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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

FINAL REPORT

(PROJECT EVALUATION REPORT)

Prepared by

DJORDJE M. LAJŠIĆ. FORUM Director

EKONOMSKI INSTITUT, BEOGRAD

Belgrade, October 1990
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<thead>
<tr>
<th>Abbreviation</th>
<th>Full Form</th>
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<tr>
<td>EI</td>
<td>Economics Institute, Belgrade</td>
</tr>
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<td>FGY</td>
<td>Federal Government of Yugoslavia</td>
</tr>
<tr>
<td>FSEI</td>
<td>Federal Secretariat for Energy and Industry</td>
</tr>
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<td>IF</td>
<td>Seminar on Promotion of Industrial Co-operation and Foreign Investment in Yugoslavia - INVESTMENT FORUM</td>
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<tr>
<td>PW</td>
<td>Price Waterhouse</td>
</tr>
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<td>SFRY</td>
<td>Socialist Federal Republic of Yugoslavia</td>
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<td>TF</td>
<td>Trust Fund</td>
</tr>
<tr>
<td>YCE</td>
<td>Yugoslav Chamber of Economy</td>
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<td>YUPUB</td>
<td>Yugoslaviapublic, Belgrade</td>
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<td>UNIDO</td>
<td>United Nations Development Organization</td>
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SUMMARY

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. UNICO has been represented by 14 persons. With Yugoslav officials (Government, Chamber of Economy, Industry Associations), local banks, experts and organizers, the total number of participants 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 professionality 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 People'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 Yugoslaviapublic, 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, Yugoslaviapublic, 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 pragmatically 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 The host executing agency

The professionality 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 a 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 pragmtical 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.
ANNEX 1.

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

PROGRAMME

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.
Speakers 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 PREGL, 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 DORDE LAJSIC, Ekonomski Institut Beograd (Panel Coordinator)
- Dr MILAN KOVACEVIC, Dr INES BESAREVIC, Dr RADOJE PRICA
- Mr DORDE DURISIC

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 LAJSIC, Ekonomski Institut Beograd (Panel Coordinator)
- Mr JOVAN PAPIC, 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.
ANNEX 2.

INVESTMENT FORUM STATISTICS

- Participants number
- Projects, Meetings
- Country statistics
- Activity of Sponsors and Investors
- Summary of Evaluation of Projects Discussed
### COUNTRY STATISTICS FOR INVESTORS

<table>
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<tr>
<th>COUNTRY</th>
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<th>COMP. REGIST.</th>
<th>PERS. REGIST.</th>
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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

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ANNEX 3.

LIST OF PROJECTS

- Project number
- Project description
- Local Sponsor (address, phone)
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<th>PROJECT NUMBER</th>
<th>PROJECT DESCRIPTION</th>
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<td>YUG/001/W/90-05</td>
<td>Mushroom processing 400 tons US$ 2,252,900 expansion equity/market</td>
<td>DALMATINSKI RUDNICI BOKSITA 57250 GROVAC Bravar bb tel.3875 89-303 tlx.27166</td>
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<td>YUG/002/W/90-05</td>
<td>Cold storage facility for fruits 3,000 tons US$ 4,827,000 Expansion Equity/Loans</td>
<td>VOCAR 11000 BEOGRAD Bircaninova 37 tel.3811 659182 tlx.12706 Mr Slavko Semiz Mr Dusan Nikolic</td>
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<td>YUG/003/W/90-05</td>
<td>Drying chamber for vegetables and herbs 2,850 tons US$ 4,675,000 New investment Equity/Loans</td>
<td>VOCAR 11000 BEOGRAD Bircaninova 37 tel.3811 659182 tlx.12706 Mr Slavko Semiz Mr Dusan Nikolic</td>
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<td>YUG/004/W/90-05</td>
<td>Production of dry prunes 945 tons US$ 2,326,036 New investment Equity/Loans</td>
<td>SAPCANKA 15000 SABAC Beogradski put bb. tel.3815 25333 tlx.10725 Mr Zivanko Mihajlovic</td>
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<td>YUG/005/W/90-05</td>
<td>Production of fruit and vegetable chips 600 tons US$ 4,191,250 Expansion Equity/Loans</td>
<td>&quot;MERCATOR&quot;-KMETIJSKI KOMBINAT 68290 SEVICA Savska cesta 3 tel.38608 81380 fax.81000 Ms Marjeta Potocnik tel.3861 31828</td>
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<td>YUG/006/W/90-05</td>
<td>Hot processing of fruits 4,500 tons US$ 2,670,000 Modernization Equity/Loans</td>
<td>VOCAR 11000 BEOGRAD Bircaninova 37 tel.3811 659182 tlx.12706 Mr Slavko Semiz Mr Dusan Nikolic</td>
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<td>YUG/007/W/90-05</td>
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<tr>
<td>Class-House for food production using remain energy from pulp</td>
<td>585 tons</td>
<td>US $1,788,940</td>
</tr>
<tr>
<td>Durum wheat flour mill</td>
<td>6,000 tons</td>
<td>US $9,550,000</td>
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<tr>
<td>Production of soft biscuits</td>
<td>550 tons</td>
<td>US $1,148,150</td>
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<tr>
<td>Automobile seat cases plant</td>
<td>635,000 units</td>
<td>US $3,989,000</td>
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<tr>
<td>Cotton fabrics production</td>
<td>2,700 tons</td>
<td>US $5,920,000</td>
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<tr>
<td>Weaving plant</td>
<td>4,500,000 meters</td>
<td>US $6,156,372</td>
</tr>
<tr>
<td>Yarn production from viscose staple fiber</td>
<td>3,000 tons</td>
<td>US $11,843,416</td>
</tr>
<tr>
<td>Viscose rayon filament yarn warping and warp sizing</td>
<td>1,000 tons</td>
<td>US $3,655,000</td>
</tr>
</tbody>
</table>
YUG/015/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, tel.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, tel.17718  Mr Tomo Otsavicev  Mr Gojke Pejcinoic

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  PRESSTATEKS  96310 RESEN  Industrisitaka 1  tel.3896 41288, tel.53849  Mr Nikola Kalevski  Mr Jone Stojanovski

