANY =====

| | | |
|--|---|--------------------------------|
| ABB KRAFTWERKE AG D-6800 MANNHEIM 1 P.O.Box 100351 tel.0621/381 2648 | Mr Fred Tanner intercont, 414 | Power plants |
| DYCKERHOFF & WIDMANN AG D 800 MUNCHEN 81 Erdinger Landstr. 1 fax.4989 92552127 | Mr Weissonborn | |
| HOECHST AKTIENGESSELLSCHAFT FRANKFURT/M Brunningstrasse 50 11000BEOGRAD,G.Zdanova 29 tel.994969/305-1 | Mr Helmut Bosslet | |
| ISD - INDUSTRIE-SPRACHEN DIENST GmbH 7000 STUTTGART 1 Alexanderstrasse 42 tel.711/23 3525 | Mr Vlasta Ziegenhagen intercont, 411 | Management - training |
| MALAYSIAN INDUSTRIAL DEVELOPMENT AUTHORITY D-5000 KOELN 1 Dompropst-Ketzer str.1-9 tel.221-124007 | Mr A.M.Shamsudin intercont, 819 | Malaysian Government Agency |
| VOLKSWAGEN AG/TAS 3180 WOLFSBURG 1 Abteilung 1844 SARAJEVO tel.071/437189 tel.5361/927 111 | Mr Bernd Leissner intercont, 642 | |
| VOLKSWAGEN AG BP-3 3180 WOLFSBURG 1 tel.5361/9-21299 | Mr Hans Dieter Wiederhold intercont, 347 | Automobile industry |

===== GREECE =====

| | | |
|--|-----------------------------------|---|
| GIBB, PETERMULLER & PARTNERS ATHENS 10675 3. Alopekis St. tel.722 9716/7/8 | Mr John D. Hely intercont, 346 | Architects and consulting engineers,civil,structur- al and envirom.consult. |
|--|-----------------------------------|---|

===== HOLLAND =====

| | | |
|--|------------------------------|--|
| AKZO NV 6800 SB ARNHEM P.O.Box 9300 tel.85-663893 | Mr Agoston intercont, 348 | |
|--|------------------------------|--|

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1102 BS AMSTERDAM
Foppingadreef 22
tel.3120-284821

Mr Hugo W. Minderhoud LDC asset trading
Intercontinental, room 817 Debt conversion departm.

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FINANCE COMPANY (FMO)
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Mr M.Van Der Schaft
intercont, 150

Development & investment
banking, investment
promotion services

===== HUNGARY =====

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Mr Odon Kira'ly
intercont, 443

MINISTRY OF FINANCE
1025 BUDAPEST
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Mr Guszta'v Ba'ger
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===== IRAN =====

CENTER - BELGRADE
Sava Center, BELGRADE
tel.2221166 fax.609228

Mr Hashem Maadi Industrial and investment
Intercontinental, room 605 promotion

===== ITALY =====

ALIMENTA S.P.A.
35131 PADOVA
Via Nicolo Tommaseo 60
tel.49-663 255

Mr Carlo Enrico Brunetti
intercont, 156

ALIMPIANTI SPA
40121 BOLOGNA
Via Galliera 34
tel.61/251950 tlx.520085

Mr Oliviero Vicini
intercont, 337

ANTONIO COSTA

Mr Rebec

APIEXPORT VENEZIA
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MEDIUM INDUST. OF VENICE
30172 MESTRE (Venezia)
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tel.41/988488 tlx.410542

Mr Mario Damiani

ARTHU. ANDERSEN & Co
31100 TREVISO
Piazza S.Vito 37
tel.422-58752 tlx.410112

Mr Dario Caramanti
hyatt, 241

Accounting & audit

| | | |
|---|---|---|
| BOSSI EFIS 20021 OSPIATE DI BOLLATE (MILAN) Via Stelvio 7 tel.2/3590533 | Mr Sergio Barbeschi Intercontinental, room 507 | Drying, cold-special plants for fruit, fish-meat and food stuff |
| COGEPI 20121 MILAN Via F.lli. Gabba 8 tel.2/873257 tlx.321102 | Mr Gallota intercont, 247 | |
| FAREX Via Don Luigi Sturzo 3 Palazzolo Di Sona (Varese) tel.45/7180833 tlx.480248 | Mr Fasoli | |
| FIAT S.p.A. 10/20 TORINO Corso Marconi BEOGRAD, S.Zivanovic 17/B tel.65651 tlx.212200 | Mr Giancarlo Rovera | |
| GARDITALIA 25077 ROE (Volciano) Via IV Novembre 26 tel.365/63361 tlx.300215 | Mr Tranquilli | |
| GIOBE 50047 PRATO (PISA) Via cairolì 64 tel.574/604535 tlx.572375 | | |
| GRAZIANO TRASMISSIONI S.p.A. 10090 CASCINE VICA RIVOLI (TO) Via Cumiana tel.39-11 959 4421 | Mr Radoslav Milenkovic intercont, 842 | Transmission, synchronisation |
| HIMONT ITALIA SRL 20124 MILAN Via Rosellini 19 tel.2-6996 4866 | Mr Italo Rebeschini intercont, 256 | |
| ITALIMPIANTI S.P.A. ROMA ROMA Viale Liegi 33 tel.6/8301244 | Mr Alberto Spinaci intercont, 140 | |
| NUOVA COVEMA 20122 MILAN Via Fontana 2 tel.2-5400521 tlx.311275 | Mr Vinod Sahai intercont, 751 | Manufacture & Engineering for plastic processing machines |
| PROMOEST 42100 REGGIO EMILIA Via Cipriani 2 | Mr Zampolini | |

TECHNOFRIGO
40013 CASTEL MAGGIORE
(Bologna)
Corso Matteotti 161
tel.51/711471 tlx.510252

Mr Andrea Anselmo
Hyatt Regency, room 529

Industrial cold stores
and turn-key plants for
agroindustry

TEKNOX D.O.O.
20123 MILANO
Via San Vittore 37
tel.2-4994614 tlx.353852

Mr Lino Tedeschi
Intercontinental, room 811

Sale and service of
earthmoving equipment

DI VINCENZO DINO & C SPA
PESCARA 65129
Via Tiburtina 82
tel.85-44 68425

Mr Antonio Napoleone
intercont, 428
Mr Antonio Florentino
intercont, 429

General contractors,
ecology, special foundat.
telephone systems, others

WORLD WIDE SRL
41100 MODENA
V.Le C, Sigonio 50/1
tel.59/211512

Mr Achille Conventi

Assistance and developm.,
Industrial promotion
within the Coop.sphere

===== JAPAN =====

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REPRESENTATIVE OFFICE
VIENNA
VIENNA
Esslinggasse 16
fax.4315352764

Mr Haruhito Kitamura
Intercont, 202

Market study of East
Europe

MITSUBISHI CORPORATION
TOKYO
TOKYO
6-3 Marunouchi 2-Chome
Chiyoda-Ku

Mr Honda Hiroyasu
Mr. Haruhito Kitamura
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International trade

TOYOTA TSUSHO CORPORATION
TOKYO 102
3-18 Kudjan-Minami
2-Chome, Chiyodja-Ku
tel.3-230-8391

Mr Shoji Maeda
Intercontinental, room 405
Mr Shigeo Ando
Yugoslavia, room 349/350

TOYOTA GROUP
General Trading Company

===== KOREA =====

ECONOMIC PLANNING
BOARD OF KOREA

Mr Sun-Ok Kim
Intercontinental, room 624

Economic policy maker
of Korea

EU-RE-KA TRADING CO., LTD
#106-19, WONMI-DONG
JUNG-KIJ, BUCHEON
KYOUNGGI-DO, KOREA
tel.(032)655-4422

Mr Ok-Rim Cho
Intercontinental, room 626

Trading

INTERNATIONAL PRIVATE
ECONOMIC COUNCIL OF KOREA
SEOUL KOREA
Trade Center 21st fl.
Trade Center P.O.box 93
tel.(02)551-2483

Mr Jung-Chae Chung
Intercontinental, room 514
Mr Sang-Min Cha
Intercontinental, room 624

Promoting foreign invest.
to new market economies
(Eastern Europe)

