









BUSINESS PRESENTATION

KNOWLEDGE

IN SERVICE

OF QUALITY



ABOUT US

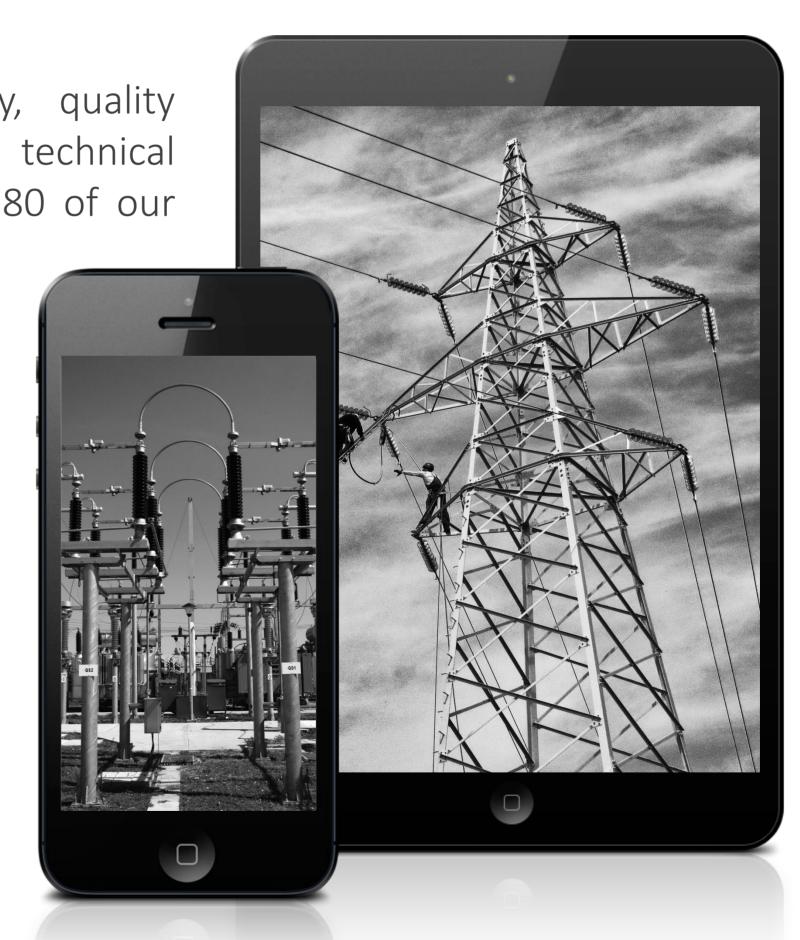
We have built a strong company.

Continuous growth, business efficiency, social responsibility, quality management, transparency and competitive advantage of technical resources are only some of the values shared by more than 280 of our employees.

"Južna Bačka" enterprise is a project-oriented organization applying the state-of-the-art methods in project management with application of different standards, such as IEC, SRPS, EEN, ISO and modern software tools.

Owing to knowledge, experience and creativity of our experts, we have accepted challenges and projects that have been pushing the boundaries in accordance with the advancement of technology for 60 years.

By continuously acquiring new knowledge, certificates and licences, as well as by monitoring the latest global trends in the field of electric energy production, thermal energy production and renewable energy sources, we are able to make our regional leading position confirmed year after year.



OUR MISSION

For six decades, we have been making energy find its way to consumers. Systems we design and produce are of good quality, reliable, durable and safe both for people and the environment.

Our strongest value are people and partner relationships with our clients which are based on mutual trust and wish that whatever we build together is to the satisfaction of entire community.

By continuously working and acquiring new knowledge, innovations and technologies, each of us at "Energotehnika - Južna Bačka" improve ourselves, our teams and build a strong company, fine people and good society as a whole.



VISION

"Energotehnika - Južna Bačka" is one of the market leaders in this region of Europe.

Our logo is a guarantee of quality in the field of energy.

Our goal is to join the elite of Europe's most prestigious companies in the field.



HISTORY

Established in 1958, "Energotehnika - Južna Bačka" has been providing for more than half a century the services of construction and maintenance of electrical energy facilities of all voltage levels, energy and equipment production both for foreign and local clients. The Company has experience in turnkey projects.

The first step in constructing and maintaining electrical energy facilities was made on 28 June, 1958 when the Company's experts participated in a pioneer project of transforming voltage levels from 10kV to 20k in former Yugoslavia.



60 YEARS OF
SUCCESSFUL
OPERATION

"Energotehnika - Južna Bačka" was established as part of "Elektroprivreda Srbije" and in such a professional and stimulating environment improved its performance and elevated professional standards to the highest level.

The Company has been privately owned since July 2010 and is one of good examples of privatization in Serbia.

The Company is continuously investing in the education of its staff and consequently is in possession of many specialised corporate and personal licenses for engineers as well as state-of-the- art equipment.

BUSINESS PHILOSOPHY

We find the best solutions for our clients - with great commitment and in line with modern technical achievements

We offer turnkey solutions

We have international experience which complies with local laws and regulations

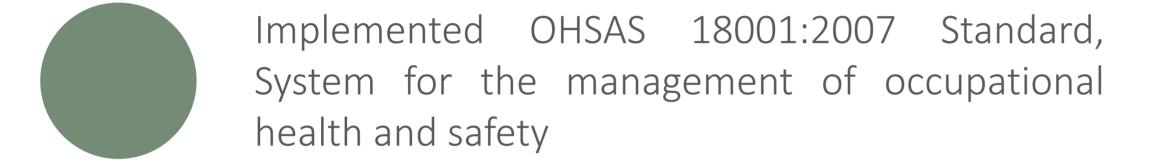
Efficiency and flexibility are our principal features

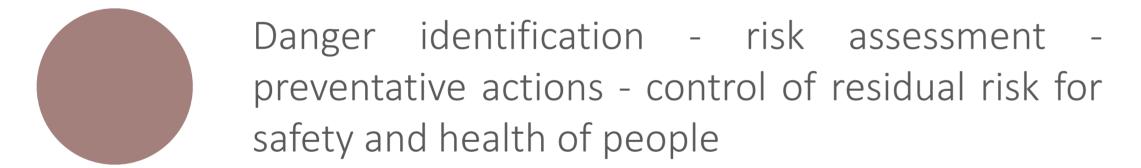
We proud ourselves on continuous upgrades and improvements to ISO standards

Safety and environmental protection are among top priorities of the Company

HSE - OCCUPATIONAL SAFETY

Care about health and occupational safety as well as commitment to environmental protection at Energotehnika Južna Bačka are a priority





Planned improvements are confirmed by us defining goals and programmes for health protection and occupational safety, also by providing required resources for their implementation



ECOLOGICAL RESPONSIBILITY - WASTE MANAGEMENT

- ISO 14001:2015 Standard, system for the management of environmental protection, is a guarantee that our operations are in accordance with the local environmental regulations.
- Prevention of waste formation and reduction reduced usage of resources and reduced quantities and/or dangerous features of formed waste (usage of re-used materials, replacing high-risk materials with low-risk materials)
- **Re-usage** an example of re-usage are donations of computers and computer equipment, furniture (desks) to schools and non-profit organizations
- Usage (use of Value waste) composting, burning with energy utilisation
- Waste disposal In part defined per Contract with entity authorized for colleting, transporting, storing and treating hazardous and non-hazardous waste (Božić and sons) Pančevo and in part by concluding contracts with town sanitation departments for communal waste disposal purposes.

ECOLOGICAL RESPONSIBILITY - WASTE MANAGEMENT

Recycling - Južna Bačka has the following recycled:

- Induction meters with 70% steel, 20% copper, 10% brass and 1% electronic components
- Electronic waste
- Copper cables insulated and uninsulated
- Aluminum cables insulated and uninsulated
- Iron, steel constructions
- Paper
- Al-Fe conductors

HSE - WASTE MANAGEMENT HIERARCHY

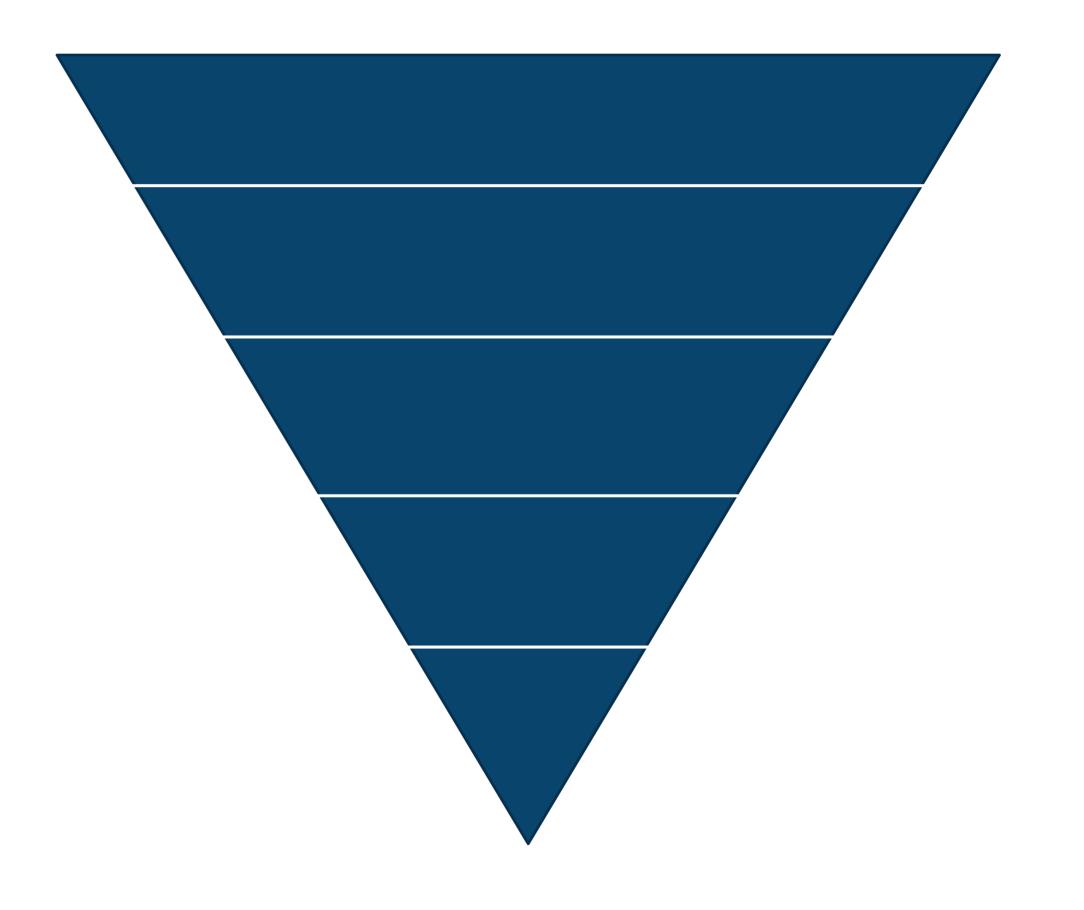
Waste formation prevention

Re-usage

Recycling

Energy utilisation

Destroying and disposing



STRATEGIC GOALS

Presence in new markets

Continuous improvement of product/service quality and process performances with a view to more efficiently realising projects and satisfying customer needs

Following developments in the new technologies world market

Nurturing good professional communication with customers, employees; all environmental resources and sustainable energy growth



DIVISIONS

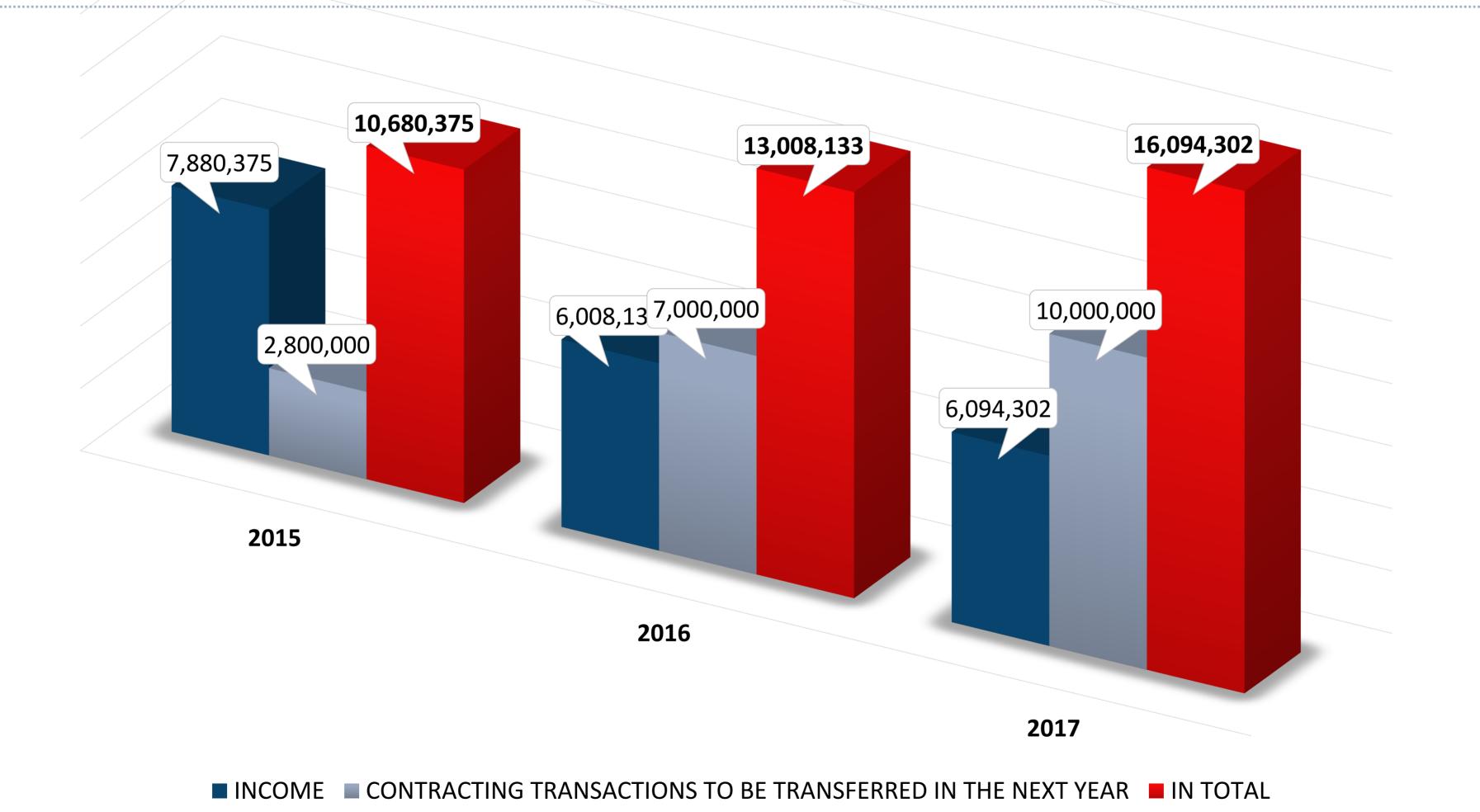
PROJECT MANAGEMENT DIVISION OPERATIONAL TECHNICS AND LOGISTICS DIVISION

QUALITY AND LABORATORY CENTRE

COMMERCIAL DIVISION

FINANCIAL AND GENERAL AFFAIRS DIVISION

FINANCIAL INDICATORS



CERTIFICATES







- ISO 9001:2015 Quality Management System
- ISO 14001:2015 Environmental Protection System
- OHSAS 18001:2007 System for the management of occupational health and safety
- ISO 27001:2013 Information Security Management System
- ISO 50001:2011 Energy Management System
- ISO 17025:2006 Laboratory accredited for 24 various types of tests
- ISO 3834-2:2006 Quality System of Welding by Melting Metal Materials







CODE OF ETHICS

- Each employee is obliged to observe the hierarchy and organizational structure of the Company as well as the scope of their competence and responsibilities
- With their dedication to work and exemplary behaviour and adherence to the law, moral and ethical principles, managers and top management set an example for the employees, thus contributing to the development of respect and trust among the employees
- The purpose of our work is to satisfy customer needs
- Cooperation with our business partners is in the Company's best interest and is based on objective criteria such as quality of service, pricing an sustainability
- As a successful business entity, we believe that it is our obligation to provide support to the education system by giving scholarships to secondary school and university students, as well as to support sports, culture and social care institutions

LICENCES

"Energotehnika - Južna Bačka" holds all the required licenses for making project designs, carrying out works for electrical and machinery installation, thermal-technical gas and thermal energy processing installations for which construction permits are issued by the competent ministries of:



SPECIAL EQUIPMENT

Laboratory accredited for 25 various methods in the fields of electrical geo-mechanical and electromagnetic tests:

- Electric power plants of rated voltage 1000kV
- Low voltage electrical installations
- Low voltage switchgear
- NN blocks
- Electric power cables and cable accessories
- High-voltage and low-voltage energy equipment
- Trafo oils
- Soil compaction testing
- Final control of the manufacturing of all distribution boards
- Final control prior to launching EEO
- ISO 17025

WE CREATE QUALITY THROUGH THE **PROCESSES** OR OUR **SERVICE**

1. MANAGING THE PROJECT REALIZATION:

- Security is our first priority
- International experience, harmonized with local laws and regulations
- The capacity to manage complex projects
- Efficiency and stability are our main characteristics

2. DESIGN:

- Concept and main design
- Optimal selection of system components
- Creation of complete technical documentation

3. COMMERCIAL BUSINESS - LOGISTICS:

- Optimal combination of international and domestic equipment suppliers
- Logistics of the equipment from the factory to the location of the project

