

# PROJECT PROFILE - KAMTECH INTERNATIONAL D.O.O.

<b>Project Title</b>	<b>"BLAGAJ GOLDEN RESORT"</b>
<b>Sector of Industry</b>	Infrastructure & Real Estate
<b>Location</b>	<p>Blagaj, Bosnia and Herzegovina</p> <p>The facility is located at the entrance to the city. The main access road is located on the southeast side of the building.</p> <p>The purpose of the building is adapted to the future users, for the purposes of tourism, catering, shops, entertainment and housing.</p> <p>The total size of the building lot is approximately P = 25,000.00 m2.</p> <p>The plot will further be arranged for horticultural and transport purposes. Access to the building (with the existing road on the south side) is connected to the new planned road in the eastern part of the plot, which was built for the needs of the driveway and parking of vehicles for aqua-park customers. In the eastern smaller part of the plot, there is a parking space and two floors of garage space under the shopping center and hotel. It is necessary to perform all the necessary connections for infrastructure utility.</p>
<b>Objective of the project</b>	<p>Indicative structures of the number of employees in the complex</p> <p>It is planned that, after the implementation, construction and putting into operation of the tourist COMPLEX in the first phase, a minimum number of future employees would be from 250 to 350.</p> <p>Approximate structure:</p> <p>Management (min 30 people)</p> <ul style="list-style-type: none"> <li>• General Manager, Managers sector.</li> </ul> <p>Other workforce (about 300 staff): (Receptionists, maids, drivers, technical staff, caretakers, etc.)</p>
<b>Key characteristics and advantages of the project</b>	<p>Analysis of the efficiency of investment in this project has shown that it meets the basic criteria for a specific decision on financing.</p> <p>On the basis of techno-economic analysis of the observed investment that is related to the construction and commissioning of "Blagaj Golden Resort" it can be concluded:</p> <ul style="list-style-type: none"> <li>•The project is liquid during the exploitation.</li> <li>•The project is a cost-effective and accumulative.</li> <li>•The project has been productive.</li> <li>•Return on assets is 6 years and 3 months.</li> <li>•The project is low risk.</li> </ul> <p>Social realization of this project is indisputable - in addition to exploiting local natural and social resources, which adds economic value to them. Increasing employment of 330 new workers at the local level in the city, as well as indirectly further increase of employees in companies in the region, which will logistical support for the resort. Therefore, the project is acceptable from financial and social point of view.</p>
<b>The financial aspect of investment - project:</b>	
<b>Return on investment(ROI),</b>	<p>Revenues</p> <p>Sales apartments 1.533,87 EURO/m2 X 24.521,00 m2=37.612,02 EURO</p> <p>Rent garage and office space 12,78 EURO/m2 X 35.000 m2=447.300,00 EURO/ 1 month, 5.367.600,00 EURO- 1 year</p> <p>Revenue from hotel services 76,69 EURO/roomX156 rooms X 30 days/ 70% occupancy accommodation capacity= 251.248,83 EURO/month 1 year= 3.016.622,09 EURO</p> <p>Revenue from catering services 30% of revenues on the basis of hotel services 904.986,62 EURO</p> <p>Revenue from Aquapark and outdoor sports field 10,22 EURO/visitor X 500 visitors X 30 days= 153.300,00 EURO 1 year= 1.839.600,00 EURO</p> <p>Revenue from congress, conference, sports preparation 1 year= 1.789.521,58 EURO</p> <p>Total annual revenues from rents and services 12.920,34 EURO</p>

<p><b>Budget of expected investment – total investment</b></p>	<p>Description of the investment structure Following modalities and structure of the investment have been planned for the construction:</p> <ul style="list-style-type: none"> <li>• Private investors,</li> <li>• Commercial banks,</li> <li>• Grants</li> <li>• Joint investment of the project owner and other investors.</li> </ul> <p>Investments in fixed assets Intangible fixed assets</p> <ul style="list-style-type: none"> <li>• Founding expenses 25.564,59 EURO</li> <li>• Research and development, project documentation 2.429.720,37 EURO</li> <li>• Patents, licenses, concessions, insignia and other rights 10.225,83 EURO</li> </ul> <p>Tangible fixed assets</p> <ul style="list-style-type: none"> <li>• Land 51,12 EURO / m2 x25.000 m2 = 1.278.000,00 EURO</li> <li>• Buildings (construction cost object 613.55 EURO / m2) 48.594.407,48 EURO</li> <li>• Plant and equipment 6.421.826, 02 EURO</li> <li>• Tools, and office furniture 485.727,28 EURO</li> </ul> <p>Investments in working capital Current assets Raw materials and supplies Merchandise trade Receivables from the state and state institutions</p>
<p><b>Expected mode of cooperation with potential investor</b></p>	<p>After completion of the project documentation the plan is to find an investor for the construction of tourist complexes, private investors, banks, funds or joint investment of the project owner and other investors. The projected investment is loan funds in the amount of 80%. The remaining 20% will be provided either from own resources or other resources.</p> <p>Possible sources of funding for the establishment of the center can be very different as well as their structure. The main sources of financing are loan funds of banks and funds, as well as the highest quality non-refundable domestic and foreign grants. It is envisaged to take very favorable loans and grants from domestic sources.</p> <p>The calculation of interest rates Depending on the conditions investors - commercial bank interest rates are between 4.5-7%.</p> <p>If it is a private investor, private equity, in which case interest rates are eliminated for reasons of its own funds brokerage and investment thereof.</p>

<p><b>Company information</b></p>	<ul style="list-style-type: none"> <li>• Investor Kamtech International Ltd.,</li> <li>• Headquarters at Džemala Bijedića 185, 71000 Sarajevo</li> <li>• The investor is engaged in the following business activities:</li> <li>• Consulting</li> <li>• Management</li> <li>• Investments</li> <li>• Representation</li> <li>• Intermediation</li> </ul>
<p><b>Company size</b></p>	<p>- SME</p>
<p><b>Structure of sales ( year 2014 and 2015)</b></p>	<p>Kamtech International Ltd. has achieved positive results in the field of consulting and management, as well as positive operating profit for 2014 to 2015. Positive business operations are expected to increase further.</p>
<p><b>Market position</b></p>	<p>- Medium</p>
<p><b>Financial data</b></p>	
<p><b>Historical overview of the most important characteristics</b></p>	<p>-Established in 2011 - Kametch International Ltd was operated with many domestic and foreign companies.</p>
<p><b>List of products</b></p>	
<p><b>Contact Information</b></p>	<p>Allija Kaminić, Managing Director</p> <ul style="list-style-type: none"> <li>• Ermina Balagić, PR Manager</li> <li>• Contact phone: (00387) 033 766 945</li> <li>• Mobile phone: (00387) 061 464 689</li> </ul>
<p><b>Other information</b></p>	