MINISTRY OF SCIENCE AND
TECHNOLOGY OF KOREA
GWACHZON KOREA
P1-160
tel.(02)503-1659

Mr Jongyong Park
Intercontinental, room 639

Government Branch

===== PORTUGAL =====

ASSOCIACAO DOS INDUSTRIAS Mr Fernando M.S. Carvalho
E EXPORTADORES DE CORTICA
DO NORTE
4535 LOUROSA
Santa Maria De Lamas
tel.7642174/7642888

FITOR
4761 V.N. FAMALICAO
Apart 32 Avidos
tel.(52)311 640 tlx.22286

Mr Edouard O. Mechtouff
intercont, 321

Syntetic textured yarn
and weeing & finishing

===== SPAIN =====

BANCO ESPANOL DE CREDITO
A-1300 VIENNA
World Trade Center
Vienna Airport
tel.1-777 06136

Mr Jose Miguel Cortes
intercont, 149

Banking

CATALONIAN TRADE
PROMOTION ORGANIZATION
(COPCA)
08021 BARCELONA
Av.Diagonal No 550
Pral. 1a
tel.202 14 34 tlx.99420

Mr Ramon Pinos

Export and import
promotion

EXTEFINCO-GRUPO BANCO
EXTERIOR DE ESPANA
MADRID
Goya 14
tel.5757200 tlx.46856

Mr Jose Maria Menendez
intercont, 621

Banking - trade -
investment

FECE - FUNDACIO EMPRESA
CATALUNYA I EUROPA
8008 BARCELONA
C/Balmes, 71 prat. 1e
tel.93323 41 50

Mr Josep Boque I Cos
Intercontinental, room 541
Mr Francesc Rojas I Ruiz
Intercontinental, rcom 549

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Alustante 1
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Mr Pedro Tarjuelo
intercont, 339

Services and information

===== SWITZERLAND =====

DU PONT DE NEMOURS
INTERNATIONAL S.A.
1218 GRAND SACONNEX
2,Chemin Du Pavillon
P.O. Box 50
tel.22/717 5357

Mr Eberhard Volk
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Chemical industry

EUROPEAN FREE TRADE
ASSOCIATION
CH-1211 GENEVE 20
9-11, Rue De Varembe
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Mr Tom R. Nilsen
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PHILIP MORRIS
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Mr Jean-Claude Kunc
Mr Armin Aeberhard
intercont, 251
Mr John Smith

===== TURKEY =====

CHAMBER OF COMMERCE
ANKARA/TURKEY
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tel.1253055

Mr Ibrahim Kibrizli
intercont, 734

STATE PLANNING
ORGANIZATION
FID ANKARA TURKEY
tel.90-4-2294070

Mr Haldun Atif Danisman
Intercontinental, room 735

Foreign investment

===== UNITED KINGDOM =====

ANGLO YUGOSLAV BANK
LIMITED
LONDON EC3R 8EE
11-15 St. Mary At Hill
tel.071-283-6111

Mr Stive Spencer
intercont, 224
Mr Milan Markovic

CITIBANK N.A.
LONDON WC 2R ILS
335 the Strand
tel.(004471) 438 0611

Mr Charles Spragins
intercont, 423

Banking

CONSTANT & CONSTANT
SOLICITORS
LONDON SE 1 9 PD
Sea Containers House,
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tel.71/261 0006

Mr Jonathan W.Ecclestone
intercont, 425
Mr Zoran Mitic
intercont, 446

Lawyers

GLAXO EASTERN EUROPE LTD.
LONDON W5 5 DB
International House 7
High st.Ealing
tel.8/840 2822 tlx.923385

Mr Hill Rowland
intercont, 728

Pharmaceuticals

| | | |
|---|--|---|
| IMPERIAL CHEMICAL INDUSTRIES PLC LONDON SW1P 3JI 9 Milbank BEOGRAD, SAVA CENTAR tel.71-834-4444 tlx.21324 | Mr John Anthony Creer | Chemicals |
| S INTERNATIONAL ARCHITECTS LONDON NW1 6HL 54 Linhope Street tel.71/723-0295 | Ms Anita Zadeh Intercontinental, room 524 | Architects, developers |
| LUCKY GOLDSTAR INTERNATIONAL U.K.LTD. LONDON W5 5TL 4th Floor, C.P. House 97-107 Uxbridge Rd. Ealing tel.81-579-8877 tlx.21765 | Mr S.G. Lee intercont, 645 | Electronics & chemicals |
| MIDLAND BANK PLC LONDON EC4N 6AA 110 Cannon Street 9th floor tel.071-260 6317 | Mr Arthur I. Baer | Banking + Finance, Advisory and investment services |
| MOSCOW NARODNY BANK LIMITED LONDON EC 4 P4 JS 81 King William Street tel.71/623 2066 | Mr A.V. Rozndov Ms Elizabeth Hebert intercont, 454 | Corporate project and trade finance |
| PRICE WATERHOUSE LONDON SE1 9SY Southwark towers, 32 London Bridge Street tel.071-939-2161 | Mr Stephen Unsworth intercont, 521 Ms Zuzana Princova Intercontinental, room 617 Mr Bert Damstra | Privatisation consultant |
| SHELL INTERNATIONAL PETROLEUM COMPANY LTD LONDON SE1 7NA Shell Centre tel.71-034-5676 | Mr Bob Cardwell Intercontinental, room 526 Mr Brin Jenkins Intercontinental, room 410 | |
| SHELL INTERNATIONAL PETROLEUM COMPANY 41000 ZAGREB Gajeva 1-3 tel.041/421 066 tlx.22408 | Mr Brinley Jenkins | Oil/chemicals, manufacturing and trading |
| STEPHENSON HARWOOD LONDON EC 4M 8 SH One, St Paul's Churchyard tel.71/329 4422 | Mr David Slade Mr Zoran Tasic intercont, 450 | |
| VINSON + EIKINS LONDON W1X 7PB 47 Charles street tel.71-491-7236 tlx.24140 | Mr Paul C. Deemer intercont, 216 | |

===== USA =====

AAI CORPORATION Mr David Vuich
ARLINGTON, VIRGINIA 22202
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2011 Crystal Drive
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ACCESS - USA Mr Bijan Sepasy Investment & trade
2301 "E" St. N.W. Intercontinental, room 300 promotion, special invest.
Suite 612 WASHINGTON DC Ms Sharon Sullivan programs for Yugoslavia
20037 Intercontinental, room 305
tel.(202)457-8800

BOSROCK & COMPANY, INC. Mr Ronald Bosrock Joint venture consulting
W/UNIDO Intercontinental, room 820
2490 WORLD TRADE CENTER
St. Paul, MN. 55101 USA
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D L F, INC Mr Fulvio V. Dobrich Finance
NEW YORK, N.Y. 10017 intercont, 816
140 East 45th Street Mr Frod Foss-Skiftesvik
tel.212/682-6464 intercon, 821

INTERNATIONAL FINANCE Mr Jyrki Koskelo Financial services
CORPORATION intercon, 851
N.W. WASHINGTON DC 20433
1818 H. Street
tel.(202)4738929

MANUFACTURERS HANOVER Ms Margaret F. Mudd
TRUST COMPANY intercont, 818
NEW YORK N.Y. 10017
270 Park Avenue
tel.212/270 7268

NORANDAL USA. INC Mr John H. Steadman Manufacture + Marketing
BRENTWOOD, TENNESSEE 37027 intercont, 320 of aluminium sheet + foil
Two Brentwood Commons Ms Elzie Z. Borders
Suite 102 750 Old Hickory intercont, 322

PRICE WATERHOUSE Ms Irene Gatling Consulting, publishing
BUSINESS INTERNATIONAL Intercontinental, room 537
NEW YORK, N.Y. 10010
215 Park Ave. So
tel.(21)460-0600

===== YUGOSLAVIA =====

PRICE WATERHOUSE Mr Slavko Mihelic Management consulting
LJUBLJANA Intercontinental, room 749
O. Mohodjeve 17
tel.(061)310545

A N N E X 5.

