



Canadian-Croatian Chamber of Commerce  
Kanadsko-Hrvatska Gospodarska Komora

## **CROATIAN TRADE MISSION TO CANADA** (September 26 to October 1, 2011)

**and**

## **CONFERENCE – “CROATIA: YOUR GATEWAY TO EUROPE”** (September 28, 2011)

Toronto, Ontario

The Canadian-Croatian Business Network (CCBN) based in Croatia and the Canadian-Croatian Chamber of Commerce (CCCC) based in Canada are organizing a conference entitled “Croatia: Your Gateway to Europe”, to be held at the Sheraton Centre Toronto Hotel, 123 Queen Street West, Toronto, Ontario on Wednesday, September 28, 2011.

The conference will be attended by a delegation from Croatia, including representatives of nearly 30 companies, with the purpose of being introduced to trade and investment opportunities in Canada, while also offering Canadian companies the opportunity to learn about the business climate and opportunities in Croatia.

A special opening address will be provided by the **State Secretary, Ministry of Economy, Labour and Entrepreneurship of the Republic of Croatia, Mr. Ruđer Friganović**. The conference will also provide case studies of successful business projects, affording attendees the chance to get first hand insight into doing business in Croatia and an opportunity for open discussion and debate during a panel session.

During the lunch break, we are especially pleased to announce that our **Keynote Speaker** will be **Mr. Robert Herjavec, CEO of The Herjavec Group** and **star of CBC’s Dragon’s Den and ABC’s Shark Tank** and a successful Croatian-Canadian venture capitalist.

Following the luncheon, Croatian and Canadian companies looking to expand their horizons and markets and develop international relationships will have an opportunity to participate in one-on-one meetings with each other.

An overview of the Croatian participants in the trade mission is attached as well as a more detailed profile. If you recognize a potential match/partner among them, please contact us to schedule a one-on-one meeting.

Also attached is a copy of the proposed agenda and conference registration form, which is to be completed and returned to us by no later than Thursday, September 22, 2011.

## **Attachments**

- Agenda
- Conference Registration Form
- Overview of Participants from Croatia
- Profile of Participants from Croatia

## **Contact Information**

For more information or to register, please contact either:

Linda Zanella, Canadian-Croatian Business Network

E-mail: [linda.zanella@ccbn.hr](mailto:linda.zanella@ccbn.hr)

Anita Vuković Madzarević, Canadian-Croatian Chamber of Commerce

Telephone: (416) 641-2829

E-mail: [amadzarevic@croat.ca](mailto:amadzarevic@croat.ca)

## **About the CCBN**

Founded in 2010, the Canadian-Croatian Business Network is an apolitical initiative of Canadian and Croatian professionals residing in Croatia who are committed to promoting and maximizing economic ties between Canada and Croatia. For more information, please visit [www.ccbn.hr](http://www.ccbn.hr).

## **About the CCCC**

Founded in 1995, the Canadian-Croatian Chamber of Commerce is a not-for-profit network of Croatian-Canadian businesses and professionals that has emerged as the voice of Croatian-Canadian business in Canada. Canada has one of the largest and most successful Croatian communities outside of Croatia and the Canadian-Croatian Chamber of Commerce brings together businesses and professionals with strategic relationships (economic, commercial, political, and cultural) in both Canada and Croatia. For more information, please visit [www.croat.ca](http://www.croat.ca).



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## **AGENDA**

## **Tuesday, September 27, 2011**

### **Welcome**

#### **17:00 – 18:00 Investment Presentation**

- Attendance:* By Invitation Only
- Location:* Stikeman Elliott LLP  
Commerce Court West, 199 Bay Street, 53<sup>rd</sup> Floor, Toronto, Ontario
- Dress Code:* Business Attire
- Details:*
- 17:00 – 17:10 Welcome and Introduction  
*Mr. Ivan T. Grbešić, Partner,  
Stikeman Elliott LLP*
  - 17:10 – 17:25 Overview of Croatia's Investment Climate  
*Ms. Tanya Rukavina, Partner Advisory CEE,  
PricewaterhouseCoopers Croatia*
  - 17:25 – 17:40 Investment Opportunities in Croatia  
*Ruđer Friganović, State Secretary, Ministry of  
Economy, Labour and Entrepreneurship,  
Republic of Croatia*
  - 17:40 – 18:00 Brief Presentations by Representatives of Croatian  
Investment Funds  
*Honestas Equity Partners, Quaestus Private Equity,  
Štedbanka/Prosperus Invest, and Trigon Capital*
  - 18:00 – 18:10 Questions/Discussion

#### **18:00 – 20:30 Welcome Cocktail Reception**

- Attendance:* By Invitation Only (Croatian Delegation and Invited Guests)
- Location:* Stikeman Elliott LLP  
Commerce Court West, 199 Bay Street, 53<sup>rd</sup> Floor, Toronto, Ontario
- Dress Code:* Business Attire



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## **Wednesday, September 28, 2011**

### **Conference - “Croatia: Your Gateway to Europe”**

#### **09:00 – 09:30 Conference - Registration**

*Location:* Sheraton Centre Toronto Hotel  
123 Queen Street West, Toronto, Ontario

*Dress Code:* Business Attire

#### **09:30 – 09:50 Conference - Welcome Speeches**

*Speeches:* Mr. Josip (Joe) Bašić  
*CBBN President and CEO of MPG Southeast Europe*

Mr. John Marion  
*CCCC President and CEO of Baka Communications*

Hon. Lisa Raitt  
*Minister of Labour, Government of Canada*

Mr. Ruđer Friganović  
*State Secretary, Ministry of Economy, Labour and Entrepreneurship,  
Republic of Croatia*

#### **09:50 – 10:45 Croatia: An Overview of Economic Conditions and Opportunities**

From the perspective of the Big Four

Ms. Tanya Rukavina, *Partner Advisory CEE,  
PricewaterhouseCoopers Croatia*

From the perspective of an equity investment company

Mr. Željko Lukač, *Partner, Quaestus Private Equity*

Examples of successful projects in Croatia

Mr. Gordan Šamija, *Partner/Director, Axium Europe, Robotics &  
Automation*

Mr. Dennis Zovko, *CEO, Importanne Resort, Real Estate &  
Development*

Mr. Trpimir Renić, *CEO, Cemex Croatia, Construction Materials  
Industry*

#### **10:45 – 11:00 Coffee Break**

## **Wednesday, September 28, 2011 (...continued)**

### **Conference - "Croatia: Your Gateway to Europe"**

#### **11:00 – 11:30 Entering the Canadian Market: Successful Strategies**

Mr. George Kovačić, *Croscorp International Ltd.*

#### **Presentation - The Investment Cooperation (INC) Programme**

Mr. Edi Perović, *Hart Perovic Inc.*

#### **11:30 – 12:00 Panel Discussion – Croatia: The Next European Union Member**

*Panelists:* Mr. Ruđer Friganović, *State Secretary, Ministry of Economy, Labour and Entrepreneurship, Republic of Croatia*  
Mr. Ivan T. Grbešić, *Partner, Stikeman Elliot LLP*  
Mr. Dennis Rukavina, *CFO, Metronet Telecommunications*  
Mr. Steve Hrkać, *Managing Director, Hospitalija d.d.*  
Mr. Zouheir Chebl, *Senior Vice-President, Euro-Asia, SNC Lavalin*

#### **12:00 – 14:00 Luncheon with Keynote Speaker**

##### **Mr. Robert Herjavec, CEO of The Herjavec Group**

Robert Herjavec is one of Canada's most recognizable business leaders. He has built and sold business on his way to amassing a personal fortune of over \$100 million. A first generation immigrant, Robert arrived in Halifax at age 8 with his parents after escaping Communism in Yugoslavia. With one suitcase, little prospects, \$20, no understanding of English but with unlimited dreams Robert has experienced the classic rags to riches, immigrant story.



From delivering newspapers, waiting on tables, and launching a computer company from his basement, he applied his immense energy and ambition with outstanding success. A serial entrepreneur Robert has built and sold several companies including a computer security company to AT&T and a technology company to Nokia for \$225 million. Widely known as an entrepreneurial and motivational expert Robert's business advice has appeared in numerous national newspapers and magazines.

Following a short retirement, Robert launched **The Herjavec Group** now acknowledged as Canada's leading cyber security provider and one of the fastest growing companies in Canada – which has in a few short years grown from \$400k in sales, and 3 people to a run rate of over \$80 million and over 100 people. Robert's celebrity has expanded with leading roles on *Dragons' Den* (now in its 7th season), the #1 TV show on CBC, and the American hit show *Shark Tank* (now in its 2nd season, produced by Mark Burnett Productions, Sony, Disney and ABC).

With the aptly titled "Driven", published by Harper Collins, Robert can now add "best-selling author" to his resume as the book has been on the Globe and Mail bestseller list and #1 on the National Post business bestseller list for over 4 months (and counting!). (Source: [www.robertherjavec.com/bio.php](http://www.robertherjavec.com/bio.php))

*Location:* Sheraton Centre Toronto Hotel  
123 Queen Street West, Toronto, Ontario

*Dress Code:* Business Attire

**14:00 – 17:00 One-on-One Meetings between Canadian and Croatian Companies**

*Location:* Sheraton Centre Toronto Hotel  
123 Queen Street West, Toronto, Ontario

*Dress Code:* Business Attire

**17:00 – 19:00 Cocktail Reception**

*Attendance:* By Invitation Only (Croatian Delegation, Registered Participants, and Invited Guests)

*Location:* Canadian Imperial Bank of Commerce (CIBC)  
Commerce Court West, 199 Bay Street, 56<sup>th</sup> Floor, Toronto, Ontario

*Dress Code:* Business Attire

**Thursday, September 29, 2011**

**Site Visits**

Times TBD **Site Visits to Companies in the Greater Toronto Area**

**19:00 – 21:00 Informal Gathering for Croatian Delegation**



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Canadian-Croatian Chamber of Commerce  
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## CROATIAN TRADE MISSION TO CANADA CONFERENCE REGISTRATION FORM

Wednesday, September 28, 2011  
Sheraton Centre - Toronto Hotel, 123 Queen Street West, Toronto, Canada

Registration: 9:00 a.m.