Electroenergetics

4. ELEKTROENERGETICS:

 Construction and reconstruction of transformer stations (TS) of medium and high voltage

8. GAS AND OIL PIPELINES:

Construction of low, medium and

high pressure gas pipelines

Measuring and control stations

(GMRS, MROS, MRS and RS)

Construction of oil pipelines

- Construction and reconstruction of overhead lines of all voltage levels
- Construction of cable lines up to 110 kV
- Maintenance and overhaul of TSI lines of all voltage levels
- Execution of connections and works on indoor installations
- Works for public and decorative lighting
- Production of electrical power equipment

• ISO 9001 • ISO 14001 OHSAS 18001 SPRS ISO / IEC 17025

14. CERTIFICATES AND LICENSES:

- ISO 50001
- ISO 3834
- ISO 13941
- PO62E1
- 1030M1
- 1031M1
- I032M1
- I051E1 • I052E1
- I061E1
- I062E1
- 1141E1
- I141E3

13. MAINTENANCE:

THERMOENERGETICS:

- Gas pipelines
 Boiler rooms (gas, steam and biomas)
- Ventilation, climatization and heating Oil pipelines
- Hot water
- of objects
- pipelines Heating substations

ELECTROENERGETICS:

- Substations of all voltage levels
- Overhead lines of all voltage levels
- Control systems in substations

Renewable energy

12. RENEWABLE ENERGY:

- Wind turbines
- Solar panels
- Bio-gas installations
- Cogeneration plants
- Geothermal energy

11. HEATING, VENTILATION AND AIR CONDITIONING:

- Construction of heating substations
- Execution of works on ventilation and air conditioning of facilities
- Heating and air conditioning facilities using
 Steam boiler rooms a heat pump

10. BOILER ROOMS:

- Construction of boiler rooms with capacity from 100 kW to 150 mW
- Gas boiler rooms
- Biomass boiler rooms

9. HOT WATER AND STEAM PIPELINES:

- Construction, maintenance and repair of hot water and steam
- pipelines
- Construction of hot water connections

5. SUBSTATIONS (SS):

- Construction of SS voltage up to 400 kV, which includes construction and electro-assembly works
- Installation of GIS plants of all voltage levels
- Wiring and mounting auxiliary cabinets in SS
- SS test and commissioning
- Reconstruction of SS in the part of the replacement of large equipment, protection or auxiliary systems

6. TRANSMISSION LINES:

- Construction of new transmission lines on new pillars
- Replacement of insulation
- Replacement of conductors
- Repair of lines after accidents

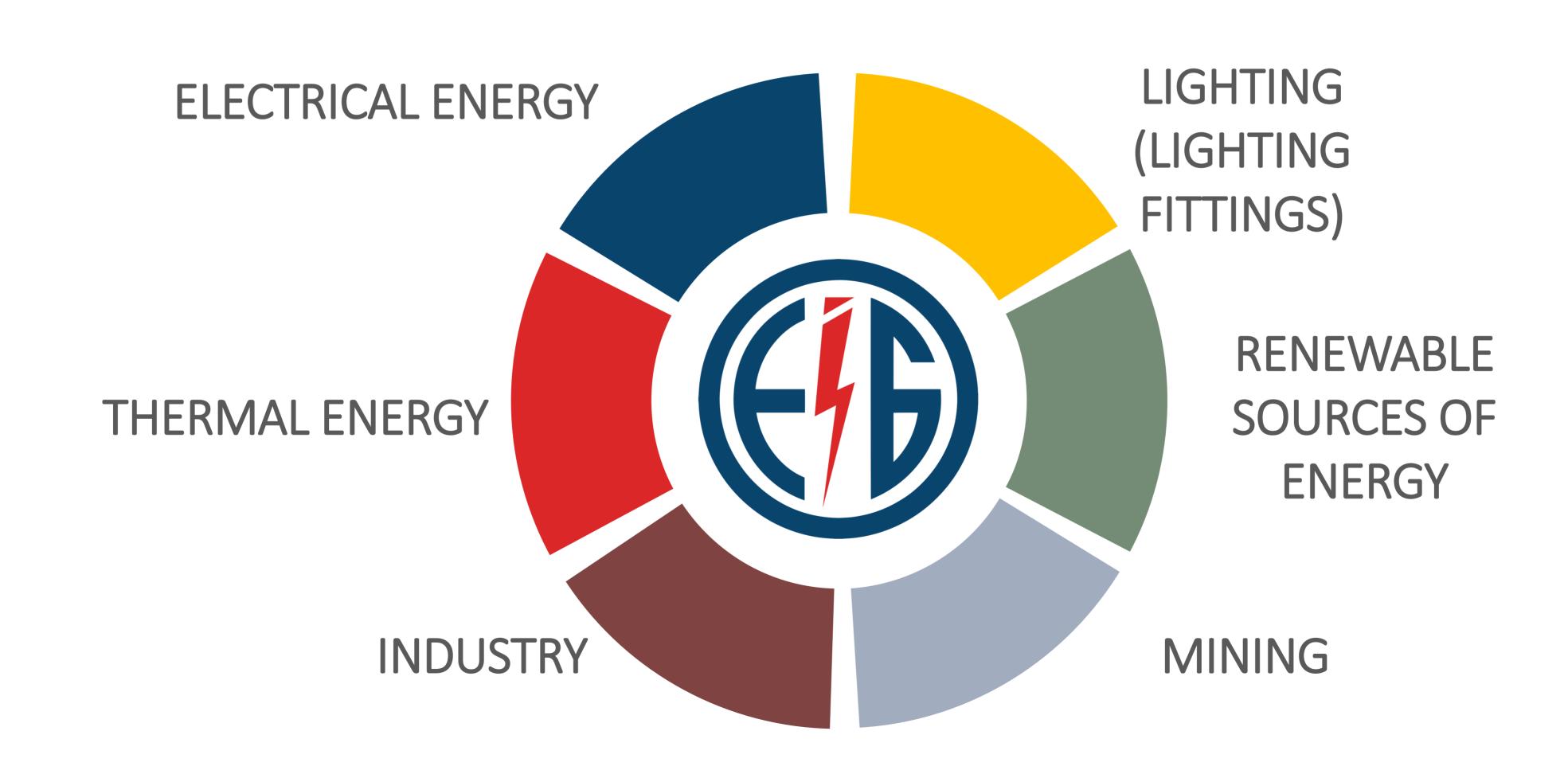
7. PRODUCTION:

- Production of MW and LW plants for SS
- Wiring of own consumption cabinets for MW and HW SS
- Wiring of protection and management cabinets
- Manufacture of measuring cupboards for distribution
- Production of divider cabinets, electric motors and automatic control
- Equipping of gas measuring and regulation stations and heat exchangers
- Production of steel constructions and poles for transmission lines



Thermoenergetics

ACTIVE IN SERBIA AND EUROPEAN COUNTRIES IN THE FIELDS OF:



ELECTRICAL ENERGETICS

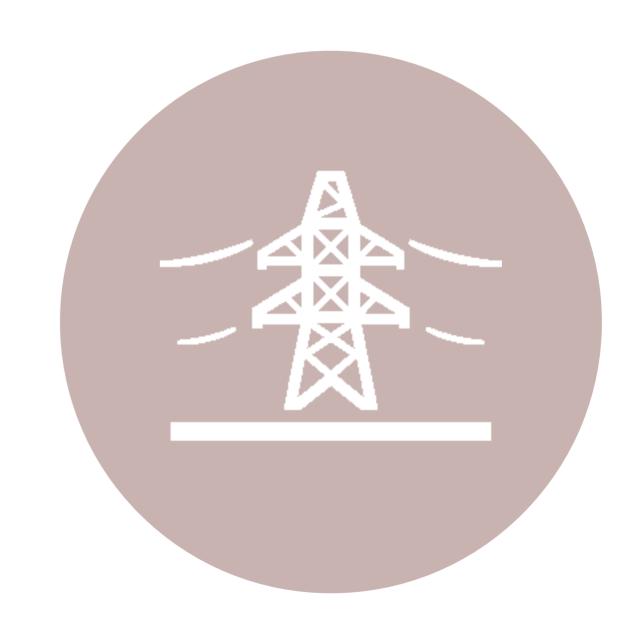
More than 8,500 constructed power transformation stations of all voltage levels



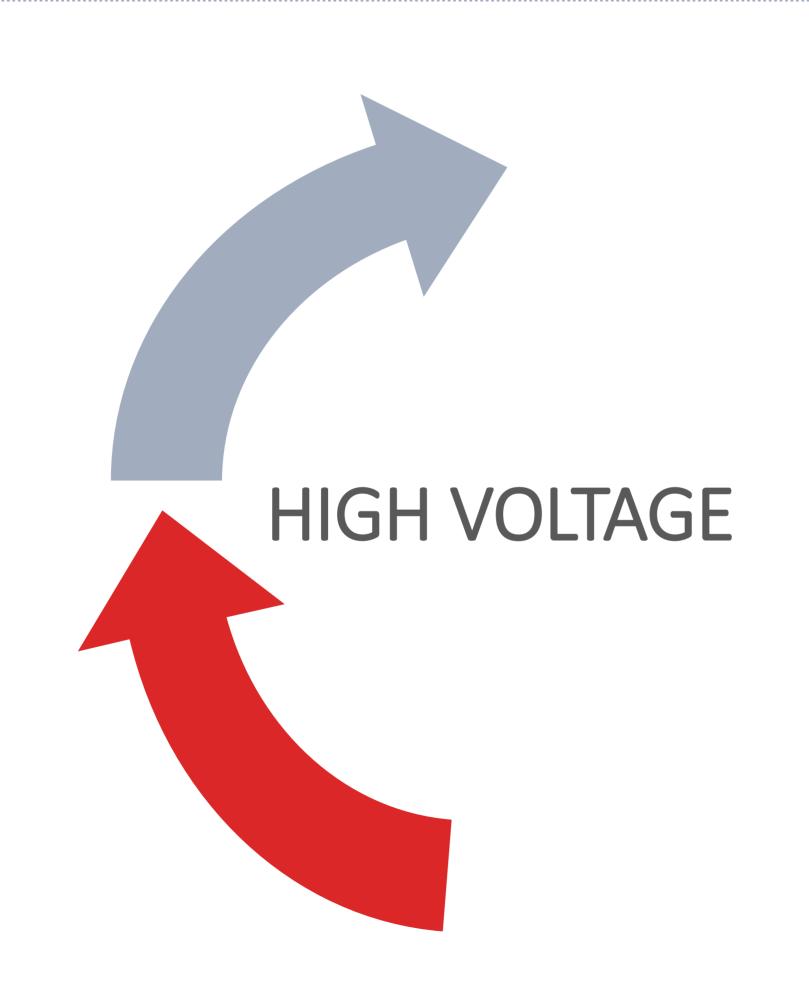
The competitive advantage of "Energotehnika - Južna Bačka" is the fact that all an investor needs in the field of electrical energy he can get by hiring the one Company.

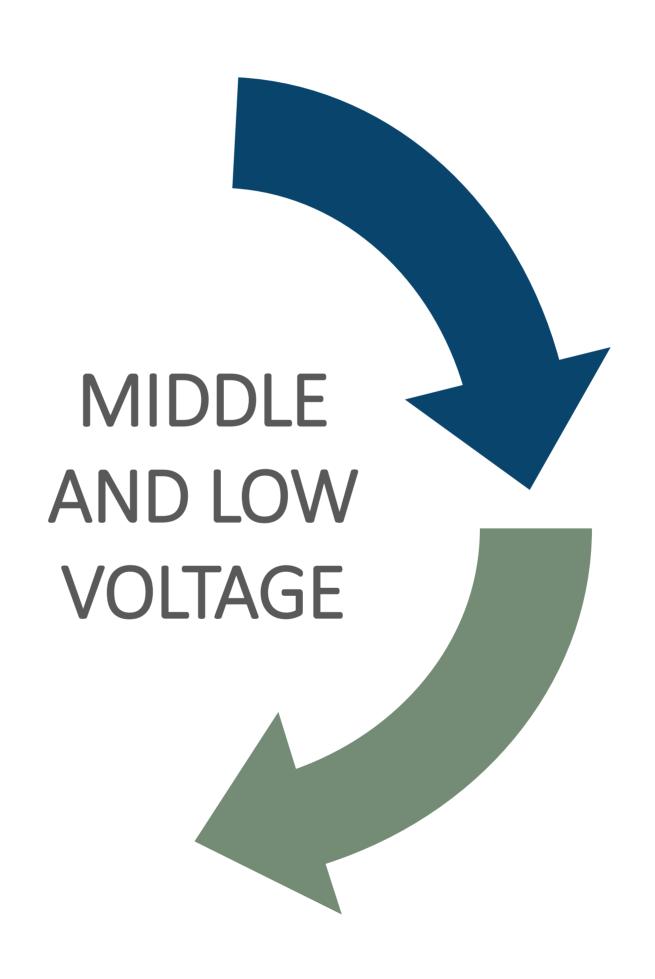


This is proven by 8,500 constructed transformer stations of all voltage levels, connected with more than 12,700 kilometers of newly developed and reconstructed transmission lines, as well as hundreds of kilometers of reconstructed lines of all voltage levels, kilometers and kilometers of cable lines up to 110 kV, replacement and maintenance of multiple remote handling systems in transformer stations, numerous public lighting and decorative lighting works and many more things.

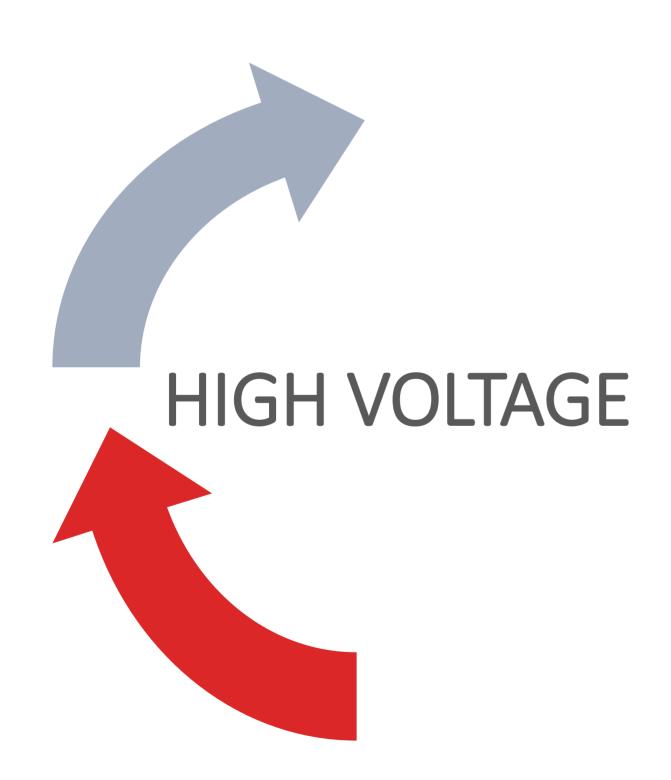


ELECTRICAL ENERGETICS





ELECTRICAL ENERGETICS



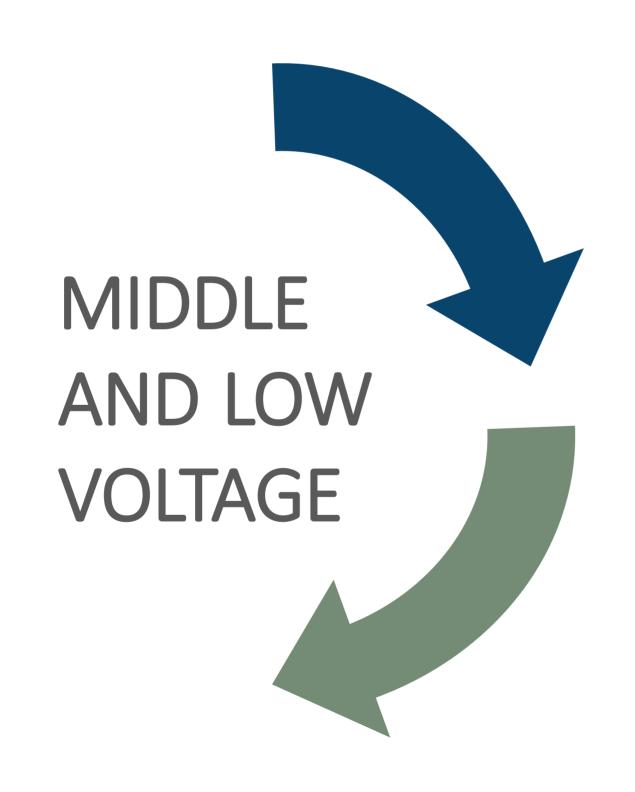
Construction and reconstruction of transformer stations of 110/x kV and higher voltages

Construction and reconstruction of transmission lines of 110, 220, 100kV

Construction of cable lines of 110kV

Maintenance

ELEKTROENERGETIKA



Construction and reconstruction of transformer stations of 35/x kV

Construction and reconstruction of above-the-ground lines of voltage levels 35, 20 i 10 kV

Connection of power terminals and indoor installation works

Production of electrical power equipment middle and low voltage

Maintenance

TRANSFORMER STATIONS

"Energotehnika - Južna Bačka"provides all services in the field of power transmission and distribution: construction, reconstruction and maintenance.

We have created teams of experts specialised in the construction of transformer stations of all voltages, turnkey solutions: starting from designs, through to constructing, testing and finally to launching.

