

REPUBLIC OF SERBIA
**VOJVODINA
REGION**

automechanika
FRANKFURT



CITY OF PANCEVO



CITY OF ZRENJANIN



FACULTY OF TECHNICAL SCIENCES



VOJVODINA DEVELOPMENT AGENCY

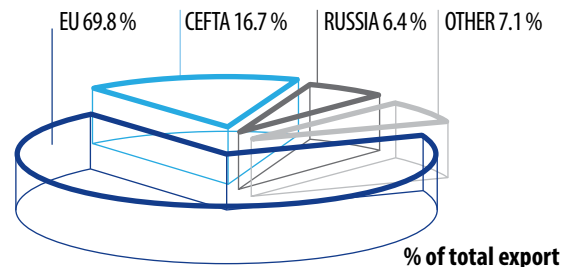
VOJVODINA

Total area	21,506 km ²	
Territorial organization	3 counties 45 municipalities	
Main sectors	Agriculture Food processing Automotive supply industry Metal processing Chemicals Pharmaceutical industry	
Industrial production growth rate 2016/2017	7.7 %	
Vojvodina export share in total Serbian export 2017	32.9 %	
Export volume 2017	4.95 billion euros	
Export growth rate 2016/2017	14.8 %	
Key export sectors	Manufacturing	83.5 %
	Food & Beverage	17.0 %
	Motor vehicles & trailers	11.8 %
	Rubber & Plastics	9.4 %
	Electrical products	7.8 %
	Coke and oil derivate production	7.7 %
	Chemicals	6.7 %
Unemployment rate	13.2 %	

SERBIA

Total area	88,407 km ²
Population	7.04 million (excl. Kosovo)
GDP 2017	36.832 billion euros
Credit rating	BB/Stable
Doing business rating	2018 - 43 th out of 190 2017 - 47 th out of 190
Unemployment rate	14.7 %

Key export markets



Double Taxation Treaties with 59 countries

Bilateral Investment Treaties with 39 countries

Source: Vojvodina Chamber of Commerce, NBS

If you are looking to sharpen your **competitive** edge and get a **step ahead** of your competitors **Vojvodina** is the right place to grow your **profits**.

Vojvodina is located in the northern part of the Republic of Serbia, interlocked with EU borders from three sides. With its long **industrial tradition**, well developed **educational system** and innovation stimulating environment it is considered to be the engine of Serbia's economic development. As a result of its advanced **hi-tech culture** that positively supports innovation and economic growth, Vojvodina continues to significantly contribute to Serbian GDP creation.

The ideal geographic location of Vojvodina region, covering 21,506 square kilometers, provides excellent opportunities for production sites, logistics, and export processing zones. In addition to various **Free Trade Agreements**, many benefits originating from its favorable location, including the two major Pan-European transport routes (Corridor 10 and Danube River), are readily available to all the companies doing business in Vojvodina.

The region of Vojvodina provides a sound investment environment guaranteed by the **legislation** that is in line with the relevant EU practices. Along with the number of government initiatives to proactively facilitate the FDI inflow, Vojvodina offers an outstanding support system for **growing your profits, increasing productivity, and boosting competitiveness**.

Vojvodina is among the most **culturally vibrant** places in the region. It is a home to **26 different nationalities** where **6 official languages** are in use. This magnitude of multicultural density is what guarantees continuous supply of fresh perspectives and an ever-enduring exchange of **creative ideas** between people that share the same values of inclusive, cohesive, and open society.

Additionally, various arts and music festivals all year round are continuously invigorating the cultural landscape allowing you to recharge your creative batteries and get in that **innovation-oriented mindset**.



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Adeco d.o.o. is a company engaged in production of engine and industrial oils and special fluids for motor vehicles, machinery and industry, established on December 26, 1991 in Novi Sad.

Throughout its existence, Adeco's production has focused on the market and the customers. We have followed market require-

ments and tried to satisfy our customer's every need. In these efforts, we have enjoyed the **support of our suppliers**, the world famous brands such as BASF, Clariant, Lubrizol, Afton Ethyl, Infineum, and many others. Besides high quality raw materials, they have been providing us with recipes for the latest generation of products.