.....

1. Company information:

Name of Company: \_\_\_\_\_

Address: \_\_\_\_\_

Telephone: \_\_\_\_\_

Name of Participant: \_\_\_\_\_

E-mail: \_\_\_\_\_

Industry Sector: \_\_\_\_\_

2. We are interested in scheduling a one-on-one meeting with the following Croatian company/companies (for full company profiles, please see [www.ccbn.hr](http://www.ccbn.hr)):

\_\_\_\_\_  
\_\_\_\_\_

3. Please indicate your intention to attend the cocktail reception on Wednesday evening?

Y \_\_\_\_\_ N \_\_\_\_\_ (invitation to follow, subject to capacity)

.....

Please complete and return by fax to 416-641-2700 or  
e-mail to [ccbn@ccbn.hr](mailto:ccbn@ccbn.hr) by Thursday, September 22, 2011.

**The conference is free of charge for all those registering by the deadline!**





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# **OVERVIEW OF PARTICIPANTS FROM CROATIA**

### **PRODUCT EXPORTERS**

**Cyclops** ([www.cyclopsgroup.com](http://www.cyclopsgroup.com)): Specialized in custom information systems development tailored to each client’s exact needs and requirements, and also delivers complex system integration design and deployment. Seeking partners that would be capable of identifying potential clients and providing business support for our services to identified clients.

**DoNA Trgovina** ([www.dona.hr](http://www.dona.hr)): Specialized in processing fresh fruit into fruit juice concentrates, production of syrups, juices, marmalades and jams in brand and private labels, and engaging in sales of final goods. Seeking retailers and producers of fruit syrups and juices.

**PIP** ([www.pip.hr](http://www.pip.hr)): Specialized in bee products (honey, propolis, royal jelly, and pollen), with production being divided into three main parts: food supplements and cosmetics, honey liqueur and coffeed, and traditional packaged honey. Seeking importers, distributors and agents for food supplements or food.

**Perutnina Ptuj – Pipi** ([www.perutnina.com](http://www.perutnina.com)): Specialized in producing fresh and frozen chicken meat and chicken meat products. Produces everything from one day old chickens to fattened broilers. Fully integrated from slaughterhouse to retail distribution. Only Croatian chicken company to provide Halal standards. Seeking importers, distributors, supermarkets and HORECA sales channel that can provide storage and distribution.

**Spider Group** ([www.spidergrupa.hr](http://www.spidergrupa.hr)): Leading regional producer and processor of medicinal and aromatic plants and medicinal herb based products. Seeking a buyer of organic raw materials for tea production or agents for the distribution of our organic brand, Herbarium tea.

**Telegra** ([www.telegra-europe.com](http://www.telegra-europe.com)): Supplier of advanced traffic management systems for highways and tunnels, initially in its homeland Croatia and lately as a global player, and provider of a complete ITS solution for interurban and urban traffic and tolling requirements. Seeking local traffic system distributors, highway operators, ITS integrators, large construction companies, and investors.

**MB Frigo** ([www.mbfrigo.hr](http://www.mbfrigo.hr)): Importer and distributor of an entire range of products and equipment for air conditioning and refrigeration, spare parts, materials and tools for installation. Seeking distributors of our production program and installation companies in respect of food and beverage industry, slaughterhouses, meat processing companies, and equipment suppliers for supermarkets.

## **PRODUCT IMPORTERS**

**MIP WEYLAND** ([www.mipweyland.hr](http://www.mipweyland.hr)): One of the leading companies in processing and trading with steel products and ironware in Croatia. We are looking for partners who would like to distribute their products or services, and not necessarily steel products, to the ex-Yugoslav and South-East European market.

## **SERVICE PROVIDERS**

**Montmontaža** ([www.montmontaza.hr](http://www.montmontaza.hr)): Provides industrial engineering, erection/mechanical works and civil engineering and building construction and is also very active in construction of energy objects and oil and gas facilities. Seeking customers for construction/erection work and services (mechanical, electrical, instrumentation, etc.) in the field of energy business, oil and gas industry (pipelines, terminals, storages) and infrastructure.

**Dalekovod** ([www.dalekovod.com](http://www.dalekovod.com)): Leading construction company in South-East Europe offering engineering, production and construction services in the area of high voltage and low voltage power transmission and distribution projects, extended its range of activities to include design, production and construction. Seeking electricity companies, national utilities, and main grid owners.

**Nesek** ([www.nesek.hr](http://www.nesek.hr)): Specialized in architecture, urbanism, strategic and spatial planning – a field of study in which we achieved a number of successful regional and development plans in Croatia. Seeking to act as a regional partner for international clients in investment in Croatia.

**Obzor Holidays** ([www.obzorputovanja.hr](http://www.obzorputovanja.hr)): A subsidiary of Croatian Airlines, Obzor is the most prominent inbound and outbound tour operator in Croatia covering all major destinations in Europe. Seeking partner tour operators and contacts with travel agencies.

**PWC – PricewaterhouseCoopers** ([www.pwc.com/hr](http://www.pwc.com/hr)): Provides audit, tax advisory, and business consulting services. We have over 100 auditors, consultants and other staff. We employ nearly 20 Croatian and internationally certified chartered accountants and staff with other professional certifications.

**Zanella Translations** ([www.zanella-translations.com](http://www.zanella-translations.com)): Provides complete translation and proofreading services between Croatian and English by competent and professional translators. Seeking to serve as a partner to companies aiming to expand their operations to the Canadian/Croatian markets.

## **SEEKING JOINT VENTURE PARTNERS**

**VIN-Projekt** ([www.vin-projekt.hr](http://www.vin-projekt.hr)): Provides electrical engineering studies, preliminary and final design, electrical equipment manufacturing, PLC application software development. In addition to performing HMI and SCADA software development. Seeking joint venture partners.

**Kordun Marketing** ([www.kordun.hr](http://www.kordun.hr)): The production programme of the company includes more than 3,000 metal ware products including consumer goods, tableware and hospitality. Seeking joint venture partner to develop products using existing technology and to develop new technologies and materials.

## **SEEKING INVESTORS**

**Prosperus-Invest** ([www.prosperus-invest.hr](http://www.prosperus-invest.hr)): Management company of a private equity fund “Prosperus Economic Cooperation Fund” (ECF). Prosperus has over 340 million Croatian kuna (\$63m) under management. Seeking strategic and financial investors interested in investing in Croatia.

**Quaestus** ([www.quaestus.hr](http://www.quaestus.hr)): The first Croatian management company of private equity investments. Today, Quaestus is the leading Croatian company for alternative asset management and financial advisory services. Seeking strategic and financial investors interested to invest in Croatia.

**Štedbanka** ([www.stedbanka.hr](http://www.stedbanka.hr)): A medium sized, high quality and efficient bank with solid financial assets at its disposal to help bank clientele meet the demands and challenges of a developing country that Croatia is. Seeking investors in banking sector in Croatia and corporate clients.

**Trigon Capital** ([www.trigoncapital.com](http://www.trigoncapital.com)): A leading Central and Eastern European provider of investment and corporate advisory services. Manages close to US\$ 1 billion in client assets, deploying its own capital alongside that of its clients. Trigon’s property investments division invests into large-scale projects where Trigon is physically present with its own offices. Currently manages a development portfolio of over 1 million m<sup>2</sup> of buildable space in various stages of development in Croatia, Estonia, Russia and Ukraine. Seeking investors and builders looking for undervalued investment opportunities or joint venture partners in the real-estate arena within Croatia and Estonia.

**Honestas** ([www.honestas-pe.hr](http://www.honestas-pe.hr)): A private equity / venture capital fund management company established in Croatia in 2010 with the ambition of developing and positioning Honestas as a key player in both the Croatian and regional private equity / venture capital markets. Seeking to increase the capital commitments in respect of its Honestas fund within the next 12 months, which was established in April 2011, as a "fund for economic cooperation". The Croatian Government is a *pari passu* investor in the fund along with private investors, with EUR 21 million of committed funding.

## **SPEAKERS**

**CEMEX Hrvatska** ([www.cemex.hr](http://www.cemex.hr)): As a part CEMEX, the global leader in construction materials industry, it is the largest cement producer in the region and one of the leading concrete production companies in Croatia.

**Hospitalija Trgovina** ([www.hospitalija-trgovina.hr](http://www.hospitalija-trgovina.hr)): An importer, exporter, distributor and wholesaler. Product assortment includes over 30,000 SKUs from renowned manufacturers, holding 75% market share in vacutainers, 75% in transfusion and 20% in orthopedic implants.

**MPG Southeast Europe** ([www.mpg.com](http://www.mpg.com)): MPG develops innovative communication models, beginning from the need for a direct transfer of information about products or services, in the manner, place and time that will ensure the best possible results, independent of the life cycle of the product and the target audience. In applying the MPG concept and in seeking functional solutions, we use our own developed methodology and promotional tools that guarantee successful realization of even the most demanding marketing campaigns.

