

MLADEGS PAK

Prnjavor
Bosnia and Herzegovina



PRODUCTION OF TOMATO PULP



Prnjavor, april 2016

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Basic information:

- Founded in 1987 in Prnjavoru
- Automatized and standardized production (IFS, ISO, HACCP standardi)
- Production and warehouse on over 4.200 m²



Important facts:

- Annual revenue about 16 million KM
- Leader in ketchup sales on the market of B&H
- Annual revenue from export about 4 million KM (Slovenia, Croatia, Montenegro, Switzerland, Australia, Macedonia, Germany, Austria)
- Successful longterm cooperation with worldwide famous retail chains, production of PL ketchup (Hofer, Aldi, Lidl, Rewe, Konzum, Zvijezda)
- Annual consumption of tomato pulp - 10.000 t
- Their own production (distribution centres Prnjavor, Tuzla, Sarajevo, Bihać)
- Their own commercial unit

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I PHASE – Cultivation of industrial tomato on 100 ha and cultivation of pumpkin on 200 ha (due to crop rotation with tomato – larger yield of tomato).



Investment dynamics

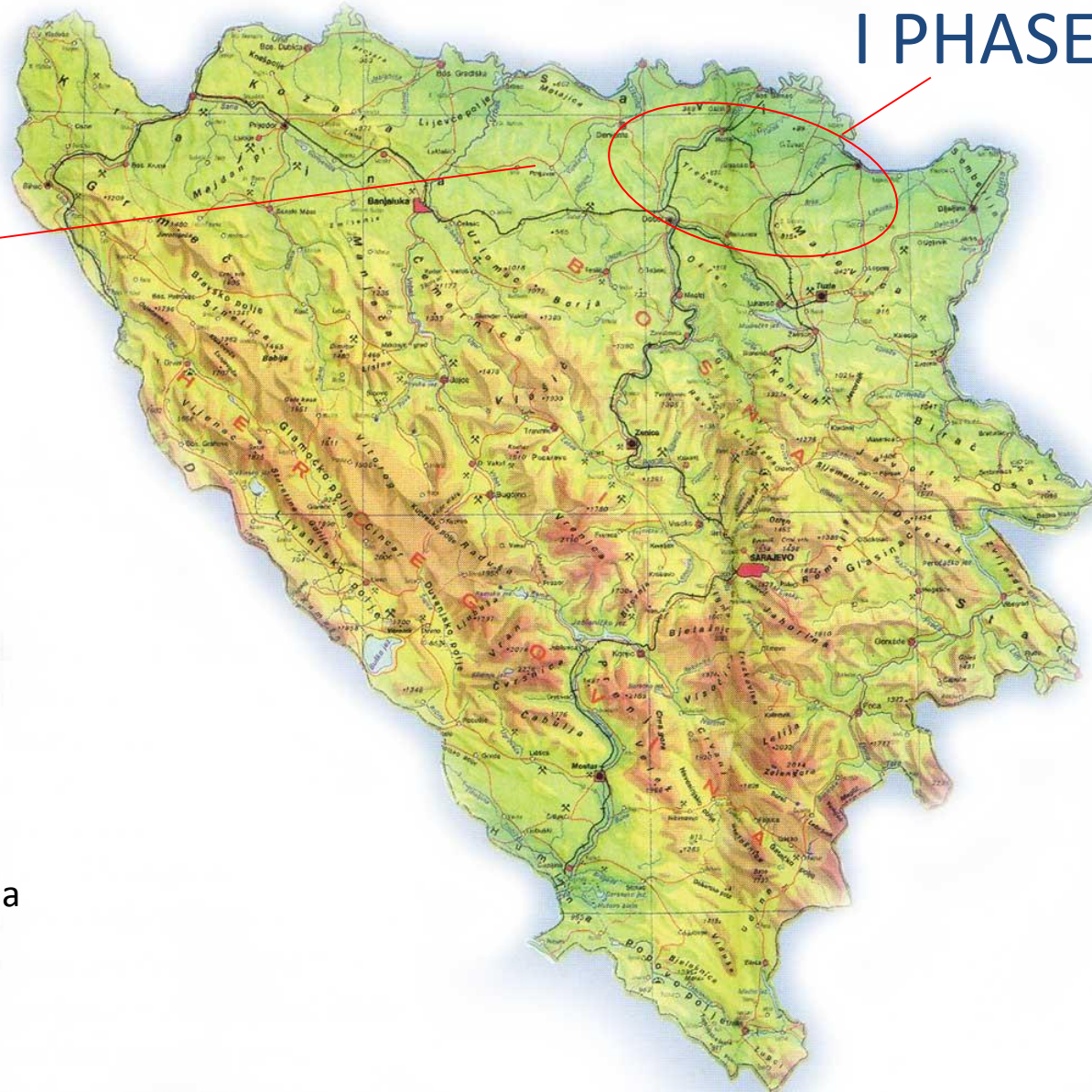
II PHASE – Processing tomato into tomato pulp



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I PHASE

II PHASE



Location:

Bosnia and Herzegovina
Posavina

Costs

- CAPEX:
 - First phase: 935.000 €
 - Second phase: 750.000 €
- OPEX:
 - First phase: 532.500 €



Project /equity valuation (profitability)

- Annual needs of tomato pulp 10.000 t
- Annual yield of tomato 70 – 100 t/ha
- With the yield of 70 t/ha is obtained 1.400 t of tomato pulp, and with the yield of 100 t/ha is obtained 2.000 t of tomato pulp
- Placement in the own production is maximum 20% of need
- Annual savings with starting of phase I - 420.000 € (under assumption that the purchase price is 750 €, which is the current price and the lowest price in the last 3 years)
- Expected annual earnings from pumpkin (seeds) – about 150.000 €
- Expected return on the investment in fixed assets (Phase I) – less then 2 years
- Expected return on the investment with working capital (Phase I) – less then 3 years
- Additional benefits:
 - State subsidies for primary production – up to 165.000 € annually
 - Pumpkin pulp – a by-product from which can be made basis for production of juices and jams
 - After the investment in the equipment from phase 2 capacities can be used for service production of other products with soft core (fruits and vegetables) – tomato occupies 20-30% of capacities

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Financing

- Project financing
- Equity:
 - 20-25%
 - Developer's costs and fee: 1/3 of equity
 - Strategic partner: 2/3 of equity
- Debt:
 - 70-80%
 - Contracting responsibility: strategic partner

Contacts:

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