

TÜRK FİRMALARI ile ORTAK İŞ YAPMAK İSTEYEN HIRVAT FİRMALARI

Terastone Croatia

Terastone Croatia d.o.o.

Crkvena 1, HR - 44330 Novska

OIB: 10077489982 MB: 04301919 IBAN: HR3123600001102449238

mob: 098476495, e-mail: frane.romac@gmail.com

Company Terastone Croatia d.o.o. is planing in 2016 realization of building the latest natural compound stone factory which presents last technology generation of world renowned Italian company Breton Spa.

Factory of about 4.000 square meters will hire around 100 workers and produce cca 300.000 square meters of state of the art materials for facades, floors and wall coverings. The factory will, for the first time in the world, produce natural compound stone by autoclave technology under the name Avangarde, and individualized mosaic flooring under the name Decore. With our technology it will be possible, for the first time, to produce natural compound stone with inserted mosaic fragments which will be industrially processed with high tech technology without any fear of errors that can occur in on sight placing.

Industrial zone City of Novska was chosen for our factory and we we consider it to be best in Croatia. Closeness of the quartz sand mind in Lipik, terrific traffic connection which besides highway afters all advantages of railroad inside the factory circle, incentives from local government and high number of trained and available work force, make Novska ideal for our factory but alsa for other types of production.

Because Turkey, as market, is extremely important for our production and has centuries of tradition in ornaments and decore flooring, as for the fact that same of raw materials can almost exclusively be cquired from Turkey, we can offer to all interested Turkish entrepreneurs cooperation on several levels:

- trough recapitalization of our companyand entering into ownership structure
- trough participation in building of additional capacity and new production line
- trough distribution of our products on Turkish market
- trough development of new Terastane Croatia products.

Majur hotelski servis d.o.o. (Majur HS Ltd.)

Izidora Kršnjavog 1, 10000 Zagreb

VAT ID: 41720890544

Board members: Dubravko Kmetovic, Drazen Karsic

Number of employees: 11

MAJUR hotelski servis d.o.o. (Majur HS) is the largest supplier of products and services for hotels and other tourism service providers in Croatian market. The company has been present in the market for the last 15 years, building its reputation as a reliable partner and provider of high quality products and services. Company's growth over the years has proven the ability to listen to clients and translate their requirements into corresponding deliveries. The success of a well balanced portfolio lies in the ability to adapt and respond quickly to versatile requirements and to propose innovative solutions that add value to client's business.

Major milestone in company's history was the acquisition by new owners which took place in 2013, the year which marked the beginning of a high-paced revenue growth boosted by introduction of new products and services. Innovative concepts in hotel cosmetics and complex solutions in spa and wellness area enabled Majur HS to distinguish further from the competition and strengthen its leading position in the market.

Company's vision is to be a reliable and quality-driven partner to the hotels in all steps of their business, starting with initial concepts and projects, carrying on with the equipment of rooms and facilities, and ending up in timely provision of all the products necessary for daily operation.

The company is able to advise our clients in the branding of their cosmetics and amenities in accordance with their needs. We also offer white-label and co-branded products that can be branded to fit into any desired concept. Lorenzo Villoresi, Salvatore Ferragamo, Natura Bisse or Vrai are just some examples of the brands that we have in our portfolio.

In wellness&spa area Majur HS provides innovative solutions through its affiliate Spa2O d.o.o.*

(www.spa2o.com) in exclusive partnership with the global award-winning company Starpool. Experienced wellness&spa consultants offer technical design, meeting client's requirements in terms of esthetics, ergonomics and functionality.

CBSS Danışmanlık Firması'ndan İletilen İş Birliği Teklifleri

CBBS- Management Consulting & BusinessBuilding Company

Berislav Cizrnec CEO

10000 Zagreb, Kozorocninovo 2, Croatia

Phone : + 385 12304001, Fax: + 385 12301 280, GSM : + 38591 911 8035,

Email: ceo@cbbs.hr

CBBS is management consulting company, specialized in **strategic partnerships (M&A. JV projects)**

1-EU funding & consulting company

One of the leading EU funding companies in Croatia, with a lot of experience in IPA funding, active across the SEE region (Slovenia, BiH, Montenegro, Serbia), started business in 2010 is looking for strategic partner, turnover 300 000 EUR, profits cca 10% in last year, 10 employees, expected growth/volume of the business in the coming years since Croatia will have cca 1 billion EUR per year of different structural funding to use.

2-Investment in golf/tourism resort at Adriatic coast/Istra, Croatia

The owner of an approx. 126 ha greenfield site on the Croatian coast, planned for the development of an integrated golf/tourism resort. The Project includes the following components:

- 170 room, 5-star hotel (location permit)
- 114 apartments/villas (building permit)
- 27-hole golf course (building permit)
- Infrastructure (building permit)

Current status

The Project is in an advanced planning stage. To date, the following project preparatory work has been completed:

- Market assessment
- Concept and masterplan development
- Financial feasibility studies

- Design and architectural planning
- Permitting

Owners are currently looking to identify an investor who would be interested in the project since they decided to focus on its core business: retail sector. KPMG evaluation in 2014 of the Project was 23 MEUR however believe that selling price of the Project/company could be negotiated with the owner of the Project/company. Complete investment/Project could be developed (together with the buying of the Project/company) with an amount between 60 – 70 MEUR, according to the evaluation of KPMG.

3- Strategic partnership for Croatian leather & fashion company

Project: The aim of the Company is to find strategic partner with the potential to use the established production quality and position of the successful brand in the leather & fashion in order to expand the existing portfolio of top quality leather products in EU/other international markets.

Background: The Company has been founded in 1993 with the motto/slogan: "Fashion is a constant challenge". This SME business venture quickly grew into a fashion house and is now one of the leading designer/producer/brand of leather/fashion accessories in SE European region.

However the Company is successful in development and entering different niche markets like promotional products, military & police and hunting program.

The Company has today cca 65 - 70 employees with the seat production based in the North of Croatia and retail showroom in the City of Zagreb, capital of Croatia. The employees, the management, development, design, procurement, sales, marketing, offline/online distribution channels and manufacturing, with the expertise and years of experience are enabling to the Company to develop its brands and high quality of products.

Since 2008 the Company has Certificate ISO 9001 and has introduced the quality management system to achieve the highest possible quality of their service: design, manufacture and distribution of leather briefcases, ladies handbags, belts, leather folders and other products.

The annual turnover has reached 1,5M EUR in 2014 with the annual net profit for the last financial year of cca 50000 EUR. It has been successfully managed by CEO/owner, who is willing to stay with the new strategic partners in the coming 1 - 2 years and to help them in growing the Company's business.

Strategic partner requirements: CBBS, as an advisor/broker of the Company is able to provide more information about the Company after signing an NDA with the potential strategic partners.