



UNIS

Joint Metal Industry Holding Sarajevo

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Why Invest?

Import-Export Ratio, Brokering, ISO standard, SKF license

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BASIC INFO

Company background and key portfolios

UNIS was established in 1968. through a merger of four defense industry companies. Their individual manufacture lines were developed independently, through longterm cooperation agreements, either in terms of business or technical details needed. The development phase included joint ventures with globally renowned brands such as Volkswagen, SKF, Singer, Olimpia, Olivetti, Alfred Thun, UTP and others.

Until 1992, UNIS had formed or incorporated 88 different companies that manufactured everything from vehicles, bicycles, tools, bearings and other spare parts, to different semi-finished products. Some of the companies came from chemical and defense industry backgrounds, and some dealt with machinery engineering. The services sector was also strong and well organized, providing services in terms of engineering, general consulting, tourism, and vehicle rentals.

At the peak of the UNIS's development, the assets also included three companies abroad, in USA, Germany and Italy, and a number of subsidiaries in Austria, Bulgaria, Czech Republic, Egypt, UK, France, Netherlands, India, Iraq, Iran, Malaysia, Germany, Poland, and Russia.

Around that time, UNIS's internal structure included 10 divisions: Weapons and Military Equipment (WME), Semi-finished Products, Vehicles and Parts, Bicycles and Parts, Bearings and Spare Parts, Machinery Engineering, IT, Services Division, and Trade Division.

Total income in 1991 was 1.3 billion USD, out of which 231 million were export sales. Total workforce was 45,000 people.

During the aggression (1992-1995), UNIS had suffered huge damages in terms of physical destruction of property, or loss of ownership over it.

As of 1996, UNIS started launching efforts on re-establishing some of its production lines, streamlining the efforts in three main directions:

1. establishing of FAGAS Ltd, natural gas exploitation equipment
2. establishing of Volkswagen Ltd Vogosca, automobile industry
3. reconstruction of business centre UNITIC in Sarajevo. This center was launched in partnership with KIA (Kuwait Investment Authority). Total investment value was 71.5 million BAM. The center is fully operational and making profit as of 2002.
4. relaunching of production in UTL Vogosca and PKL Jablanica - Bearings and Parts manufacture. This project is still ongoing.



UNIS today

5 companies corporation:

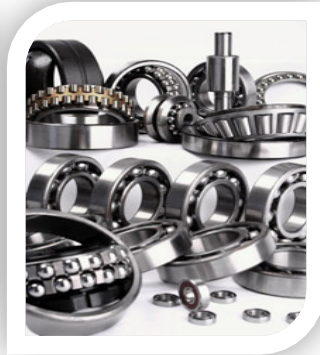
UNIS d.d. (mother company), UTL, PKL, UNITIC and FAGAS

Business Activity:

- production and sale of gauges and regulators,
- production and sale of ball bearings and parts
- production of different metal parts and tools
- real estate construction and management
- trade and trade services, domestically and abroad