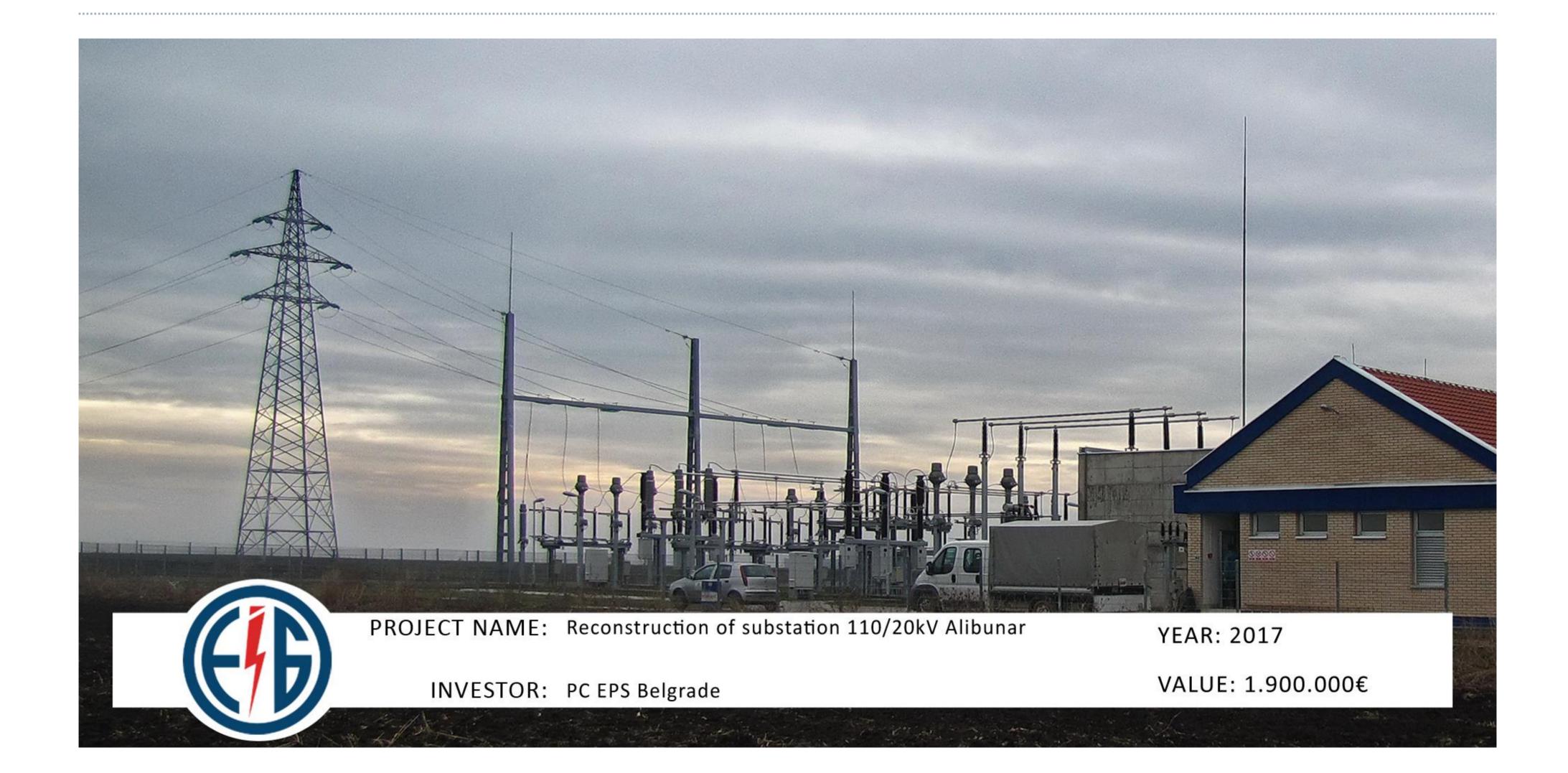
Besides construction, our experts are outstanding at reconstructing existing transformer stations.

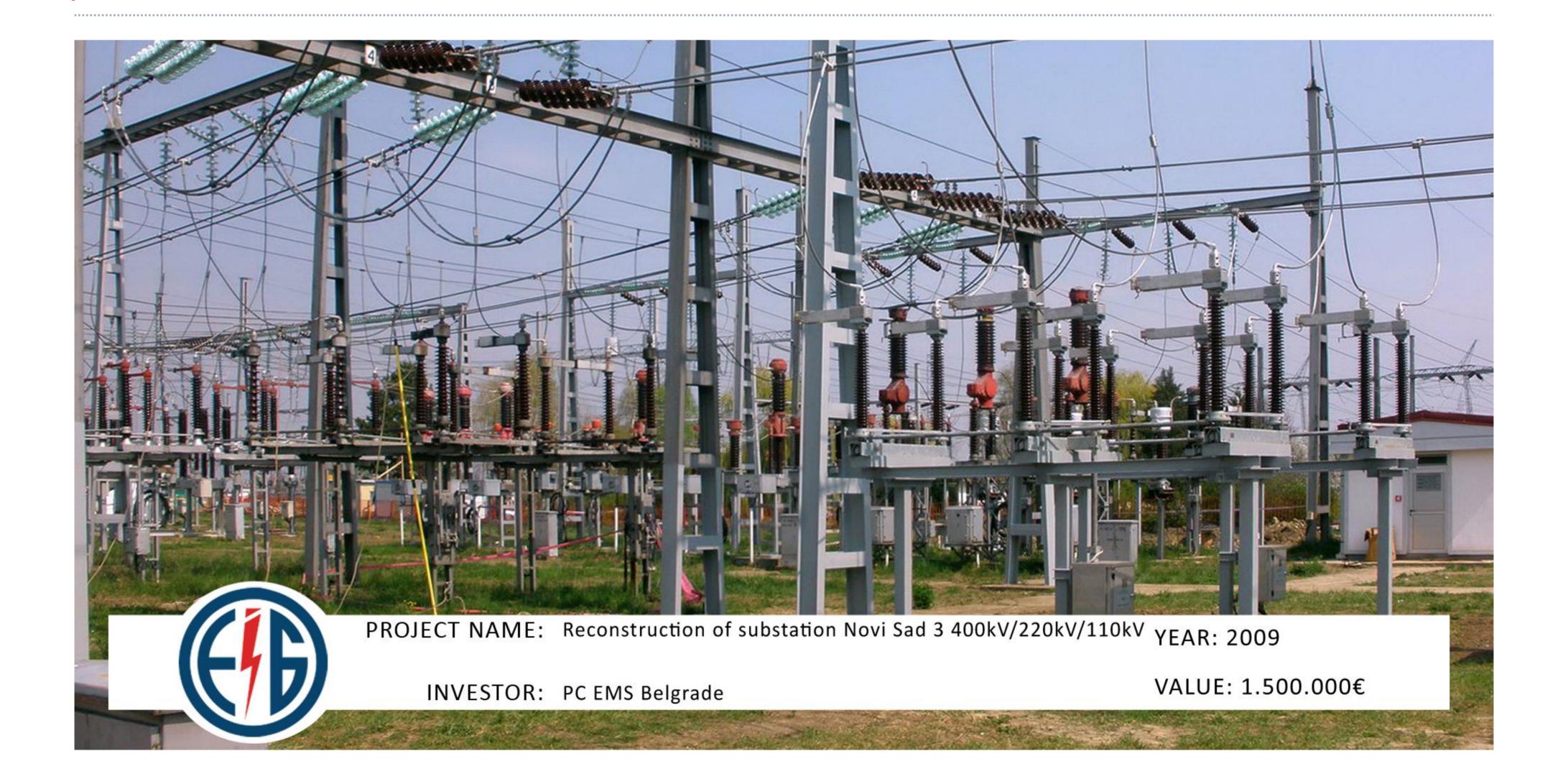


A good example in this relation is the reconstruction of a number of transformer stations of 110/x kV constructed several decades ago. The reconstructions entailed the use of modern technology and equipment which resulted in higher reliability, easier handling and maintenance as well as safety of people handling those transformer stations.





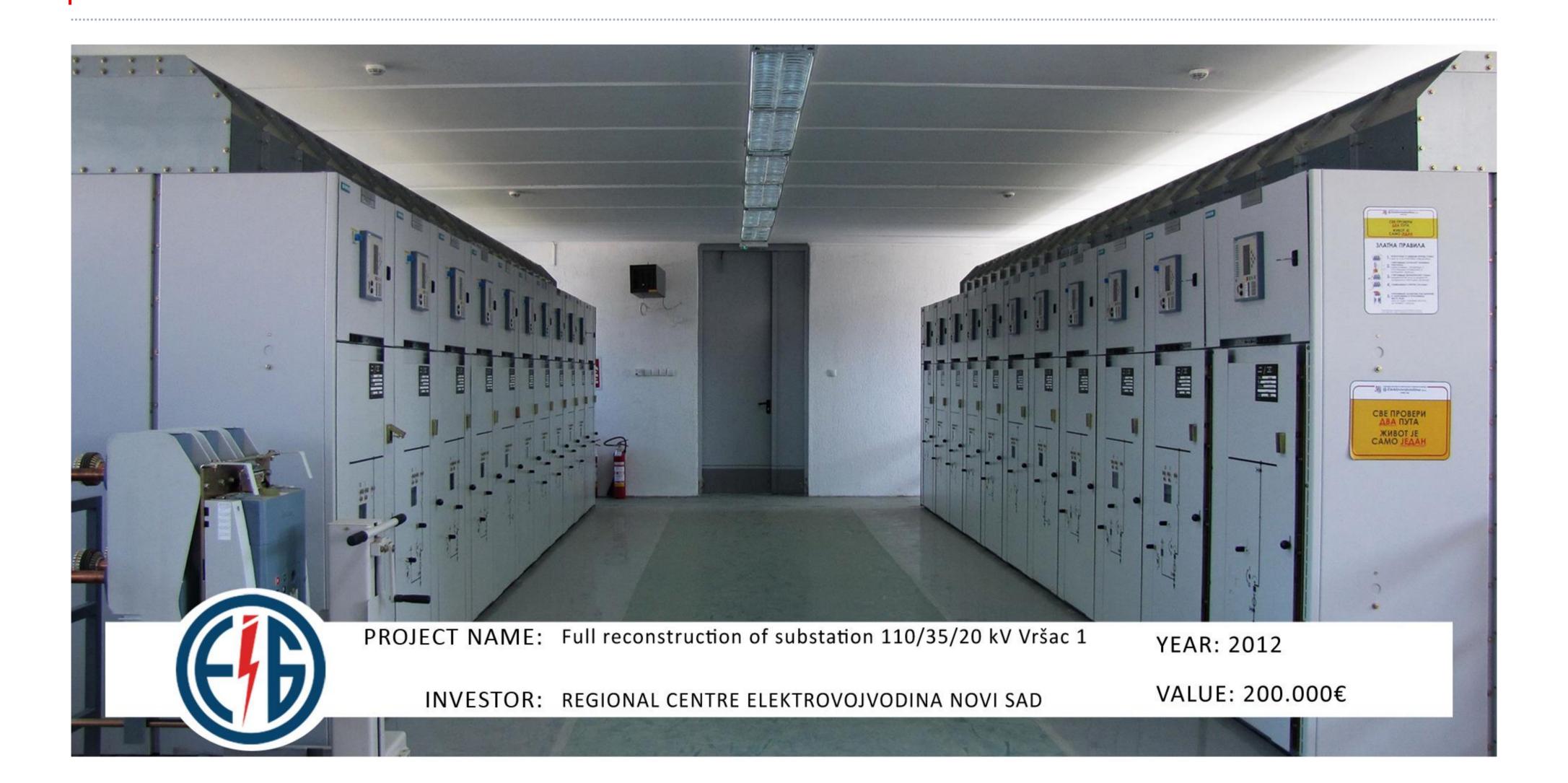












TRANSMISSION LINES



Within the scope of our experts' activities is the entire process: design, construction and launching of high, middle and low voltage transmission lines.



In addition to professional competences, one of the features that our clients often note is promptness in responding and on-site repairs. The replacement of insulation, conductors, protective ropes OPGW and ADSS are just some of the services from our service range.

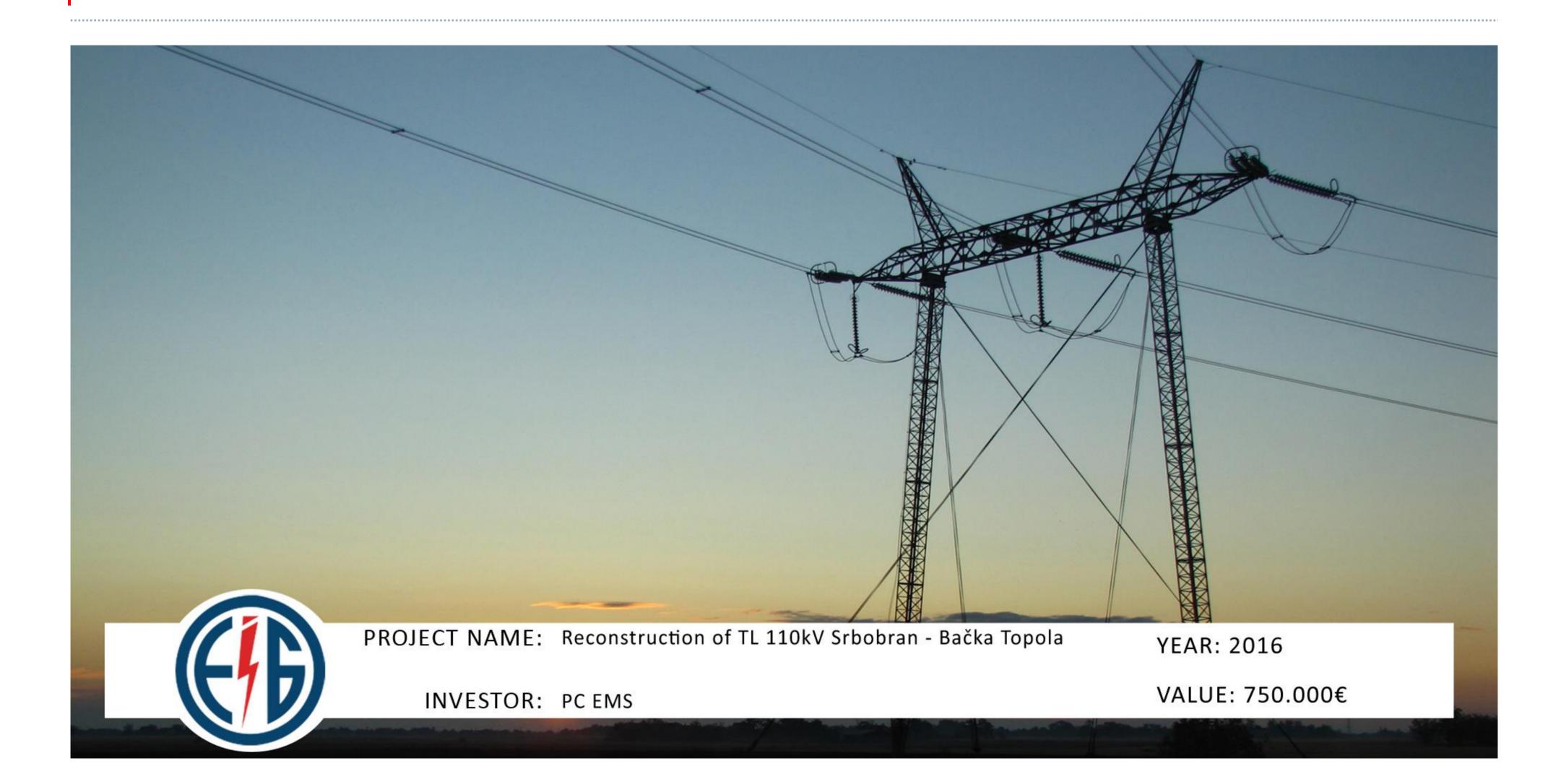
TRANSMISSION LINES

- Construction of new transmission lines
- Reconstruction of existing transmission lines
- Readjustment of transmission lines due to failures
- Replacement of conductors
- Replacement of insulation
- Replacement of OPGW











PRODUCTION

Production of SN and NN plants for standard Eletrovojvodina TS

Production of delivery boxes, electric engine plants and automatic handling

Production of steel structures and transmission line towers

Production of mobile and container transformer stations

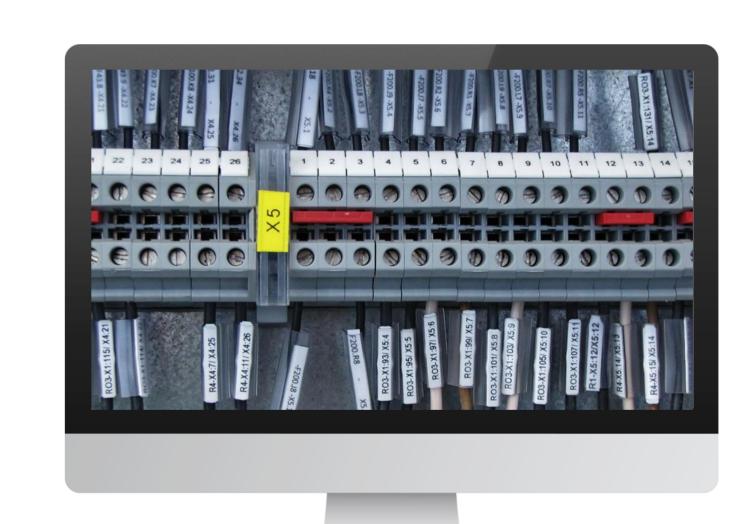


MAINTENANCE

"Energotehnika - Južna Bačka"has a specialized team who maintain transformer stations of voltage levels starting from 110/x kV.