**Metronet Telecommunications** ([www.metronet.hr](http://www.metronet.hr)): Metronet is a wire line network telecommunications service provider and the first in Croatia to have developed an all-IP network for the provision of the following services: local and long distance telephone services with enhanced communication features, broadband services which include high speed internet and high capacity data transmission. Metronet is an emerging provider of advanced and innovative telecommunication services targeted to business customers. Metronet's proprietary fiber-optic network is offered in over 50 cities located throughout the 21 counties in the Republic of Croatia.

**Axiom Europa d.o.o.** ([www.axiumsolutions.com](http://www.axiumsolutions.com)): an international company that offers a complete range of Robotic and Automation solutions mainly in the Food and Beverage, Pharmaceutical, Cosmetics, Plastics and Consumer Goods sectors. The companies solutions range from robotic systems to process control with material handling automation. Our advanced robotics expertise is focused on the fields of process automation, factory automation and warehouse automation. All our solutions are designed to be easily integrated with existing information systems and processes.

**Importanne Group** ([www.importanne.hr](http://www.importanne.hr)): Importanne was founded by Dr. Ciril Zovko in Canada and has invested \$200 million in real estate development projects in Zagreb and Dubrovnik since 1990. Importanne was the first to invest in shopping centres in Croatia and currently owns and operates Importanne Centar (shopping centre in Zagreb), Importanne Galleria (mixed-use building in Zagreb) and Importanne Resort (Hotels & Suites in Dubrovnik). Importanne is currently exploring real estate development options in both Croatia and Canada.



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# **PROFILE OF PARTICIPANTS FROM CROATIA**



cyclops

**Cyclops Canada Inc.** is a newly incorporated company (since 2011) currently based out of St. John's, NL. Cyclops has incorporated the complete knowledge and development history of the Croatian company Cyclops Croatia and was established by Ivana Drcec. Cyclops Croatia will be a sister company of Cyclops Canada Inc., since Ivana immigrated to St. John's, NL earlier this year.

**Cyclops Croatia d.o.o.** was established in 2005 by Ivana Drcec. Cyclops Croatia specializes in custom information systems development tailored to each client's exact needs and requirements, and also delivers complex system integration design and deployment. The quality and competence of the company has been confirmed a number of times with a number of international innovation awards for its software solutions at various world innovation expos.

**Clients of the Cyclops companies include:** Nestlé Adriatic Zagreb, Croatia (food industry); Boehringer Ingelheim Zagreb, Croatia (pharmaceutical industry); Kvarner Vienna Insurance Group Zagreb, Croatia (life insurance industry); NCP Refit Shipyard Šibenik, Croatia (shipbuilding industry); Nuclear Power Plant NEK Krško, Slovenia (nuclear power industry); JSS Medical Research Inc. Montreal, Canada (medical research industry); Newfoundland and Labrador Association of Technology Industries – NATI (non-profit organization), St. John's, Canada, etc.

**A few of the innovation awards won by Cyclops companies for their software solutions in recent years:** ARCA 2007 – Zagreb, Croatia; INOVA 2007 – Zagreb, Croatia; INPEX 2008 – Pittsburgh, USA; ARHIMED 2009 – Moscow, Russian Federation; BFIIN 2009 – Cardiff, UK; BIS 2009 – London, UK; TIPPA 2009 – TAIPEI, Taiwan; INOVA 2009 – Zagreb, Croatia; MTE 2010 - Kuala Lumpur, Malaysia; MTE 2011 - Kuala Lumpur, Malaysia; Polish Inventors Society – Special Award 2011

**Website and contact email:** [www.cyclopsgroup.com](http://www.cyclopsgroup.com) , [ivana.drcec@cyclopsgroup.com](mailto:ivana.drcec@cyclopsgroup.com)

**Phone:** Ivana Drcec: +385.99.333.0101 (Croatia) or +1.709.631.4216 (Canada)

**Area of services:** customized software development, ICT consultancy services, WRXPOT (cloud ERP solution) implementation and optimization.

**Locations of current projects/investments:** North America - Canada (Newfoundland); Europe – Republic of Croatia, Republic of Slovenia; Middle East – Sultanate of Oman

**Potential clients:** shipbuilding industry, oil & gas industry, aerospace industry, medical research companies, etc.

**Expected partnering companies:** We are looking for partners that would be capable of identifying potential clients and providing business support for our services to identified clients.



*bogatstvo plodova prirode*

**Company profile:** DoNA trgovina d.o.o.

**Overview:** The DoNA brand was created in 1978 and over the years was a guarantee of high quality products in the area of the former Yugoslavia. After comprehensive restructuring of the company in 2004, a new business era started, based on clear vision, defined goals and development programs. The DoNA trgovina d.o.o. production plant is located in Gornja Stubica, 40 km north of Zagreb, the capital of Croatia, whereas the Management Board and back office are in Zagreb. The company currently employs 105 people, mostly in Gornja Stubica, in production, quality control, logistic and warehouse for raw materials, semi-products and final products. Main business activities are primary fruit processing (fruit concentrates), production of final products obtained from fruit processing (concentrates, syrups, jams, marmalades) and wholesale. The mission of DoNA trgovina is connecting people and nature and its vision is to become the best medium-sized company in the region in the production of drinks and fruit processing.

Product categories:

- Brand DoNA: fruit syrups; marmalades and jams; pasteurized and preserved fruits and vegetables; 100% Premium concentrate
- Fruit Concentrate: apple concentrate; sour cherry concentrate; Maraska cherry concentrate
- Private Label: juices; ice teas; fruit syrups; marmalades and jams

DoNA trgovina has about 160 clients, most of which are retailers on the Croatian market, some are on foreign markets and the rest are buyers of fruit concentrates on the B2B market. DoNA trgovina aims to direct its production of final products on its Premium 100% line, natural products without added sugar.

**Website:** [www.dona.hr](http://www.dona.hr)

**Contact Email and Mobile:** [marina.boljar@dona.hr](mailto:marina.boljar@dona.hr) Mobile: +385 98 9807192

**Area of Services:** Processing fresh fruit into fruit juice concentrates, production of syrups, juices, marmalades and jams in brand and private labels, sales of final goods.

**Locations of Projects/Investments:** Majority in Croatia, BiH, Serbia, Slovenia, Austria, Germany and Macedonia.

**References:** Kaufland, Metro Cash & Carry, Billa, Konzum, Plodine, Lidl, NTL, Ultra gros, Interspar, KTC, etc...

**Profile of Partnering Company:** Retailers, producers of fruit syrups and juices.

**Company profile:** PIP Ltd.



*gift of bees and nature* 

**Overview:** PIP Ltd. is a responsible and innovative company specialising in beekeeping. The company was developed out of a family tradition of beekeeping which began in 1930, making it the oldest private bee product producer in Croatia. The wealthy tradition and innovative practices in beekeeping are interwoven into each one of our products, and the knowledge obtained is constantly invested into the quality, research and development of new products. We have obtained good results in our partnership projects with several of the faculties of the University of Zagreb. We have always paid great attention to the quality of our products, all of which bear the Croatian Quality symbol. International ISO 9001 and ISO 22000 (HACCP) certificates are further proof of their high quality.

**Website:** [www.pip.hr](http://www.pip.hr)

**Contact:** Domagoj Bračić      Email: [dbracic@pip.hr](mailto:dbracic@pip.hr)  
Mobile: +385 98 1771223  
Darko Rukavina      Email: [drukavina@pip.hr](mailto:drukavina@pip.hr)  
Mobile: +385 99 2116090

**Area of Services:** Food - Bee Products (honey, propolis, royal jelly, and pollen), the production company's program is divided into three main parts, called the trade channels:

- Food supplements (food supplements) and cosmetics with a special purpose as a bee produces plant extracts with additives for the Pharmaceutical trade channel (pharmacies, wholesalers, drug stores, herbal pharmacies) in various forms (tablets, drops, sprays, creams...)
- Honey liqueur, Coffeemed (honey sweetener for coffee and milk) and honey in hospitality packages (sticks, alupack, jars) for the Hospitality trade channel
- Honey in classic packaging (glass jars) and non-spill PET packing, and Gold Line of honey with a particular geographical area for the Retail trade channel

**Market:** Majority in Croatia and Bosnia and Herzegovina, Switzerland, Sweden, Italy, France, Germany, Montenegro, UK.

**References:** pharmaceutical industry, drugstores (Phoenix Group, Oktal Pharma, dm drogerie markt, Müller...), pharmacies, retail chains (Metro, Billa, Konzum, Mercator, Plodine, NTL, Merkur, Interex, Delta Maxi...), food industry (Kraš, Podravka), wholesalers, hotels, restaurants, cafes, hospitals

**Profile of Partnering Company:** Importer / Distributer / Agent for food supplements or food.

Zagreb, 29.08.2011



## Perutnina Ptuj – Pipo d.o.o. Čakovec

Rudolfa Steinera 7  
40 000 Čakovec, Hrvatska  
Tel.: +385 40 372 888, fax: +385 40 372 880  
e-mail: info@perutnina.hr



### Članica Grupe Perutnina Ptuj



Čakovec, 26th August 2011

### Company Profile **PERUTNINA PTUJ – PIPO Ltd. Čakovec, Croatia**

**PERUTNINA PTUJ – PIPO Ltd.** is a member of an international Group of companies of the Perutnina Ptuj Group located in Čakovec, Republic of Croatia. The primary activity of the company is production of fresh and frozen chicken meat and chicken meat products, and also has a circled own production cycle from the production of one day old chickens, over the own fattening of broilers, slaughterhouse and production of chicken meat and chicken products up to the own retail and distribution which supplies our products up to the final buyers. We are the only Company with complete Halal chain from A-Z in our production to supply highest Halal quality.