LIST OF LOCAL PROJECT SPONSORS

- Sponsor's name
- Project Number
- Project Title

PROJECTS SPONSORS

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| <u>SPONSOR</u> | <u>PROJECT NUMBER(S)</u> | <u>PROJECT TITLE(S)</u> |
|---|--------------------------|----------------------------------|
| "ALBUS" 21000 NOVI SAD Djure Salaja 10 tel.3821 337177 Mr Milimir Kovacevic Mr Stevan Vukov | YUG/101/B/90-09 | |
| "ARVISAM D.O.O." 11000 BEOGRAD Djuro Salaja 11 tel.3811 346880 Mr Vladimir Sazunic | YUG/103/B/90-09 | |
| "BOROVO"-KOZNA OBUCA 56223 BOROVO tel.3856 63931 tlx.28125 Mr Mirko Vujanovic Ms Slavica Stimec | YUG/020/W/90-05 | Leather footwear plant |
| "BOROVO" - GUMENA OBUCA 56000 BOROVO tel.3856 63719 fax.67074 Ms Mira Nikolic | YUG/048/W/90-05 | Manufacturing of rubber footwear |
| "BOROVO" - TVORNICA STROJEVA 56223 BOROVO tel.3856 41255 tlx.28125 Mr Ivan Hubalek Mr Zvonimir Petric | YUG/073/W/90-05 | Moulds production plant |
| SIPAD "BOSANKA" 71215 BLAZUJ Blazuj 53 tel.3871 492555 tlx.41417 Mr Milorad Rajic Mr Slavko Govedarica | YUG/025/W/90-05 | Plywood plant |
| BRATSTVO 22000 SREMSKA MITROVICA Draginje Niksic bb. tel.3822 225510 tlx.15853 Mr Branko Hodoba | YUG/010/W/90-05 | Production of soft biscuits |
| DALMATINSKI RUDNICI BOKSITA 57250 OBROVAC Bravar bb tel.3875 89-303 tlx.27166 | YUG/001/W/90-05 | Mushroom processing |

| | | |
|--|---|--|
| "PETAR DRAPŠIN" 11400 MLADENOVAC Marsala Tita 159 tel.3811 8220376 Mr Zivota Pavlovic Mr Milun Stanojevic Mr Zoran Markovic | YUG/070/W/90-05 YUG/077/W/90-05 YUG/088/W/90-05 | Production of cylinder liners for internal combustion engines Piston rings manufacturing Production of Al-alloy wheel rims for automobiles and trucks |
| ETEX 36344 BALJEVAC tel.3836 79006 tlx.17718 Mr Tomo Otasevic Mr Gojko Pejcinovic | YUG/017/W/90-05 | Glass fibre plant |
| GENERALEXPORT 11070 NOVI BEOGRAD Narodnih Heroja 43 tel.3811 692717 tlx.11093 Mr Tomislav Nikolic Mr Zoran Kojic Mr Branimir Markovic Ms Mila Korugic | YUG/097/B/90-09 | |
| GENERALEXPORT 11070 NOVI BEOGRAD Narodnih Heroja 43 tel.3811 692717 tlx.11093 Mr Slobodan Prohaska Mr Sava Lazic Mr Branislav Ujdura | YUG/105/B/90-09 | |
| GORENJE ELEKTROMOTORI 38320 DJAKOVICA Skenderbegova bb. tel.38390 25422 tlx.18170 Mr Buza Ali Mr Rraci Valbona | YUG/081/W/90-05 | Production of electronic. controlled commutator motors ... |
| "GRMEC" 77260 TITOV DRVAR Marka Oreskovica 38 tel.3877 622111 tlx.45875 Ms Dragana Knezevic Ms Svetka Kukolj Mr Jovo Radulovic | YUG/029/W/90-05 | Manufacturing of glued solid wood boards and elements |
| IKARUS 11080 ZEMUN Autoput Bgd.-Zgb. 24 tel.3811 609665 tlx.11631 Mr Srecko Bogdanovic Mr Zivorad Gligorijevic Mr Milenko Babic | YUG/069/W/90-05 YUG/071/W/90-05 YUG/086/W/90-05 | Metal sheet tool-shop Al-radiator production Manufacturing of city and suburban buses |
| IMT 11070 NOVI BEOGRAD Tosin Bunar 268 tel.3811 151435 tlx.11518 Mr Slavisa Zdravkovic Mr Dragan Jovanovic | YUG/087/W/90-05 | Production of synchroni- zed gearboxes expansion for tractors |

| | | |
|---|---|---|
| INSTITUT "KIRILO SAVIC" 11000 BEOGRAD Vojvode Stepe 51 tel.3811 469147 tlx.11565 Mr Milutin Milovanovic Mr Branislav Nikolic | YUG/100/B/90-09 | |
| LIVNICA CELIKA I FABRIKA ALATNIH MASINA "JELSINGRAD" 78000 BANJA LUKA Brace Podgornik 9 Branka Perduva 10/A tel.3878 30642 tlx.45129 Mr Sead Mujazinovic tel.3878 31300 tlx.45230 | YUG/056/W/90-05 YUG/072/W/90-05 | Foundary melting shop with converter technology in steel foundry Machine tools production |
| KEMIJSKA INDUSTRIJA "KAMNIK" 61241 KAMNIK Fuzine 9 tel.3861 831011 tlx.31264 Mr Peter Kuret Mr Matija Cerar | YUG/044/W/90-05 YUG/065/W/90-05 | Plant for production of emulsive explosives Production of aluminium paste |
| KOMBINAT ALUMINIJUMA "TITOGRAD" 81000 TITOGRAD Dajbabe bb. tel.3881 32040 tlx.61114 Mr Veljko Markovic Mr Dragoljub Simovic Mr Dragutin Draskovic Mr Milo Mrkic | YUG/058/W/90-05 YUG/059/W/90-05 YUG/066/W/90-05 | Metal press Rolling-Mill Aluminium powder plant |
| "KLEK" 88390 NEUM 18.Oktobra 49 tel.3888 870870 tlx.46289 Mr Tvrtko Suntelic Mr Zeljko Suman Mr Perko Obad | YUG/093/W/90-05 | Tourist settlements-1800 |
| KLUB MODE 41000 ZAGREB Savska Cesta 41/16 tel.3841 535312 tlx.21370 Mr Leo Cerkvenik Mr Josip Makarun | YUG/019/W/90-05 | Garment manufacturing plant and department store "Fashion Club" |
| SIPAD "MAGLIC" 73300 FOCA 29.Novembra 6 tel.3873 572162 tlx.43779 Mr Miladin Maljevic Mr Dzevad Lojo | YUG/030/W/90-05 YUG/031/W/90-05 | Manufacturing of wooden boards with pigmented lacquers Coating of wooden boards with synthetic resin foils |

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| MAGNOHROM 36000 KRALJEVO tel.3836 331322 tlx.17630 Mr Vladimir Simovic Mr Rogoljub Petrovic Mr Zivorad Dukic | YUG/052/W/90-05 YUG/090/W/90-05 | Production of electro- fused magnesia Production of boiler ladles with enamelling automation of production |
| "25.MAJ" 26340 BELA CRKVA Jezerska bb, tel.3813 851822 tlx.13176 Mr Milutin Caran Mr Mirko Lalic | YUG/049/W/90-05 | Production of high quality ceramic tiles |
| A.N.K. MARKETING 58000 SPLIT Mr Nenad Kuzmanic | YUG/108/B/90-09 | |
| "MILAN STEPANOVIC MATROZ" 22000 SREMSKA MITROVICA Jaracki put bb. tel.3822 221111 tlx.15731 Mr Stanko Zivkovic Mr Milos Kuzminac Mr Branislav Svilokos Mr Djordje Boskovic | YUG/032/W/90-05 YUG/036/W/90-05 | Production of pulp and chlorine-alkali electrolysis Production of wood-free paper |
| "MERCATOR"-KMETIJSKI KOMBINAT 68290 SEVNICA Savska cesta 3 61000 LJUBLJANA Mesarska1 tel.38608 81380 fax.81000 Ms Marjeta Potocnik tel.3861 310828 | YUG/005/W/90-05 YUG/007/W/90-05 | Production of fruit and vegetable chips Semi-Prepared food production |
| "MIRNA" 52210 ROVINJ Giordano Paliaga 8 tel.3852 811111 tlx.25242 Mr Petar Macura | YUG/098/B/90-09 | |
| MLINTEST 22240 SID Laze Kostica 2 tel.3822 712244 tlx.15866 Mr Ilija Djuric | YUG/009/W/90-05 | Durum wheat flour mill |
| BRODOGR.INDUSTRIJA "JOZO LOZOVINA MOSOR" 58220 TROGIR tel.3855 881555 Ms Radmila Domijan Mr Nikola Medic | YUG/102/B/90-09 | |