Additionally, our teams take care of regular maintenance of middle voltage transformer stations and also quickly respond in emergency cases, failures. As an illustration, in cases of failure anywhere in the AR Vojvodina territory, our teams will be on location within two hours, ready to take action.

Annual contract with ODE EPS Distribucija proves once more that "Energotehnika - Južna Bačka"is a serious player and the most reliable partner when it comes to maintenance and overhaul of transformer stations and lines of all voltages.



MAINTENANCE

Transformer stations of all voltage levels

Above-the-ground lines of all voltage levels

Handling systems of transformer stations

Complete electric energy facilities of 10/20kV, 35kV and 110kV



OTHER REFERENCES - ELEKTROENERGETICS



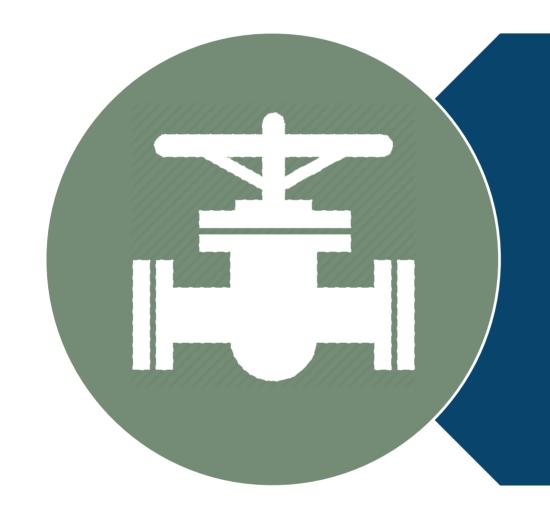
THERMOENERGETICS

- More than 400 km of constructed gas pipelines, heat pipelines and gas distribution network
- More than 170 kilometers of polyethylene gas distribution network
- 180 heat pipelines substations
- 60 kilometers of heat pipelines (diameters up to 900 mm)

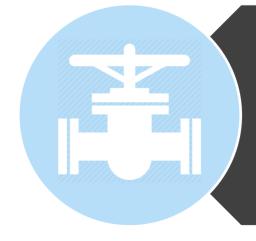
Rich experience, quality of works and continuous investment in human resources, acquiring certificates necessary for the Company's operation as well as engineers' personal licences, introduction of new welding technologies but also constant training of welders and other staff have a deciding role in "Energotehnika - Južna Bačka" being investors' choice in the fields of thermal energy, oil and gas.

Besides knowledge and experience, it is a well-known fact that we have full capacity for the construction works relative to gas pipelines and oil pipelines, heating and steam pipelines, boiler rooms and heating substations, ventilation and air conditioning of buildings, which we deliver as turnkey solutions, from the original design, through to construction works and equipment installation and finally to launching.

GAS PIPELINES - OIL PIPELINES



Strong cooperation with Naftna industrija Srbije (NIS), the largest Serbian investor in the field of thermal energy, is one of the most valuable references in that field. Construction of a seven-kilometre long incoming gas pipeline for Pančevo Oil Refinery, with a 16-inch Ø and capacity of 80,000 m3, then construction of linking gas pipeline Velebit-Rusanda, 15.5 km long or linking oil line of Elemir central-point station are just some of our references.

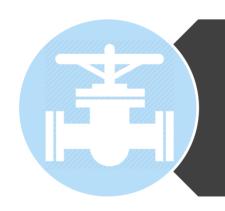


"Energotehnika - Južna Bačka" teams have completed a number of projects in the field of cogeneration, i.e. combined production of thermal and electric energy. One such project was realised in the Kikinda oil filed, but also in Boka, Bradarac and Turija.

GAS PIPELINES - OIL PIPELINES



Construction of low, middle and high pressure gas pipelines



Measuring and levelling stations (GMRS, MROS, MRS I RS)







HEATING PIPELINES - STEAM PIPELINES



Teams of "Energotehnika - Južna Bačka" experts have completed several projects in the construction and maintenance of heating pipelines and steam pipelines.



The steam pipeline in Europe Boulevard in Novi Sad and kilometers and kilometers of heating installations throughout Serbia prove what our clients say and this is that they can get it all in one place, from "Energotehnika - Južna Bačka".

HEATING PIPELINES - STEAM PIPELINES



Construction, maintenance and readjustment of heating pipelines and steam pipelines.



Construction of heating pipeline connection points.





INVESTOR: Heating plant Novi Sad



BOILER ROOMS



Both foreign and local investors almost as a rule hire "Energotehnika Južna Bačka" because they know that we have all the necessary logistics and that our experts have experience in constructing boiler rooms and heating substations from original design, through to very construction and equipment installation and finally to launching and all this within the shortest possible period of time.



In addition to this, our team have a proven track record of fine quality in maintaining regular operation of boiler rooms and heating substations.



The fact that we meticulously follow international norms and ever more complex demands of European companies when it comes to performing works has resulted in us having concluded with six Serbian towns contracts on the construction of pump stations, full boiler-room machinery, together with connectors and handling or the reconstruction of boiler rooms to alter them for the use of different fuels.

BOILER ROOMS



Construction of boiler rooms with capacities ranging between 100 Kw and 150 Mw



Gas boiler rooms

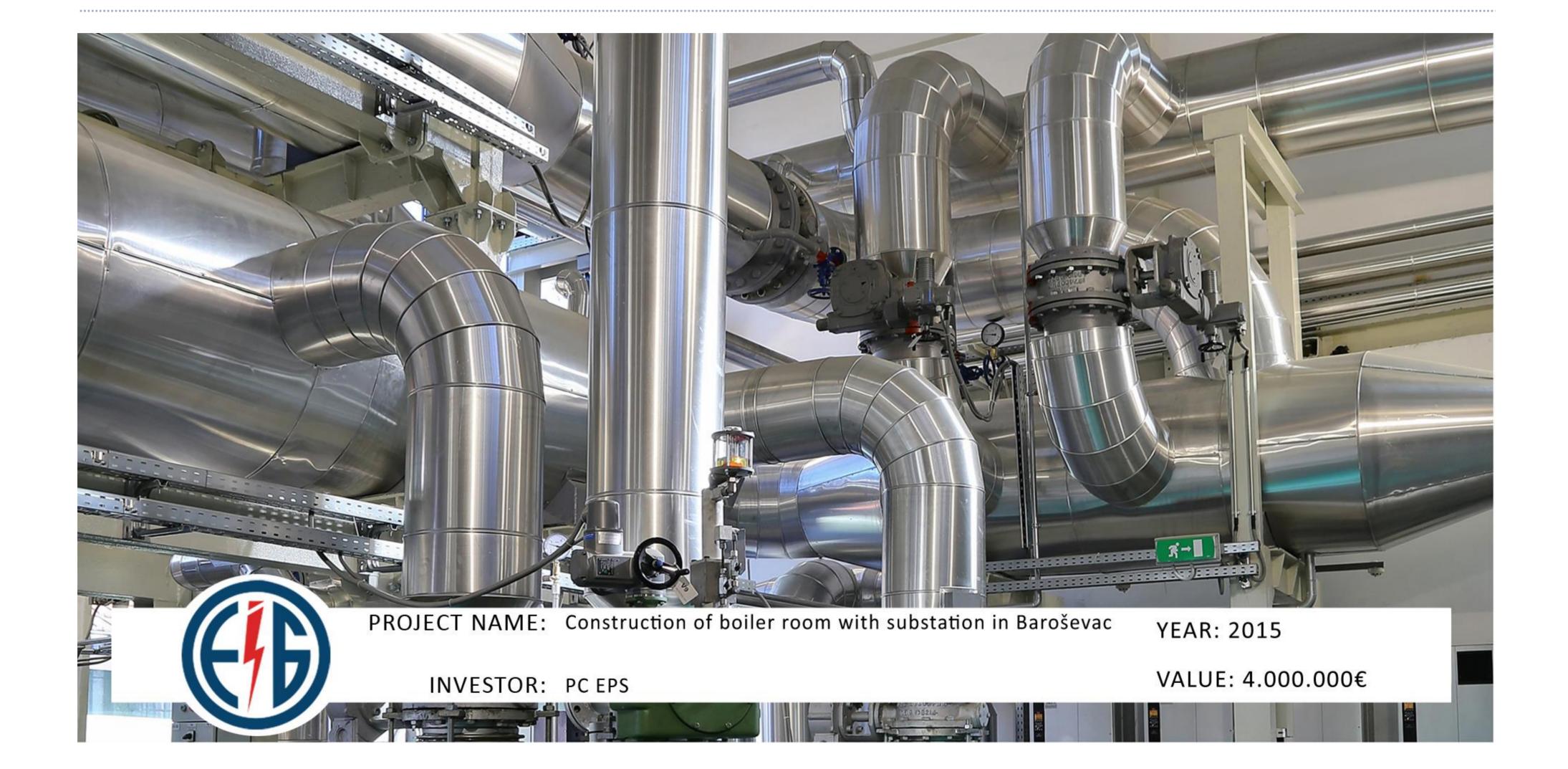


Steam boiler rooms

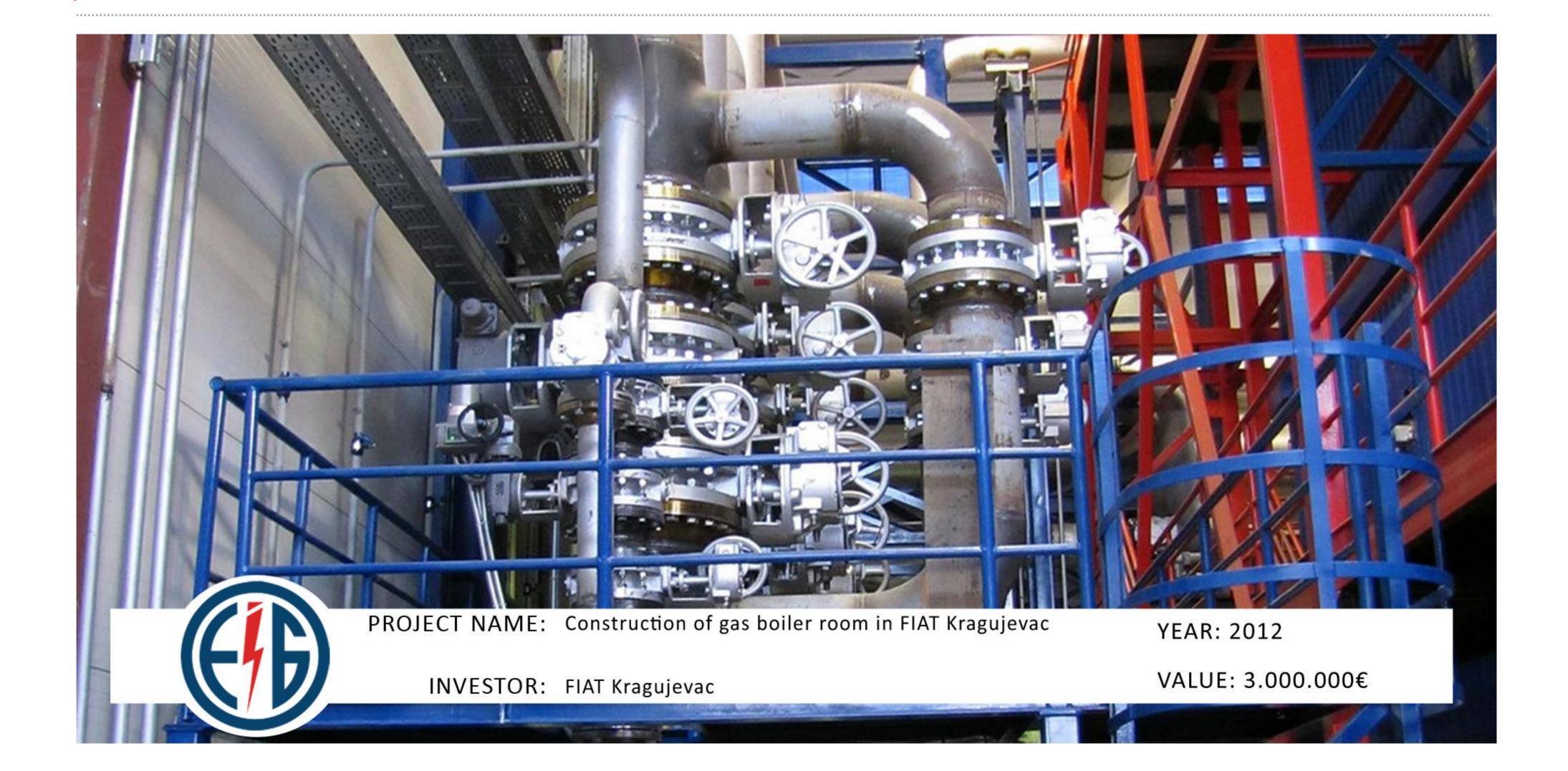


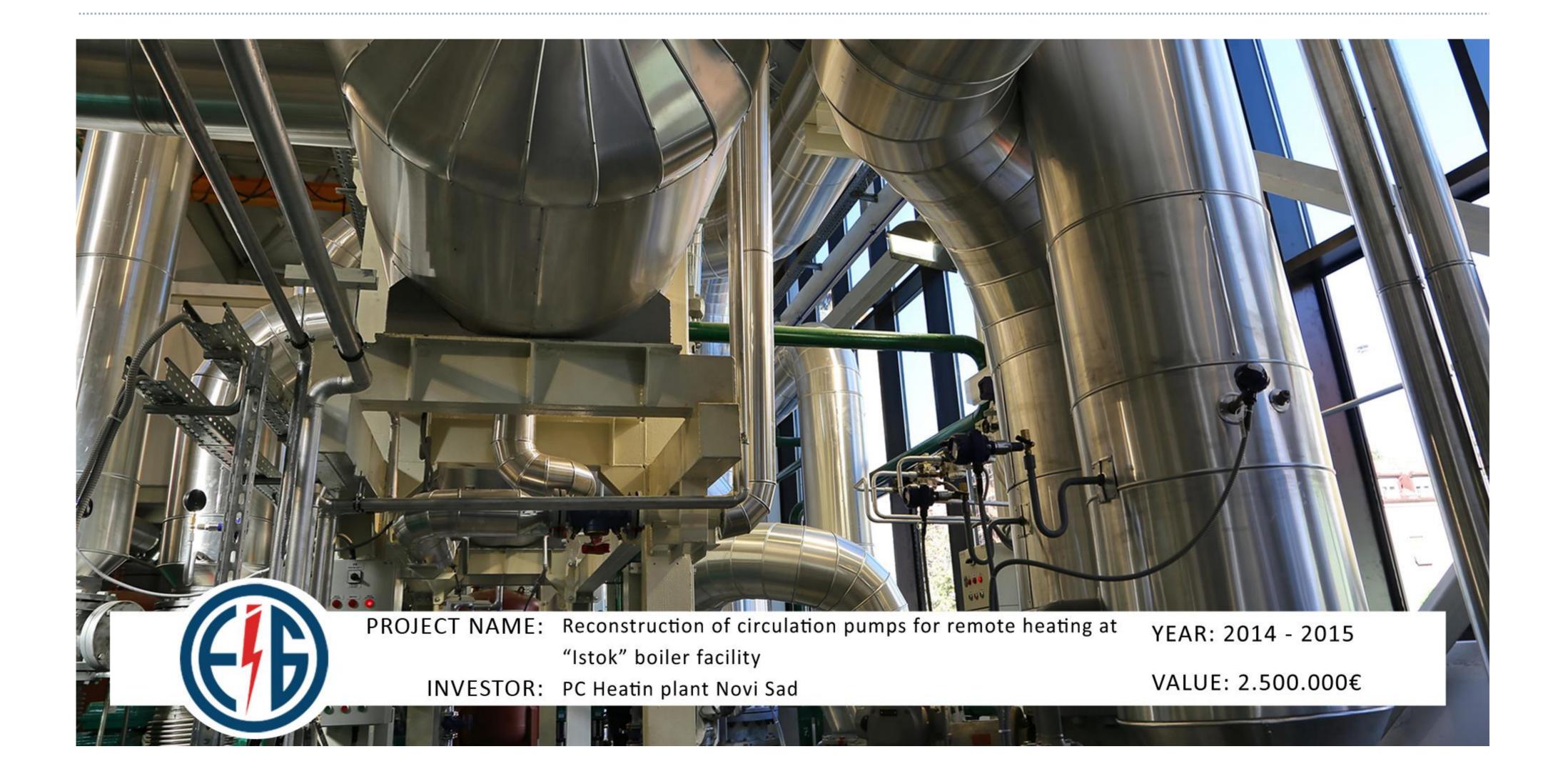
Biomass boiler rooms











HEATING - VENTILATION - AIR CONDITIONING



For construction purposes, we use premium quality equipment of leading international brands and on a daily basis follow the latest trends in all areas and keep up with international companies from our field of activity. When it comes to air conditioning, we specialize in Variable Refrigerant Volume (VRV systems), air conditioning systems with chambers, chillers and heat pumps.



In addition to commercial ventilation, we also perform the works of constructing systems for smoke and heat discharging from buildings in risk of fire.