Adeco has progressed year after year. Shortly after its foundation, the company started **producing special fluids for motor vehicles and lubricating oils**, which was followed by the development of the "white" oils product line for the textile and leather industries. Cooperation was established with the well-known world producers such as PRISTA OIL and TEXACO, and in 2003 Adeco started its own oil blending. Until now, Adeco has continued to expand its product range, has increased the number of employees and improved technology and overall business performance through im-

plementation of a certified quality and environment management systems in accordance with the requirements of ISO 9001: 2015 and ISO 14001: 2015 standards. In 2017 Adeco received the **certificate of creditworthiness** rating by Bisnode. This certificate ranks Adeco in



the highest credit rating grade in Serbia, which means that Adeco belongs to the very top among Serbian companies that are authorized to use the status of AAA as a symbol of credit rating excellence.

Today, Adeco employs about 60 people and has a few external associates. In addition to its own laboratory, regular contacts with other laboratories, research institutes and universities throughout the country and abroad contribute to a continuous keeping pace with new trends and modern technologies in the production of oil products. Today, exports comprise about 40% of our total production. **Adeco places its products on over 15 foreign markets.** In addition to a wide product range (over 200 different products), Adeco offers its customers a complete service and technical support during implementation, as well as logistic support in the delivery process services.



FRAMES FOR LICENSE PLATES

KENNZEICHENHALTER

STAINLESS STEEL LICENSE PLATE FRAMES

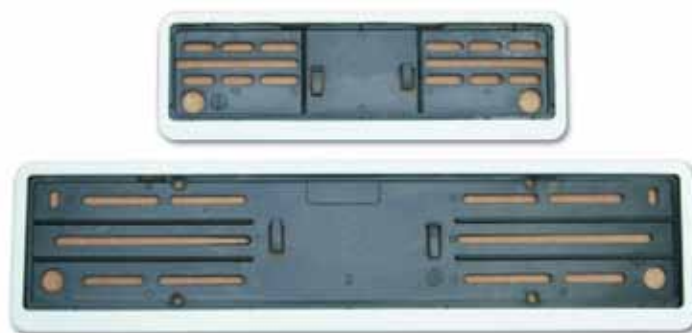
EDELSTAHL KENNZEICHENHALTER

Axal 997 d.o.o. is a family company that is a blend of youth and experience. In our production program we highlight advertising frames for license plates with 3D engraved text and luxurious stainless steel frames for license plates.

In addition to the plastic injection molding machines, we also have a very well-equipped toolset for making tools so that we can

quickly and efficiently meet our customers' requirements for the production of new products.

We successfully export our products to neighboring countries (Montenegro, Bosnia and Herzegovina, Croatia, Macedonia) as well as Switzerland. With the quality of the products and the delivery deadlines we provide constant cooperation with our clients.





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WHO WE ARE

Company **Bormax** from Backa Topola, Serbia, was established in 1993 as a small family workshop dealing with the metal processing, non-ferrous metals and plastics. In the beginning, the company worked with universal lathes, universal milling machine, stone drill, and bench grinders.

In 2006 Bormax started its production on CNC milling machine for processing material in a 3 axis. After that one CNC lathe was installed and the production began to grow.

Production hall has area of 4000m², which provide us enough space not only for production but also for storage. If necessary, we also provide transport for all our foreign and domestic customers.

Giving qualified technical advice to our customers and prospects is an important criterion in our customer relationship, as well as customer and application oriented problem solutions.

Company Bormax d.o.o. has implemented standards ISO9001/2008 i ISO14001.



WHAT WE DO

CNC turning operations

Turning is an engineering machining process in which a cutting tool, typically a non-rotary tool bit, describes a helical tool path by moving more or less linearly while the workpiece rotates. The tool's axes of movement may be literally a straight line, or they may be along some set of curves or angles, but they are essentially linear (in the non-mathematical sense). Usually the term "turning" is reserved for the generation of external surfaces by this cutting action, whereas this same essential cutting action when applied to internal surfaces (that is, holes, of one kind or another) is called "boring". Thus the phrase "turning and boring" categorizes the larger family of (essentially similar) processes. CNC turning machines are used for computer processing of parts when it comes to a little larger series production.