YUG/019/W/90-05  Garment manufacturing plant and department store "Fashion Club"  150,000 suits  US $4,977,000  Expansion  Equity/Loans, Foreign Mar.  KLUB MODE  41000 ZAGREB  Savska Cesta 41/16  tel.3841 535312, tel.21370  Mr Leo Cerkvenik  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, tel.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, tel.1263  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 MAGLAIJ  tel.3874 812355, tel.44511  Mr Amir Smajlagic  Mr Tomislav Dudak  Mr Uros Gostic
<table>
<thead>
<tr>
<th>YUG/024/W/90-05</th>
<th>Manufacturing of laminated wooden elements</th>
<th>SIPAD &quot;ZVIJEZDA&quot;</th>
</tr>
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<tbody>
<tr>
<td></td>
<td>7,615 cub.meters</td>
<td>71330 VARES</td>
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<td></td>
<td>US $ 3,810,481</td>
<td>Mr Milan Knezevic</td>
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<tr>
<td></td>
<td>New investment</td>
<td>Mr Tomo Lovrenovic</td>
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<td>Equity/Loans,Foreign Mar.</td>
<td>Ms Vera Zovko</td>
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<td>YUG/025/W/90-05</td>
<td>Plywood plant</td>
<td>SIPAD &quot;BOSANKA&quot;</td>
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<tr>
<td></td>
<td>25,000 cub.meters</td>
<td>71215 BLAZUJ</td>
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<tr>
<td></td>
<td>US $ 3,985,000</td>
<td>Blazuj 53</td>
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<td></td>
<td>Modernization</td>
<td>tel.3871 492555 tlx.41417</td>
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<td></td>
<td>Equity/Loans</td>
<td>Mr Milorad Rajic</td>
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<td>Mr Slavko Govedarica</td>
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<tr>
<td>YUG/026/W/90-05</td>
<td>Beech veneer slicing plant</td>
<td>SIPAD &quot;SEBESIC&quot;</td>
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<tr>
<td></td>
<td>7,240 cub.meters</td>
<td>72276 NOVA BILA</td>
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<td></td>
<td>US $ 9,221,457</td>
<td>tel.3872 811474 tlx.43144</td>
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<td></td>
<td>Modernization</td>
<td>Mr Zeljko Pervan</td>
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<td>Equity/Loans</td>
<td>Mr Radoslav Maglov</td>
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<tr>
<td>YUG/027/W/90-05</td>
<td>Veneer plywood plant</td>
<td>SIPAD &quot;SPERPLOCA&quot;</td>
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<tr>
<td></td>
<td>8,000 cub.meters</td>
<td>88000 MOSTAR</td>
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<td></td>
<td>US $ 4,574,010</td>
<td>R.Hroznickeka 39</td>
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<tr>
<td></td>
<td>Modernization</td>
<td>tel.3888 32183 tlx.46203</td>
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<td></td>
<td>Equity/Loans,Foreign Mar.</td>
<td>Mr Franjo Kljajo</td>
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<td>Mr Zdravko Vojvodic</td>
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<td>Mr Rade Bovan</td>
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<td>YUG/028/W/90-05</td>
<td>Production of boards and linings from whitewood</td>
<td>SIPAD &quot;ROMANIJA&quot;</td>
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<tr>
<td></td>
<td>N.A.</td>
<td>71350 SOKOLAC</td>
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<td>US $ 8,038,743</td>
<td>S.Vajnera 27</td>
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<td></td>
<td>New investment</td>
<td>tel.3871 867815 tlx.41254</td>
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<td>Equity/Loans,Foreign Mar.</td>
<td>Mr Slobodan Forcan</td>
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<td>Mr Radan Tosić</td>
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<td>YUG/029/W/90-05</td>
<td>Manufacturing of glued solid wood boards and elements</td>
<td>&quot;GRMEC&quot;</td>
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<tr>
<td></td>
<td>2,630 cub.meters</td>
<td>77260 TITOV DRVAR</td>
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<td>US $ 3,273,088</td>
<td>Marka Oreskovica 38</td>
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<td></td>
<td>New investment</td>
<td>tel.3877 622111 tlx.45875</td>
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<td>Equity/Loans,Foreign Mar.</td>
<td>Ms Dragana Knezevic</td>
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<td>Ms Svetka Kukolj</td>
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<td>Mr Jovo Radulovic</td>
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<td>YUG/030/W/90-05</td>
<td>Manufacturing of wooden boards with pigmented lacquers</td>
<td>SIPAD &quot;MAGLIC&quot;</td>
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<tr>
<td></td>
<td>4,000,000 sq.meters</td>
<td>73300 FOCA</td>
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<td>US $ 4,800,000</td>
<td>29.Novembra 6</td>
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<td></td>
<td>New investment</td>
<td>tel.3873 572162 tlx.43779</td>
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<td>Equity/Loans,Foreign Mar.</td>
<td>Mr Miladin Maljevic</td>
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<td>Mr Dzevd Lojo</td>
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<td>YUG/031/W/90-05</td>
<td>Coating of wooden boards with synthetic resin foils</td>
<td>SIPAD &quot;MAGLIC&quot;</td>
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<tr>
<td></td>
<td>5,000,000 sq.meters</td>
<td>73300 FOCA</td>
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<td>US $ 3,860,000</td>
<td>29.Novembra 6</td>
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<td>New investment</td>
<td>tel.3873 572162 tlx.43779</td>
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<td>Equity/Loans,Foreign Mar.</td>
<td>Mr Miladin Maljevic</td>
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<td>Mr Dzevd Lojo</td>
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</tbody>
</table>
YUG/032/W/90-05  Production of pulp and chlorine-alkali electrolysis 5,850 tons  US $ 21,944,614 Expansion Equity  "MILAN STEFANOVIC 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.14541 Mr Amir Smajlagic Mr Tomislav Dudak Mr Tros Gostic

YUG/034/W/90-05  Production of fluting and test-liner from 100% waste paper ... 67,390 tons  US $ 16,221,000 Modernization Equity/Market NATRON  74250 MAGLAJ tel. 3874 812355 tlx.14541 Mr Amir Smajlagic Mr Tomislav Dudak Mr Tros 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 STEFANOVIC 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 Valjaoica Bakra 1 Aluminijuma "Slobodan Penelic - Krcun" 31205 SEVOJNO tel. 33831 20155 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 Cink "Sasa"  92304 MADEONSKA Kamenica Marsala Tita 4 tel. 3892 86222 tlx.153615 Ms Bora Pavlovsko Mr Filip Janovski
YUG/039/W/90-05

Constrained pp film
5,000 tons
US $ 28,046,061
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/040/W/90-05

Metalization of
bioriented pp film
800 tons
US $2,896,772
New investment
Equity/Loans, Market

VISKOZA
15300 LOZNICA
Gradiliste bb.
tel. 3815 82411 tlx. 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 m/7,300 tons
US $ 4,818,000
Expansion
Equity/Loans, Know-How

PRESPATEKS
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 Kcemovic
Mr Radomir Lalovic
Catalytic cracking reformer unit in oil refinery. 600,000 tons US $15,000,000 Equity/Foreign Market. 

RAFINERIJA NAFT "PANCEVO" 26000 PANCEVO Spoljnostarevacaka bb. tel. 3813 510004 tlx. 13118
Mr Dusan Unkovic Mr Zoran Vasiljevic Mr Ljubomir Mirkov

Heat integrated unit, vacuum unit and visbreaking in oil refin. 6,800,000 tons US $1,500,000 Modernization Loans. 

RAFINERIJA NAFT "PANCEVO" 26000 PANCEVO Spoljnostarevacaka bb. tel. 3813 510004 tlx. 13118
Mr Dusan Unkovic Mr Zoran Vasiljevic Mr Ljubomir Mirkov

Manufacturing of rubber footwear 3,000,000 pairs US $5,007,000 Modernization Equity/Loans.

"BORVO" - GUMENA OBUCA 56000 BORVO tel. 3856 63719 fax. 67074
Ms Mira Nikolic

Production of high quality ceramic tiles 500,000 sq.meters US $4,622,021 Expansion Equity/Loans, Foreign Market.

"25. MAJ" 26340 BELA CRKVA Jezerska bb. tel. 3813 851822 tlx. 13176
Mr Milutin Caran Mr Mirko Lalic

Clay roof tiles plant 56,000,000 pieces US $7,560,000 Modernization/Expansion Loans.

POLET 23272 NOVI BEOGRAD Zeleznicka 13 tel. 3823 771200 tlx. 15553
Mr Momcilo Radojcic Mr Branko Majinski

Production of amorphous silicium dioxide and final products 1,350 tons US $3,805,000 Expansion Loans/Market, Equipment.

SAMOT 34300 ARANJELOVAC tel. 3834 712511 tlx. 17251
Mr Ljubomir Ivanovic Mr Momcilo Zivanovic

Production of electro-fused magnesia 3,500 tons US $6,233,000 New investment Loans/Market.

MAGNOHROM 36000 KRALJEVO tel. 3836 331322 tlx. 17630
Mr Vladimir Simovic Mr Radoljub Petrovic Mr Zivorad Dukić
<table>
<thead>
<tr>
<th>Code</th>
<th>Description</th>
<th>Location</th>
<th>Contact Person</th>
<th>Phone</th>
<th>Fax</th>
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</thead>
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<tr>
<td>YUG/053/W/90-05</td>
<td>Steel structure galvanizing plant 12,000 tons US $5,347,400 Modernization Loans</td>
<td>ZELEZARA SISAK 41105 SISAK</td>
<td>Bozidara Adzije bb.</td>
<td>tel.3844 35202 tlx.23617</td>
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<td></td>
<td>Mr Marijan Malina</td>
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<td>Mr Luka Marincic</td>
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<td>Mr Branislav Vujnovic</td>
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<td>Mr Darko StamboliJa</td>
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<td>YUG/054/W/90-05</td>
<td>Gray and nodular iron foundary 3,500 tons US $8,211,958 New investment Loans/Market</td>
<td>NZ &quot;TITO&quot; ZELENIK NZ &quot;TITO&quot; - FOS</td>
<td>97240 DEMIR HISAR 91000 SKOPJE</td>
<td>tel.3891 261368 tlx.51607</td>
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<td>Pero Nakov bb.</td>
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<td>Mr Aleksandar Pisev</td>
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<td>Mr Ljubomir Zafirovski</td>
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<td>Ms Gordana Pavlicic</td>
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<td>YUG/055/W/90-05</td>
<td>Gray and nodular iron foundary 8,000 tons US $18,750,000 New investment Loan/Market</td>
<td>NZ &quot;TITO&quot; ZELENIK NZ &quot;TITO&quot; - FOS</td>
<td>97240 DEMIR HISAR 91000 SKOPJE</td>
<td>tel.3891 261368 tlx.51607</td>
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<td>Pero Nakov bb.</td>
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<td>Mr Aleksandar Pisev</td>
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<td>Mr Ljubomir Zafirovski</td>
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<td>Ms Gordana Pavlicic</td>
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<td>YUG/056/W/90-05</td>
<td>Foundary melting shop with converter technology in steel foundry 1,200 tons US $4,420,000 Modernization Equity/Loans,Know-How</td>
<td>LIVNICA CELIKA I FABRIKA ALATNIH MASINA &quot;JELTINGRAD&quot;</td>
<td>78000 BANJA LUKA Brace Podgornik 9 Branka Perduva 10/A</td>
<td>tel.3878 30642 tlx.51629</td>
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<td>Mr Sead Hujazinovic</td>
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<td></td>
<td>tel.3878 31300 tlx.53230</td>
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<td>YUG/057/W/90-05</td>
<td>Steel-work plant 430,000 tons US $49,562,300 Modernization Loans</td>
<td>ZELEZARA SISAK 41105 SISAK</td>
<td>Bozidara Adzije bb.</td>
<td>tel.3844 35202 tlx.23617</td>
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<td>Mr Marijan Malina</td>
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<td>Mr Branislav Vujnovic</td>
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<td>Mr Darko StamboliJa</td>
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<td>YUG/058/W/90-05</td>
<td>Metal press 10,000 tons US $73,694,374 Modernization Equity/Loans</td>
<td>KOMBINAT ALUMINIJUMA &quot;TITograd&quot; 81000 TITograd</td>
<td>Dajbabe bb. tel.3881 32040 tlx.61114</td>
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<td>Mr Veljko Markovic</td>
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<td>Mr Dragoljub Simovic</td>
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<td>Mr Dragutin Draskovic</td>
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<td>Mr Milo Mrkic</td>
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YUG/059/W/90-05  
Rolling-Mill  
45,000 tons  
US $52,000,000  
Modernization  
Equity/Loans, Foreign Mar.