HEATING - VENTILATION - AIR CONDITIONING



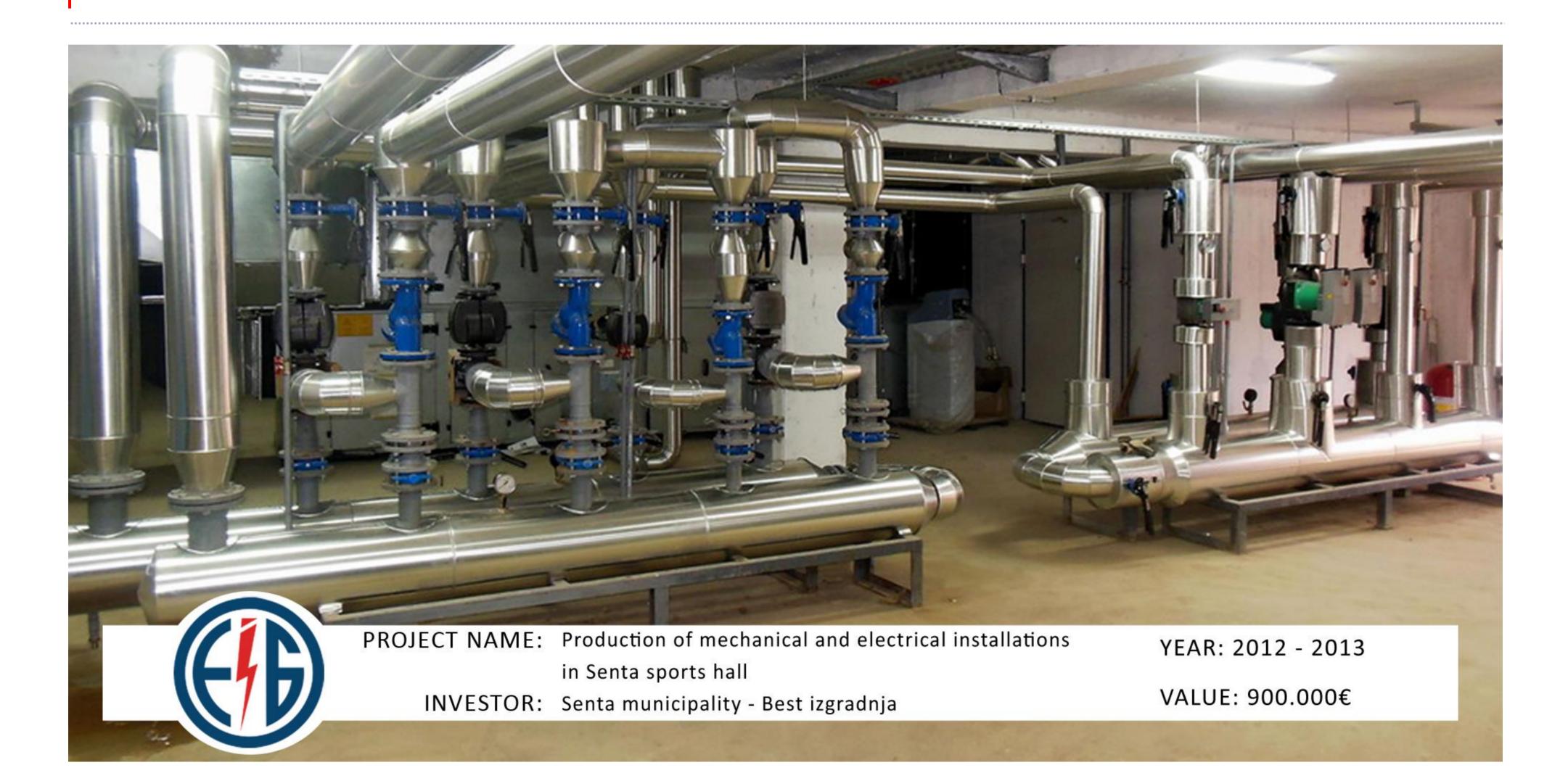
Construction of heating substations



Ventilation and air conditioning works for buildings



Heating and air conditioning of buildings with heat pumps



MAINTENANCE

Gas pipelines



Oil pipelines



Heating pipelines



Steam pipelines



Boiler rooms (gas, steam and biomass)



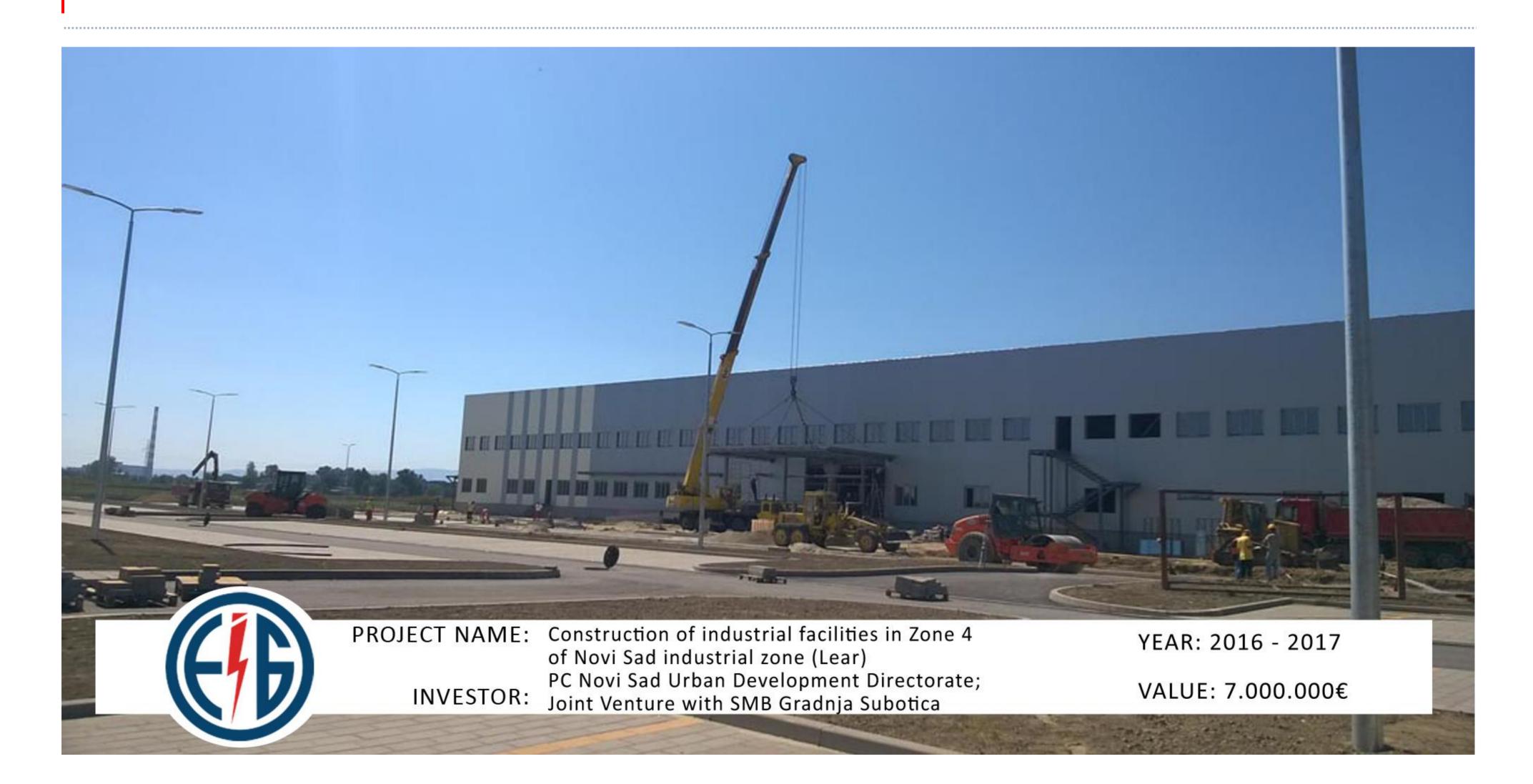
Ventilation, air conditioning and heating of facilities

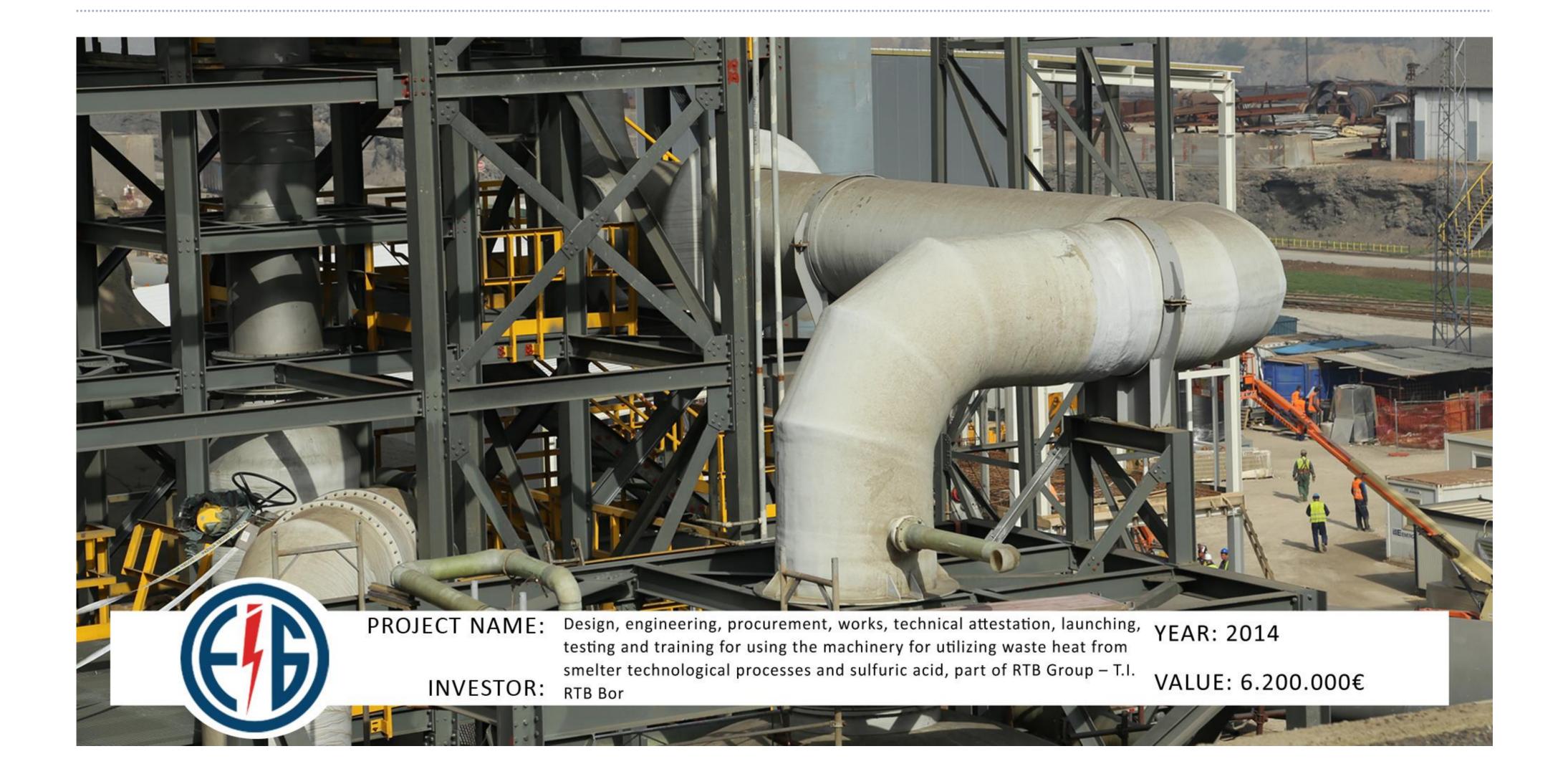


Thermal substations

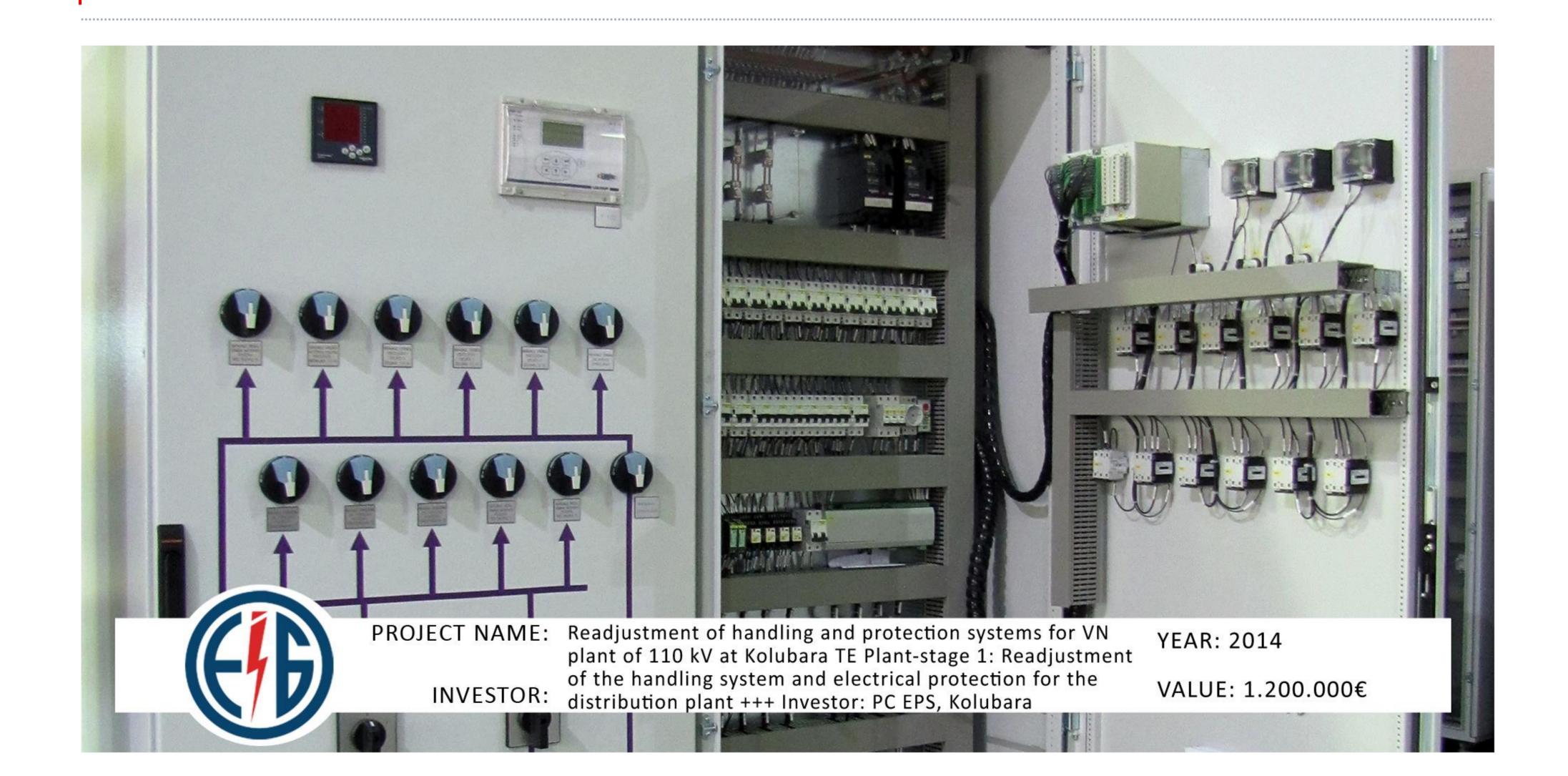




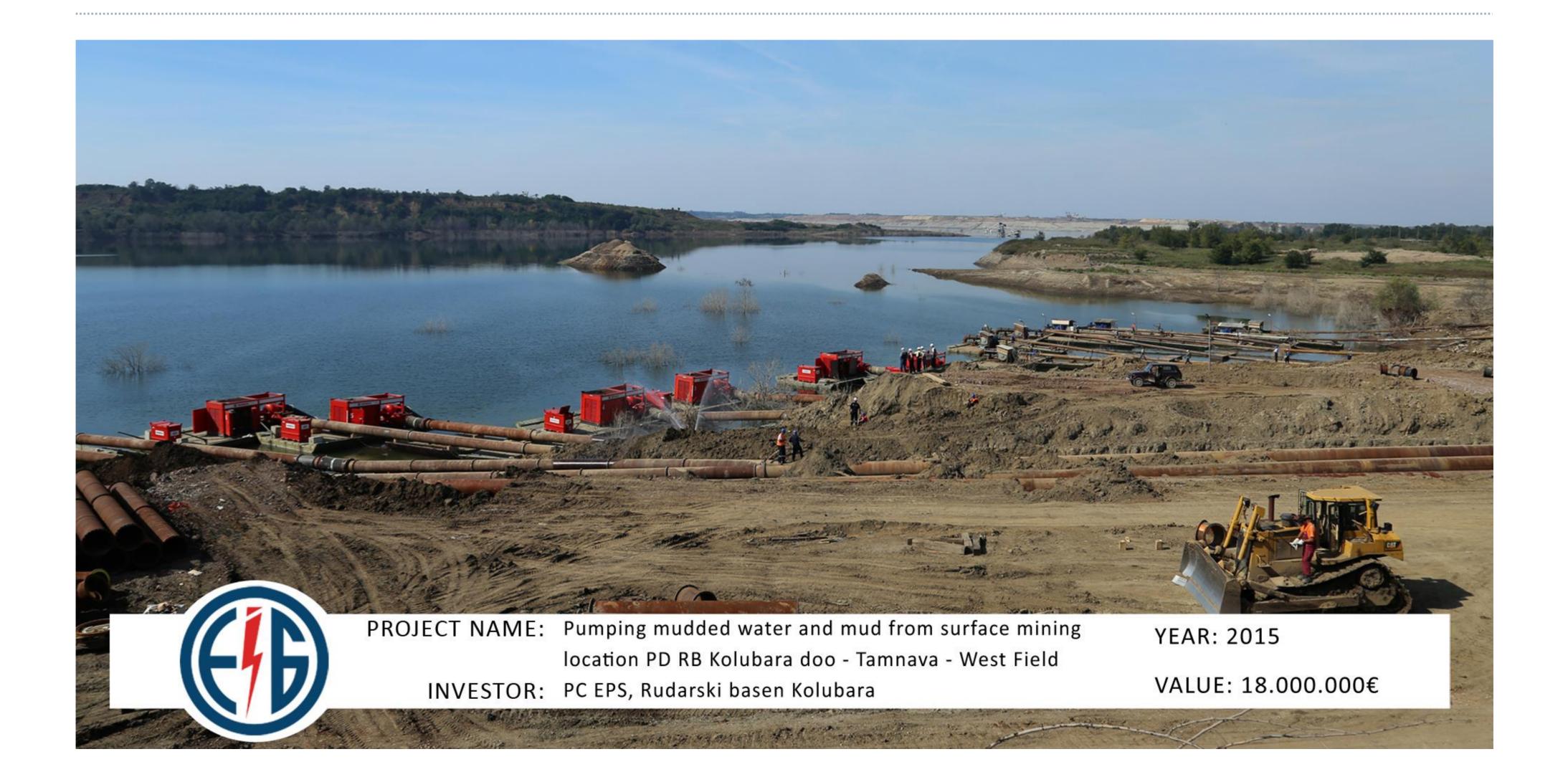




























RENEWABLE SOURCES



Wind energy plants



Solar panels (Power plant near Kikinda - Sajan)