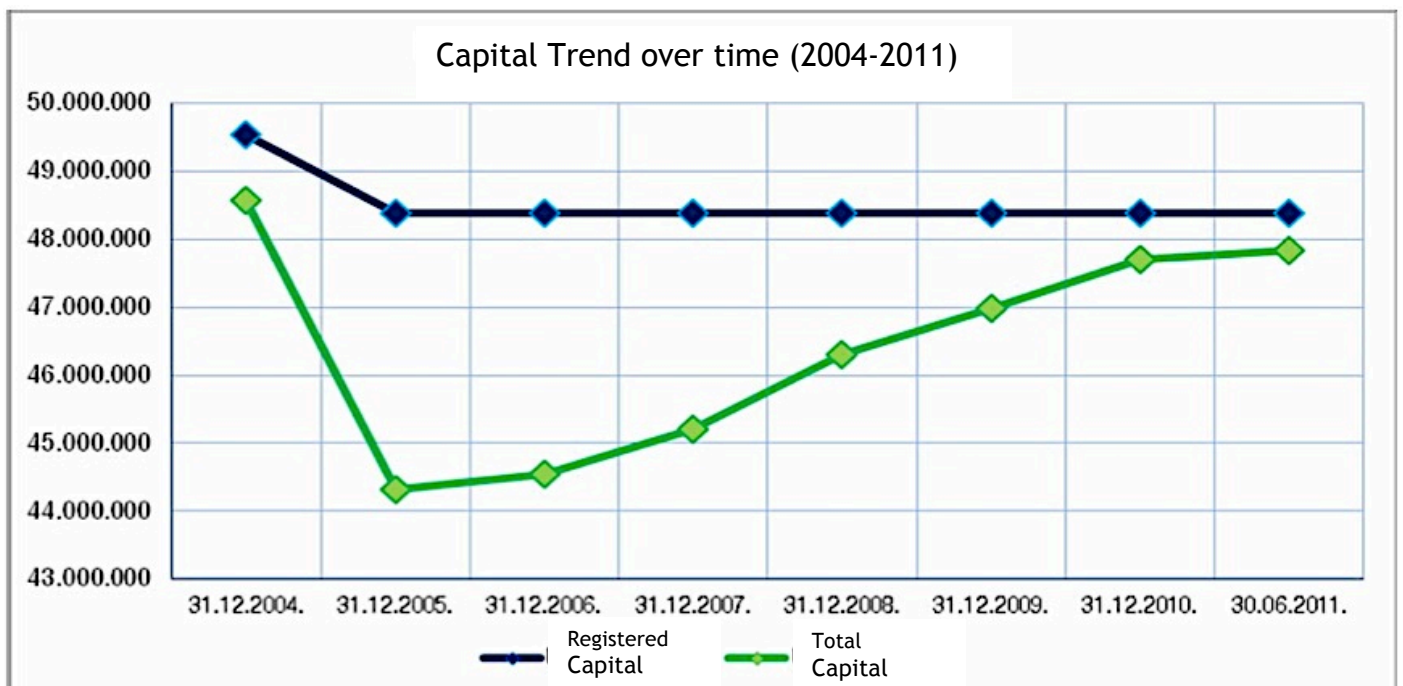
Development Goals:

- Full revitalization of ball bearings' production, to the full potential of serial production lines
- Development of gas exploitation equipment
- Natural gas distribution by means of Govt. Concessions
- Expansion of UNITIC Business Center



Key Figures

Balance Sheet	2007	2008	2009	2010
Amounts in BAM				
Fixed Assets	44.074.258	44.974.794	45.936.286	46.366.733
Current Assets	1.458.276	1.747.486	2.640.181	1.651.979
Loss above equity value				
TOTAL ASSETS	45.532.534	46.722.280	48.576.467	48.018.712
Equity	45.208.440	46.309.234	46.981.249	47.697.355
Longterm liabilities	120.000	129.430	131.513	165.999
Shortterm liabilities	204.094	283.616	1.463.705	155.358
TOTAL LIABILITIES	45.532.534	46.722.280	48.576.467	48.018.712
TOTAL INCOME	2.835.392	3.475.568	2.841.769	3.420.879
TOTAL OUTCOME	2.162.693	2.374.774	2.169.754	2.704.773
Net profit/loss	672.699	1.100.794	672.015	716.106
Number of employees	25	27	28	36



Assets, Human Resources, Property, Products and Markets...

Human Resources

The Holding employs 40 people, including the Board and the management, or 26 excluding the management.

Out of this number, 33 are permanently employed, 5 have time-limited contracts, and 2 serve as apprentices/interns. Education-wise, 47% of all employees hold a university degree.

Average age of our employees is 46 years. Additional workforce, if and when needed, is widely available on the labor market.

Products

UNIS and its subsidiaries in Bosnia offer metalware, real estate and engineering services, including but not limited to:

a) Own products:

- gas pressure regulators
- residential gas meters and pressure gauges
- gas instalations
- rolling elements for ball bearings
- garden tools and retractable furniture

b) Services

engineering, design and instalation of residential gas systems, including maintenance, servicing, and repairs, real estate rentals, brokers and trade agents services and representation on domestic or foreign markets.

c) Commercial goods

- bicycles and spare parts
- bearings
- other metalware

Markets

Our production is generally targeting foreign markets, where we strive to achieve competitiveness and our market position. Our company is primarily orientated to the markets of the following countries:

Croatia, Serbia, Czech Republic, Poland, Germany, Danmark, and USA.

The UNITIC Business Center has achieved and maintains a high level of occupancy due to a rigorous process of selection of reputable lease holders only. Some 80 % of the Holding's income is generated from UNITIC alone.