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| MZ "TITO" ZELEZNIK MZ "TITO" - FOS 97240 DEMIR HISAR 91000 SKOPJE Pero Nakov bb. tel.3891 264368 tlx.51607 Mr Aleksandar Pisev Mr Ljubomir Zafirovski Ms Gordana Pavlicic | YUG/054/W/90-05 YUG/055/W/90-05 | Gray and nodular iron foundry Gray and nodular iron foundry |
| MZ "TITO" OPREMA ZA VOZILA 91000 SKOPJE Pero Nakov bb. tel.3891 265250 tlx.51507 Mr Perica Cvetanovski | YUG/075/W/90-05 | Automotive air brake system-manufacturing |
| MZ "TITO" - TERMOTEHNIKA 91000 SKOPJE Pero Nakov bb. tel.3891 511633 tlx.51507 Mr Stefan Bosotov Mr Nikola Stojanovski | YUG/080/W/90-05 | Refrigerator compressors and aggregates manufacturing |
| NATRON 74250 MAGLAJ tel.3874 812355 tlx.44541 Mr Amir Smajlagic Mr Tomislav Dudak Mr Uros Gostic | YUG/008/W/90-05 YUG/023/W/90-05 YUG/033/W/90-05 YUG/034/W/90-05 | Glass-House for food production using remain. energy from pulp ... Energy production via the burning of secondary raw materials Paper production Production of fluting and test-liner from 100% waste paper ... |
| OBOD 81250 CETINJE Njegoseva 143 tel.3886 21166 tlx.61117 Mr Momcilo Dapcevic Mr Radovan Banovic Mr Radomir Muhadinovic | YUG/078/W/90-05 YUG/079/W/90-05 | Production of chest freezers using new panel construction technology Refrigerator production large model with frost-free system |
| EMO OHRID 96000 OHRID tel.3896 34944 tlx.53829 Mr Danco Djuroski Mr Kice Angeleski | YUG/041/W/90-05 YUG/082/W/90-05 | Production of polyester duroplastic parts used in electrical equipment Transformers plant |
| RUDNICI ZA OLOVO 92210 PROBISTIP Jakim Spirovski 2 tel.3892 83024 tlx.53625 Mr Dusan Nikolovski Mr Kole Efremov Ms Branka Karanovic | YUG/068/W/90-05 | Lead smeltery (metal) and plant for silver nitrate and silver iodide |

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| SIPAD "PALE" 71420 PALE tel.3871 783261 tlx.41263 Mr Nijaz Grabovica Mr Nenad Pandurevic | YUG/022/W/90-05 | Sawn timber plant |
| RAFINERIJA NAFTE "PANCEVO" 26000 PANCEVO Spoljnostarcevacka bb. tel.3813 510004 tlx.13118 Mr Dusan Unkovic Mr Zoran Vasiljevic Mr Ljubomir Mirkov | YUG/046/W/90-05 YUG/047/W/90-05 YUG/091/W/90-05 | Catalytic cracking reformer unit in oil refinery Heat integrated unit, vacuum unit and visbreaking in oil refin. Selective hydrogenation of diolefins in C4 and selective isomerization |
| PLIVA 41000 ZAGREB Ive Lole Ribara 89 tel.3841 571666 tlx.21246 Mr Milorad Kapor Mr Darko Marinac Mr Predrag Andric | YUG/043/W/90-05 | Production of vitamin "C" |
| POLET 23272 NOVI BECEJ Zeleznicka 13 tel.3823 771200 tlx.15553 Mr Momcilo Radojcin Mr Branko Majinski | YUG/050/W/90-05 | Clay roof tiles plant |
| "VOCAR" 31210 POZEGA 22.Septembra 3 tel.3831 812033 tlx.13666 Mr Vukasin Perisic Mr Raso Jovanic Mr Ljubisa Perisic Mr Mica Vukovic | YUG/094/W/90-05 | Cold storage for fruit forest fruit and vegetable processing |
| PRESPEATEKS 96310 RESEN Industrijska 4 tel.3896 41288 tlx.53849 Mr Nikola Kalevski Mr Jone Stojanovski | YUG/011/W/90-05 YUG/018/W/90-05 YUG/042/W/90-05 YUG/089/W/90-05 YUG/092/W/90-05 | Automobile seat cases plant Manufacturing of artificial furs for production of dolls,... Production of textile fibers Manufacturing of atraumatic surgical needles Hotel of "A" category |
| SIPAD "ROMANIJA" 71350 SOKOLAC S.Vajnera 27 tel.3871 867815 tlx.41254 Mr Slobodan Forcan Mr Radan Tosic | YUG/028/W/90-05 | Production of boards and linings from whitewood |

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| SAMOT 34300 ARANDJELOVAC tel.3834 712511 tlx.17254 Mr Ljubomir Ivanovic Mr Momcilo Zivanovic | YUG/051/90-05 | Production of amorphous silicium dioxide and final products |
| SAPCANKA 15000 SABAC Beogradski put bb. tel.3815 25333 tlx.10725 Mr Zivanko Mihajlovic | YUG/004/W/90-05 | Production of dry prunes |
| RUDNICI ZA OLOVO I CINK "SASA" 92304 MAKEDONSKA KAMENICA Marsala Tita 4 tel.3892 86222 tlx.53649 Ms Bora Pavlovska Mr Filip Janevski | YUG/038/W/90-05 | Production of lead oxide |
| SIPAD "SEBESIC" 72276 NOVA BILA tel.3872 811474 tlx.43144 Mr Zeljko Pervan Mr Radoslav Maglov | YUG/026/W/90-05 | Beech veneer slicing plant |
| "SEVER" 24000 SUBOTICA Magnetna polja 6 tel.3824 26512 tlx.15116 Mr Sava Mitrovic Mr Dusan Zvekic | YUG/106/B/90-09 | |
| VALJAONICA BAKRA I ALUMINIJUMA "SLOBODAN PENEZIC - KRCUN" 31205 SVOJNO tel.3831 21055 tlx.13611 Mr Radomir Lazic Mr Milutin Djuricic Mr Milos Prtenjak | YUG/037/W/90-05 YUG/061/W/90-05 | Manufacturing of aluminium coated litho-plates Production of thin aluminium strips and sheets for special use |
| SIPAD "TVORNICA PANEL PARKETA" 71425 PODGRAB tel.3871 799611 Mr Milomir Zivkovic Mr Radomir Petrovic | YUG/021/W/90-05 | Block parquet plant |
| ZELEZARA SISAK 44105 SISAK Bozidara Adzije bb. tel.3844 35202 tlx.23617 Mr Marijan Malina Mr Luka Marincic Mr Branislav Vujnovic Mr Darko Stambolija | YUG/053/W/90-05 YUG/057/W/90-05 YUG/060/W/90-05 YUG/062/W/90-05 YUG/063/W/90-05 | Steel structure galvanizing plant Steel-work plant Seamless pipes rolling mill Heat treatment plant for construction Production fo high alloy welded tubes small diameter welded tubes ... |