Biogas plants (Mirotin Energo, Viktorija)

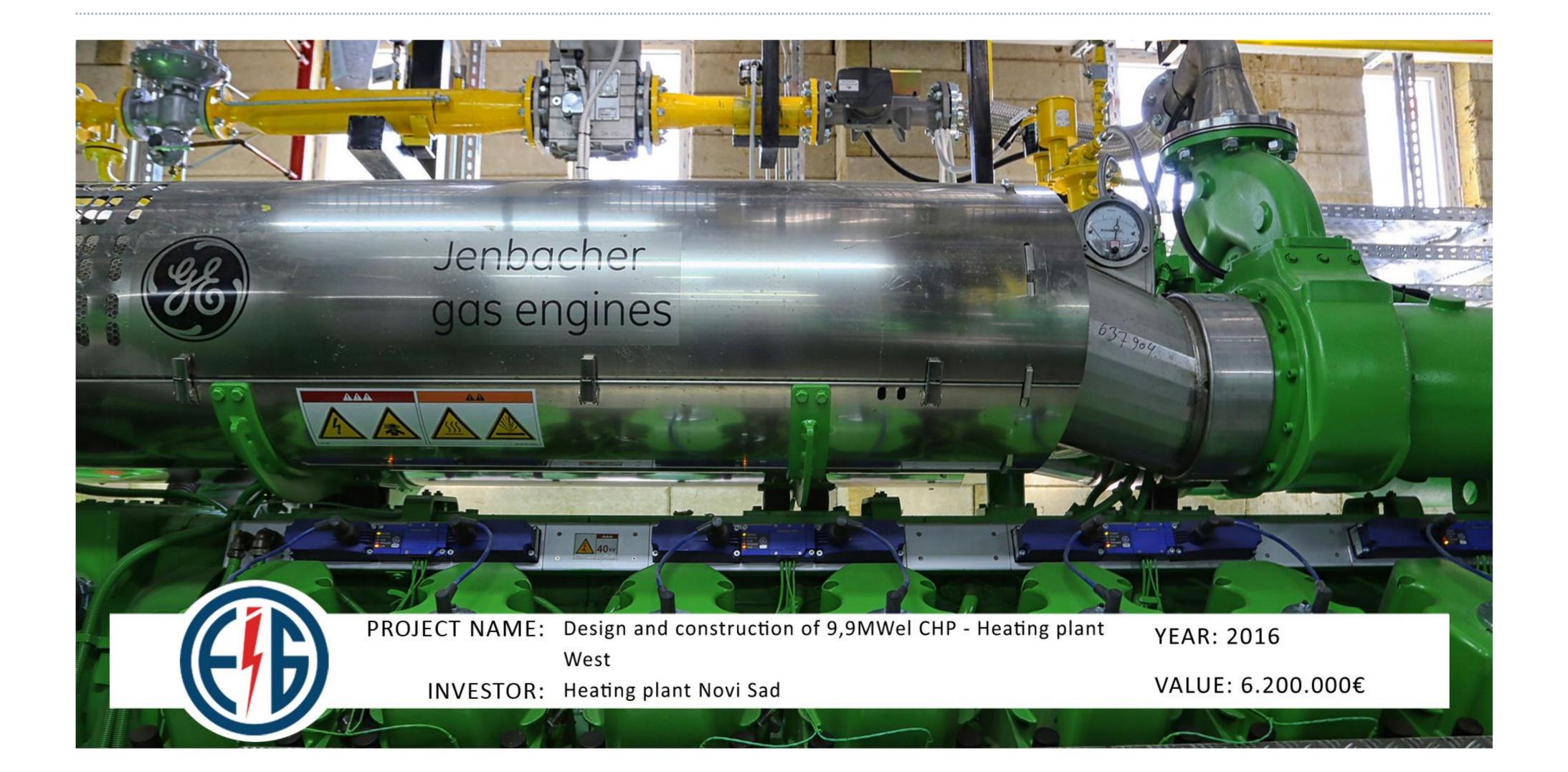


Cogeneration plants (Kikinda NIS, Boka Bradarac Turija, CHP West, Belgrade - Voždovac)

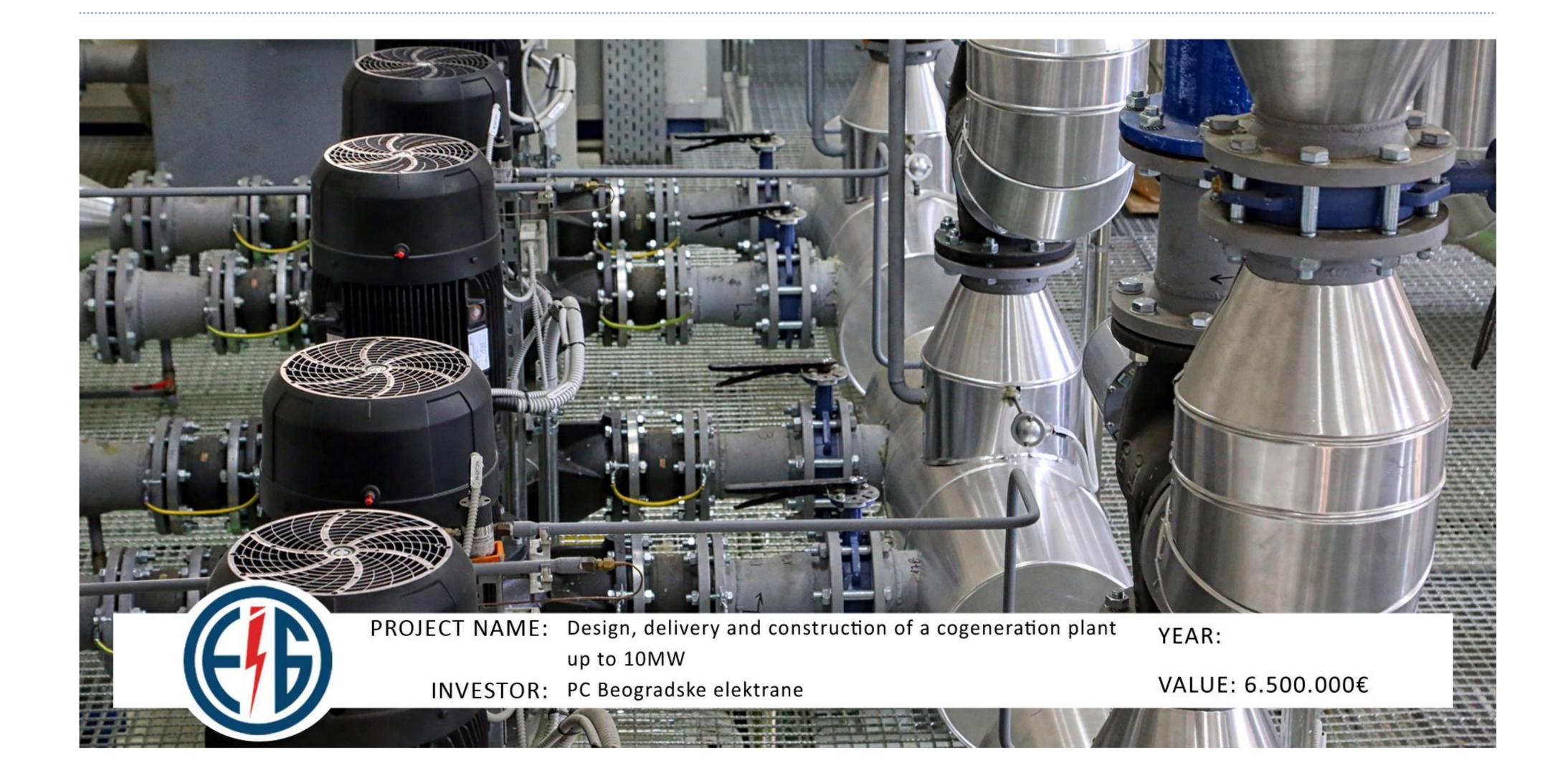


Geothermal energy (EJB, Petroland aqua park, Petrovac)



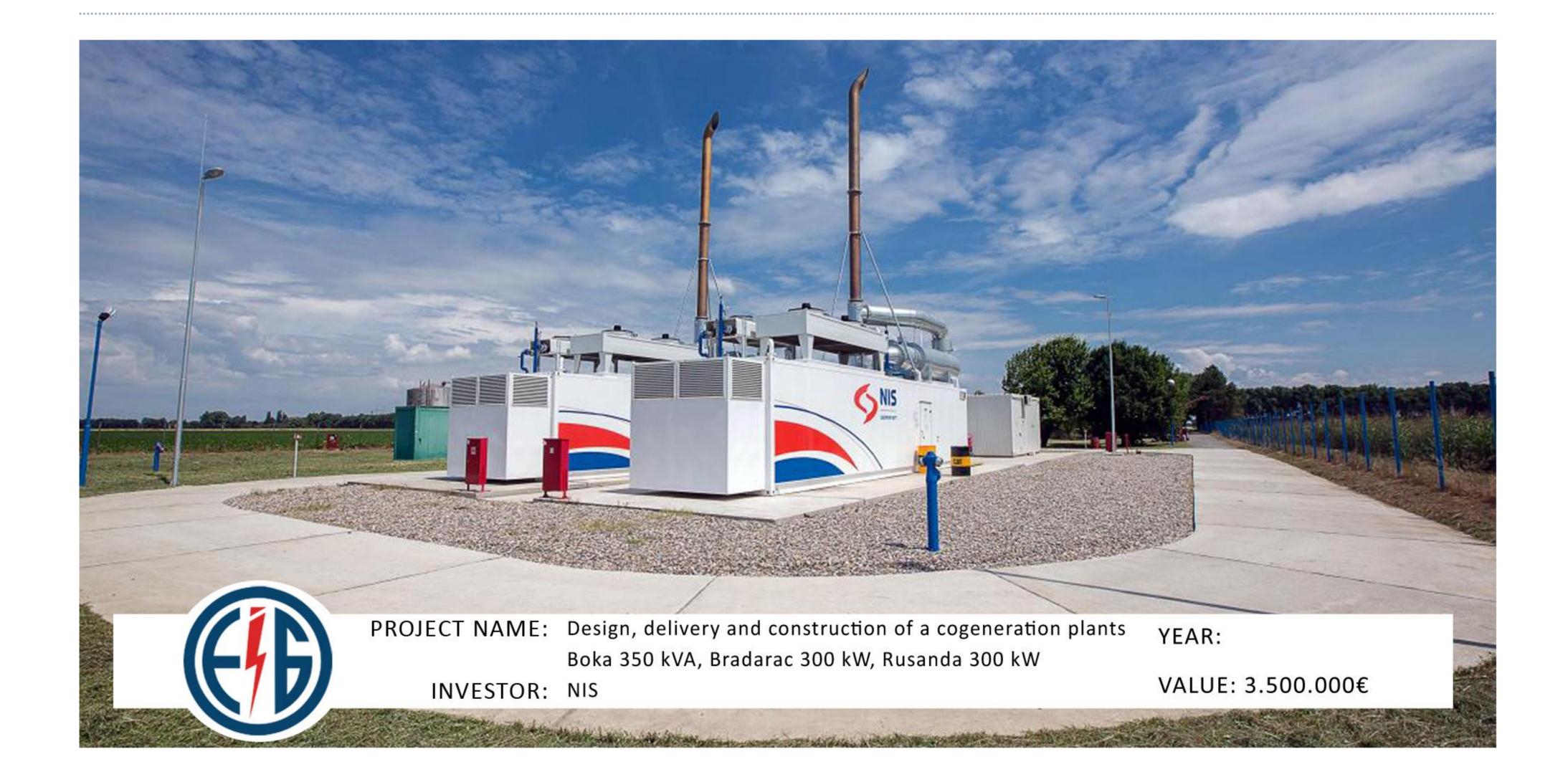












LIGHTING



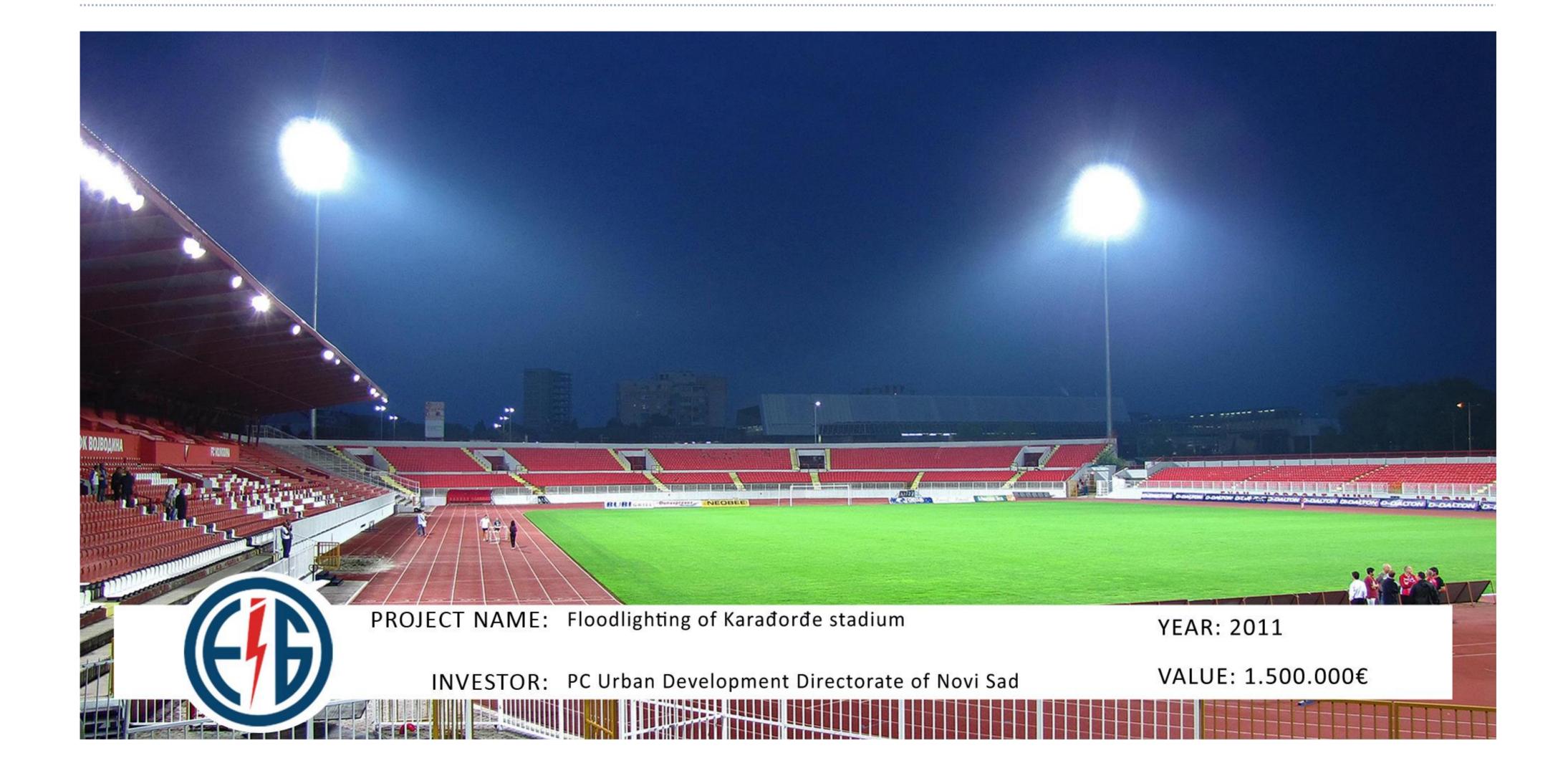
Many different projects have been realized on the construction, reconstruction and maintenance of public and decorative lighting in the value of over 5 000.000 € only in the territory of the City of Novi Sacrand it's surrounding