KOMBINAT ALUMINIUMA  
"TITOGRAD"  
81000 TITOGRAD  
Dajbabe bb.  
tel.3881 32040 tlx.61114  
Mr Veljko Markovic  
Mr Dragoljub Simovic  
Mr Dragutin Draskovic  
Mr Milo Mirkic

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 Marinic  
Mr Braniislav 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

VALJANOICA BAKRA I  
ALUMINIUMA "SLOBODAN"  
PENEZIC - KRCUN"  
31203 SEVOJNO  
tel.3831 21055 tlx.13611  
Mr Radomir Lazic  
Mr Milutin Djuric  
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 Marinic  
Mr Braniislav Vujnovic  
Mr Darko Stambolija

YUG/063/W/90-05  
Production for 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 Marinic  
Mr Braniislav Vujnovic  
Mr Darko Stambolija

YUG/061/W/90-05  
Aluminium foil  
production  
1,320 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 Zvezodrag Zlatnik

YUG/065/W/90-05  
Production of aluminium  
paste  
1,200 tons  
US $1,099,513  
Expansion  
Equity/Loans, Foreign Mar.

KEMIJSKA INDUSTRIJA  
"KAMNIK"  
61211 KAMNIK  
Fuzine 9  
tel.3861 831011 tlx.31261  
Mr Peter Kuret  
Mr Matija Cesar

- 9 -
YUG/066/W/90-05  Aluminium powder plant
3,000 tons
US $ 14,376,073
New investment
Equity/Loans, Foreign Mar.

YUG/067/W/90-05  Electrostatic powder painting for aluminium semi-products protection
1,500 tons
US $ 2,458,000
New investment
Equity/Loans, Foreign Mar.

YUG/068/W/90-05  Lead smelter (metal) and plant for silver nitrate and silver iodide
208,116 tons
US $ 101,410,000
New investment
Equity/Loans, Foreign Mar.

YUG/069/W/90-05  Metal sheet tool-shop
900 tons
US $ 3,300,000
Modernization
Equity/Licence, Foreign M.

YUG/070/W/90-05  Production of cylinder liners for internal combustion engines
20,000 pieces
US $ 3,300,000
New investment
Loans/Know-How

YUG/071/W/90-05  Al-radiator production
20,000 pieces
US $ 3,800,000
New investment
Equity/Licence, Foreign M.

YUG/072/W/90-05  Machine tools production
1,000 pieces
US $ 31,000,000
Modernization
Equity/Loans, Know-How
<table>
<thead>
<tr>
<th>Code</th>
<th>Description</th>
<th>Company</th>
<th>Address</th>
<th>Phone</th>
<th>Fax</th>
<th>Contact Person</th>
</tr>
</thead>
<tbody>
<tr>
<td>YUG/073/W 90-05</td>
<td>Moulds production plant 830 pieces US $ 5,706,000 Modernization/Expansion Loans</td>
<td>&quot;BOROVO&quot; - TVORNICA STROJEVA</td>
<td>56223 BOROVO tel.3856 41255 lx.28125 Mr Ivan Hubalek Mr Zvonimir Petric</td>
<td></td>
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<td></td>
</tr>
<tr>
<td>YUG/074/W 90-05</td>
<td>Production of special automatic grinding mach. for bearing ... 20 pieces US $ 3,700,000 New investment Equity/Loans, Know-How</td>
<td>UNIS 71320 VOGOSCA tel.3871 436212 lx.41292 Mr Fuad Pekmez Mr Slobodan Vulevic Ms Biljana Vucina</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>YUG/075/W 90-05</td>
<td>Automotive air brake system manufacturing 6,000 systems US $ 7,360,000 Expansion Equity/Loans, Foreign Mar.</td>
<td>MZ &quot;TITO&quot; OPREMA ZA VOZILA 91000 SKOPJE Pero Nakov bb. tel.3891 265250 lx.51507 Mr Perica Cvetanovski</td>
<td></td>
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</tr>
<tr>
<td>YUG/076/W 90-05</td>
<td>Production of brakes for commercial vehicles 266,000 pieces US $ 12,134,215 New investment Equity/Know-How</td>
<td>VISOKOZA 15300 LOZNICA Gradiliste bb. tel.3815 82411 lx.10718 Mr Dragoljub Lukic Mr Ratko Popovic Mr Tihomir Stamenkovic</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>YUG/077/W 90-05</td>
<td>Piston rings manufacturing 10,000,000 pieces US $ 7,020,000 New investment Loans/Know-How</td>
<td>&quot;PETAR DRAPSIN&quot; 11400 MLADENOVAC Marsala Tita 159 tel.3811 8220376 Mr Zivota Pavlovic Mr Milun Stanojevic Mr Zoran Markovic</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>YUG/078/W 90-05</td>
<td>Production of chest freezers using new panel construction technology 200,000 units US $ 11,475,000 Modernization Equity/Loans, Foreign Mar.</td>
<td>OBOD 81250 CETINJE Njegoseva 143 tel.3886 21166 lx.61117 Mr Momcilo Dapcevic Mr Radovan Banovic Mr Radomir Muhadinovic</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>YUG/079/W 90-05</td>
<td>Refrigerator production large model with frost-free system 50,000 units US $ 7,267,000 Expansion Equity/Loans, Know-How</td>
<td>OBOD 81250 CETINJE Njegoseva 143 tel.3886 21166 lx.61117 Mr Momcilo Dapcevic Mr Radovan Banovic Mr Radomir Muhadinovic</td>
<td></td>
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</tr>
<tr>
<td>YUG/080/W 90-05</td>
<td>Refrigerator compressors and aggregates manufacturing 13,000 pieces US $ 6,200,000 Modernization Equity/Loans, Know-How</td>
<td>MZ &quot;TITO&quot; - TERMOTEHNIKA 91000 SKOPJE Pero Nakov bb. tel.3891 511633 lx.51507 Mr Stefan Bosotov Mr Nikola Stojanovski</td>
<td></td>
<td></td>
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</tr>
</tbody>
</table>
YUG/081/W/90-05  Production of electronic controlled commutator motors ... 900,000 pieces  US $10,453,017
New investment  Equity/Foreign Markets

YUG/082/W/90-05  Transformers plant 470 pieces  US $1,876,620
Modernization/Expansion Loans

YUG/083/W/90-05  Production of electrosilica 1,500 tons  US $1,875,000
New investment  Loans/Know-How

YUG/084/W/90-05  Battery plant 30,000 tons  US $33,063,000
Modernization  Equity/Know-How,Foreign M

YUG/085/W/90-05  Nickel-cadmium battery plant 30,000 tons  US $28,214,000
New investment  Equity/Know-How,Foreign M

YUG/086/W/90-05  Manufacturing of city and suburban buses 970 pieces  US $6,450,000
New investment  Equity/Licence,Foreign M.

YUG/087/W/90-05  Production of synchronized gearboxes expansion for tractors  US $11,811,069
Loans

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
YUG/089/W/90-05 Manufacturing of atraumatic surgical needles
1,200,000 needles
US $ 7,968,000
New investment
Equity/Loans,Know-How

YUG/090/W/90-05 Production of boiler lades with enamelling automation of production
120,000 pieces
US $ 5,873,000
New investment
Loans/Foreign Market

YUG/091/W/90-05 Selective hydrogenation of diolefins in C4 and selective isomerization
102,000 tons
US $ 641,160
New investment
Loans

YUG/092/W/90-05 Hotel of "A" category
88,500 roomnight
US $ 5,910,000
New investment
Equity/Loans

YUG/093/W/90-05 Tourist settlements-1800 beds
US $ 32,206,000
New investment
Equity/Loans,Foreign Mar.