During the last decade, Perutnina Ptuj Group doubled its volume of food preparation and sales (to EUR 254 million in 2010, in Croatia, EUR 38.3 million) extending and strengthening successfully its position on the EU markets, markets of former Yugoslavia and other markets, which represents an enviable growth and solid social security for over 3.600 employees and 500 co-operatives.

Today Perutnina Ptuj Group comprises of 19 companies in six countries (Croatia, Slovenia, Bosnia nad Hercegovina, Serbia, Romania, Austria and Macedonia), which is a reliable basis for attainment of the company's mission vision and goal.

Poultry represents production and postproduction of poultry meat in Croatia, Slovenia, Bosnia and Hercegovina and Serbia, and production and postproduction of turkey meat in Slovenia.

We ensure quality by traceability and supervision of all processes and components from the field to the table. It is our constant and guarantee for the future. We use it to build an alliance with consumers expecting safe, light, fresh and healthy food produced in a sustainable way.

Perutnina Ptuj is one of a few food-production corporations using so-called vertical reproduction chains in the food production, which can be used to control each step in process.

Perutnina's vertical reproduction chains act as a basis for the preparation of fully faultless foods, in every respect. Each bit of tasteful foods is prepared in the environment where nothing is left to coincidence.

Vertical integration consists of:

Farms for the hatching eggs production, hatchery, cultivation and feeding mill, own poultry farming and with co-operatives, state of art packing and meat preparing plants, bacteriological and chemical laboratory, own distribution network and retail stores.

We guarantee quality of each product with our brand names:

- Perutnina Ptuj (poultry meat, sausage products, ready to eat products)
- POLI brand name (POLI, POLI with vegetables, light POLI, POLI with cheese, POLI snack, POLI pate)



### Članica Grupe Perutnina Ptuj

POLI – was the first chicken special sausage on the market, a real avant-garde. It was, and still is, the best. It has been popular and adored for over a quarter of century. Poli is the first and only relevant chicken special sausage.

All brand names are gathered under brand name – Naturally fit

Naturally fit is a marketing philosophy which was implemented because of market, all brands names are gathered under brand name - naturally fit demands and shifts of consumers values.

The company applies in our production cycle many international QUALITY STANDARDS:

- IFS, EFSIS, BRC, HACCP, ISO 9001, ISO 14001, EU LICENCE,  
To many international standards, with which the company guarantees to the consumers high quality of products , the complete traceability of breeding and processing of chicken meat, we add HALAL CERTIFICATE. HALAL CERTIFICATE guarantees a standard of breeding of animals, way of slaughtering, technological production of meat and meat products according to the requirements of HALAL CERTIFICATE, taking into consideration cultural and religious values of the Islamic community.
- Besides all the implemented international and European quality standards, we also respect other quality issues. Our products are also GMO free, Salmonella free and all the fodder is of Non Amazon provenience. Respecting special nutritional guidelines, a special Gluten free line is also implemented in the wide Perutnina Ptuj products range.

Producing according to all mentioned standards, we offer to our buyers a wide range of fresh and deep frozen meat, meat products in various packaging. There is a rich assortment of chicken products and Ready –Made products of the Trademark from Perutnina Ptuj.

We recognize our mission in offering quality, safety and tasteful chicken meat and products. For more details about our products look on our web site: [www.perutnina.com](http://www.perutnina.com)

On the Canadian market we want to arrange a business cooperation with potential importers, distributors, supermarkets and HORECA sales channel that can provide storage and distribution of chicken meat and chicken products to the prescribed temperature regime.

Yours sincerely,

CEO  
mr.sc.oec. Predrag Šegović dr.vet.med



Spider grupa d.o.o.

[www.spidergrupa.hr](http://www.spidergrupa.hr)

[denis.nemcevic@jan-spider.hr](mailto:denis.nemcevic@jan-spider.hr)

Reference list: Twinings – U.K.; Teekanne – Germany; Everton – Italy;  
Cedevita, Podravka, JGL – Croatia.

We are seeking a buyer of organic raw materials for tea production, or agents for the distribution of our organic brand, Herbarium tea.

Spider group Pitomača is a linked business system specialized in the cultivation and processing of medicinal and aromatic herbs and tea production. Medicinal and aromatic plant based products are sold on the domestic and international markets to serve the needs of the food and pharmaceutical industries. Our partners use the products for further processing or they use our services for the finalization of products.

Spider group Pitomaca consists of the companies Jan-Spider doo (processing of medicinal and aromatic plants), Herbarium doo (equipping of teas – finalization of products), Biofarma d.o.o. (cultivation of medicinal plants), Đolta d.o.o. (buying off and cooperative cultivation of medicinal plants) that are linked into a unique concept “from the fields to the table”.

We cultivate medicinal plants in our own fields for the production of teas and products based on medicinal herbs. The entire process occurs within our own capacities. We guarantee the quality and unique experience for users of our products and services. Cultivation of the medicinal and aromatic plants is implemented in a controlled and safe manner. Quality is assured with the quality system ISO 22000:2005, HACCP, GMP (Good Manufacturing Practice), GLOBAL GAP (Good Agriculture Practice).

Organic production and cultivation of medicinal and aromatic plants has been part of our production for several years now.

Spider Group is the leading regional producer and processor of medicinal and aromatic plants and medicinal herb based products. Spider Group’s headquarters are located in Pitomača, in the Virovitica-Podravina region of Croatia.

The board and owners are members of the Nemcevic family. The company and all subsidiaries are in under the private ownership of the Nemcevic family.



Telegra d.o.o., Plešivička 3 · Sv. Nedelja 10431 · Croatia

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### About Telegra

For more than 20 years, Telegra d.o.o. has been establishing itself as a leading supplier of advanced traffic management systems for highways and tunnels, initially in its homeland Croatia and lately as a global player, for more than 35 countries in Europe, America, Africa and Asia. Our initial mission to develop and manufacture high tech systems in the field of traffic supervision and management that will, with their main features, provide information and enhance safety to every traffic participant and improve utilization of the road infrastructure, has been expanded to the provision of a complete ITS solution for interurban and urban traffic and tolling requirements.

### Our most significant products and services:

Telegra's Own Core ITS Components included in complete ITS solution delivery and integration of highway and tunnel interurban and urban elements, full range of products and integration services, integration and delivery of third party products and subsystems, services from design to installations and long term maintenance. Designs of Traffic technology including OMC centre designs, telecommunication infrastructure designs, communication network designs, power supply designs and complete project documentation (preliminary, execution, as built). Core hardware production of LED displays and variable message signs, roadside controllers, emergency roadside telephone systems, LED traffic lamps and software products topXview™ Traffic Management SCADA Suit, TollWay™ tolling solution, various interfaces to third party equipment and design, testing and documenting of software interfaces, protocols and experienced in design, installation, testing and documentation of cable networks.

### Advanced traffic management system integration - projects:

USA - various projects that include traffic management system and various speed displays; WSDOT project with over 300 full matrix signs. Germany - tunnel management system including topXview™ and VMS signs for several tunnels; dWiSta displays. Croatia - traffic management system for complete highway network and 34 tunnels in Croatia including 26 topXview™ Control Centers. Hungary - various combinations of full matrix displays. Ukraine - complete traffic management system and topXview™ based Control Centre, Russia - traffic management systems including topXview™ based control center, various VMS and displays, traffic counters, emergency roadside telephone system; India - 5 highway sections - complete delivery of traffic management systems including 5 topXview™ based control centers, displays, traffic counters and video surveillance, Turkey - tunnel management system including topXview™ based control center, various VMS and displays, traffic counters, emergency roadside telephone system, Romania - traffic management system including displays, Slovakia - integration of traffic counting and video surveillance including topXview™ based Control Centre; Qatar - tunnel management system including topXview™ based control center, various VMS and displays, traffic counters, emergency roadside telephone system, video surveillance; Malta - traffic management and control system including displays, Slovenia - tunnel management system including LED VMS, roadside outstations, inner illuminated signs and emergency telephone systems for several tunnels; Azerbaijan - traffic management system including RGB displays, roadside outstations, road weather stations and video surveillance; China - traffic management system including LED displays; Spain - topXview™ Control Center; various VMS signs and displays with all kind of interfaces and communications systems in Austria, Denmark, Norway, Sweden, Greece, South Africa, Netherlands, Brazil, Lithuania, Belgium and Morocco.

In total, more than 35 countries in Europe, America, Africa and Asia have chosen Telegra for interurban traffic management, 70 control centers, 2200 km of highways are controlled and managed by Telegra's systems and more than 110 km of tunnels equipped by our IRF awarded ITS solutions.

Our partners are local traffic system distributors, highway operators, ITS integrators, large construction companies, investors, etc.



Member of:



GRAA awards:





**MB FRIGO Grupa d.o.o.**  
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Croatia  
tel: + 385 1/66 08 002  
fax: + 385 1/66 08 005  
www.mbfrigo.hr  
e-mail: info@mbfrigo.hr

The foundations of today's group "MB Frigo Group Ltd." date back to 1981. The group's business activities include the sales and distribution of spare parts and equipment, air conditioning and refrigeration engineering, manufacturing and service.

We import and distribute the entire range of products for air conditioning and refrigeration: devices and equipment, spare parts, materials and tools for installation. With more than 5,000 m<sup>2</sup> of storage/sales capacity and more than 10,000 products, we provide prompt delivery of our products in the region. The business centers of MB Frigo Group Ltd. are located in Zagreb, Split, Zadar, Rijeka, Sarajevo and Belgrade. Currently we employ more than 80 workers.