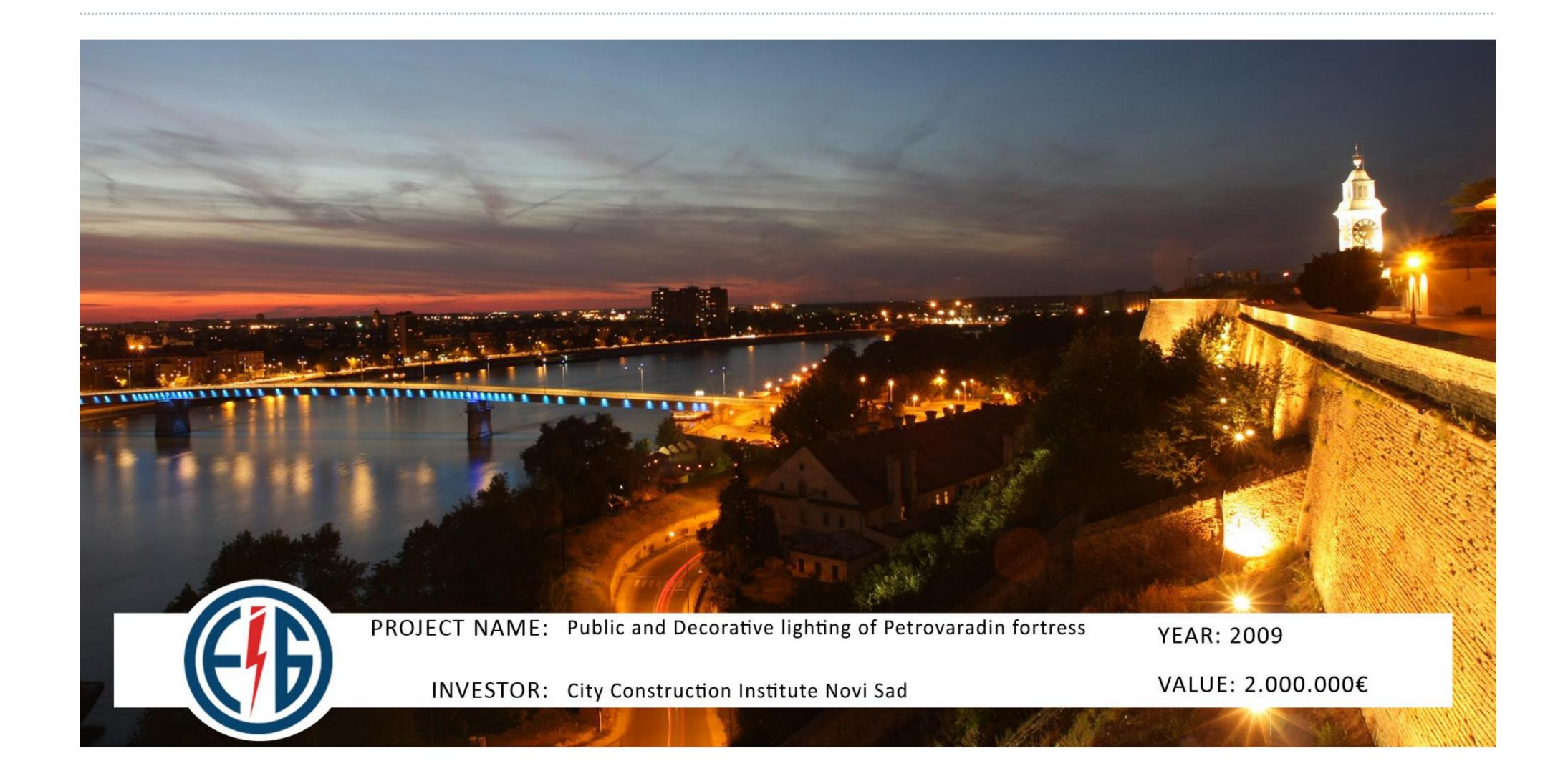


Autonomous Region Government building, Petrovaradin Fortress, Varadin Rainbow in Novi Sac Post Office Building in Belgrade old city center in Pančevo lighting of industrial halls (special working conditions), construction and maintenance of public lighting in public thorough area, crossroads and highways in AP Vojvodina are just some examples of what we have fitted and what we maintain.



Fine quality of works and more than fifty years of experience are some of the reasons why in addition to Novi Sad other local self-governments, public and private companies choose "Energotehnika - Južna Bačka" for maintenance services, construction and reconstruction.