CNC milling

Most CNC milling machines (also called machining centers) are computer controlled vertical mills with the ability to move the spindle vertically along the Z axis. This extra degree of freedom permits their use in diesinking, engraving applications, and 2.5D surfaces such as relief sculptures. When combined with the use of conical tools or a ball nose cutter, it also significantly improves milling precision without impacting speed, providing a cost efficient alternative to most flat-surface hand engraving work.

CNC milling machines are also used when it comes to little higher circulation products. Sometimes a semi finishes on the machines, and sometimes the whole part is made from start to finish.





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CUBI - THE MARK OF A SUPERIOR ENGINE CARE

Cubi has been the brand name representing confidence, reliability and quality in the field of machining and engine assembly for four decades now.

Committed to ensuring the highest professional standards that have already marked its work, Cubi has purpose-built facilities, an exquisite machine park, strict procedures perfected with manufacturers, and a highly professional and experienced staff. Within the concept of total quality, there is a comprehensive business system dealing with the complete process of engine machining, which ensures the overall service speed, efficiency and reliability. The quality of business services delivered by Cubi

has been confirmed by the ISO 9001 certificate since 2018.

The core of the system consists of Machining and Engine Assembly units, and a special purpose machining unit, Metallizing and Welding, which significantly extends the possibilities of reparation and enables the provision of a comprehensive service quality guarantee. **Following modern trends in the development and production of engines**, Cubi has a turbocharger reparation unit also equipped according to the high standards. Finally, there is a Retail unit within the system providing clients with components of the world's leading manufacturers at affordable prices, in order to guarantee the quality of the built-in parts.



Lira d.o.o. is a customer oriented manufacturing service company. We employ our main resource – our people – in such fashion as to provide our customers, whom we regard as partners, with flexible manufacturing services. We do and handle so to allow our clients to increase their competitiveness and improve their market position. Reliability and trust are therefore the attributes we want to

define us. We do not aim to misuse the trust given and earned, when our partners are in need of small quantities, when the lead times are almost unachievable or the products desired are of challenging type.

For our clients we delivered successfully over 4,000,000 pieces (out of which 3,000,000 pieces to automotive industry) of sewed and/or assembled products in line with common ISO, IATF and CCC standards.



These are just a few simple facts to help you learn who we are and what we could do for you. Or feel free to see everything yourself and contact us for a tour of the facility...

- Good relations with local authorities that provide support
- **Production oriented structure with minimum overhead**
- System already setup and running

- Excellent visibility of production status
- Experienced and well connected logistics that know how to handle low cost international shipments and temporary exportation/importation modes
- Loyal, trained and experienced employees
- Established supplier channels



RADOSAVLJEVIĆ

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WELCOME TO AUTO SERVIS RADOSAVLJEVIĆ

Our company is successfully engaged in maintenance and repair of internal combustion engines of passenger, freight, heavy duty vehicles and working machines. In four decades of its existence, a

small mechanic workshop became a **modern center for engine repair**, which has more than 30 employees today and is doing business in two buildings covering more than 1,500 square meters.



We are involved in machining every single part of the engine, cylinder heads, cylinder blocks, crankshafts, connecting rods, etc.

Good preparation is just as important as the machining process itself, so our team at Auto Servis Radosavljevic strictly complies with manufacturer's guidelines in this aspect, too. Only by complying with all the measures prescribed can the highest level of quality be achieved which is our business imperative. In this way, we at Radosavljevic machining are able to guarantee that



the dimensions, tolerance and quality of machined surfaces are in accordance with the manufacturer's technical provisions for the given degree of repair.

Our company is also engaged in turbine and turbo-compressors overhaul, based on complete turbine repair: malfunction diagnosis, removal of turbines from vehicle, cleaning all of the turbine parts, testing, balancing shafts, replacement of damaged parts, assembling and reassembling to the vehicle. All the tests and settings on turbines are performed on the most modern equipment.

The company is able to do machine cleaning of diesel particulate filters and catalyzers without those parts being cut or disassembled.