The production program was developed based on years of experience and the application of the latest technologies, including refrigeration walk-in cold rooms, doors for refrigeration of cold rooms, panels for industrial refrigeration of walk-in cold rooms, condensing units, multi-compressor units and electrical cabinets (power packs).

During production and implementation we take care of all relevant legal and professional regulations and meet all environmental standards. All activities of the company are certified according to ISO 9001:2008.

Years of experience, thousands of professionally performed installations and satisfied customers guarantee our quality.

**Website:** [www.mbfrigo.hr](http://www.mbfrigo.hr)

**Contact e-mail:** [martina.zorica@mbfrigo.hr](mailto:martina.zorica@mbfrigo.hr), phone: +385/1/6608-002, fax: +385/1/6608-004

**Area of interest:** our production program (refrigeration walk-in cold rooms, doors for refrigeration cold rooms (all types of hinged and sliding doors), panels for industrial refrigeration of cold rooms, condensing units, multi-compressor units (power packs) and electrical cabinets).

**References:** **MERCATOR**, Banja Luka, Osijek, Biograd; **IPERCOOP**, Jankomir, Osijek, Split; **OMEGA**, Tuzla; **Leclerc**, Maribor, Ljubljana; **METRO**, facility Subotica, Belgrade; **MILIVOJ MEDVEN** slaughterhouses and meat processing Krasic; **RAVLIĆ** slaughterhouses and meat processing; **Ledo** d.d. distribution center of Zadar, Zadar, Split; **Ledo**, Ljubljana

**Profile of Partnering Company:** distributors of our production program, installation companies, food and beverage industry, slaughterhouses, meat processing companies, equipment suppliers for supermarkets.

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MB FRIGO Grupa d.o.o. upisana je u sudski registar Trgovačkog suda u Zagrebu pod brojem MBS 080482965. Temeljni kapital u iznosu 1.120.000,00 kn uplaćen je u cijelosti. Uprava: Željko Sever, Matični broj: 1806386

Privredna banka Zagreb d.d., Račkoga 6, Zagreb  
žiro račun: 2340009-1110140839  
SWIFT: PBZGHR2X  
IBAN: HR9423400091110140839

Zagrebačka banka Zagreb d.d., Paromilinska 2, Zagreb  
žiro račun: 2360000-1101708854  
SWIFT: ZABAHR2X  
IBAN: HR5723600001101708854

Hypo Alpe Adria Bank d.d., Koturaška 47, Zagreb  
žiro račun: 2500009-1101216459  
SWIFT: KLHBHR22  
IBAN: HR6825000091101216459

Erste & Steiermärkische Bank d.d., Jadranski trg 3a, Rijeka  
kunski žiro račun: 2402006-1100525262



# MIP WEYLAND d.o.o.

MIP WEYLAND d.o.o. is one of the leading companies in processing and trading with steel products and ironware in Croatia. It was established in 2009 as a joint venture of two strategic partners: M.I.P. METAL d.o.o. from Nedelisce, Croatia, present on the Croatian market for 15 years and supplying more than 2000 regular customers, and Weyland GmbH from Scharding, Austria, that country's largest company in the trade and processing of steel and head of the Weyland Group. The Weyland Group consists of several companies with warehouses distributed all over Austria (Scharding, St. Martin, Inzersdorf, Bergheim, Vienna, Salzburg, Graz) and Czech Republic. It has more than 1100 employees and an annual turnover in excess of EUR 500 million.

The main objectives of our company is strengthening the position on the South-east European market of ferrous and non-ferrous metallurgy. We have more than 5,000 m<sup>2</sup> indoor and 10,000 m<sup>2</sup> outdoor warehouse sales area in Pušćine near Varaždin, about 80 km north of Zagreb.

We are looking for partners who would like to distribute their products or services, and not necessarily steel products, to the ex-Yugoslav and South-east European market.

Website: [www.mipweyland.hr](http://www.mipweyland.hr)

Contact e-mail and mobile: [davor.resetar@mipweyland.hr](mailto:davor.resetar@mipweyland.hr); Mobile: +385 99 2241 381

Area of services: Trading company present in south-east european market

## MONTMONTAŽA PLC

10000 Zagreb, Croatia

Rakitnica 2

Tel : +385 1 6168 710

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E-mail : [info@montmontaza.hr](mailto:info@montmontaza.hr)

[www.montmontaza.hr](http://www.montmontaza.hr)



We are glad to be given the opportunity to expressly declare and confirm our strong and continuous interest for participation in conducting business in Canada or elsewhere for Canadian companies and clients with intention of realization of certain industrial, infrastructural or similar projects.

This year Montmontaža celebrates its 61st anniversary, presently working as a private owned company with about 1,400 employees and annual consolidated turnover of over EUR 100 million.

Besides industrial engineering, erection/mechanical works and civil engineering and building construction, we are also very active in construction of energy objects and oil and gas facilities being at the same time the largest individual gas concessioner in Croatia.

Our performance of works has been taking place not only in Croatia but also abroad: in Germany, Russia, Libya, the Netherlands, U.S.A., Canada, Norway, Slovakia and other countries. In the past we have successfully cooperated with leading world companies such as Mannesman, Siemens, Technip, Badger, Lurgi, Parsons, etc., or with state bodies and authorities in charge of project execution throughout the world.

Some of our recently completed projects include the following:

- Combined cogeneration cycle power plant, 210 MW, in Zagreb in joint venture with Parsons Power Group, U.S.A.
- Construction of main gas pipelines and distribution network within Croatia
- Construction of FCC Naphta Hydrodesulphurization Unit in Oil Refinery Sisak, Croatia
- Construction of oil terminal near Zagreb, Croatia
- Laser scan services and 3D modeling with issuing of "as-is" documentation of old oil refinery plant intended for relocation
- Mechanical/electrical erection works and insulation on Heating and Cooling Plant for Oil Sands Project, Canada.

At present, we are leading the construction of the oil farm 3 x 80,000 m<sup>3</sup> and of the 100 km section of main gas pipeline for Croatian companies.

In accordance with our experience and references we are interested particularly to provide **construction / erection work and services** (mechanical, electrical, instrumentation, etc.) in the field of **energy business, oil and gas industry** (pipelines, terminals, storages) and **infrastructure**.

As the leader of Montmontaza Group we hereby give this statement on the part of Montmontaza PLC and all its daughter companies with worldwide references and huge experience on energy, infrastructural and wide-range industrial projects and capability to provide highly-efficient services to the client.

Mladen Antunović, M.Sc.El.

Director

**Company Name:** Dalekovod d.d. Zagreb

**Overview:** A leading construction company in Southeast Europe. Dalekovod d.d. was founded in 1949. In 1993 DALEKOVOD was transformed into a shareholding company. In 2001 listing of regular share for DALEKOVOD d.d. began on the Zagreb Stock Exchange under the designation of DLKV-R-A. DALEKOVOD is a large-scale sophisticated company that fulfils the needs of its customers by offering high quality products and services pursuant to ISO 9001, ISO 14001 and OHSAS 18001 standards. The professional skills of 1,100 employees range from fitters, tool pushers, machinists and turners to graduated civil, electrical, mechanical and traffic engineers. They are organised in teams that specialize in carrying out the most demanding projects. By using the most sophisticated equipment DALEKOVOD offers engineering, production and construction services in the area of high voltage and low voltage power transmission and distribution projects, extended its range of activities to include design, production and construction of railway infrastructure, sports facilities, halls, antenna masts, provision of electric power equipment for roads etc.

**Website:** [www.dalekovod.com](http://www.dalekovod.com)

**Contact Email and Mobile:** [kreso.rosean@dalekovod.hr](mailto:kreso.rosean@dalekovod.hr) or [darko.popovic@dalekovod.hr](mailto:darko.popovic@dalekovod.hr) Mobile: +385 91 24 10 401

**Area of Services:** engineering, construction and production of high voltage and low voltage power transmission and distribution systems

**Locations of Projects/Investments:** Croatia, Norway, Sweden, Ukraine, Albania, Montenegro, Bosnia and Herzegovina, Macedonia, Slovenia etc.

**References:** transmission lines in: Norway, Iceland, Greenland, Albania, Montenegro, Slovenia, Sweden etc.

**Profile of Partnering Company:** electricity companies, national utilities, main grid owners...



## COMPANY PROFILE

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- Our main professional interests are **architecture, urbanism, strategic and spatial planning** – a field of study in which we achieved a number of successful regional and development plans in Croatia.
- The company specializes in making high quality physical planning documents and has contributed to the process of decentralization which takes place within the spatial monitoring and spatial planning segment. Within the analysis process of current state of spatial planning, possibilities to offer complete solutions were recognized. Complete solutions comprise Physical Planning Documents as well as project documentation.
- In order to enhance the implementation of various economic projects and environmental sustainable solution as well as using renewable energy sources, the company expanded its scope in order to create multipurpose development projects, providing advisory services and making the necessary studies and surveys.
- A multidisciplinary profile as well as a high percentage of highly educated employees greatly contributes to achieving the goals which are characterized by the high quality company guaranteed standards.
- Fostering close cooperation with local self-government units in Croatia, many issues within the plan-making procedures have been reduced to a minimum in order to facilitate the implementation processes.
- Nesek d.o.o. expertise includes:  
Investment master plans, Strategic plans (small area, town, clusters, regions), mathematical macro- simulation traffic models, geographical information systems, economic investment models by land use pattern, architectural projects (all levels), infrastructural projects, planning of tourist resorts, tourist master plans, infrastructural projects, spatial and urban plans, land use planning, traffic plans (all levels), spatial analysis and network mapping, landscape and land use pattern analysis.
- Nesek d.o.o. is providing consultancy service and relevant documentation for any theme concerning space and investment projects.
- We are interested to act as a regional partner for international clients in investment business in Croatia. Also, we are constantly searching for international partners - experts in fields of alternative energy sources, tourism, infrastructure and innovative solutions for spatial planning.