YUG/094/W/90-05 Cold storage for forest fruit and vegetable processing
10,000 tons
US $ 9,122,940
New investment
Equity/Loans,Foreign Mar.

YUG/095/W/90-05 Hospital for sport injuries
1,800 operations
US $ 3,471,000
New investment
Equity/Loans,Foreign Mar.
YUG/096/B/90-09
Natural spa complex
250 beds
N.A.
New investment
Equity/Loans, Foreign Mar.
BIZOVACKE POLJICE
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 Branimir Markovic

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 LOZOVIĆ 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-BEOGRADSKA
SAJAM
Bulevar Vojvode Misica 14
tel.3811 655885
Mr Bratislav Lazarovski

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
ANNEX 4.

LIST OF FOREIGN INVESTORS

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

===== AUSTRALIA ====

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

===== AUSTRIA ====

ALFA-LAVAL INDUSTRIE
GES mbH
1231 VIENNA
Lamezanstr. 17
tel.222/677641 tlx.132198

AWT INTERNATIONALE
HANDELS UND FINANZIERUNGS AG
A-1013 VIENNA
Concordiaplatz 2
41000 ZAGREB,Tuskanac 14
tel.53 406-0 tlx.114787

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

CITICORP EAST WEST SERVICES GesmbH
A-1010 VIENNA
Lothringerstrasse 7
tel.71717/404 tlx.112669

COCA-COLA
A-1232 VIENNA
Triesterstrasse 217
tel. 1-67 1501-0

IBM ROECE INC,
VIENNA BRANCH
A-1020 VIENNA
Obere Donaustrasse 95
tel.222-21145-0

ARCHITECT MAG. JOERG NAIRZ
A-1040 VIENNA
Wiedner Hauptstrasse 23-25
tel.505 0705

PHILIPS-OST IMPORT EXPORT GES M.B.H.
1100 VIENNA
Triesterstr. 64
tel.60101/1159 tlx.131773

Mr Goeran L'bell
Equipment and plants for food industry and other process industry
Intercontinental,room 447

Mr Miho Glavic
Trade,finance and investment banking + trading
Intercontinental,room 203

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

Mr Victor D. Brunst
Intercontinental,room 822

Mr David Hexter
Intercontinental,room 434

Mr Richard Klupchak
Beverages: soft drinks
Intercontinental,room 250

Mr Alfred Cermak
Electronics,computers, information handling systems
Intercont,room 221

Mr Hans Czerny
Intercont, 210

Mr Joerg Nairz
Intercontinental,room 635

Mr Alfred Anderer
Domestic appliances
Intercont, 824

Mr Gerhard Fischer
Electronics
Intercont, 826
==== BELGIUM ====
LEVI STRAUSS FINANCIAL SERVICES SA  
Ms Nathalie Reed  
 intercont, 239  
 Jeans and clothing manufacturing
1050 BRUXELLES  
tel.2/641 6511 tlx.65480

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

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

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

==== CZECHOSLOVAKIA ====
OFFICE OF THE PRIME MINISTER  
Mr Jaroslav Schejbal  
 International economics
PRAHA 4  
U druirstva Repo 5  
tel.2102 ext.666

==== DENMARK ====
COMMERCIAL COMBINATION A/S  
Mr Peter Yde Jensen  
 Financing
1022 COPENHAGEN K  
Mr Blagoja Damjanovski  
 Intercontinental, room 422
Brødragde 30  
P.O.Box 9010  
tel.45/331 3222 tlx.21011
Embassy of Egypt - Vienna

Mr. Khaled Abdel-Hamid

Diplomatic service

Intercontinental, room 614

Tel. 361134/5 Fax. 366321

--- France ---

Ciments Français

Mr. Jean-Luc Fouco

Construction materials

Intercontinental, room 613

Tel. 1/4291 7572

Cofreven

Mr. Bernard Kerlo

Consulting for international development

75008 Paris

Intercontinental, room 611

Tel. 40150963

S.A. Explosifs et Produits Chimiques

Mr. Louis Dessaix

Explosives and chemical products

75008 Paris

Intercontinental, room 255

Tel. 4089 8000

Fininter

Mr. Allix Benoit

Financial consultancy

75008 Paris

Intercontinental, room 217

Tel. 4421 6056

Lazard Frères et Cie

Ms. Nicole Arditti

Investment banking

75008 Paris

Mr. Paul Reglety

Intercontinental, room 612

Tel. 331/4563 0111

Ministry of Agriculture

Mr. Charles Raffin

International investment

In France

Mr. Patrice Vallet

French Embassy

Price Waterhouse

Mr. Marko Rus

Public accounting

14, Rue Garnier

Intercontinental, room 742

98 Rue de Courcelles

Mr Pradeep Narain

Intercontinental, room 349

Tel. 47 47 7900

Sofaris, Paris

Mr. Patricio Jeretic

4, Rue Cambon

Intercontinental, room 604

Tel. 4296 4301

Sogedac Societe Générale d'Achats

Mr. Jean Lemaire

Tour Manhattan Cedex 21

Béograd, Strahinjica B. 51

Tel. 4773 2842 Tlx. 612204
ABB KRAFTWERKE AG
D-6800 MANNHEIM 1
P.O.Box 100351
tel.0621/381 2648

DYCKERHOFF & WIDMANN AG
D 800 MUNCHEN 81
Erdinger Landstr. 1
fax.4989 92552127

HOECHST
AKTIENGESELLSCHAFT
FRANKFURT/M
Brunningstrasse 50
11000BEOGRAD,G.Zdanova 29
tel.994969/305-1

ISD - INDUSTRIE-SPRACHEN
DIENST GmbH
7000 STUTTGART 1
Alexanderstrasse 42
tel.711/23 3525

MALAYSIAN INDUSTRIAL
DEVELOPMENT AUTHORITY
D-5000 KOELN 1
Dompropst-Ketzer str.1-9
tel.221-124007

VOLKSWAGEN AG/TAS
3180 WOLFSBURG 1
Abteilung 1844
SARAJEVO tel.071/437189
tel.5361/927 111

VOLKSWAGEN AG BP-3
3180 WOLFSBURG 1
tel.5361/9-21299

GIBB, PETERMULLER &
PARTNERS
ATHENS 10675
3. Alopekis St.
tel.722 9716/7/8

AKZO NV
6800 SB ARNHEM
P.O.Box 9300
tel.85-663893
AMSTERDAM-ROTTERDAM  
BANK NV  
1102 BS AMSTERDAM  
Foppingsadreef 22  
tel.3120-284821

NETHERLANDS DEVELOPMENT  
FINANCE COMPANY (FMO)  
P.O.BOX 93060 HAAG  
tel.70341 9641

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

Mr M. Van Der Schaft  
Development & investment  
Intercont, 150  
banking, investment  
promotion services

=== HUNGARY ===

MINISTRY OF INTERNATIONAL  
ECONOMIC RELATIONS  
1026 BUDAPEST  
Torove'sz egfo 6  
tel.1532 945

Mr Odon Kira'ly  
intercont, 443

MINISTRY OF FINANCE  
1025 BUDAPEST  
Ruthen St. 64  
tel.1671-163

Mr Guszt'a'v Ba'ger  
intercont, 449

=== 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

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

ANTONIO COSTA  

APIEXPORT VENEZIA  
ASSOCIATION OF SMALL AND  
MEDIUM INDUST. OF VENICE  
30172 MESTRE (Venezia)  
Via Mestrina 107  
tel.41/988488 tlx.410542

ARTHU.. ANDERSEN & Co  
31150 TREVIISO  
Piazza S.Vito 37  
tel.422-58752 tlx.410112

Mr Carlo Enrico Brunetti  
intercont, 156

Mr Oliviero Vicini  
intercont, 337

Mr Rebec

Mr Mario Damiani

Mr Dario Caramanti  
Accounting & audit  
hyatt, 241
BOSSI EFIS                     Mr Sergio Barbeschi  Drying, cold-special plants for fruit, fish-meat and food stuff
20021 OSPIATE DI BOLLATE       Intercontinental, room 507
(MILAN)                        plants for fruit,
Via Stelvio 7                  fish-meat and food stuff
Tel.2/3590533

COGEPI                         Mr Gallota
20121 MILAN                    Intercont, 247
Via F.lli. Gabba 8             plants for fruit,
Tel.2/873257 tlx.3211*2
fish-meat and food stuff

FAREX                          Mr Gallota
Via Don Luigi Sturzo           plants for fruit,
3 Palazzolo Di Sona            fish-meat and food stuff
(Varese)                       plants for fruit,
tel.45/7180833 tlx.480248      fish-meat and food stuff

