



DRUŠTVO SA OGRANIČENOM ODGOVORNOŠĆU "AGRAR TRADE" doo Ivanjica, Lisa bb

**agrar trade**

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## SARAJEVO BUSINESS FORUM 2016

**"Agrar Trade"**

**Lisa, Ivanjica**

**STRATEGIC PARTNERSHIP FOR JOINT INVESTMENT IN  
PRIMARY PRODUCTION AND PROCESSING OF FROZEN  
AND DRIED FRUIT**

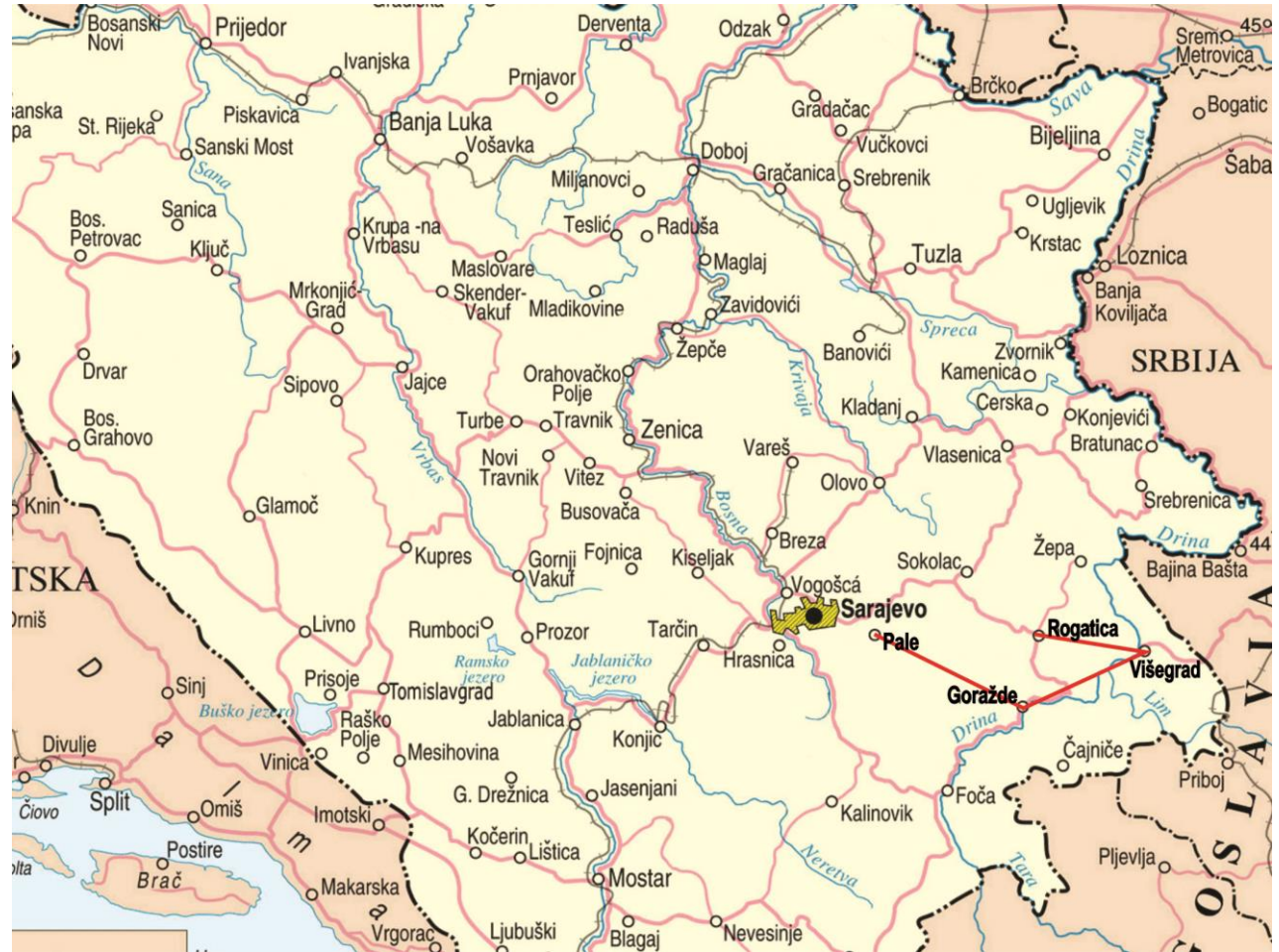
**The investment on the territory of Bosnia and  
Herzegovina and Republika Srpska**



## Location:

Territory of:

- Pale
- Rogatica
- Goražde
- Višegrad





# About „Agrar Trade“ company

- „Agrar Trade“ is a family company with a long tradition in this business (more than 40 years)
- The main activity of the company is primary production and processing of raspberries, plums, blackberries...
- We have our own plantations, but also we cooperate with subcontractors who preform the entire manufacturing process according to our instructions
- 95% of the products are exported to the Russia, Germany, France, the Netherlands, Switzerland etc.





# Requirements for subcontractors:

- The smallest surface that subcontractor must have is 1 ha and the largest 5ha.
- Each subcontractor must have 5 beehives.
- Each subcontractor is involved in 30% of investment on their own or on the leased land (for 15 years).
- Each subcontractor provides his property through the “Agrar Trade” and purchases the whole material from the “Agrar Trade”.
- Each subcontractor must work over the Global GAP system under the supervision of “Agrar Trade’s” professional team.
- Each subcontractor must have a bank account opened in the bank which “Agrar Trade” is working with.
- Each subcontractor should hand over his products to “Agrar Trade” at a price which will be 5% higher from the prices on the market, which will be defined in the contract.
- Each subcontractor will be able to apply for loans and obtaining grants from banks or from the Ministry of Agriculture through “Agrar Trade”.
- The contracts will be signed for a period of 15 years and they will define the rights and obligations of both parties, as well as their common interest.
- The guarantee for loans from banks will be given through a mortgage on the property which is the subject of the investment.



# This investment means:

- **Construction of central cold storage in Pale**
- **Investment for 30 small cold storages at the base of primary production**
- **Construction of 20 small driers at the plantations for processing dried fruit, mainly plums**
- **Making plantations for 300 households in cooperation for various fruits at area of 600ha, under the supervision of „Agrar trade“ and based on our program**





# The value of investment

- The value of this investment in full is 11.500.000€.
- Each subcontractor is involved in 30% of investment.
- The advantage of this investment: “Agrar Trade” as organizer of this programme has many years of experience in this business and has provided buyers in the international market.



# Summary

This investment provides:

1. Direct employment of 1200 people, and and indirectly about 2000.
2. With this project we can produce a safe healthy food product based on the Global Gap system.
3. The surfaces of plantations for organic production make 30% of total plantations.
4. For this programe “Agrar Trade” already has customers and signed contracts for example with Austrian “Spar” or Swiss company “Migros”.
5. The value of the annual export is between 20 and 25 million euros, so this investment could be paid back in 5 or 6 years, thanks to our experiance and contracts with foreign buyers.



## Contact:

**„AGRAR TRADE“ D.O.O.**

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