Our marketing strategy:

Customer-oriented and demand-tailored, aimed at specific target groups, guaranteeing hard work and relentless efforts until our production and services are sold in full.

Target groups and markets are closely followed on a daily basis, and their demands met promptly. Preferred method of sale is through partnership with local retail or wholesale centers. If such facilities are lacking, and the market demand isn't, we opt for setting up subsidiaries (as was the case in Bulgaria).

Product-focused promotion is a goal yet to be achieved. Investments in product marketing and branding were modest, which affected the sales figures. A new sales concept under the brand of UNIS, or one of the affiliated companies (UTL or FAGAS) is to be finalized by summer 2012.



Production lines and equipment

UNIS and its subsidiaries are reasonably well equipped for their day-to-day operations. In terms of real estate, UNIS owns the following:

UNIS Holding

- 626 m² of office space in Sarajevo (54 Envera Šehovića st.)
Premises boast high-end computers and other office equipment.

UNITIC Ltd.

- Business Center in Downtown Sarajevo. The building itself is the main company asset. Modern design and equipment.

UTL Ltd.

- production plant and accompanying office space in Vogošća near Sarajevo. Premises are vast and larger than needed for current production volume. Once the production of rolling elements of ball bearings is re-launched, space will be used to full capacity. Some of the necessary machinery and equipment for the new line is already procured. Computers and office supplies are in place and able to support current operations.

PKL Ltd.

- production plants in Jablanica, south of Sarajevo. Filed for bankruptcy. Machinery and facilities are being auctioned to repay creditors. Proceedings are still ongoing, so total damage cannot be assessed properly at this time.

FAGAS Ltd.

- operates in rented premises in Rajlovac near Sarajevo. Renting suits are current business model for this company. Adequate IT and other equipment.

UNIS Ltd.Sarajevo is ISO 9001 certified:



Neither UNIS nor any of its subsidiaries are liable to any restitution claims.

Real Estate:

Subsidiaries own the real estate that was constructed or bought for purposes of manufacturing or service providing.

Property details:

Ownership details (Assets of the Company) as of June 30 2011 are as follows:

Subsidiary Name	Land (m ²)	Premises (m ²)
UNIS d.d.	922,00	626,43
UNITIC d.o.o.	5.948,00	46.000,00
UTL d.o.o.	29.833,00	22.227,00
PKL d.o.o.	22.980,00	7.672,00
UKUPNO:	59.683,00	76.525,43

Legal status:

Following partial privatization, UNIS held their 1st Shareholders Assembly on June 28, 2002. It was set up as a holding, with shares registered with the Securities Committee of the Federation, and entered into the Federal Securities Registry.

UNIS is fully independent in making business decisions on both domestic and foreign markets.

Shares and Investment Opportunities

Subscribed capital of the Holding was 48.377.383 BAM, on May 30, 2011. It consists of 4.163.286 Class A Series 1 common shares, whereby each share equals one vote in the Holding Assembly. The Federal Securities Registry has the total of 265 shareholders on record. The biggest shareholders, owning more than 10,000 shares, are as follows:

Title/name / Address	# of shares	%
Federation Govt. (FMER) - Mostar, BiH	2.123.278	51,0001
ZIF "MI-Group" Sarajevo - Sarajevo, BiH	689.968	16,5727
Hypo Alpe Adria Bank - Mostar, BiH	760.627	18,2699
UNIS Komerc d.d. - Sarajevo, BiH	212.046	5,0932
ZIF "Herbos Fond" - Mostar, BiH	157.488	3,7828
Sarajevo Canton Govt.- Sarajevo, BiH	38.820	0,9324
Čaušević Nusret - Sarajevo, BiH	28.814	0,6921
UNIS d.d. Sarajevo , BiH	19.121	0,4593
Alibegović Enver - Neum, BiH	14.148	0,3398
OMNIKOM d.o.o - Trbovlje, SLO	12.401	0,2979
Total	4.056.711	97,4402

The Government of the Federation of Bosnia and Herzegovina owns 51,00% of UNIS's equity, which they plan on selling on the stock market in the near future.

Timelines, exact amount of stock and prices will be announced shortly.

For more details please visit:

<http://www.apf.gov.ba>

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