FIAT S.p.A.                    Mr Giancarlo Rovera
10/20 TORINO                   Intercont, 842
Corso Marconi                 Transmission, synchronisation
BEograd, S. Zivanovic 17/B     Mr Radoslav Milenkovic
Tel.65651 tlx.212200

GARDITALIA                     Mr Tranquilli
25077 ROE (Volciano)           Transmission, synchronisation
Via IV Novembre 26             Mr Zampolini
Tel 365/63361 tlx.300215

GIOBE                          Mr Zampolini
50047 PRATO (PISA)             Manufacture & Engineering for plastic processing
Via Cairoli 64                 machines
Tel.574/604535 tlx.572375

GRAZIANO TRANSMISSIONI         Mr Zampolini
S.p.A.                         Manufacture & Engineering for plastic processing
10090 ASCINE VICA RIVOLI (TO)  machines
Via Cumiana
Tel.39-11 959 4421

HIMONT ITALIA SRL              Mr Radoslav Milenkovic
20124 MILAN                    Transmission, synchronisation
Via Rosellini 19               Mr Radoslav Milenkovic
Tel.2-6996 4866

ITALIMPIANTI S.P.A. ROMA       Mr Radoslav Milenkovic
ROMA                           Transmission, synchronisation
Viale Liegi 33                 Mr Radoslav Milenkovic
Tel.6/8301244

NUOVA COVEMA                   Mr Vinod Sahai
20122 MILAN                    Manufacture & Engineering for plastic processing
Via Fontana 2                  machines
Tel.2-5400521 tlx.311275

PROMOEST                       Mr Zampolini
42100 REGGIO EMILIA            Manufacture & Engineering for plastic processing
Via Cipriani 2
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
General contractors, ecology, special foundat.

Mr Antonio Florentino
intercont, 429
telephone systems, others

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

Mr Achille Conventi
Assistance and development within the Coop. sphere

ające JAPANiqué
MITSUBITSHI BANK
REPRESENTATIVE OFFICE
VIENNA
VIENNA
Esslinggasse 16
fax.4315352764

Mr Haruhito Kitamura
Intercontinental, 202
Market study of East Europe

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

Mr Honda Hiroyasu
Mr. Haruhito Kitamura
intercont, 202
International trade

Mr. Shigeo Ando
Yugoslavia, room 349/350

TOYOTA TSUSHO CORPORATION
TOKYO 102
3-18 Kudjan-Minami
2-Chome, Chiyodja-Ku

tel.3-230-8391

Mr Shoji Maeda
Intercontinental, room 405
General Trading Company

Mr Junji Tamura
Intercontinental, room 624

Mr Sun-Ok Kim
TOYOTA GROUP
Economic policy maker of Korea

Mr Ok-Rim Cho
Trading

ECONOMIC PLANNING
BOARD OF KOREA

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

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

Mr Sang-Min Cha
Intercontinental, room 624
MINISTRY OF SCIENCE AND TECHNOLOGY OF KOREA
GWACHZON KOREA
P1-160
tel.(02)503-1659

===== PORTUGAL ====

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

FITOR Mr Edouard O. Mechtouff
4761 V.N. FAMALICAO
intercont. 321
Apart 32 Avidos
tel.(52)311 640 tlx.22286

===== SPAIN ====

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

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

EXTEFINCO-GROUP BANCO EXTERIOR DE ESPANA Mr Jose Maria Menendez
MADRID
Goya 14
intercont. 621
tel.5757200 tlx.46856

FECE - FUNDACIO EMPRESA CATALUNYA I EUROPA Mr Josep Boque I Cos
8008 BARCELONA
C/Balmes, 71 prat. 1e
Intercontinental,room 549
tel.93323 41 50

NIVEL CVENTA S.A.
MADRID, SPAIN
Mr Pedro Tarjuelo
intercont. 339
tel.(91)4131737
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
intercont, 148

Chemical industry

EUROPEAN FREE TRADE ASSOCIATION
CH-1211 GENEVE 20
9-11, Rue De Varembe
tel. 22-7491111

Mr Tom R. Nilsen
intercont, 340

PHILIP MORRIS
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Av. De Cour L07
tel. 21/6184184

Mr Jean-Claude Kunc
intercont, 251

Mr Armin Aeberhard

Mr John Smith

TURKEY

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

Mr Haldun Atif Danisman
Foreign investment
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UNITED KINGDOM

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11-15 St. Hary 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,
20 Upper Ground
tel. 71/261 0006

Mr Jonathan W. Ecclestone
Lawyers
intercont, 420

Mr Zoran Mitic
intercont, 446

GLAXO EASTERN EUROPE LTD.
Mr Hill Rowland
LONDON W5 5 DB
International House 7
High st. Ealing
tel. 8/840 2822 t1x. 923385

Pharmaceuticals

- 9 -
Mr John Anthony Creer  Chemicals

Ms Anita Zadeh  Architects, developers
Intercontinental, room 524

Mr S.G. Lee  Electronics & chemicals
Intercont, 645

Mr Arthur I. Baer  Banking + Finance,
Advisory and investment services

Mr A.V. Rozndov  Corporate project and
trade finance
Ms Elizabeth Hebert  intercont, 454

Mr Stephen Unsworth  Privatisation consultant
Intercont, 521
Ms Zuzana Princova  room 617
Mr Bert Damstra

Mr Bob Cardwell  Oil/chemicals,
Manufacturing and trading
Intercontinental, room 526
Mr Brin Jenkins  room 410

Mr Brinley Jenkins  Oil/chemicals,
Manufacturing and trading

Mr David Slade  room 450
Mr Zoran Tasic  422

Mr Paul C. Deemer  intercont, 216
American Companies in the United States:

AAI CORPORATION  
ARLINGTON, VIRGINIA 22202  
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2011 Crystal Drive  
tel.703-486-0912

ACCESS - USA  
2301 "E" St. N.W.  
Suite 612 WASHINGTON DC  
20037  
tel.(202)457-8800

BOSROCK & COMPANY, INC.  
W/UNIDO  
2490 WORLD TRADE CENTER  
St.Paul, MN. 55101 USA  
tel.612-227-2052

D L F, INC  
NEW YORK, N.Y. 10017  
140 East 45th Street  
tel.212/682-6464

INTERNATIONAL FINANCE CORPORATION  
N.W. WASHINGTON DC 20433  
1818 H.Street  
tel.(202)4738929

MANUFACTURERS HANOVER TRUST COMPANY  
NEW YORK N.Y. 10017  
270 Park Avenue  
tel.212/270 7268

NORANDAL USA. INC  
BRENTWOOD, TENNESSEE 37027  
Two Brentwood Commons  
Suite 102 750 Old Hickory  
tel.615/371 5700

PRICE WATERHOUSE  
BUSINESS INTERNATIONAL  
NEW YORK, N.Y. 10010  
215 Park Ave.So  
tel.(21)460-0600

== YUGOSLAVIA ==

PRICE WATERHOUSE  
LJUBLJANA  
O.Mohodjeve 17  
tel.(061)310545

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Investment & trade programs for Yugoslavia

Mr Bijan Sepasy
Intercontinental, room 300

Ms Sharon Sullivan
Intercontinental, room 305

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Joint venture consulting

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Finance

Mr Fred Foss-Skiftesvik
Finance services

Mr Jyrki Koskelo
Finance services

Ms Margaret F. Mudd
Manufacture + Marketing

Mr John H. Steadman
Manufacture + Marketing

Ms Elzie Z. Borders
Manufacture + Marketing

Mr John H. Steadman
Manufacture + Marketing

Mr Slavko Mihelic
Management consulting

Mr Slavko Mihelic
Management consulting

Mr Ronald Bosrock
Joint venture consulting

Mr Jyrki Koskelo
Finance services

Mr Ronald Bosrock
Joint venture consulting

Mr Jyrki Koskelo
Finance services

Mr Ronald Bosrock
Joint venture consulting

Mr Jyrki Koskelo
Finance services

Mr Ronald Bosrock
Joint venture consulting

Mr Jyrki Koskelo
Finance services

Mr Ronald Bosrock
Joint venture consulting

Mr Jyrki Koskelo
Finance services

Mr Ronald Bosrock
Joint venture consulting

Mr Jyrki Koskelo
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Mr Ronald Bosrock
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Mr Ronald Bosrock
Joint venture consulting

Mr Jyrki Koskelo
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Mr Ronald Bosrock
Joint venture consulting

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Mr Ronald Bosrock
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Mr Ronald Bosrock
Joint venture consulting

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Mr Jyrki Koskelo
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Mr Ronald Bosrock
Joint venture consulting

Mr Jyrki Koskelo
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Mr Ronald Bosrock
Joint venture consulting

Mr Jyrki Koskelo
Finance services

Mr Ronald Bosrock
Joint venture consulting

Mr Jyrki Koskelo
Finance services

Mr Ronald Bosrock
Joint venture consulting

Mr Jyrki Koskelo
Finance services
ANNEX 5.

