



AGJENCIA KOSOVARE E PRIVATIZIMIT
KOSOVSKA AGENCIJA ZA PRIVATIZACIJU
PRIVATISATION AGENCY OF KOSOVO

AN OVERVIEW OF SOE PRIVATISATION IN THE REPUBLIC OF KOSOVO





Republic of Kosovo enjoys large possibilities in the region and it is one of the reasons why investors shall look Kosovo as a final destination for their investments.

General Information

Business environment in the Republic of Kosovo is becoming more competitive in the region. Advantages as favourable tax system, sufficient natural sources, simple and quick business registration procedures, transparent law on foreign investments, create an attractive and friendly environment for foreign investors.

Investors coming into Kosovo shall really have to become acquainted with a competitive and well educated labour force. Being a CEFTA trade member, enables access to the market of 28 million people, and it also has free access to EU and USA market, by allowing investors to export into EU and USA with no customs fees.

PRIVATISATION AGENCY OF KOSOVO (PAK)

The Agency is established as an independent public body that shall carry out its functions and responsibilities with full autonomy according to the Law on PAK No. 04/L-034.

Agency is authorized to administer socially owned enterprises and their assets regardless whether they underwent transformation, and any asset located in the territory of the Republic of Kosovo.



Portfolio of identified and privatized enterprises

Over 590 business enterprises in Kosovo have been identified as potential Socially Owned Enterprises (SOEs). SOEs have operated in a variety of sectors including:

- **Agriculture 21.3%**
- **Trade and Retail 11.5%**
- **Construction Materials 9.6%**
- **Metal Processing 9.0%**
- **Agro-processing 8.2%**
- **Textiles 7.5%**
- **Services 4.6%**
- **Forestry 4.2%**
- **Wood Processing 4.0%**
- **Tourism Hospitality 4.4%**



PARTICIPATION IN PRIVATISATION PROCESS

Striving to enable an environment as investor friendly as possible, PAK has established an international benchmark tendering procedure – competitive, open and transparent; and is pressing forward with an accelerated disposal program designed to transfer enterprises and/or assets to private ownership.

This process is attractive to investors because it gives a clear title without legacy debts, keeps creditors and claimants from interfering with the assets, and deals with creditors claims through the liquidation process. This method sets assets free for immediate investment utilization and allows the new owner the freedom to choose a new workforce.

Participation

PAK organizes every month privatization waves or sales through liquidation, in regards to which it informs the public through the information means inside and outside Kosovo and through its official internet web page. Public tendering process is preformed with highest degree of transparency, open to media and is broadcasted live through our internet page.

Pre – qualification is a bidding criteria, which is a very simple process. In order to learn how to become a pre-qualified bidder, you need to do the following:

- › **Contact PAK and make an appointment to meet with a PAK Sales Department/Marketing and Investor Relation Unit representative at:
tel: + 381 38 500 400 ext. 1090, 1105, 2004 and 2055, or through official e-mail address: info@pak-ks.org.**
- › **Go to the PAK website: www.pak-ks.org.**
- › **Register your details at sales@pak-ks.org and you will receive monthly announcements.**

ENTERPRISES TO BE PRIVATISED



Agricultural land

- Offers include agricultural land areas of >10 ha to 50 ha
- Location: Pristina
- Business sector: Agrobusiness

vreshtari

VINEYARD Several NewCo's

- Offers include agricultural land (vineyards inactive) with total surface area of > 50 ha to 130 ha
- Location: Prizren
- Business sector: Agrobusiness/Vineyards



- A well-known Pristina landmark with excellent potential for revitalization as a prestige hotel
- Business sector: Hotel
- Buildings and Land: The tendered complex covers a land surface of 32.000 m2. The Hotel has 202 single bedrooms, 142 double bed rooms, 9 triple bedrooms, 9 apartments and 2 residencies (526 beds in total).

Facilities: restaurants, tavern, coffee bar, snack bar, night bar and extensive conferencing capability.



GRAND HOTEL PRISHTINA



METALIKU

Metal Processing Industry



- Location: Peja,
- Business sector: Metal Industry
- Production: Steel Wire, Multi-Strand Wire Rope, Armature Nails, Steel Tubes of various profiles including galvanization when required, and Metal Elements enameling.
- Buildings and Land: The tendered complex covers a land surface of over 37 hectares.

SOME OF SUCCESS STORIES...

- Sold: 2006
- Price: € 3.1 mil.
- Activity: Textile industry, jeans production
- Export: EU –Germany, Poland, Austria, Italy
- Investments: € 6 mil.
- Employees: 300



KOSOVA TEX



RADUSHA

- Sold: January 2011
- Price: € 777,777
- Activity: Processing of milk and fruit juices

- 5 production lines 60.000 liters per hour
- Investments: € 15 mil
- Employees: 198





UNIVERSAL FOOD MILL IN FUSHE KOSOVA

- Sold 2007
- Price: € 2.5 mil.
- Activity: Agro food, storage of grains, flour production
- Investments: € 14 mil
- Employees: 260



Mulliri Fushe Kosove



Universal Food



Peja Brewery/Pejë

- Sold: June 2006
- Price: € 11.1 mil.
- Activity: Beer production
- Investments: 15 mil.
- Employees: 612



- Sold: May 2011
- Price: € 7 million
- Activity: Collection, processing of milk, fruit and vegetable deep freezing.
- Investments: € 1 mil.
- Employees: 100 regular + 100 seasonal
- Exports: Macedonia & Germany

FOOD INDUSTRY



M & SILLOSI

M & SILLOSI

- Sold: May 2005
- Price: € 1 million
- Activity: Agro food, storage of grains, flour production, appetizers and cakes
- Investments: € 20 mil.
- Employees: 370





FERRONIKELI

- Sold: April 2006
- Price: € 30.5 million
- Activity: Mining and mineral processing
- Investments: €59.5 mil.
- Employment: 1045 regular + 460 contracted employees



SHARRCEM CEMENT FACTORY



- Sold: December 2010
- Price: € 30.1 million
- Investment pledge: 35 million – over a five year period
- Activity: Cement Production
- Key Assets:
 - Raw material preparation facilities
 - Clinker production facilities
 - Laboratory
 - Packing plant
 - Vehicles
- Production: The plant currently produces around 2,000 tons per day





PRIVATISATION AGENCY OF KOSOVO

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