**Company profile:** PricewaterhouseCoopers d.o.o.



**Overview:** PwC is the world's leading professional services firm, with its presence established in Croatia since 1998. We provide industry-focused assurance, tax and advisory services to enhance value for their clients. More than 161,000 people in 154 countries in firms across the PwC network share their thinking, experience and solutions to develop fresh perspectives and practical advice.

The clients of PwC member firms around the world range from the largest and most complex organisations to innovative entrepreneurs, including most of the Fortune Global 500, and FT Global 500. In addition, PwC member firms served significantly more than half of the largest companies in each regional market during the year. In Croatia, we provide services to many of the world's best-known companies and thousands of other organisations both large and small, operating in the Croatian market. We consult with our clients to build effective organisations, innovate & grow, reduce costs, manage risk & regulation and leverage talent. Our aim is to support our clients in designing, managing and executing lasting beneficial change. We help clients do better deals and create value through mergers, acquisitions, disposals and restructuring. We work together with them to help develop the right strategy before the deal, execute their deals seamlessly, identify issues and points of negotiation and value, and implement changes to deliver synergies and improvements after the deal. No matter how big a company is, public or private, and in what industries or sectors they do business, we can help them work smarter, and reach their goals. We understand business families, private companies, and small and mid cap businesses and are committed to helping owners, CEOs and decision makers achieve their personal long term goals.

PwC is also the leading provider of tax services worldwide. We are leading the debate with tax authorities and governments around the world, changing the way we all think about tax. Clients engage us because we understand the business and economic environment and combine this with specialist tax knowledge. We have a very strong lead over the competition in international corporate tax planning, M&A, tax accounting, transfer pricing, tax controversy, indirect taxes, tax function effectiveness, tax technology, compensation & benefits, international assignment planning & compliance, and environmental taxes & regulation.

We have over 100 auditors, consultants and other staff. We employ nearly 20 Croatian and internationally certified chartered accountants and staff with other professional certifications.

**Website:** [www.pwc.com/hr](http://www.pwc.com/hr)

**Contact:** tel: +385 1 6328 888, fax: +385 1 6111 556, e-mail: [marketing.hr@hr.pwc.com](mailto:marketing.hr@hr.pwc.com)  
address: Alexandera von Humboldta 4, 10000 Zagreb, Croatia

**Area of Business:** audit, tax advisory, business consulting

**Operations:** head office in Zagreb, Croatia

**References:** Agrokor Group, HT, Ericsson Nikola Tesla, Dalekovod, Adris Group, Atlantic Group, Plava Laguna Poreč, Valamar Group, Allianz, Coca-Cola, Dioki, Heineken, Metronet, Quaestus Private Equity, Pliva Hrvatska

## ABOUT US

Obzor Holidays Ltd., a daughter company of the Croatian Airlines was founded in 1993. Since then, owing to its constant growth the company has profiled itself as the most prominent inbound and outbound tour operator in Croatia. In order to ensure the availability of our services in every part of the country so that our guests are provided all assistance they might need during their stay, we have established branch offices in Rijeka, Zadar, Split, Pula and Dubrovnik.

## OUR SERVICES

Obzor Holidays provides high quality services ranging from:

- tours throughout Croatia for FIT's and groups
- sale of domestic and international tickets (IATA license)
- booking in hotels in country and abroad with transfer
- rent-a-car
- tailor- made programs for FIT's, business and tourist arrangements
- cultural and heritage tourism
- conference tourism
- youth tourism
- adventure and team - building programs - sight-seeing with guides
- city-breaks (in all in EU, Central, Eastern and southeastern Europe capitals)
- summer holidays programs (in country and abroad)
- skiing programs (in country and abroad) - health and wellness tourism
- rural and eco –tourism
- language courses abroad

Obzor Holidays Ltd. also covers major destination in Europe, i.e. have direct flights to the following cities: Amsterdam, Vienna, Brussels, Frankfurt, London, Munich, Paris, Rome, Zurich, Sarajevo and Copenhagen. As a daughter company of Croatia Airlines we are offering to our clients very attractive packages to all destinations in Europe.

## OUR CLIENTS

Our core business is providing travel and accommodation services to top-tier foreign and domestic corporations, companies from financial sector and banks. Our clients include Deloitte, PricewaterhouseCoopers, Roland Berger, EliLilly, Glencore, DIA, World Bank, Hypo Alpe-Adria consultants, Croatian Energy Company, Croatian Railways, Croatian National Bank, Raiffeisen bank, Croatia Lloyd, Croatia Insurance and many other. In addition to taking special care of these important clients we also reward their loyalty by providing them with Croatian Airlines air tickets. Our high professionalism in providing services have been recognized by the Government of the Republic of Croatia, Croatian Chamber of Commerce, the Ministry of Health and Welfare, the Croatian Institute for Pension Insurance and many other state institutions.

Website:

[www.obzorputovanja.hr](http://www.obzorputovanja.hr)  
[www.croatiaairlines.hr/obzor](http://www.croatiaairlines.hr/obzor)



## CONTACTS

Ms. Jadranka Skelin-Hrvoj, CEO

General Manager

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Email: [jadranka.skelin-hrvojCc@croatiaairlines.hr](mailto:jadranka.skelin-hrvojCc@croatiaairlines.hr)

Air tickets, accommodation and transfers:

Ms. Mirta Vručinić

Ms. Mirjana Malićanin

Tel. (385)(1) 4873 168, 4873 169

Fax (385) (1) 6160 240

E-mail [obzor.putovanjaCc@croatiaairlines.hr](mailto:obzor.putovanjaCc@croatiaairlines.hr)

Working hours:

Monday – Friday from 8h00 till 20h00

Saturday from 8h00 till 14h00

On Sunday we are not working

Congress, conferences, team building, incentives and events in Croatia and abroad:

Mr. Vladimir Mitić

Tel. (385)(1) 6160 242

Fax (385) (1) 6160 240

E-mail [vladimir.miticCc@croatiaairlines.hr](mailto:vladimir.miticCc@croatiaairlines.hr)

Working hours:

Monday – Friday from 8h00 till 16h00

City Breaks:

Mr. Matija Trohar

Tel. (385)(1) 6160 244

Fax (385) (1) 6160 240

E-mail [matija.troharCc@croatiaairlines.hr](mailto:matija.troharCc@croatiaairlines.hr)

Working hours:

Monday – Friday from 9h00 till 17h00

Skiing and summer holidays:

Tel. (385) (1) 6160 290

Fax (385) (1) 6160 240

E-mail [obzorCc@croatiaairlines.hr](mailto:obzorCc@croatiaairlines.hr)

Working hours:

Monday – Friday from 9h00 till 17h00

Language courses abroad and far destinations:

Ms. Vilma Tanfara Jović Tel. (385) (1) 6160 290

Fax (385) (1) 6160 240

E-mail [vilma.tanfara-jovicCc@croatiaairlines.hr](mailto:vilma.tanfara-jovicCc@croatiaairlines.hr)

Working hours:

Monday – Friday from 9h00 till 17h00

Working hours offices:

Teslina 5, 10000 Zagreb, Croatia

Tel. (385)(1) 4873 168, 4873 169

Fax (385) (1) 6160 240

Working hours:

Monday – Friday from 8h00 till 20h00

Saturday from 8h00 till 14h00

On Sunday we are not working



## VIN-PROJEKT d.o.o

Electrical engineering, constructing and developing  
[www.vin-projekt.hr](http://www.vin-projekt.hr)

10 000 Zagreb, Croatia  
Petrovaradinska 7a  
Tel. + 385 1 38 64 366  
Fax. + 385 1 38 64 373  
OIB 55371090459

**Overview:** VIN-Projekt Ltd. was founded in Zagreb in 1992. Our primary business activities are: electrical engineering studies, preliminary and final design, electrical equipment manufacturing and PLC application software development. In addition we perform HMI and SCADA software development for the following industries: *oil & gas (onshore & offshore), marine, mining, energy and power distribution, cement and lime, food & beverage and wood processing, etc.*

Our main business activities include electrical design and equipment manufacturing (according to ANSI and IEC standards), installation, and commissioning of the following:

- *Transformer Stations*
- *MV&LV Switchgear, MCC's, Control panels etc.*
- *MV&LV Soft-starters*
- *Inverters*
- *PLC&HMI Software*

**Website:** [www.vin-projekt.hr](http://www.vin-projekt.hr)

**Contact Email and Mobile:** [zeljko.vincek@vin-projekt.hr](mailto:zeljko.vincek@vin-projekt.hr) Mobile: +385 9138 64 001

**Area of Services:** Electrical engineering, manufacturing, installation and software development.

**Locations of Projects/Investments:** Croatia, Canada, Algeria, Singapore and Kosovo.

**References (Abroad):** *OIL TERMINAL, BEJAIA, ALGERIA; HVAC control system for FPSO PSVM- Alscott, SINGAPORE; Motor starter cabinets, Irving Shipbuilding Inc., HALIFAX, CANADA; HVAC panel for BP Drilling Rig platform –Alscott, CANADA; EXCAVATOR SRs 470, KEK, COAL MINE BARDH, KOSOVO; MV SOFT-STARTER, MINE STARI TRG, KOSOVO; Turbine control cabinet, ALSTOM, Aluminium plant, MONTENEGRO; Turbine control cabinet, 2 x 15 MW STEAM TURBINE, ALSTOM, Heating plant, MACEDONIA;*

**Profile of Partnering Companies:** Our goal is to find a business partner that is involved in similar industry fields to Vin-Projekt along with a desire to start a joint business venture where both companies can deliver complete project solutions to potential future clients.