LIST OF LOCAL PROJECT SPONSORS

- Sponsor's name
- Project Number
- Project Title
<table>
<thead>
<tr>
<th>SPONSOR</th>
<th>PROJECT NUMBER(S)</th>
<th>PROJECT TITLE(S)</th>
</tr>
</thead>
<tbody>
<tr>
<td>&quot;ALBUS&quot;</td>
<td>YUG/101/B/90-09</td>
<td></td>
</tr>
<tr>
<td>21000 NOVI SAD</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Djure Salaja 10</td>
<td></td>
<td></td>
</tr>
<tr>
<td>tel. 3821 337177</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr Milimir Kovacevic</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr Stevan Vukov</td>
<td></td>
<td></td>
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<tr>
<td>&quot;ARVISAM D.O.O.&quot;</td>
<td>YUG/103/B/90-09</td>
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<tr>
<td>11000 BEOGRAD</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Djuro Salaja 11</td>
<td></td>
<td></td>
</tr>
<tr>
<td>tel. 3811 346880</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr Vladimir Sazunic</td>
<td></td>
<td></td>
</tr>
<tr>
<td>&quot;BOROVO&quot;-KOZNA OBUCA</td>
<td>YUG/020/W/90-05</td>
<td>Leather footweare plant</td>
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<tr>
<td>56223 BOROVO</td>
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</tr>
<tr>
<td>tel. 3856 63931 tlx. 28125</td>
<td></td>
<td></td>
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<tr>
<td>Mr Mirko Vujanovic</td>
<td></td>
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<tr>
<td>Ms Slavica Stimec</td>
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<td></td>
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<tr>
<td>&quot;BOROVO&quot;-GUMENA OBUCA</td>
<td>YUG/048/W/90-05</td>
<td>Manufacturing of rubber footwear</td>
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<tr>
<td>56000 BOROVO</td>
<td></td>
<td></td>
</tr>
<tr>
<td>tel. 3856 63719 fax. 67074</td>
<td></td>
<td></td>
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<tr>
<td>Ms Mira Nikolic</td>
<td></td>
<td></td>
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<tr>
<td>&quot;BOROVO&quot;-TVORNICA STROJEVA</td>
<td>YUG/073/W/90-05</td>
<td>Moulds production plant</td>
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<tr>
<td>56223 BOROVO</td>
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<tr>
<td>tel. 3856 41255 tlx. 28125</td>
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<tr>
<td>Mr Ivan Hubalek</td>
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<tr>
<td>Mr Zvonimir Petric</td>
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<tr>
<td>SIPAD &quot;BOSANKA&quot;</td>
<td>YUG/025/W/90-05</td>
<td>Plywood plant</td>
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<tr>
<td>71215 BLAZUJ</td>
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<td>Blazuj 53</td>
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<tr>
<td>tel. 3871 492555 tlx. 41417</td>
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<tr>
<td>Mr Milorad Rajic</td>
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<tr>
<td>Mr Slavko Govedarica</td>
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<tr>
<td>BRATSTVO</td>
<td>YUG/010/W/90-05</td>
<td>Production of soft biscuits</td>
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<tr>
<td>22000 SREMSKA MITROVICA</td>
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<tr>
<td>Draganje Niksic bb.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>tel. 3822 225510 tlx. 15853</td>
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<tr>
<td>Mr Branko Hodoba</td>
<td></td>
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<tr>
<td>Dalmatinski Rudnici</td>
<td>YUG/001/W/90-05</td>
<td>Mushroom processing</td>
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<td>Boksita</td>
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<tr>
<td>57250 OBROVAC</td>
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<tr>
<td>Bravar bb</td>
<td></td>
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</tr>
<tr>
<td>tel. 3875 89-303 tlx. 27166</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Production of cylinder liners for internal combustion engines
Piston rings manufacturing
Production of Al-alloy wheel rims for automobiles and trucks
Glass fibre plant

Production of electronic, controlled commutator motors ...
Manufacturing of glued solid wood boards and elements
Metal sheet tool-shop
Al-radiator production
Manufacturing of city and suburban buses
Production of synchronized gearboxes expansion for tractors
INSTITUT "KIRILO SAVIC"  
11000 BEograd  
Vojvode Stepe 51  
tel. 3811 469147 tlx. 11565  
Mr Milutin Milovanovic  
Mr Branislav Nikolic  

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  

KErIJSKA INDUSTRIJA  
"KAMNIK"  
61241 KAMNIK  
Fuzine 9  
tel. 3861 831011 tlx. 31264  
Mr Peter Kuret  
Mr Matija Cerar  

KOMBINAT ALUMINIJUMA  
"TITOGRAD"  
81000 TITOGRAD  
Dajbabe bb.  
tel. 3881 32040 tlx. 61114  
Mr Veljko Markovic  
Mr Dragoljub Simovic  
Mr Dragutin Draskovic  
Mr Milo Mrkic  

"KLEK"  
88390 NEUM  
18.Oktobra 49  
tel. 3888 870870 tlx. 46289  
Mr Tyrtko Suntelic  
Mr Zeljko Suman  
Mr Perko Obad  

KLUB MODE  
41000 ZAGREB  
Savska Cesta 41/16  
tel. 3841 535312 tlx. 21370  
Mr Leo Cerkvenik  
Mr Josip Makarun  

SIPAD "MAGIC"  
73300 FOCA  
29. Novembra 6  
tel. 3873 572162 tlx. 43779  
Mr Miladin Maljevic  
Mr Dzevad Lojo  

YUG/100/B/90-09  
Foundary melting shop  
with converter technology  
in steel foundry  

YUG/056/W/90-05  
Plant for production of  
emulsive explosives  
Production of aluminium  
paste  

YUG/072/W/90-05  
Machine tools production  

YUG/044/W/90-05  
Metal press  

YUG/065/W/90-05  
Rolling-Mill  

YUG/058/W/90-05  
Aluminium powder plant  

YUG/093/W/90-05  
Tourist settlements-1800  

YUG/019/W/90-05  
Garment manufacturing  
plant and department  
store "Fashion Club"  

YUG/030/W/90-05  
Manufacturing of wooden  
boards with pigmented  
lacquers  
Coating of wooden boards  
with synthetic resin  
foils  

---
MAJNOHRMC
36000 KRALJEVO
tel.3836 331322 tlx.17630
Mr Vladimir Simovic
Mr Rodoljub Petrovic
Mr Zivorad Dukic

"25.MAJ"
26340 BELA CRKVA
Jezerska bb,
tel.3813 851822 tlx.13176
Mr Milutin Caran
Mr Mirko Lalic

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

"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

"HERCATOR"-KMETIJSKI KOMBINAT
68290 SEVNICA
Savska cesta 3
61000 LJUBLJANA Mesarska1
tel.38608 81380 fax.81000
Ms Marjeta Potocnik
tel.3861 310828

"MIRNA"
52210 ROVINJ
Giordano Paliaga 8
tel.3852 811111 tlx.25242
Mr Petar Macura

MLINTEST
22240 SID
Laze Kostica 2
tel.3822 712244 tlx.15866
Mr Ilija Djuric

BRODOGR.INDUSTRIJA
"JOZO LOZOVA MOSOR"
58220 TROGIR
tel.3855 881555
Ms Radmila Domijan
Mr Nikola Medic

---

Production of electro-fused magnesia
Production of boiler ladles with enamelling automation of production
Production of high quality ceramic tiles
Production of pulp and chlorine-alkali electrolysis
Production of wood-free paper
Production of fruit and vegetable chips
Semi-Prepared food production
Durum wheat flour mill
SIPAD “PALE”
71420 PALE
tel. 3871 783261 tlx. 41263
Mr Nijaz Grabovica
Mr Nenad Pandurevic

RAFINERIJA NAFTE
“PANCEVO”
26000 PANCEVO
Spoljnostarcevacka bb.
tel. 3813 510004 tlx. 13118
Mr Dusan Unkovic
Mr Zoran Vasiljevic
Mr Ljubomir Mirkov

PLIVA
41000 ZAGREB
Ive Lole Ribara 89
tel. 3841 571666 tlx. 21246
Mr Milorad Kapor
Mr Darko Marinac
Mr Predrag Andric

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23272 NOVI BECEJ
Zeleznicka 13
tel. 3823 771200 tlx. 15553
Mr Momcilo Radojcin
Mr Branko Majinski

“VOCAR”
31210 POZEGA
22. Septembra 3
tel. 3831 812033 tlx. 13666
Mr Vukasin Perisic
Mr Raso Jovanic
Mr Ljubisa Perisic
Mr Mica Vukovic

PRESPATEKS
96310 RESEN
Industrijska 4
tel. 3896 41288 tlx. 53849
Mr Nikola palevski
Mr Jane Stojanovski

SIPAD “ROMANIJA”
71350 SOKOLAC
S. Vajnera 27
tel. 3871 867815 tlx. 41254
Mr Slobodan Forcan
Mr Radan Tolic

YUG/022/W/90-05
Sawmill timber plant

YUG/046/W/90-05
Catalytic cracking reformer unit in oil refinery

YUG/047/W/90-05
Heat integrated unit, vacuum unit and visbreaking in oil refin.
Selective hydrogenation of diolefins in C4 and selective isomerization

YUG/091/W/90-05
Production of vitamin “C”

YUG/043/W/90-05
Production of textile fibers

YUG/050/W/90-05
Clay roof tiles plant

YUG/094/W/90-05
Cold storage for fruit, forest fruit and vegetable processing

YUG/018/W/90-05
Manufacturing of artificial furs for production of dolls,...

