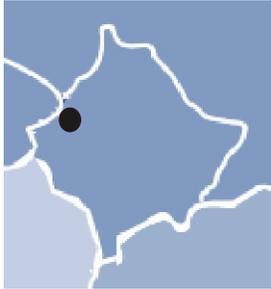




Trofta Fish Farm and Motel



Name: Trofta Fish Farm and Motel

Address: Zenel Hajdini

Municipality: Istog/Istok

Region: Peja/Pec

Managing Director: Ismet Demiraj

Workforce: 54

Annual Revenues: 762,000 Euros (est.)

Sector: Agroprocessing/Hotel

Telephone: ++ 381 39 51 003

Fax: N/A

E-mail: N/A

Website: N/A

Legal Status: Socially Owned Enterprise

FRY Business Registration: N/A

UNMIK Provisional Registration: 80055595

Historical Background

The Trofta Fish Farm and Motel Complex was established as a socially owned enterprise in 1979. Although several of the buildings within the Complex were built prior to that date, it was not until 1979 that the enterprise began operations with its core businesses. From 1979 until the conflict in Kosovo, Trofta's core businesses included fish breeding and sales as well as motel and restaurant operations in the municipality of Istog. These diverse operations required an experienced workforce of approximately 50 individuals. Following the conflict (1999), former management and employees reinitiated operations of the enterprise. At present, Trofta serves the needs of the local community, region and whole of Kosovo with its products and services.

Trofta Fish Farm and Motel Highlights

- Buildings and equipment are in working condition and require limited investment
- Local and regional demand for Trofta products is quite high
- Coverage of the local market(s) and sales outside Kosovo may become possible, based on strong regional demand and improved transport situation
- Substantial opportunities exist to establish an attractive tourist facility due to location of fish farm and motel/restaurant
- Workforce is well-trained and capable of expanding

Operations

Fish Farm

Installed production capacity: 240,000 kg/annum.
 Realised capacity (2001): 30% of installed capacity.

Motel Facility

Installed capacity: 19 rooms with 45 beds in total.
 Realised capacity (2001): 30% of installed capacity.
 Currently charging €15 per night per person.

Restaurant

Installed capacity: Main Hall seating 250 in addition to 2 rooms with seating capacity of up to 50.
 Realised Capacity (2001): 20% of installed capacity.

Assets

Machine Type	Country of Origin	Year	Quantity
Generator (for motel)	Germany	2001	1
Truck (Mercedes 3,5T)	Germany	1989	1
Vehicle (Opel Vectra)	Germany	1989	1
Incubators (big fish)	Unknown	1976	7
Incubators (small fish)	Unknown	1976	4
Fish classifier (big fish)	Italy	1979	1
Fish classifier (small fish)	FRY	1979	3
Fish feeding machine	FRY	1979	1
Water Pump	FRY	1979	4
Water Pump for fish classifier	FRY	1979	1
Generator for fish farm	FRY	1979	2
Central heating system	FRY	1979	1
Various Kitchen Appliances (Stoves, cutlery, steamers, ice machine, refrigerators etc)	Italy, FRY Germany	1979-1999	Multiple
General Office Equipment (Computers, printers, TV)	Europe	2001	Multiple

Real Estate

In entirety the complex covers an area of 3.81 hectares. This is inclusive of all buildings, fish pools and other free space of the complex.

Purpose of Building	Year of Construction	Construction Material	Area m2
Motel (incl. Hotel rooms, kitchen and restaurant facilities)	1979	Brick and Concrete	2,500 m ²
Bungalow Accommodations (6 in total, 2 rooms each)	1979	Brick and Concrete	120 m ²
HQ Building	1950	Brick and Concrete	300 m ²
Refrigeration Building	1979	Brick and Concrete	50 m ²
Warehouse	1996	Brick and Concrete	300 m ²
Garage and Workshop	1969	Brick and Concrete	200 m ²
Fish Shop	1969	Brick and Concrete	50 m ²
Old Mill	1969	Brick and Concrete	50 m ²
Incubation Unit	1993	Concrete	30 m ²

Specification of Lakes and Fish Pools

Name/Type	Surface Area m2	Quantity	Total Surface Area m2
Lakes		5	9,380 m ²
Fish Pools T1	70 m ²	7	490 m ²
Fish Pools T2	105 m ²	8	840 m ²
Fish Pools T3	134 m ²	8	1,072 m ²
Fish Pools T4	110 m ²	4	440 m ²
Fish Pools T5	155 m ²	4	620 m ²
Fish Pools T6	138 m ²	4	552 m ²
Fish Pools T7	115 m ²	4	460 m ²
Fish Pools T8	114 m ²	4	456 m ²
Fish Pools S1	120 m ²	4	480 m ²
Fish Pools S2	120 m ²	4	480 m ²
Fish Pools S3	120 m ²	4	480 m ²
Fish Pools S4	120 m ²	4	480 m ²
Fish Pools	120 m ²	4	480 m ²
Fish Pools	100 m ²	3	300 m ²
Total Lake Surface Area			9,380 m²
Total Fish Pool Surface Area			7,630 m²





Products and Services

Fresh Water Trout Breeding
Fishmongers
Motel + Restaurant
Conference Facilities

Historical Markets

Kosovo
Ex-Yugoslavia

Current Markets

Kosovo



For further information about the Trofta Fish Farm and Motel Complex as well as other privatisation opportunities in Kosovo please contact:

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No information about the Company presented in this Fact Sheet(s) is warranted.

Those wishing to submit a Tender must rely on their own investigation.

Prospective investors are advised to perform their own due diligence prior to submission of any bid or tender proposal.