## Company profile

The company **KORDUN** has a long tradition in production of metal ware, dating back to 1916. The production programme of the company includes more than 3,000 products. They are the result of our own intellectual and technological potentials, and also the result of cooperation with reputable international companies.

Address: KORDUN GROUP  
Matka Laginje 10  
47000 Karlovac, Croatia

Contact: Zeljko Mazuran, MSc, President and CEO, Tel: +385 47 645570, Fax: +385 47 645569, E-mail: [zeljko.mazuran@kordun.hr](mailto:zeljko.mazuran@kordun.hr); Web site: [www.kordun.hr](http://www.kordun.hr)

Year of establishment: 1916  
Number of employees: 200

### **We offer:**

- stainless steel products for our Croatia citizens for weddings and other celebrations (STROHAL brand)
- tableware items for the hospitality industry
- equipping tourist economies
- one stop shop - everything for the kitchen and table
- tools for woodworking and other industry and quality service
- machines for woodworking industry
- tools and parts for motor saws and similar industries (i.e. STIHL)

### **We would like to establish contacts with:**

- partners for the production and distribution of high quality technology for the European market
- countries with a developed wood-processing industry

### **We are looking for a partner in a joint venture and offer:**

- the development of new products based on existing know-how
- the development of new technology and use of new materials (joint venture)
- commercial and residential-commercial projects in the city center, approximately 50,000 m<sup>2</sup>
- 7000 m<sup>2</sup> equipped production space in Karlovac
- possibility of building a large workshop (10,000 m<sup>2</sup>) near our INOX production plant, 10 km from Karlovac
- quality business infrastructure
- organization of production
- servicing Europe from our distribution warehouses

### **References of long-time business cooperation:**

- production for the company STIHL, Germany (A class supplier), STIHL Virginia, USA-35 years, STIHL Brazil, STIHL Czech Republic
- production for the company Villeroy & Boch, Germany
- production and distribution agreement with Metal Sheffield Company, England
- production for ROSENTHAL, Germany
- export of different products to 20 countries worldwide

### **Profile of partnering company:**

- importers, distributors in HORECA sector and metal goods
- investors in new technologies and existing industries
- developers for shopping centers
- distribution and production in Europe

**Company Profile:** Prosperus-Invest Ltd.

**Overview:** Prosperus-Invest Ltd is a management company of a private equity fund named Prosperus Economic Cooperation Fund "ECF". Prosperus ECF has over 340 million Croatian kuna in committed capital to be paid in five equal annual instalments. Prosperus ECF was established pursuant to a Croatian government initiative to contribute financial capital to newly established private equity funds such as Prosperus ECF, in order to help spur economic development and growth in Croatia. With that in mind, Prosperus-Invest has the ability and power to invest in projects and companies whose primary business activities take place and offices are located in Croatia.

The Prosperus-Invest team consists of leading local Croatian business, financial and legal professionals and experts with years of experience and intimate knowledge of the Croatian business community, economic environment and knowledge of the complex Croatian political landscape. In addition, the team also consists of a Canadian trained and designated accountant with professional experience in Canada and who stands ready to help foster a positive Canadian – Prosperus-Invest business relationship.

Prosperus-Invest with its financial capital and expert team of professionals is ready and willing to establish a long lasting and mutually beneficial business relationship/strategic partnership with Canadian businesses and investors interested in investing in Croatia.

**Web-Site:** [www.prosperus-invest.hr](http://www.prosperus-invest.hr)

**Contact Information:**

<b>Name:</b>	Josko Milisa	Tomislav Tivic
<b>Position:</b>	President of the Management Board	Member of the Management Board
<b>Telephone #</b>	+ 385 (0)1-6189-100	+385 (0)1-6189-100
<b>E-Mail:</b>	josko.milisa@prosperus-invest.hr	tomislav.tivic@prosperus-invest.hr

**Area of Service:** We provide private equity fund management services.

**Profile of Partnering Company:** Strategic and financial investors interested in investing in Croatia.



## Company Profile

Quaestus was founded in 2003 as the first Croatian company for management of private equity investments. Today, Quaestus is the leading Croatian company for alternative asset management and financial advisory services.

Alternative asset management includes two private equity funds and real estate fund: Quaestus Private Equity I € 35 million, Quaestus Private Equity II €70 million, and Quaestus Real Estate €30 million. Total committed capital in three funds is approximately €140 million.

Financial advisory services include mergers & acquisitions, capital raising and company restructuring.

Quaestus provides:

- Unique combination of local experience and international expertise
- Proven ability to execute complex projects together with domestic and international partners
- First stop partner for foreign and strategic investors
- Aim to execute profitable projects for our investors by proven methods of investment banking combined with development role of local knowledge and local capital

**Web-Site:** [www.quaestus.hr](http://www.quaestus.hr)

### **Contact Information:**

<b>Name:</b>	Željko Lukač
<b>Position:</b>	Partner
<b>Telephone #</b>	+ 385 1 488 0900
<b>E-Mail:</b>	Zeljko.lukac@quaestus.hr

**Area of Service:** Financial sector, providing local know-how and capital.

**Profile of Partnering Company:** Strategic and financial investors interested to invest in Croatia.



**Company Profile:** Štedbanka Ltd.

**Overview:** Štedbanka Ltd. was founded in 1994 in Croatia's capital of Zagreb. Štedbanka is a medium sized, high quality and efficient bank with solid financial assets at its disposal to help bank clientele meet the demands and challenges of a developing country that Croatia is. Štedbanka, unlike other multinational banks located in Croatia, is able to offer a wide array of services to both businesses and individuals alike in a time efficient manner, with less "red-tape" and bureaucracy and, most importantly, with personal and customized service.

With over 17 years of experience in Croatia, both large businesses and SME have come to rely on the array of services and products that Štedbanka has to offer. For corporate banking, Štedbanka is able to offer short and long-term financing solutions to their clients in a time efficient manner so that their clients can move on worry-free and focus on operating a successful company. In addition to its corporate banking services and products, Štedbanka offers treasury and foreign exchange services as well as financing and investment banking. Štedbanka is truly a "one-stop shop" for corporate clients in Croatia.

For individuals, a range of services and products are also available and tailored to meet your personal needs at affordable interest rates and personalized service.

**Website:** [www.stedbanka.hr](http://www.stedbanka.hr)

**Contact Information:**

<b>Name:</b>	Christian Panjol-Tuflija
<b>Position:</b>	Member of the Management Board
<b>Telephone #</b>	+ 385 1-6306-621
<b>E-Mail:</b>	christian.panjol@stedbanka.hr

**Area of Service:** Corporate banking, personal banking, treasury, long-term and short-term financing and investment banking.

**Profile of Partnering Company:** Investors in banking sector in Croatia and corporate clients.



**Company profile:** Trigon Capital

**Overview:** A leading Investment Bank in Central and Eastern Europe. Trigon Capital was founded in 1994 as Hansa Investments by investment banker Joakim Helenius. In 1999 the firm was renamed Trigon Capital, which is now a leading Central and Eastern European provider of investment and corporate advisory services. Our firm prides itself not only in the professionalism and creativity of our people but also in being an independent provider of top rated financial services.

We are not obligated to act in the interests of a wider group. Trigon Capital concentrates on serving the interests of our clients and business partners. We are aware that our future success is a function of client satisfaction and we strive to avoid or, where necessary, manage potential conflict of interest situations transparently. Trigon Capital has a strong balance sheet and has navigated the current economic crisis conservatively staying consistently profitable on an operating level (excluding non-monetary asset revaluation related items). Investments through our balance sheet are, almost without exception, conducted as co-investments into our own investment products, equally sharing the risks and rewards with our clients.

**Website:** [www.trigoncapital.com](http://www.trigoncapital.com)

**Contact Email and Mobile:** [K.gotovac@trigoncapital.com](mailto:K.gotovac@trigoncapital.com) or [kreso@trigoncapital.com](mailto:kreso@trigoncapital.com) Mobile: +385 99 3238302

**Area of Services:** Property Investments and Development, Asset Management

**Locations of Projects/Investments:** Majority in Croatia, Estonia, Ukraine, Russia and all Scandinavian Countries.

**References:** Conventum, Pahjola Group, Fortum, Nokia, Helsinki Stock Exchange, Asian Development Bank, International Fund for Agricultural Development, Inter-American Development Bank, Finnfund, Thominvest Veikko Laine Oy, Goldman Sachs, Merrill Lynch, etc...

**Profile of Partnering Company:** Pension Funds, International Investors, Brokers/Banks, Funds Investing in Real-estate, Property Investors/Developers, Construction Firms, Resort Builders/Developers.



## HONESTAS

**Company profile:** Honestas Private Equity Partners Ltd.

**Honestas Private Equity Partners** is a *private equity / venture capital* fund management company established in Croatia in 2010, with the ambition of developing and positioning Honestas as a key player in both the Croatian and regional private equity / venture capital markets. The starting platform on which we base our goals are an excellent international management team, orientation to strategic partnerships with some of the key corporate, administrative and financial institutions, both local and regional, as well as a comprehensive network of local and international contacts in financial institutions, capital markets and industry.