YUG/042/W/90-05
Production of textile fibers

YUG/089/W/90-05
Manufacturing of atraumatic surgical needles

YUG/092/W/90-05
Hotel of “A” category

YUG/028/W/90-05
Production of boards and linings from whitewood
SAMOT
34300 ARANDJELOVAC
tel.3834 712511 tlx.17254
Mr Ljubomir Ivanovic
Mr Momcilo Zivanovic

SAPCANKA
15000 SABAC
Beogradski put bb.
tel.3815 25333 tlx.10725
Mr Zivanko Mihajlovic

RUDNICI ZA OLOVO I CINK
"SASA"
92304 MAKEDONSKA KAMENICA
Marsala Tita 4
tel.3892 86222 tlx.53649
Ms Bora Pavlovskka
Mr Filip Janevski

SIPAD "SEBESIC"
72276 NOVA BILA
tel.3872 811474 tlx.43144
Mr Zeljko Pervan
Mr Radoslav Maglov

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

VALJAONICA BAKRA I
ALUMINIJUMA "SLOBODAN"
PENEZIC - KRCUN"
31205 PIVOJNO
tel.3831 21055 tlx.13611
Mr Radomir Lazic
Mr Milutin Djuricic
Mr Milos Prtenjak

SIPAD "TVORNICA PANEL
PARKETA"
71425 PODGRAB
tel.3871 799611
Mr Milomir Zivkovic
Mr Radomir Petrovic

ZELEZARA SISAK
44105 SISAK
Bozidara Adzije bb.
tel.3844 35202 tlx.23617
Mr Marijan Malina
Mr Luka Marinic
Mr Branislav Vujnovic
Mr Darko Stambolija

Production of amorphous silicium dioxide and final products
Production of dry prunes
Production of lead oxide
Beech veneer slicing plant
Manufacturing of aluminium coated litho-plates
Production of thin aluminium strips and sheets for special use
Block parquet plant
Steel structure galvanizing plant
Steel-work plant
Seamless pipes rolling mill
Heat treatment plant for construction
Production for high alloy welded tubes small diameter welded tubes...
SLATEKS  
78253 SLATINA  
tel.3878 33158 tlx.44337  
Mr Milan Perduv  
Mr Nebojsa Popovic

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

SIPAD "SPEPLOCA"  
88000 MOSTAR  
R.Hrozniceka 39  
tel.3888 32183 tlx.46203  
Mr Franjo Kljajo  
Mr Zdravko Vojvodic  
Mr Rade Bovan

RUDNIK KVARCNOG PESKA  
"SRBOKVARC"  
19214 ROTOINA  
tel.3819 66111 tlx.19199  
Mr Slavoljub Pajkic  
Mr Miroslav Mihajlovic  
Mr Dejan Cikara

SIPAD "STANDARD"  
71000 SARAJEVO  
Dz.Bijedica 182  
tel.3871 456688 tlx.41177  
Mr Boris Ecimovic  
Mr Radomir Lalovic

MAKEDONIJA - TABAK  
91000 SKOPJE  
Ulica 75 Broj 2  
tel.3891 239211 tlx.51484  
Ms Maja Brajovic  
Ms Viktorija Bogdanovska

TEKSTILINDUS  
64000 KRAINJ  
Gorenjesavska 12  
tel.3864 22481 tlx.34533  
Mr Stefan Markovic  
Mr Jost Bajzelj

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

YUG/095/W/90-05 Hospital for sport injuries

YUG/109/B/90-09 Veneer plywood plant

YUG/027/W/90-05 Production of electrosilica

YUG/027/W/90-05 Plant for furniture finishing with polyurethane and ...

YUG/099/B/90-09 Cotton fabrics production

YUG/045/W/90-05
BIZCVAČKE TOPLICE
54222 BIZOVAC
Suncana 39
tel.3854 185422
Mr Senada Cudic
Mr Jozo Jurkovic

UNIAL IMPOL
62310 SLOVENSKA BISTRICA
Partizanska 38
tel.3862 811521 tlx.33113
Mr Milan Ozimic
Mr Edvard Slacak
Mr Zvezdodrag Zlebnik

UNIS
71320 VOGOSCA
tel.3871 436212 tlx.41292
Mr Fuad Pekmez
Mr Slobodan Vulevic
Ms Biljana Vucina

UNIS
71000 SARAJEVO

VISKOZA
15300 LOZNICA
Gradiliste bb.
tel.3815 82411 tlx.10718
Mr Dragoljub Lukic
Mr Ratko Popovic
Mr Tihomir Stamenkovic

VOCAR
11000 BEOGRAD
Bircaninova 37
tel.3811 659182 tlx.12706
Mr Slavko Semiz
Mr Dusan Nikolic

FABRIKA ZA AKUMULATORI "ZLETOVO"
92210 PROBISTIP
tel.3892 83126 tlx.53666
Mr Vlastimir Ampov
Mr Vlado Gogovski

SIPAD "ZVIJEZDA"
71330 VARES
Ponikve bb.
tel.3871 845572 tlx.41201
Mr Milan Knezevic
Mr Tomo Lovrenovic
Ms Vera Zovko

YUG/096/W/90-05  Natural spa complex
YUG/064/W/90-05  Aluminium foil production
YUG/067/W/90-05  Electrostatic powder painting for aluminium semi-products protection
YUG/074/W/90-05  Production of special automatic grinding mach. for bearing ...
YUG/107/B/90-09

YUG/013/W/90-05  Weaving plant
YUG/014/W/90-05  Yarn production from viscose staple fiber
YUG/015/W/90-05  Viscose rayon filament yarn warping and warp sizing
YUG/016/W/90-05  Viscose staple fiber plant
YUG/035/W/90-05  Viscose pulp plant
YUG/039/W/90-05  Coextruded pp film
YUG/040/W/90-05  Metalization of bioriented pp film
YUG/076/W/90-05  Production of brakes for commercial vehicles
YUG/002/W/90-05  Cold storage facility for fruits
YUG/003/W/90-05  Drying chamber for vegetables and herbs
YUG/006/W/90-05  Hot processing of fruits
YUG/084/W/90-05  Battery plant
YUG/085/W/90-05  Nickel-cadmium battery plant
YUG/024/W/90-05  Manufacturing of laminated wooden elements
ANNEX 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

## PROJECTS WITH RESULT CODE 6

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Gray and nodular iron
foundary
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MZ "TITO" ZELEZNIK
MZ "TITO" - FOS
ZETA SUN PTY.LTD.
AUSTRALIA

YUG/064/W/90-05
Alumunium 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 KVARNOG PESKA
"SRBOKVARC"
AKZO NV
HOLLAND

YUG/084/W/90-05
Battery plant
Index = 00483

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

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- ALIMENTA S.P.A. ITALY
- MIDLAND BANK PLC UNITED KINGDOM
- LEVI STRAUSS FINANCIAL SERVICES SA BELGIUM
- HIMONT ITALIA SRL ITALY
- BANCO ESPANOL DE CREDITO SPAIN
- TOYOTA TSUSHO CORPORATION JAPAN
- BROWN BOVERI - YORK AUSTRIA

- 6 -
YUG/074/W/90-05  UNIS  TOYOTA TSUSHO CORPORATION  JAPAN
Production of special automatic grinding mach. for bearing ...  Index = 01439

YUG/074/W/90-05  UNIS  ACCESS - USA  USA
Production of special automatic grinding mach. for bearing ...  Index = 01579

YUG/078/W/90-05  OBOD  BANCO ESPANOL DE CREDITO  SPAIN
Production of chest freezers using new panel construction technology  Index = 01440

YUG/079/W/90-05  OBOD  BANCO ESPANOL DE CREDITO  SPAIN
Refrigerator production large model with frost-free system  Index = 01440

YUG/080/W/90-05  MZ "TITO" - TERMOTEHNIKA  TECHNOFRIGO  ITALY
Refrigerator compressors and aggregates manufacturing  Index = 02832