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| SLATEKS 78253 SLATINA tel.3878 33158 tlx.44337 Mr Milan Perduv Mr Nebojsa Popovic | YUG/095/W/90-05 | Hospital for sport injuries |
| SPECTRA GROOP 11000 BEOGRAD Dzordza Vasingtona 28 tel.3811 322223 tlx.12810 Mr Slobodan Korac Mr Miroslav Boras | YUG/109/B/90-09 | |
| SIPAD "SPERPLOCA" 88000 MOSTAR R.Hrozniceka 39 tel.3888 32183 tlx.46203 Mr Franjo Kljajo Mr Zdravko Vojvodic Mr Rade Bovan | YUG/027/W/90-05 | Veneer plywood plant |
| RUDNIK KVARCNOG PESKA "SRBOKVARC" 19214 RGOTINA tel.3819 66111 tlx.19199 Mr Slavoljub Pajkic Mr Miroslav Mihajlovic Mr Dejan Cikara | YUG/083/W/90-05 | Production of electrosilica |
| SIPAD "STANDARD" 71000 SARAJEVO Dz.Bijedica 182 tel.3871 456688 tlx.41177 Mr Boris Ecimovic Mr Radomir Lalovic | YUG/045/W/90-05 | Plant for furniture finishing with polyurethane and ... |
| MAKEDONIJA - TABAK 91000 SKOPJE Ulica 75 Broj 2 tel.3891 239211 tlx.51484 Ms Maja Brajovic Ms Viktorija Bogdanovska | YUG/099/B/90-09 | |
| TEKSTILINDUS 64000 KRANJ Gorenjesavska 12 tel.3864 22481 tlx.34533 Mr Stefan Markovic Mr Jost Bajzelj | YUG/012/W/90-05 | Cotton fabrics production |
| "TERMOMEHANIKA" - ZAGREB PREDSTAVNISTVO BEOGRAD 11000 BEOGRAD-BEOGRADSKI SAJAM Bulevar Vojvode Misica 14 tel.3811 655885 Mr Bratislav Lazarevski | YUG/104/B/90-09 | |

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| BIZOVACKE TOPLICE 54222 BIZOVAC Suncana 39 tel.3854 185422 Mr Senada Cudic Mr Jozo Jurkovic | YUG/096/W/90-05 | Natural spa complex |
| UNIAL IMPOL 62310 SLOVENSKA BISTRICA Partizanska 38 tel.3862 811521 tlx.33113 Mr Milan Ozimic Mr Edvard Slacek Mr Zvezdodrag Zlebniak | YUG/064/W/90-05 YUG/067/W/90-05 | Aluminium foil production Electrostatic powder painting for aluminium semi-products protection |
| UNIS 71320 VOGOSCA tel.3871 436212 tlx.41292 Mr Fuad Pekmez Mr Slobodan Vulevic Ms Biljana Vucina | YUG/074/W/90-05 | Production of special automatic grinding mach. for bearing ... |
| UNIS 71000 SARAJEVO | YUG/107/B/90-09 | |
| VISKOZA 15300 LOZNICA Gradiliste bb. tel.3815 82411 tkx.10718 Mr Dragoljub Lukic Mr Ratko Popovic Mr Tihomir Stamenkovic | YUG/013/W/90-05 YUG/014/W/90-05 YUG/015/W/90-05 YUG/016/W/90-05 | Weaving plant Yarn production from viscose staple fiber Viscose rayon filament yarn warping and warp sizing Viscose staple fiber plant |
| | YUG/035/W/90-05 YUG/039/W/90-05 YUG/040/W/90-05 | Viscose pulp plant Coextruded pp film Metalization of bioriented pp film |
| | YUG/076/W/90-05 | Production of brakes for commercial vehicles |
| VOCAR 11000 BEOGRAD Bircaninova 37 tel.3811 659182 tlx.12706 Mr Slavko Semiz Mr Dusan Nikolic | YUG/002/W/90-05 YUG/003/W/90-05 YUG/006/W/90-05 | Cold storage facility for fruits Drying chamber for vegetables and herbs Hot processing of fruits |
| FABRIKA ZA AKUMULATORI "ZLETOVO" 92210 PROBISTIP tel.3892 83126 tlx.53666 Mr Vlastimir Ampov Mr Vlado Gogovski | YUG/084/W/90-05 YUG/085/W/90-05 | Battery plant Nickel-cadmium battery plant |
| SIPAD "ZVIJEZDA" 71330 VARES Ponikve bb. tel.3871 845572 tlx.41201 Mr Milan Knezevic Mr Tomo Lovrenovic Ms Vera Zovko | YUG/024/W/90-05 | Manufacturing of laminated wooden elements |

A N N E X 6.

EVALUATION OF PROJECTS DISCUSSED

- Coded list of Projects Discussed
 - Project Number , Title
 - Local Sponsor
 - Investor

Explanatory note :

- Code 6 - Descriptive answer (41)
- Code 5 - Other answer (1)
- Code 4 - Sign the Letter of Intent (2)
- Code 3 - Negotiate the Project further (29)
- Code 2 - Study the Project further (81)
- Code 1 - No interest (2)

PROJECTS WITH SIGNIFICANT RESULTS

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PROJECTS WITH RESULT CODE 6

| <u>PROJECT</u> | <u>SPONSOR</u> | <u>INVESTOR</u> |
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| YUG/004/W/90-05 Production of dry prunes Index = 01403 | SAPCANKA | UNIDO IPS PARIS FRANCE |
| YUG/010/W/90-05 Production of soft biscuits Index = 01757 | BRATSTVO | ALFA-LAVAL INDUSTRIE GES mbH AUSTRIA |
| YUG/011/W/90-05 Automobile seat cases plant Index = 01828 | PRESPATEKS | AKZO NV HOLLAND |
| YUG/017/W/90-05 Glass fibre plant Index = 02881 | ETEX | MOSCOW NARODNY BANK LIMITED UNITED KINGDOM |
| YUG/021/W/90-05 Block parquet plant Index = 01484 | SIPAD "TVORNICA PANEL PARKETA" | ANTONIO COSTA ITALY |
| YUG/033/W/90-05 Paper production Index = 03155 | NATRON | MOSCOW NARODNY BANK LIMITED UNITED KINGDOM |
| YUG/035/W/90-05 Viscose pulp plant Index = 02810 | VISKOZA | MOSCOW NARODNY BANK LIMITED UNITED KINGDOM |
| YUG/036/W/90-05 Production of wood-free paper Index = 00440 | "MILAN STEPANOVIC MATROZ" | MANUFACTURERS HANOVER TRUST COMPANY USA |
| YUG/036/W/90-05 Production of wood-free paper Index = 01770 | "MILAN STEPANOVIC MATROZ" | MANUFACTURERS HANOVER TRUST COMPANY USA |

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| YUG/038/W/90-05 Production of lead oxide Index = 02822 | RUDNICI ZA OLOVO I CINK "SASA" | HOECHST AKTIENGESSELLSCHAFT GERMANY |
| YUG/038/W/90-05 Production of lead oxide Index = 02892 | RUDNICI ZA OLOVO I CINK "SASA" | IMPERIAL CHEMICAL INDUSTRIES PLC UNITED KINGDOM |
| YUG/038/W/90-05 Production of lead oxide Index = 03102 | RUDNICI ZA OLOVO I CINK "SASA" | INTERNATIONAL FINANCE CORPORATION USA |
| YUG/038/W/90-05 Production of lead oxide Index = 03172 | RUDNICI ZA OLOVO I CINK "SASA" | MIDLAND BANK PLC UNITED KINGDOM |
| YUG/042/W/90-05 Production of textile fibers Index = 01828 | PRESPATEKS | AKZO NV HOLLAND |
| YUG/044/W/90-05 Plant for production of emulsive explosives Index = 00515 | KEMIJSKA INDUSTRIJA "KAMNIK" | D L F, INC USA |
| YUG/046/W/90-05 Catalytic cracking reformer unit in oil refinery Index = 03036 | RAFINERIJA NAFTE "PANCEVO" | LAZARD FRERES ET CIE FRANCE |
| YUG/049/W/90-05 Production of high quality ceramic tiles Index = 00447 | "25.MAJ" | BANCO ESPANOL DE CREDITO SPAIN |
| YUG/050/W/90-05 Clay roof tiles plant Index = 00518 | POLET | BANCO ESPANOL DE CREDITO SPAIN |
| YUG/050/W/90-05 Clay roof tiles plant Index = 02828 | POLET | ACCESS - USA USA |
| YUG/054/W/90-05 Gray and nodular iron foundary Index = 00382 | MZ "TITO" ZELEZNIK MZ "TITO" - FOS | IPO MILAN - UNIDO UNITED NATIONS |
| YUG/054/W/90-05 Gray and nodular iron foundary Index = 03112 | MZ "TITO" ZELEZNIK MZ "TITO" - FOS | ZETA SUN PTY.LTD. AUSTRALIA |