We are constantly working on training workers, and following trends in technological development of working equipment.

Auto Servis Radosavljevic is an importer and a distributor of turbine parts, which means that our company has a huge stock of parts, contributing to a minimum time for turbine repair needed.

An authorized service workshop operates within our company as well as an authorized dealership of brand new cars, and a towing service.

We are open and ready to professionally and responsibly respond to all the business challenges.





**CITY OF
PANČEVO**

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City of Pancevo is a town with long industrial tradition, located in the south of Vojvodina and bordering with the City of Belgrade. Its population is 120,414, and the unemployment rate is 12.7%. Pančevo is the hub of chemical industry of Serbia, with robust Oil Refinery and Petrochemical Complex, coupled with rapidly growing community of small businesses and entrepreneurs (1,902 companies, 4,911 entrepreneurs). In addition to the strategic geographical location with duty-free exports to the countries

of European Union, CEFTA region and Russia, City of Pancevo offers educated and skilled labor force at a very competitive cost. Pancevo strategic priorities include the development of the new North Industrial Zone. **The first investor who decided to start production in this Zone is German company ZF** - global leader in driveline and chassis technology as well as active and passive safety technology. Construction of their plant for parts for electric cars is under way.



Construction slot available for your future investment in Vojvodina: North Industrial Zone

Land area and purpose	Greenfield location, construction land for all types of manufacturing facilities with no negative impact on the environment
Position	5 km from the center of Pancevo, 18 km from Belgrade (E75 - Corridor X), 8 km from the international river port "Luka Dunav" Pancevo (Corridor VII), direct access to highway E-70, 3 km from railway, 40 km from the "Nikola Tesla" Airport in Belgrade
Ownership structure	City of Pancevo (100 %)
Infrastructure	Existing connection to the state road – Jabucki put, internal access road, water supply, high voltage electricity, sewerage, gas, optical cable network; public transportation to the zone
Price and type of acquisition	Auction, starting price ~ 6,5 € / m ² ; Possibility for obtaining the land below market price





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City of Zrenjanin is located in Vojvodina, the Mid Banat District, Republic of Serbia. According to the square area of the territory that administratively belongs to it (1,326 km²), Zrenjanin is the biggest city in the Autonomous Province of Vojvodina with 123,362 inhabitants and over 20 nations living in it. Zrenjanin is an educational centre with 150 years of tradition and today it has 32 primary and 8 secondary schools (Gymnasium, Economic and Trade high school "Jovan Trajkovic", Medical high school, Agricultural high school, Electrotechnical and Construction high school, Musical school "Josif Marinkovic", Chemical, Processing Food and Textile high school, and Technical High School). High Technical

School of Professional Studies College in Zrenjanin was established in 1960 and since then **it has been educating engineers in mechanical engineering and technology**. Also, there is the Faculty of Technology "Mihajlo Pupin", established in 1974 as a part of University of Novi Sad. Nowadays, following the tradition of adjusting to the needs of the local industry demands these Town's institutions of education are willing introduce programs and trainings, within their legal competence to provide the exact specific qualifications foreign investors may need for running their business activities. During regular classes students learn English, German, French, Italian and Russian language.



Construction slot available for your future investment in Vojvodina:

Industrial zone Southeast (72 ha + 550 ha of construction land):

- The location is equipped with all infrastructure (electricity, gas, water supply, sewerage system, atmosphere sewer, road, telecommunications and public lighting)
- Investor can choose the size and shape of a plot
- Regional road Zrenjanin-Belgrade runs by the zone
- **Possibility of working in the regime of Free Zone Zrenjanin**
- Organized support for investors
- Free office space for start up companies in Business Incubator Zrenjanin





UNIVERSITY OF NOVI SAD FACULTY OF TECHNICAL SCIENCES

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Background

Faculty of Technical Sciences was established in 1960 in Novi Sad (Autonomous Province of Vojvodina, Republic of Serbia) and it is a part of the University of Novi Sad. Faculty of Technical Sciences offers a very prominent educational profile for prospective engineers, which ranks it among the most developed institutions in the field of technology

in our country and region. The Faculty with over 14,000 students and about 1,200 employees is well-known and internationally recognized worldwide, while engineers who graduate from FTS continue to work and achieve remarkable results at a wide range of companies related to technologies, production, education or services.