YUG/083/W/90-05  RUDNIK KVARCNOG PESKA  "SRBOKVARC"  AKZO NV  HOLLAND
Production of electrosilica  Index = 01792

YUG/084/W/90-05  FABRIKA ZA AKUMULATORI  "ZLETOVO"  IPO MILAN - UNIDO  UNITED NATIONS
Battery plant  Index = 01443

YUG/084/W/90-05  FABRIKA ZA AKUMULATORI  "ZLETOVO"  TOYOTA TSUSHO CORPORATION  JAPAN
Battery plant  Index = 01723

YUG/085/W/90-05  FABRIKA ZA AKUMULATORI  "ZLETOVO"  TOYOTA TSUSHO CORPORATION  JAPAN
Nickel-cadmium battery plant  Index = 01723

YUG/093/W/90-05  "KLEK"  TOYOTA TSUSHO CORPORATION  JAPAN
Tourist settlements-1800  Index = 00395
YUG/094/W/90-05  
Cold storage for fruit forest fruit and vegetable processing  
Index = 01516

YUG/096/W/90-05  
Natural spa complex  
Index = 00398

YUG/096/W/90-05  
Natural spa complex  
Index = 00468

YUG/096/W/90-05  
Natural spa complex  
Index = 00538

PROJECTS WITH RESULT CODE 2

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YUG/013/W/90-05 VISKOZA Weaving plant Index = 01830

YUG/015/W/90-05 VISKOZA Viscose rayon filament yarn warping and warp sizing Index = 02880

YUG/028/W/90-05 SIPAD "ROMANIJA" Production of boards and linings from whitewood Index = 00437

YUG/032/W/90-05 "MILAN STEPANOVIC MATROZ" Production of pulp and chlorine-alkali electrolysis Index = 01840

YUG/033/W/90-05 NATRON Paper production Index = 00495

YUG/034/W/90-05 NATRON Production of fluting and test-liner from 100% waste paper ... Index = 00495

YUG/035/W/90-05 VISKOZA Viscose pulp plant Index = 01690

YUG/035/W/90-05 VISKOZA Viscose pulp plant Index = 02880
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<td>Metalization of biaxially oriented pp film</td>
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<td>EMO OHRID NETHERLANDS DEVELOPMENT FINANCE COMPANY (FMO) HOLLAND</td>
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<td>Production of polyester duroplastic parts used in electrical equipment</td>
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<td>YUG/042/W/90-05</td>
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<td>Production of textile fibers</td>
<td>Index = 01478</td>
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<td>Production of textile fibers</td>
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<td>YUG/044/W/90-05</td>
<td>KEMIJSKA INDUSTRIJA &quot;KAMNIK&quot; S.A.EXPLOSIFS ET PRODUITS CHIMIQUES FRANCE</td>
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<td>Plant for production of emulsive explosives</td>
<td>Index = 00375</td>
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Index = 00376

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Index = 00376

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Index = 02830

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Gray and nodular iron foundary
Index = 01712

YUG/054/W/90-05
Gray and nodular iron foundary
Index = 01782

YUG/055/W/90-05
Gray and nodular iron foundary
Index = 01712

YUG/055/W/90-05
Gray and nodular iron foundary
Index = 01782

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Index = 01434

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Rolling-Mill
Index = 01434
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Index = 00441

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Index = 00511

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Index = 00455

YUG/064/W/90-05
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Index = 00525

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YUG/064/W/90-05
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YUG/064/W/90-05
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Index = 01785

YUG/067/W/90-05
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Index = 00455

YUG/068/W/90-05
Lead smeltery (metal) and plant for silver nitrate and silver iodide
Index = 01436

YUG/071/W/90-05
Al-radiator production
Index = 02907

VALJAONICA BAKRA I ALUMINIJUMA "SLOBODAN PENEZIC - KRCUN"

SHELL INTERNATIONAL PETROLEUM COMPANY LTD
UNITED KINGDOM

NORANDAL USA, INC
USA

UNIAL IMPOL

TOYOTA TSUSHO CORPORATION
JAPAN

SHELL INTERNATIONAL PETROLEUM COMPANY LTD
UNITED KINGDOM

ITALIMPIANTI S.P.A. ROMA
ITALY

IPO MILAN - UNIDO
UNITED NATIONS

D L F. INC
USA

TOYOTA TSUSHO CORPORATION
JAPAN

SHELL INTERNATIONAL PETROLEUM COMPANY LTD
UNITED KINGDOM

TOYOTA TSUSHO CORPORATION
JAPAN
YUG/075/W/90-05  
Automotive air brake  
Index = 01502  
system manufacturing  
MZ "TITO" OPREMA ZA  
VOZILA  
TOYOTA TSUSHO CORPORATION  
JAPAN

YUG/081/W/90-05  
Production of electronic.  
Index = 01441  
controlled commutator  
motors ...  
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  
Index = 02837  
and suburban buses  
IKARUS  
TEKNOX D.O.O.  
ITALY

YUG/087/W/90-05  
Production of synchronized  
Index = 00464  
gearboxes expansion  
for tractors  
IMT  
TEKNOX D.O.O.  
ITALY

YUG/090/W/90-05  
Production of boiler  
Index = 02830  
ladles with enamelling  
automation of production  
MAGNOHROM  
AMSTERDAM-ROTTERDAM  
BANK NV  
HOLLAND

YUG/090/W/90-05  
Production of boiler  
Index = 02900  
ladles with enamelling  
automation of production  
MAGNOHROM  
WORLD WIDE SRL  
ITALY
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<td>AMSTERDAM-ROTTERDAM BANK NV</td>
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<td>MOSCOW NARODNY BANK LIMITED</td>
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<td>00465</td>
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<td>01515</td>
<td>GIBB, PETERMULLER &amp; PARTNERS</td>
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Cold storage for fruit, forest fruit and vegetable processing
Index = 00396

Cold storage for fruit, forest fruit and vegetable processing
Index = 00466

Cold storage for fruit, forest fruit and vegetable processing
Index = 01796

Cold storage for fruit, forest fruit and vegetable processing
Index = 01936

YUG/094/W/90-05
"VOCAR"
ALIMENTA S.P.A.
ITALY

YUG/094/W/90-05
"VOCAR"
TECHNOFRIGO
ITALY

YUG/094/W/90-05
"VOCAR"
BANCO ESPANOL DE CREDITO
SPAIN

YUG/094/W/90-05
"VOCAR"
ALIMPIANTI SPA
ITALY

YUG/095/W/90-05
Hospital for sport injuries
Index = 00467

YUG/101/B/90-09
"ALBUS"
AKZO NV
HOLLAND

YUG/101/B/90-09
"ALBUS"
AKZO NV
HOLLAND

YUG/103/B/90-09
"ARVISAM D.O.O."
S INTERNATIONAL
ARCHITECTS
UNITED KINGDOM

PROJECTS WITH RESULT CODE 1

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<th>INVESTOR</th>
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<td>YUG/064/W/90-05</td>
<td>UNIAL IMPOL</td>
<td>ACCESS - USA</td>
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<td>Alumunium foil product</td>
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<td>USA</td>
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| YUG/095/W/90-05       | SLATEKS          | GIBB, PETERMULLER & PARTNERS |
| Hospital for sport injuries |              | GREECE                 |
ANNEX 7.

LIST OF UNITED NATIONS STAFF

- UN Agency, address
- Name of Staff member
- Employment division
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Ms Britte Schreiber
Intercont 138
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Mr Robert Norris
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Mr Robert Norris
Mr Julyan Watts
Intercont 813
Intercont 511
Investment Promotion
ANNEX 8.

LIST OF JOURNALISTS FROM ABROAD
<table>
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<tr>
<th>JOURNALISTS</th>
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<tr>
<td><strong>LE FIGARO</strong></td>
<td>Mr Marc Naigeon, Journalism&lt;br&gt;75002 PARIS&lt;br&gt;37, Rue du Louvre&lt;br&gt;tel. 42216473</td>
</tr>
<tr>
<td><strong>LE MONDE</strong></td>
<td>Ms Francoise Lazare, Journalism&lt;br&gt;75015 PARIS&lt;br&gt;15 Rue Talguiere&lt;br&gt;tel. 40652639</td>
</tr>
<tr>
<td><strong>LES ECHOS</strong></td>
<td>Mr Marc Joanny, Newspaper&lt;br&gt;75008 PARIS&lt;br&gt;46 Rue de la Beetie&lt;br&gt;tel. (33) 49536565</td>
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<tr>
<td><strong>TRIBUNE DE L'EXPANSION</strong></td>
<td>Ms Florence Bauchard, Journalism&lt;br&gt;75005 PARIS&lt;br&gt;25 Rue Leslanc&lt;br&gt;tel. 40605391</td>
</tr>
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