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| YUG/055/W/90-05 Gray and nodular iron foundary Index = 03112 | MZ "TITO" ZELEZNIK MZ "TITO" - FOS | ZETA SUN PTY.LTD. AUSTRALIA |
| YUG/064/W/90-05 Alumuminium foil production Index = 00385 | UNIAL IMPOL | D L F, INC USA |
| YUG/066/W/90-05 Aluminium powder plant Index = 03254 | KOMBINAT ALUMINIJUMA "TITOGRAD" | LAZARD FRERES ET CIE FRANCE |
| YUG/080/W/90-05 Refrigerator compressors and aggregates manufacturing Index = 01432 | MZ "TITO" - TERMOTEHNIKA | COMMERCIAL COMBINATION A/S DENMARK |
| YUG/080/W/90-05 Refrigerator compressors and aggregates manufacturing Index = 01922 | MZ "TITO" - TERMOTEHNIKA | ZETA SUN PTY.LTD. AUSTRALIA |
| YUG/083/W/90-05 Production of electrosilica Index = 02842 | RUDNIK KVARCNOG PESKA "SRBOKVARC" | AKZO NV HOLLAND |
| YUG/084/W/90-05 Battery plant Index = 00463 | FABRIKA ZA AKUMULATORI "ZLETOVO" | IPO MILAN - UNIDO UNITED NATIONS |
| YUG/092/W/90-05 Hotel of "A" category Index = 02808 | PRESPATEKS | GIBB, PETERMULLER & PARTNERS GREECE |
| YUG/093/W/90-05 Tourist settlements-1800 Index = 01725 | "KLEK" | ZETA SUN PTY.LTD. AUSTRALIA |
| YUG/093/W/90-05 Tourist settlements-1800 Index = 02915 | "KLEK" | ZETA SUN PTY.LTD. AUSTRALIA |

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| YUG/097/B/90-09 Index = 02919 | GENERALEXPORT | CITICORP EAST WEST SERVICES GesmbH AUSTRIA |
| YUG/097/B/90-09 Index = 03129 | GENERALEXPORT | ARCHITECT MAG. JOERG NAIRZ AUSTRIA |
| YUG/097/B/90-09 Index = 03199 | GENERALEXPORT | SOGEDAC SOCIETE GENERALE D'ACHATS FRANCE |
| YUG/100/B/90-09 Index = 00472 | INSTITUT "KIRILO SAVIC" | S.A.EXPLOSIFS ET PRODUITS CHIMIQUES FRANCE |
| YUG/100/B/90-09 Index = 02852 | INSTITUT "KIRILO SAVIC" | S.A.EXPLOSIFS ET PRODUITS CHIMIQUES FRANCE |
| YUG/101/B/90-09 Index = 01523 | "ALBUS" | HOECHST AKTIENGESSELLSCHAFT GERMANY |
| YUG/109/B/90-09 Index = 01811 | SPECTRA GROOP | CITICORP EAST WEST SERVICES GesmbH AUSTRIA |
| YUG/109/B/90-09 Index = 01951 | SPECTRA GROOP | IBM ROECE INC, VIENNA BRANCH AUSTRIA |
| YUG/109/B/90-09 Index = 03141 | SPECTRA GROOP | ABB KRAFTWERKE AG GERMANY |
| YUG/109/B/90-09 Index = 03211 | SPECTRA GROOP | DYCKERHOFF & WIDMANN AG GERMANY |

PROJECTS WITH RESULT CODE 5

| <u>PROJECT</u> | <u>SPONSOR</u> | <u>INVESTOR</u> |
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| YUG/064/W/90-05 Aluminium foil production Index = 01505 | UNIAL IMPOL | UNIDO IPS COLOGNE GERMANY |

PROJECTS WITH RESULT CODE 4

| <u>PROJECT</u> | <u>SPONSOR</u> | <u>INVESTOR</u> |
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| YUG/002/W/90-05 Cold storage facility for fruits Index = 00352 | VOCAR | TECHNOFRIGO ITALY |
| YUG/002/W/90-05 Cold storage facility for fruits Index = 01822 | VOCAR | ACCESS - USA USA |

PROJECTS WITH RESULT CODE 3

| <u>PROJECT</u> | <u>SPONSOR</u> | <u>INVESTOR</u> |
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| YUG/002/W/90-05 Cold storage facility for fruits Index = 01402 | VOCAR | ALIMENTA S.P.A. ITALY |
| YUG/002/W/90-05 Cold storage facility for fruits Index = 01682 | VOCAR | BANCO ESPANOL DE CREDITO SPAIN |
| YUG/002/W/90-05 Cold storage facility for fruits Index = 01892 | VOCAR | MINISTRY OF AGRICULTURE IN FRANCE FRENCH EMBASSY FRANCE |
| YUG/003/W/90-05 Drying chamber for vegetables and herbs Index = 01402 | VOCAR | ALIMENTA S.P.A. ITALY |
| YUG/003/W/90-05 Drying chamber for vegetables and herbs Index = 01892 | VOCAR | MINISTRY OF AGRICULTURE IN FRANCE FRENCH EMBASSY FRANCE |
| YUG/008/W/90-05 Glass-House for food production using remain. energy from pulp ... Index = 00425 | NATRON | MINISTRY OF AGRICULTURE IN FRANCE FRENCH EMBASSY FRANCE |

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| YUG/010/W/90-05 Production of soft biscuits Index = 00427 | BRATSTVO | ALIMENTA S.P.A. ITALY |
| YUG/010/W/90-05 Production of soft biscuits Index = 02807 | BRATSTVO | MIDLAND BANK PLC UNITED KINGDOM |
| YUG/012/W/90-05 Cotton fabrics production Index = 01409 | TEKSTILINDUS | LEVI STRAUSS FINANCIAL SERVICES SA BELGIUM |
| YUG/042/W/90-05 Production of textile fibers Index = 00428 | PRESPATEKS | HIMONT ITALIA SRL ITALY |
| YUG/045/W/90-05 Plant for furniture finishing with polyurethane and ... Index = 00367 | SIPAD "STANDARD" | BANCO ESPANOL DE CREDITO SPAIN |
| YUG/054/W/90-05 Gray and nodular iron foundary Index = 00522 | MZ "TITO" ZELEZNIK MZ "TITO" - FOS | TOYOTA TSUSHO CORPORATION JAPAN |
| YUG/054/W/90-05 Gray and nodular iron foundary Index = 01852 | MZ "TITO" ZELEZNIK MZ "TITO" - FOS | BROWN BOVERI - YORK AUSTRIA |
| YUG/055/W/90-05 Gray and nodular iron foundary Index = 00522 | MZ "TITO" ZELEZNIK MZ "TITO" - FOS | TOYOTA TSUSHO CORPORATION JAPAN |
| YUG/055/W/90-05 Gray and nodular iron foundary Index = 01852 | MZ "TITO" ZELEZNIK MZ "TITO" - FOS | BROWN BOVERI - YORK AUSTRIA |

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| YUG/074/W/90-05 Production of special automatic grinding mach. for bearing ... Index = 01439 | UNIS | TOYOTA TSUSHO CORPORATION JAPAN |
| YUG/074/W/90-05 Production of special automatic grinding mach. for bearing ... Index = 01579 | UNIS | ACCESS - USA USA |
| YUG/078/W/90-05 Production of chest freezers using new panel construction technology Index = 01440 | OBOD | BANCO ESPANOL DE CREDITO SPAIN |
| YUG/079/W/90-05 Refrigerator production large model with frost-free system Index = 01440 | OBOD | BANCO ESPANOL DE CREDITO SPAIN |
| YUG/080/W/90-05 Refrigerator compressors and aggregates manufacturing Index = 02832 | MZ "TITO" - TERMOTEHNIKA | TECHNOFRIGO ITALY |
| YUG/083/W/90-05 Production of electrosilica Index = 01792 | RUDNIK KVARCNOG PESKA "SRBOKVARC" | AKZO NV HOLLAND |
| YUG/084/W/90-05 Battery plant Index = 01443 | FABRIKA ZA AKUMULATORI "ZLETOVO" | IPO MILAN - UNIDO UNITED NATIONS |
| YUG/084/W/90-05 Battery plant Index = 01723 | FABRIKA ZA AKUMULATORI "ZLETOVO" | TOYOTA TSUSHO CORPORATION JAPAN |
| YUG/085/W/90-05 Nickel-cadmium battery plant Index = 01723 | FABRIKA ZA AKUMULATORI "ZLETOVO" | TOYOTA TSUSHO CORPORATION JAPAN |
| YUG/093/W/90-05 Tourist settlements-1800 Index = 00395 | "KLEK" | TOYOTA TSUSHO CORPORATION JAPAN |