It is our intention to offer to local and foreign investors, focusing on Croatia and SEE markets, an alternative form of investments by means of *private equity* and *venture capital* investments, while, on the other hand, provide entrepreneurs with an alternative form of funding to classic banking financing and/or funding in the capital markets. Also, it is of our interest, through financing successful projects, to contribute to the overall economic development of the markets where we invest into either alone or with co-investors.

Taking into account that Croatia is an emerging market, we will strive to develop our business in the local and regional markets through business segments favorable to private equity investments as there is a very strong gap in Croatia between very large organizations and SMB organizations, thus there is an opportunity to make a significant imprint in the economic hierarchy of the country through funding of available small to medium size organizations, which are ready for the next step. On a cost basis Croatian businesses are competitive today, however, to sustain competitiveness; Croatia needs to move up the value chain: first, by differentiating through *value-added services and innovation*; and second, by further *leveraging the region's proximity to the EU* market prior to EU entry in July 2013.

The fund **HONESTAS** was established in April 2011, as a "fund for economic cooperation" where the Croatian Government is a *pari passu* investor along private investors, with EUR 21 million of committed funding, however, it is our goal to increase the capital commitments of the fund within the next 12 months, therefore, strengthening our position in the country and SEE region as a significant alternative financial institution.

**Website:** [www.honestas-pe.hr](http://www.honestas-pe.hr)

**Contact Email and Mobile:** [michael.prpic@honestas-pe.hr](mailto:michael.prpic@honestas-pe.hr) / [hrvoje.puljiz@honestas-pe.hr](mailto:hrvoje.puljiz@honestas-pe.hr)  
+385 99 614 0000 / +385 99 616 0000

**Pipeline of Available Investments:** Renewable/Energy, Agricultural, Technology, Tourism.

**Locations of Projects/Investments:** Croatia and the SEE region.

**Company profile:** CEMEX Hrvatska d.d.



**Overview:** CEMEX Hrvatska, as a part CEMEX, the global leader in construction materials industry, is the largest cement producer in the region and one of the leading concrete production companies in Croatia. In addition to cement and concrete, the company produces stone aggregates and distributes additives for the construction industry.

CEMEX Hrvatska is the market leader in Croatia, Bosnia and Herzegovina, and Montenegro and is also a significant exporter, mainly in the Mediterranean region. CEMEX Hrvatska has the longest tradition and widest portfolio of trusted brands in the industry. The company's products are built in most of the major projects in the region over the last century.

Sustainability at CEMEX is embedded in our business strategy and in our day-to-day operations. We provide solutions that satisfy the needs of a resource-constrained society. We strive to minimize our environmental footprint, and in the end, we work to create the greatest value for our stakeholders. Our commitment to sustainable development has been our guiding principle for years. CEMEX has invested significant funds in environmental protection; one of the largest such investments in Croatia of approx. 40 million EUR. The company is also recognized through its Corporate Social Responsibility program as the leader in this field.

**Website:** [www.cemex.hr](http://www.cemex.hr)

**Contact:** tel: +385 21 201 111, fax: +385 21 211 255, e-mail: [hr.info@cemex.com](mailto:hr.info@cemex.com)  
address: Cesta F. Tuđmana b.b., 21212 Kaštel Sućurac, Croatia

**Area of Business:** cement, concrete, stone aggregates

**Operations:** 3 cement plants, 7 concrete plants, 1 stone aggregates quarry in Croatia

**Terminals/ Distribution centers:** 17 distribution centers in Croatia, Bosnia and Herzegovina, and Montenegro

**References:** some recent and more significant projects include the Padre Pio Cathedral in Manfredonia Italy, Maslenica Bridge, Sveti Rok Tunnel, Highway Zagreb-Split, Highway Rijeka-Zagreb, Skradin bridge, Dubrovnik Bridge, Podgorica Bridge, Arena Zagreb, US Embassy Zagreb, Arena Split, University Campus Split, Gruž-Port of Dubrovnik, Port of Bar, Hydro Power Plant Ličko Lešće, etc.



## HOSPITALIJA TRGOVINA d.o.o.

10431 Sveta Nedjelja, Vojvodići 25, Croatia

Matični broj: 1786318, OIB: 40457591383

Žiro račun: 2402006-1100487165

Tel: +385 1 33 22 555, Fax: +385 1 33 70 551



**Hospitalija Trgovina** d.o.o. is registered as an importer, exporter, distributor and wholesaler. There are presently 50 employees. The office and distribution centre is located on the outskirts of Zagreb in Sveta Nedjela. Hospitalija trgovina has a regional office in Split and a representative office in Sarajevo (BiH). The company has a developed sales network numbering over 700 customers, including largest Croatian hospitals, wholesalers, healthcare providers, pharmacies, laboratories and industrial companies. The annual volume is \$20 million.

**Ownership** Quaestus Private Equity Fund whose founders are among the largest companies in Croatia (Privredna banka Zagreb, Croatia Insurance, Nexe Grup, Jamnica, Fima Varaždin, IGH, MSan Group, Dalekovod and Konstruktor) controls a majority interest in Hospitalija trgovina. The minority interest in Hospitalija trgovina is controlled by the founding company, Hospitalija D.D.

**Organization** Hospitalija Trgovina is a limited company. The director (General Manager) is Stipe Hrkać who is a Canadian expat with an Honors Business degree from Wilfrid Laurier University (Waterloo ON Canada). The organizational structure consists of Sales and Marketing, Purchasing, Finance and Distribution.

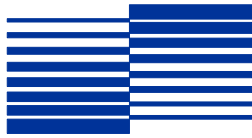
The board of directors consists of five members and the president is Tomislav Matić (MBA Harvard Business School).

**Assortment** Hospitalija trgovina has a unique product assortment which includes over 30.000 sku's from renowned manufacturers, holding 75% market share in vacutainers, 75% in transfusion and 20% in orthopedic implants. The company is the distributor for some of the world's largest manufacturers such as Becton Dickinson, Fresenius Medical Care, Fresenius Kabi, Zimmer, Biorad and Besins Healthcare

**Market** The Croatian healthcare market is highly attractive to medical equipment manufacturers due to a high percentage of outdated equipment and the current trend towards private clinics and hospitals.

Croatian healthcare system must find new sources of financing and strengthen control and audit functions of healthcare providers and the categorization and consolidation of the system must be completed. Consolidation of the healthcare system will have a positive effect on mid-sized companies, such as Hospitalija trgovina, allowing them to take a more dominant position on the market.

Stipe Hrkać  
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# **IMPORTANNE**

*Mi gradimo bolju budućnost!*

## **Company Profile**

Importanne was founded by dr.sc. Ciril Zovko in Canada as a real estate development company and has invested over \$200 million in Croatia since 1990.

Importanne's investments to note are as follows:

Importanne's first project in Zagreb is also Croatia's first ever shopping centre, *Importanne Centar*, and Canada's largest investment in Croatia at the time at \$70 million. *Importanne Centar* is completely underground (30m below grade) and consists of over 150 retail stores and 450 parking spaces.

The *Galleria*, a multi-use building, is Importanne's largest investment in Croatia at \$110 million. *Importanne Galleria* has 150 retail stores, 75 residential apartments, an office tower with over 100,000 ft<sup>2</sup> and 500 underground parking spaces.

Importanne's first venture in tourism started in 2004 with the purchase of Hotel Neptun in Dubrovnik, Croatia. With a total investment of \$50 million, Neptun has been transformed and expanded to become *Importanne Resort*, which now includes a 4-star hotel (Neptun), two 5-star hotels (Hotel Ariston & Importanne Suites) and a fully-restored historical monument ( Villa Elita). In June 2012, Importanne will open in Dubrovnik a new 5-star hotel with 55 luxurious residential suites.

**Web-Site:**      [www.importanne.hr](http://www.importanne.hr)

## **Contact Information:**

Name:            Dennis Zovko

Position:        Board President – Importanne Resort

Phone #:         +385 91 4619 532

E-Mail:           [dennis.zovko@importanneresort.com](mailto:dennis.zovko@importanneresort.com)



**MPG SouthEast Europe** was established in 1997 as the first specialized SALES and MARKETING AGENCY in CROATIA. MPG has been a catalyst and driving force in the development of marketing activities in this developing market and is a market leader in the region. For over 14 years MPG has offered SALES SUPPORT, PROMOTION, SAMPLING, MERCHANDISING and EVENT MARKETING SERVICES to CROATIA'S leading DOMESTIC and INTERNATIONAL CLIENTS. Our professional approach and extensive experience ensures clients that their brands and products are targeting the right consumer and that activities are achieving objectives in a cost effective and efficient manner.

**VISION :** To become REGIONS leading SALES and MARKETING AGENCY.

**MISSION:** We want to become our clients MOST VALUED AND TRUSTED OUTSOURCED RESOURCE, by providing proven marketing techniques that are well suited to the ever changing market.



## FULLY INTEGRATED APPROACH and SERVICES



### PARTIAL CLIENT LIST:

Procter & Gamble, SC Johnson, Nestle, Philip Morris, Heineken, Red Bull, General Motors, Lays, Agrokor, Konzum, PIK Vrbovec, Sony Ericsson, Sony, Belje, Coca Cola, Akvinta and many other.

**OFFICES:** Zagreb, Croatia; Ljubljana, Slovenia; Belgrade, Serbia; Skopje, Macedonia, Sarajevo BiH

**CONTACT:** [info@mpg.hr](mailto:info@mpg.hr) or [www.mpg-see.com](http://www.mpg-see.com)

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