Activities

Activities of Faculty of Technical Sciences are threefold: education, research and applied research.

The Faculty provides higher education in the following fields related to the automotive industry:

- Mechanical Engineering (Production Engineering, Mechanization and Design Engineering, Energy and Process Engineering, Technical Mechanics and Design in Engineering);
- Industrial Engineering and Engineering Management (Industrial Engineering, Industrial Engineering – Advanced Engineering Technologies, Industrial Engineering - Product Lifecycle Management, Engineering Management, Energy Management);
- Electrical and Computer Engineering;
- Environmental Engineering and Safety at Work;
- Interdisciplinary studies such as Mechatronics, Mathematics in Engineering, Graphic Engineering and Design, Logistic Engineering, Planning and Management of Regional Development, Treatment and Water Protection, Clean Energy Technologies, Animation in Engineering.



Educational activities are carried out through the study programmes and modules organized on three cycle degree studies: undergraduate studies, master studies and doctoral studies.

The strategic directions of cooperation with industry are oriented to the following areas:

- defining the needs of the economy for professional profiles - directions of individual vocations that are taught at the Faculty;
- coordination and direction of scientific and research work of the Faculty in accordance with a long-term economy and development programmes;
- increase of efficiency of applied research of the Faculty in solving current problems of economy.

The Faculty offers its services in the following areas that are related to the automotive industry:

- Consulting in the area of implementation of ISO Standards as well as IATF Standard 16949;
- Training in the area of lean manufacturing;
- **Training and education in the area of automotive engineering;**
- Design and technical supervision of projects in the areas of transport machines, construction machines, road vehicles, material handling equipment, metal constructions, technological lines, etc.
- Revitalization and redesign of existing technologies and technological systems;
- Testing the quality and carrying out a periodical preventive maintenance of machines and equipment;
- Expert consulting services and forensic investigation of construction machines and road vehicles;
- Inspection, testing and approval of modified road vehicles, vehicles for the transport of dangerous goods (ADR) and vehicles powered by alternative fuel (LPG, CNG);
- Testing of metallic and non-metallic materials.



Unparalleled investment opportunities

- Ideal geographic location for JIT/JIS production models, due to close proximity to leading car manufacturers
- Access to top OEMs - 1,250 km radius
- Increasing number of new investments projects in last few years
- Increasing number of reinvestments
- Competitive operational costs
- Top technical education and availability of highly-qualified staff
- Long-standing tradition in high-quality production stand
- Cutting-edge technical education ensuring constant supply of highly-qualified workforce

Success Stories



VOJVODINA DEVELOPMENT AGENCY

YOUR RELIABLE PARTNER!

Vojvodina Development Agency (RAV) is established under the jurisdiction of the Government of AP of Vojvodina, with aim to provide support for the implementation of the development policy of Vojvodina, agricultural policy and rural development.

Vojvodina Development Agency (RAV) serves as a one-stop-shop for all your investment related enquiries. Due to our close association with various state and provincial government institutions, and our extensive network of local partners from the private sector, academic institutions, and business associations - RAV represents your trusted source for obtaining the most reliable information needed for making an informed investment decision.

Our services are designed to help foreign companies establish their businesses in the region of Vojvodina.

DEPARTMENT FOR STRATEGIC RESEARCH DEVELOPMENT AND INNOVATION POLICY

- Analysis and reserach of the existing resources and economic potentials
- Defining the subsidy measures for the development of the economy agriculture, energy sectors, tourism and rural development

DEPARTMENT FOR NATIONAL AND INTERNATIONAL FUNDS

- Coordination of funds awarding on local, regional and national level
- Research and promotion of all available international funds

DEPARTMENT FOR INVESTMENT SUPPORT

- Advisory support for domestic and foreign investments and busines incubators
- Capacity building for investment promotion
- Documentation preparation and application for available funds



DEPARTMENT FOR PROMOTION

- Promotion of all existing resources and potentials
- Positioning Vojvodina as an ideal investment location for future projects

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