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| YUG/094/W/90-05 Cold storage for fruit forest fruit and vegetable processing Index = 01516 | "VOCAR" | AMSTERDAM-ROTTERDAM BANK NV HOLLAND |
| YUG/096/W/90-05 Natural spa complex Index = 00398 | BIZOVACKE TOPLICE | S INTERNATIONAL ARCHITECTS UNITED KINGDOM |
| YUG/096/W/90-05 Natural spa complex Index = 00468 | BIZOVACKE TOPLICE | CONSTANT & CONSTANT SOLICITORS UNITED KINGDOM |
| YUG/096/W/90-05 Natural spa complex Index = 00538 | BIZOVACKE TOPLICE | GIBB, PETERMULLER & PARTNERS GREECE |

PROJECTS WITH RESULT CODE 2

| <u>PROJECT</u> | <u>SPONSOR</u> | <u>INVESTOR</u> |
|---|----------------|---|
| YUG/002/W/90-05 Cold storage facility for fruits Index = 00422 | VOCAR | AMSTERDAM-ROTTERDAM BANK NV HOLLAND |
| YUG/002/W/90-05 Cold storage facility for fruits Index = 00492 | VOCAR | COGEPI ITALY |
| YUG/002/W/90-05 Cold storage facility for fruits Index = 01472 | VOCAR | BOSSI EFIS ITALY |
| YUG/002/W/90-05 Cold storage facility for fruits Index = 01752 | VOCAR | ALIMPIANTI SPA ITALY |
| YUG/002/W/90-05 Cold storage facility for fruits Index = 02802 | VOCAR | MANUFACTURERS HANOVER TRUST COMPANY USA |
| YUG/002/W/90-05 Cold storage facility for fruits Index = 02872 | VOCAR | CONSTANT & CONSTANT SOLICITORS UNITED KINGDOM |

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| YUG/003/W/90-05 Drying chamber for vegetables and herbs Index = 01472 | VOCAR | BOSSI EFIS ITALY |
| YUG/003/W/90-05 Drying chamber for vegetables and herbs Index = 01752 | VOCAR | ALIMPIANTI SPA ITALY |
| YUG/003/W/90-05 Drying chamber for vegetables and herbs Index = 02872 | VOCAR | CONSTANT & CONSTANT SOLICITORS UNITED KINGDOM |
| YUG/005/W/90-05 Production of fruit and vegetable chips Index = 00354 | "MERCATOR"-KMETIJSKI KOMBINAT | BOSSI EFIS ITALY |
| YUG/005/W/90-05 Production of fruit and vegetable chips Index = 00424 | "MERCATOR"-KMETIJSKI KOMBINAT | COGEPI ITALY |
| YUG/005/W/90-05 Production of fruit and vegetable chips Index = 00494 | "MERCATOR"-KMETIJSKI KOMBINAT | ALIMENTA S.P.A. ITALY |
| YUG/006/W/90-05 Hot processing of fruits Index = 01752 | VOCAR | ALIMPIANTI SPA ITALY |
| YUG/006/W/90-05 Hot processing of fruits Index = 02872 | VOCAR | CONSTANT & CONSTANT SOLICITORS UNITED KINGDOM |
| YUG/010/W/90-05 Production of soft biscuits Index = 00357 | BRATSTVO | ALIMPIANTI SPA ITALY |
| YUG/010/W/90-05 Production of soft biscuits Index = 01687 | BRATSTVO | EUROPEAN FREE TRADE ASSOCIATION SWITZERLAND |
| YUG/011/W/90-05 Automobile seat cases plant Index = 03158 | PRESPATEKS | AKZO NV HOLLAND |

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|--|---------------------------|-----------------------------------|
| YUG/013/W/90-05 Weaving plant Index = 00430 | VISKOZA | FITOR PORTUGAL |
| YUG/013/W/90-05 Weaving plant Index = 01830 | VISKOZA | BANCO ESPANOL DE CREDITO SPAIN |
| YUG/015/W/90-05 Viscose rayon filament yarn warping and warp sizing Index = 02880 | VISKOZA | AKZO NV HOLLAND |
| YUG/028/W/90-05 Production of boards and linings from whitewood Index = 00437 | SIPAD "ROMANIJA" | NUOVA COVEMA ITALY |
| YUG/032/W/90-05 Production of pulp and chlorine-alkali electrolysis Index = 01840 | "MILAN STEPANOVIC MATROZ" | ALIMENTA S.P.A. ITALY |
| YUG/033/W/90-05 Paper production Index = 00495 | NATRON | ACCESS - USA USA |
| YUG/034/W/90-05 Production of fluting and test-liner from 100% waste paper ... Index = 00495 | NATRON | ACCESS - USA USA |
| YUG/035/W/90-05 Viscose pulp plant Index = 01690 | VISKOZA | ACCESS - USA USA |
| YUG/035/W/90-05 Viscose pulp plant Index = 02880 | VISKOZA | AKZO NV HOLLAND |

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|--|---------------------------------|---|
| YUG/036/W/90-05 Production of wood-free paper Index = 00370 | "MILAN STEPANOVIC MATROZ" | HIMONT ITALIA SRL ITALY |
| YUG/036/W/90-05 Production of wood-free paper Index = 00510 | "MILAN STEPANOVIC MATROZ" | AMSTERDAM-ROTTERDAM BANK NV HOLLAND |
| YUG/036/W/90-05 Production of wood-free paper Index = 01700 | "MILAN STEPANOVIC MATROZ" | MOSCOW NARODNY BANK LIMITED UNITED KINGDOM |
| YUG/039/W/90-05 Coextruded pp film Index = 00500 | VISKOZA | HIMONT ITALIA SRL ITALY |
| YUG/039/W/90-05 Coextruded pp film Index = 01410 | VISKOZA | ALIMPIANTI SPA ITALY |
| YUG/039/W/90-05 Coextruded pp film Index = 01690 | VISKOZA | ACCESS - USA USA |
| YUG/040/W/90-05 Metalization of bioriented pp film Index = 00500 | VISKOZA | HIMONT ITALIA SRL ITALY |
| YUG/041/W/90-05 Production of polyester duroplastic parts used in electrical equipment Index = 01493 | EMO OHRID | NETHERLANDS DEVELOPMENT FINANCE COMPANY (FMO) HOLLAND |
| YUG/042/W/90-05 Production of textile fibers Index = 01478 | PRESPATEKS | FITOR PORTUGAL |
| YUG/042/W/90-05 Production of textile fibers Index = 03158 | PRESPATEKS | AKZO NV HOLLAND |
| YUG/044/W/90-05 Plant for production of emulsive explosives Index = 00375 | KEMIJSKA INDUSTRIJA "KAMNIK" | S.A.EXPLOSIFS ET PRODUITS CHIMIQUES FRANCE |

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| YUG/046/W/90-05 Catalytic cracking reformer unit in oil refinery Index = 00376 | RAFINERIJA NAFTE "PANCEVO" | SHELL INTERNATIONAL PETROLEUM COMPANY LTD UNITED KINGDOM |
| YUG/047/W/90-05 Heat integrated unit, vacuum unit and visbreaking in oil refin. Index = 00376 | RAFINERIJA NAFTE "PANCEVO" | SHELL INTERNATIONAL PETROLEUM COMPANY LTD UNITED KINGDOM |
| YUG/052/W/90-05 Production of electro- fused magnesia Index = 02830 | MAGNOHRUM | AMSTERDAM-ROTTERDAM BANK NV HOLLAND |
| YUG/054/W/90-05 Gray and nodular iron foundary Index = 01712 | MZ "TITO" ZELEZNIK MZ "TITO" - FOS | NETHERLANDS DEVELOPMENT FINANCE COMPANY (FMO) HOLLAND |
| YUG/054/W/90-05 Gray and nodular iron foundary Index = 01782 | MZ "TITO" ZELEZNIK MZ "TITO" - FOS | ALIMENTA S.P.A. ITALY |
| YUG/055/W/90-05 Gray and nodular iron foundary Index = 01712 | MZ "TITO" ZELEZNIK MZ "TITO" - FOS | NETHERLANDS DEVELOPMENT FINANCE COMPANY (FMO) HOLLAND |
| YUG/055/W/90-05 Gray and nodular iron foundary Index = 01782 | MZ "TITO" ZELEZNIK MZ "TITO" - FOS | ALIMENTA S.P.A. ITALY |
| YUG/058/W/90-05 Metal press Index = 01434 | KOMBINAT ALUMINIJUMA "TITOGRAĐ" | NORANDAL USA. INC USA |
| YUG/059/W/90-05 Rolling-Mill Index = 01434 | KOMBINAT ALUMINIJUMA "TITOGRAĐ" | NORANDAL USA. INC USA |

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| YUG/061/W/90-05 Production of thin aluminium strips and sheets for special use Index = 00441 | VALJAONICA BAKRA I ALUMINIJUMA "SLOBODAN PENEZIC - KRCUN" | SHELL INTERNATIONAL PETROLEUM COMPANY LTD UNITED KINGDOM |
| YUG/061/W/90-05 Production of thin aluminium strips and sheets for special use Index = 00511 | VALJAONICA BAKRA I ALUMINIJUMA "SLOBODAN PENEZIC - KRCUN" | NORANDAL USA. INC USA |
| YUG/064/W/90-05 Alumuminium foil production Index = 00455 | UNIAL IMPOL | TOYOTA TSUSHO CORPORATION JAPAN |
| YUG/064/W/90-05 Alumuminium foil production Index = 00525 | UNIAL IMPOL | SHELL INTERNATIONAL PETROLEUM COMPANY LTD UNITED KINGDOM |
| YUG/064/W/90-05 Alumuminium foil production Index = 01435 | UNIAL IMPOL | ITALIMPIANTI S.P.A. ROMA ITALY |
| YUG/064/W/90-05 Alumuminium foil production Index = 01715 | UNIAL IMPOL | IPO MILAN - UNIDO UNITED NATIONS |
| YUG/064/W/90-05 Alumuminium foil production Index = 01785 | UNIAL IMPOL | D L F, INC USA |
| YUG/067/W/90-05 Electrostatic powder painting for aluminium semi-products protection Index = 00455 | UNIAL IMPOL | TOYOTA TSUSHO CORPORATION JAPAN |
| YUG/068/W/90-05 Lead smeltery (metal) and plant for silver nitrate and silver iodide Index = 01436 | RUDNICI ZA OLOVO | SHELL INTERNATIONAL PETROLEUM COMPANY LTD UNITED KINGDOM |
| YUG/071/W/90-05 Al-radiator production Index = 02907 | IKARUS | TOYOTA TSUSHO CORPORATION JAPAN |

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|--|--------------------------------------|---|
| YUG/075/W/90-05 Automotive air brake system manufacturing Index = 01502 | MZ "TITO" OPREMA ZA VOZILA | TOYOTA TSUSHO CORPORATION JAPAN |
| YUG/081/W/90-05 Production of electronic. controlled commutator motors ... Index = 01441 | GORENJE ELEKTROMOTORI | LUCKY GOLDSTAR INTERNATIONAL U.K.LTD. UNITED KINGDOM |
| YUG/082/W/90-05 Transformers plant Index = 01493 | EMO OHRID | NETHERLANDS DEVELOPMENT FINANCE COMPANY (FMO) HOLLAND |
| YUG/083/W/90-05 Production of electrosilica Index = 00532 | RUDNIK KVARCNOG PESKA "SRBOKVARC" | HOECHST AKTIENGESSELLSCHAFT GERMANY |
| YUG/084/W/90-05 Battery plant Index = 01513 | FABRIKA ZA AKUMULATORI "ZLETOVO" | BANCO ESPANOL DE CREDITO SPAIN |
| YUG/086/W/90-05 Manufacturing of city and suburban buses Index = 02837 | IKARUS | TEKNOX D.O.O. ITALY |
| YUG/087/W/90-05 Production of synchroni- zed gearboxes expansion for tractors Index = 00464 | IMT | TEKNOX D.O.O. ITALY |
| YUG/090/W/90-05 Production of boiler ladles with enamelling automation of production Index = 02830 | MAGNOHROM | AMSTERDAM-ROTTERDAM BANK NV HOLLAND |
| YUG/090/W/90-05 Production of boiler ladles with enamelling automation of production Index = 02900 | MAGNOHROM | WORLD WIDE SRL ITALY |

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| YUG/092/W/90-05 Hotel of "A" category Index = 00498 | PRESPATEKS | S INTERNATIONAL ARCHITECTS UNITED KINGDOM |
| YUG/092/W/90-05 Hotel of "A" category Index = 01408 | PRESPATEKS | CONSTANT & CONSTANT SOLICITORS UNITED KINGDOM |
| YUG/092/W/90-05 Hotel of "A" category Index = 01758 | PRESPATEKS | AMSTERDAM-ROTTERDAM BANK NV HOLLAND |
| YUG/092/W/90-05 Hotel of "A" category Index = 01898 | PRESPATEKS | TOYOTA TSUSHO CORPORATION JAPAN |
| YUG/092/W/90-05 Hotel of "A" category Index = 03088 | PRESPATEKS | MOSCOW NARODNY BANK LIMITED UNITED KINGDOM |
| YUG/093/W/90-05 Tourist settlements-1800 Index = 00465 | "KLEK" | S INTERNATIONAL ARCHITECTS UNITED KINGDOM |
| YUG/093/W/90-05 Tourist settlements-1800 Index = 00535 | "KLEK" | CONSTANT & CONSTANT SOLICITORS UNITED KINGDOM |
| YUG/093/W/90-05 Tourist settlements-1800 Index = 01445 | "KLEK" | AMSTERDAM-ROTTERDAM BANK NV HOLLAND |
| YUG/093/W/90-05 Tourist settlements-1800 Index = 01515 | "KLEK" | GIBB, PETERMULLER & PARTNERS GREECE |

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| YUG/094/W/90-05 Cold storage for fruit forest fruit and vegetable processing Index = 00396 | "VOCAR" | ALIMENTA S.P.A. ITALY |
| YUG/094/W/90-05 Cold storage for fruit forest fruit and vegetable processing Index = 00466 | "VOCAR" | TECHNOFRIGO ITALY |
| YUG/094/W/90-05 Cold storage for fruit forest fruit and vegetable processing Index = 01796 | "VOCAR" | BANCO ESPANOL DE CREDITO SPAIN |
| YUG/094/W/90-05 Cold storage for fruit forest fruit and vegetable processing Index = 01936 | "VOCAR" | ALIMPIANTI SPA ITALY |
| YUG/101/B/90-09 Index = 01453 | "ALBUS" | AKZO NV HOLLAND |
| YUG/101/B/90-09 Index = 03133 | "ALBUS" | AKZO NV HOLLAND |
| YUG/103/B/90-09 Index = 01455 | "ARVISAM D.O.O." | S INTERNATIONAL ARCHITECTS UNITED KINGDOM |

PROJECTS WITH RESULT CODE 1

| <u>PROJECT</u> | <u>SPONSOR</u> | <u>INVESTOR</u> |
|--|----------------|---|
| YUG/064/W/90-05 Alumuminium foil production Index = 02905 | UNIAL IMPOL | ACCESS - USA USA |
| YUG/095/W/90-05 Hospital for sport injuries Index = 00467 | SLATEKS | GIBB, PETERMULLER & PARTNERS GREECE |

A N N E X 7.

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- Name of Staff member
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