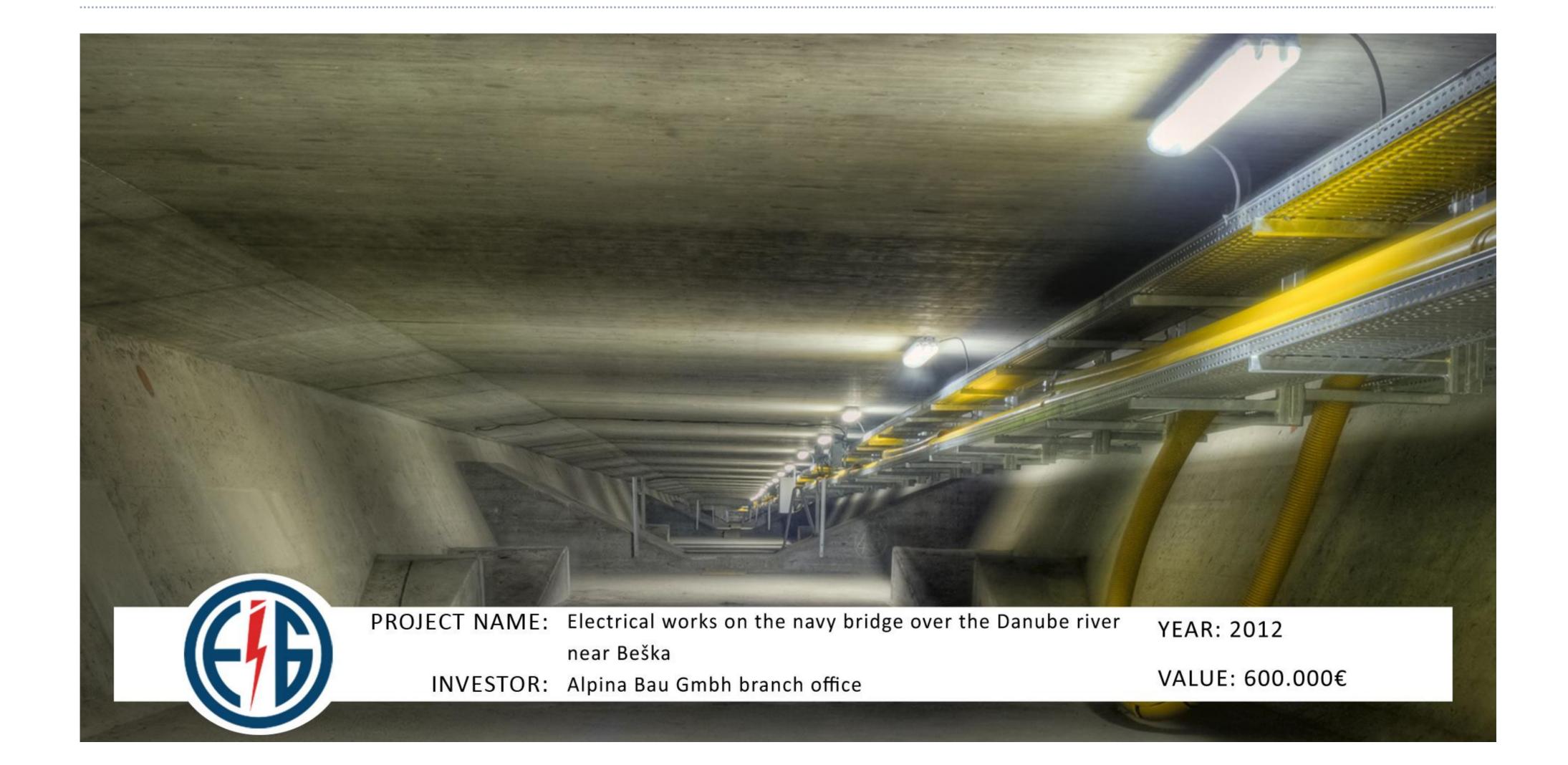


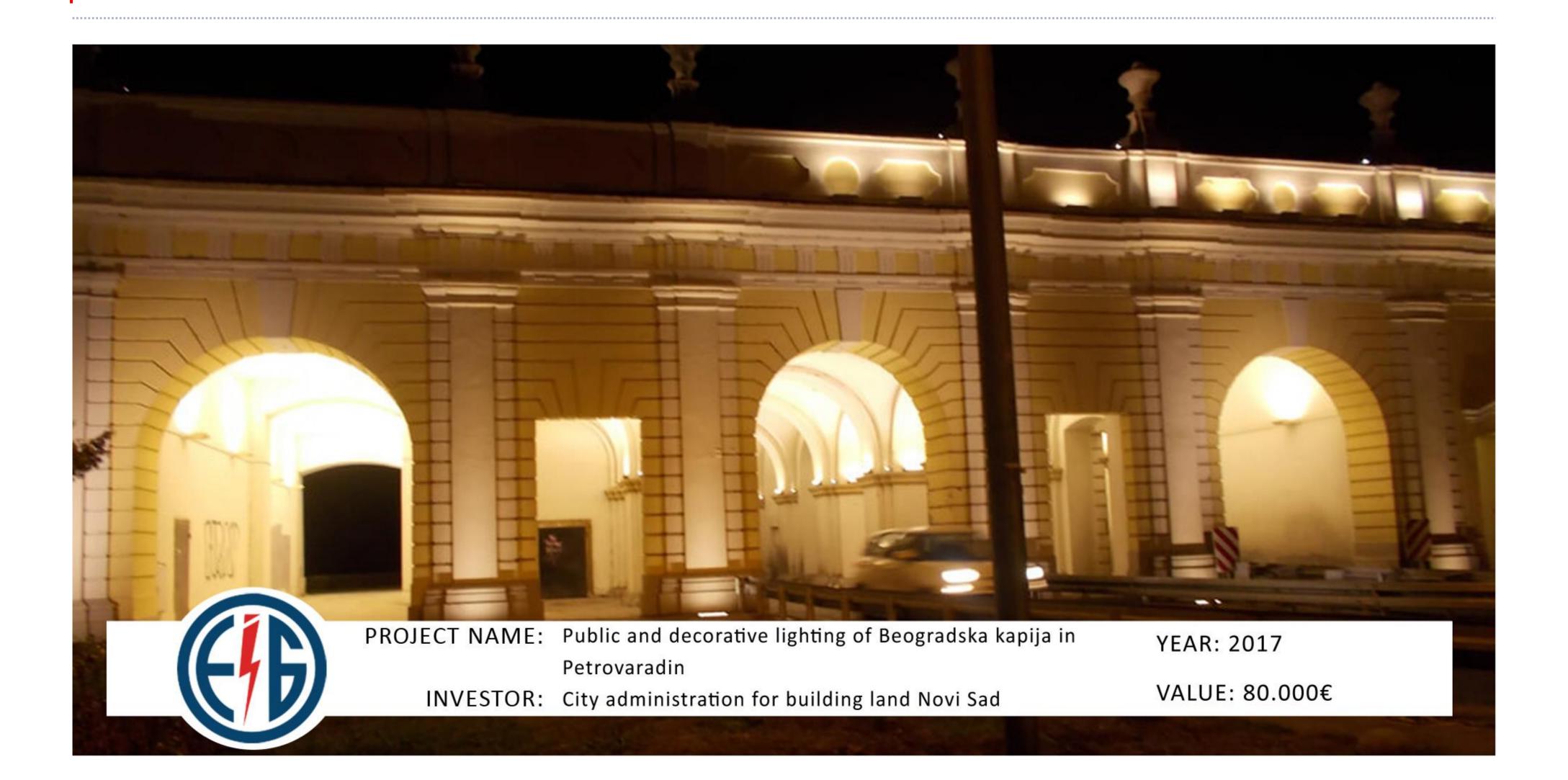




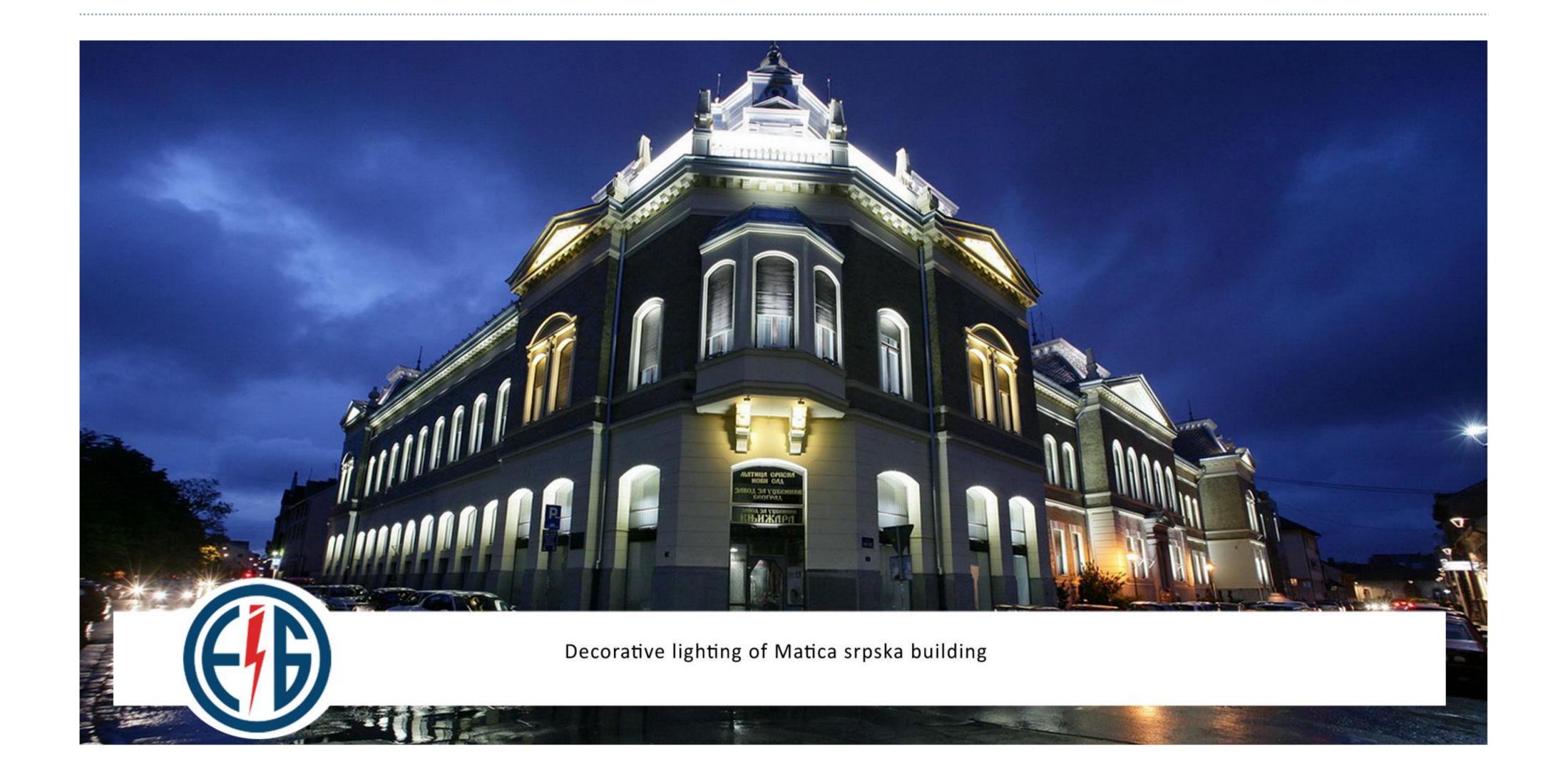


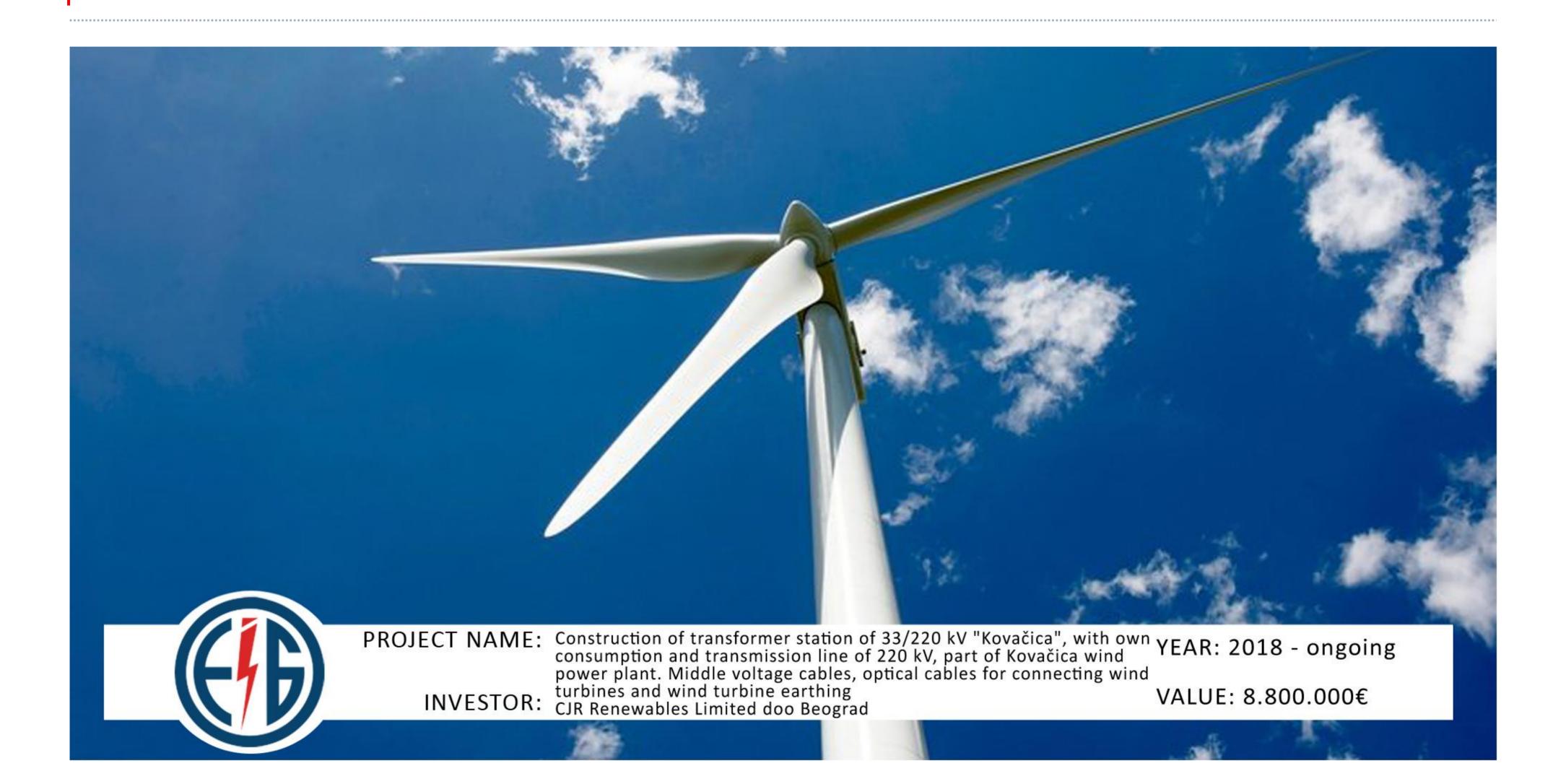


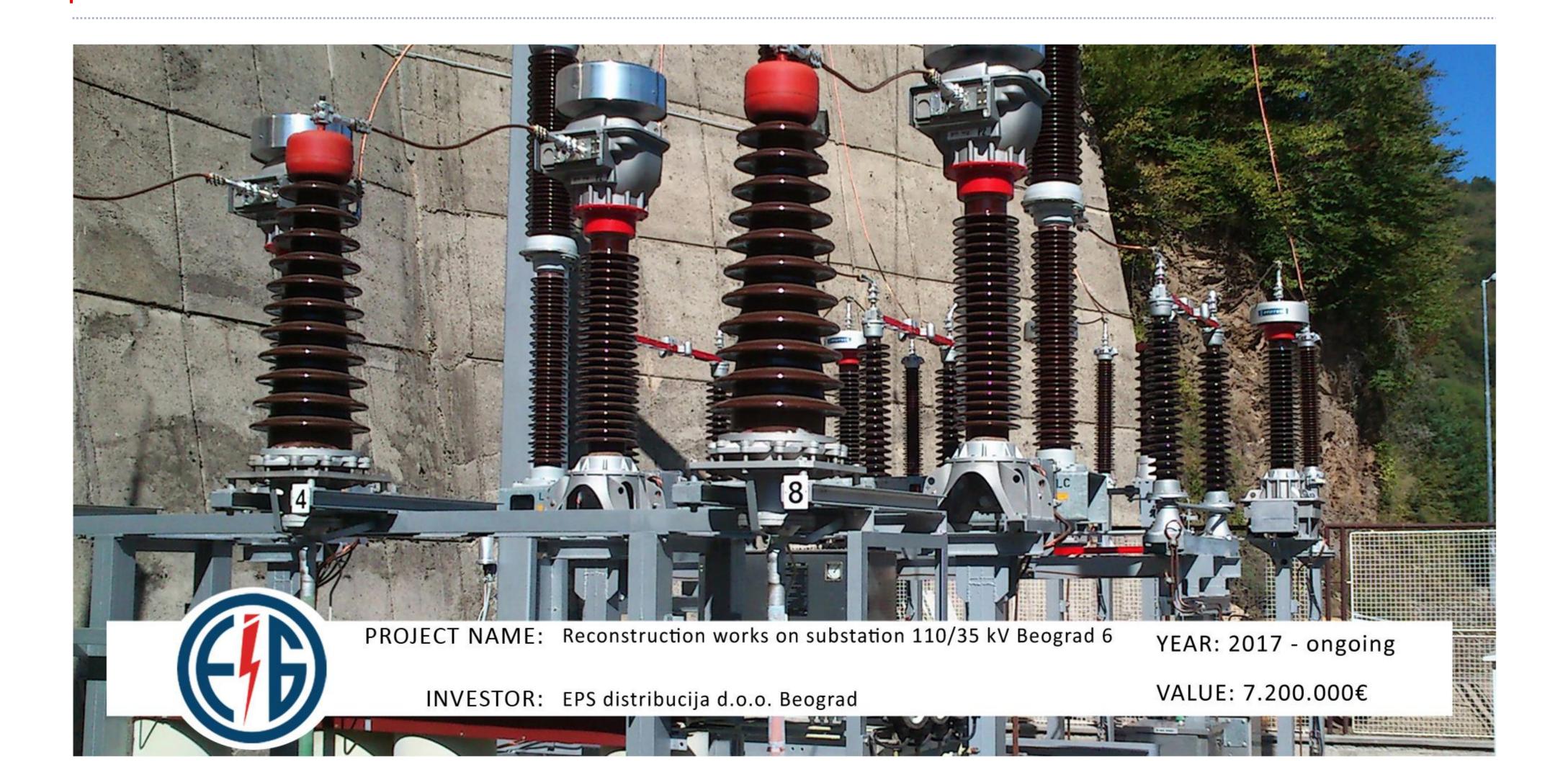


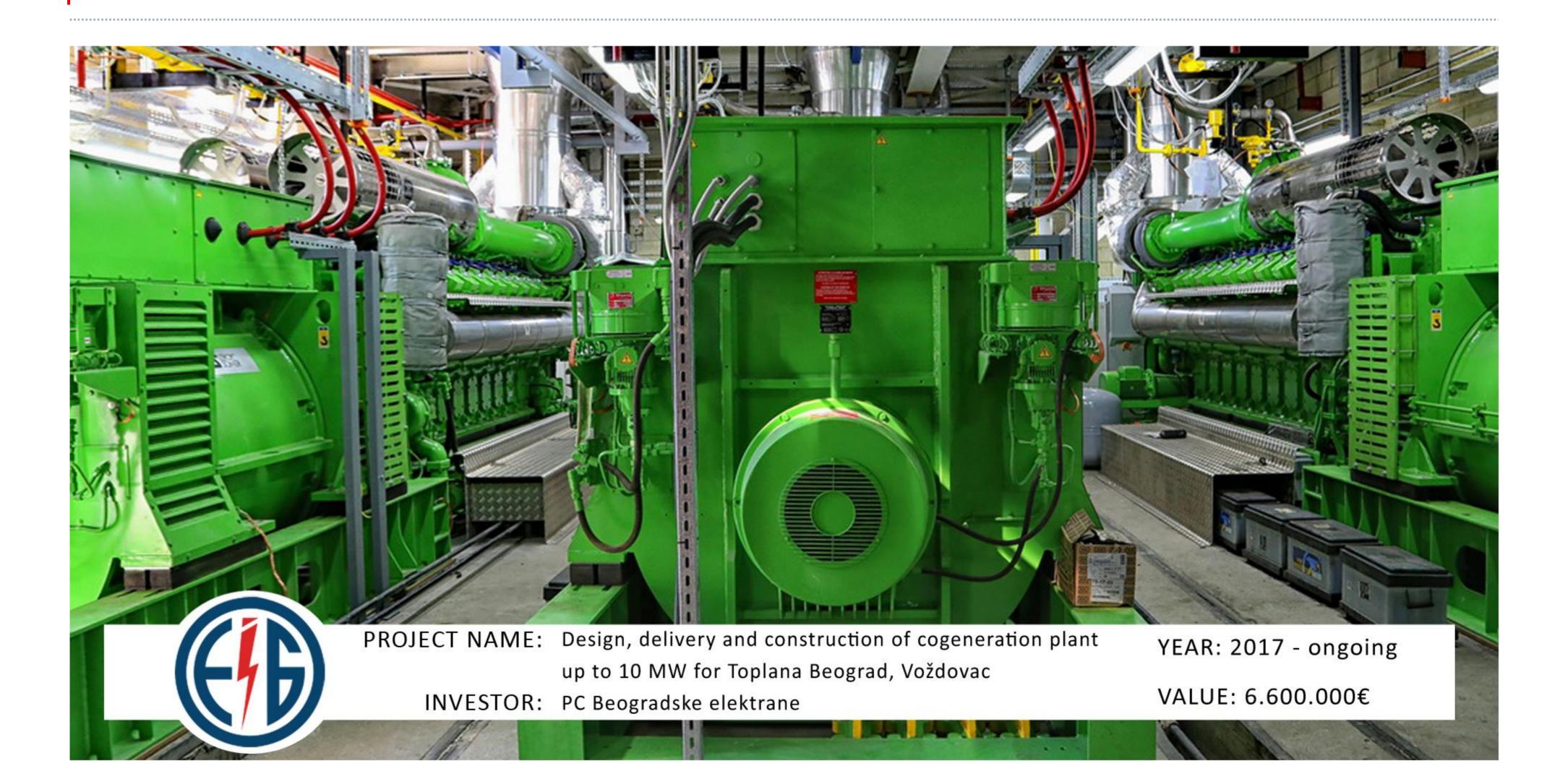






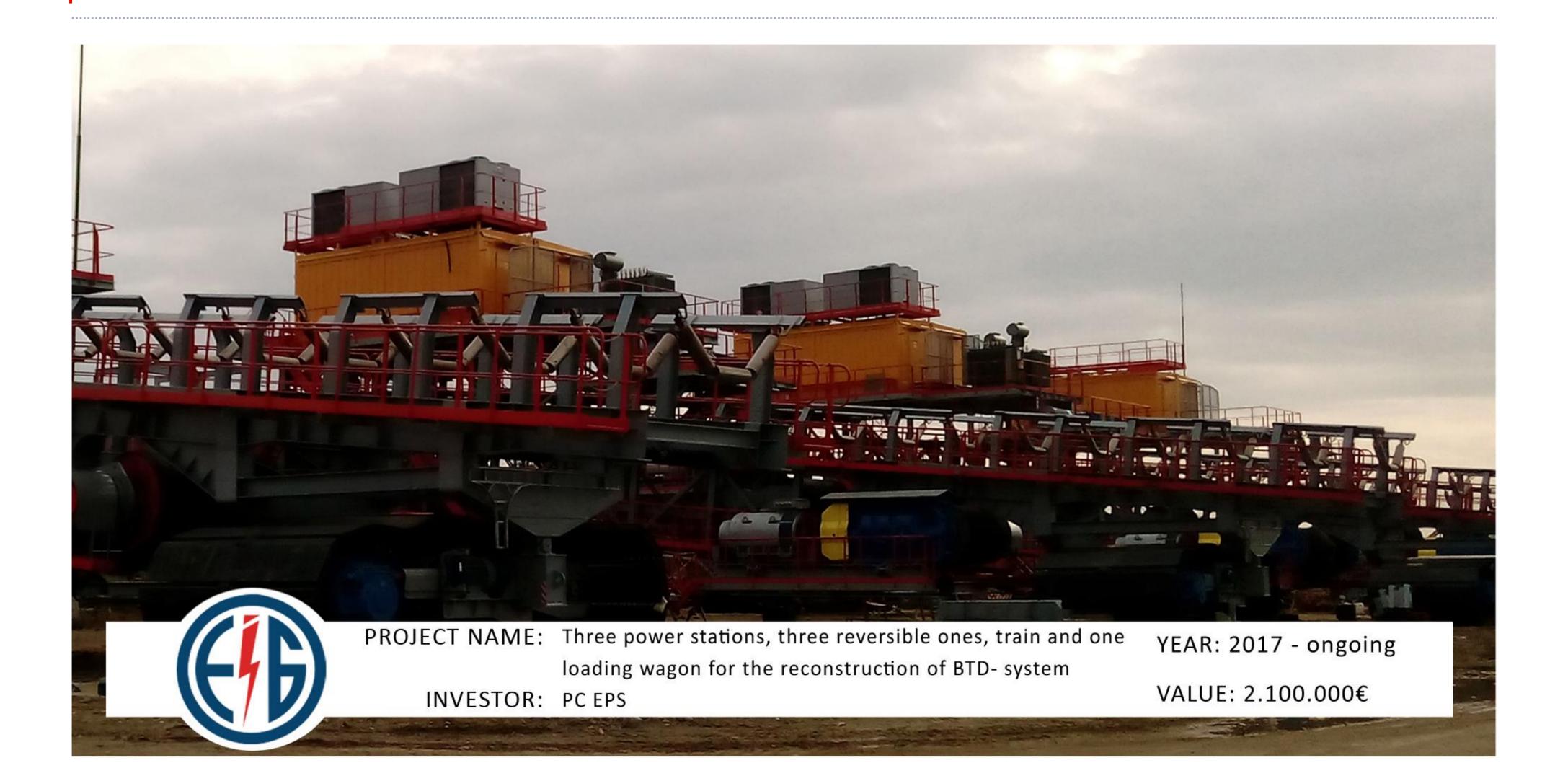


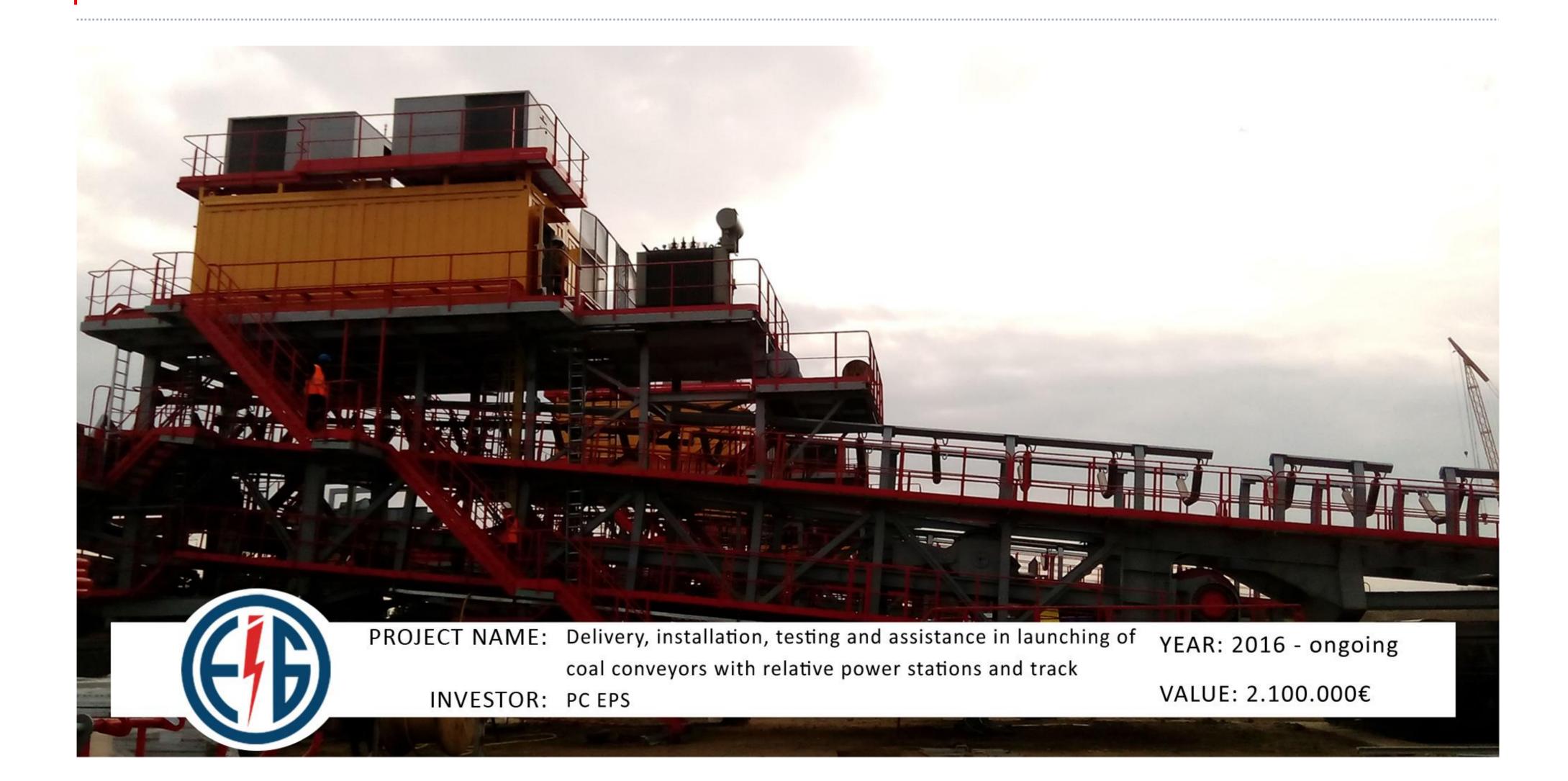


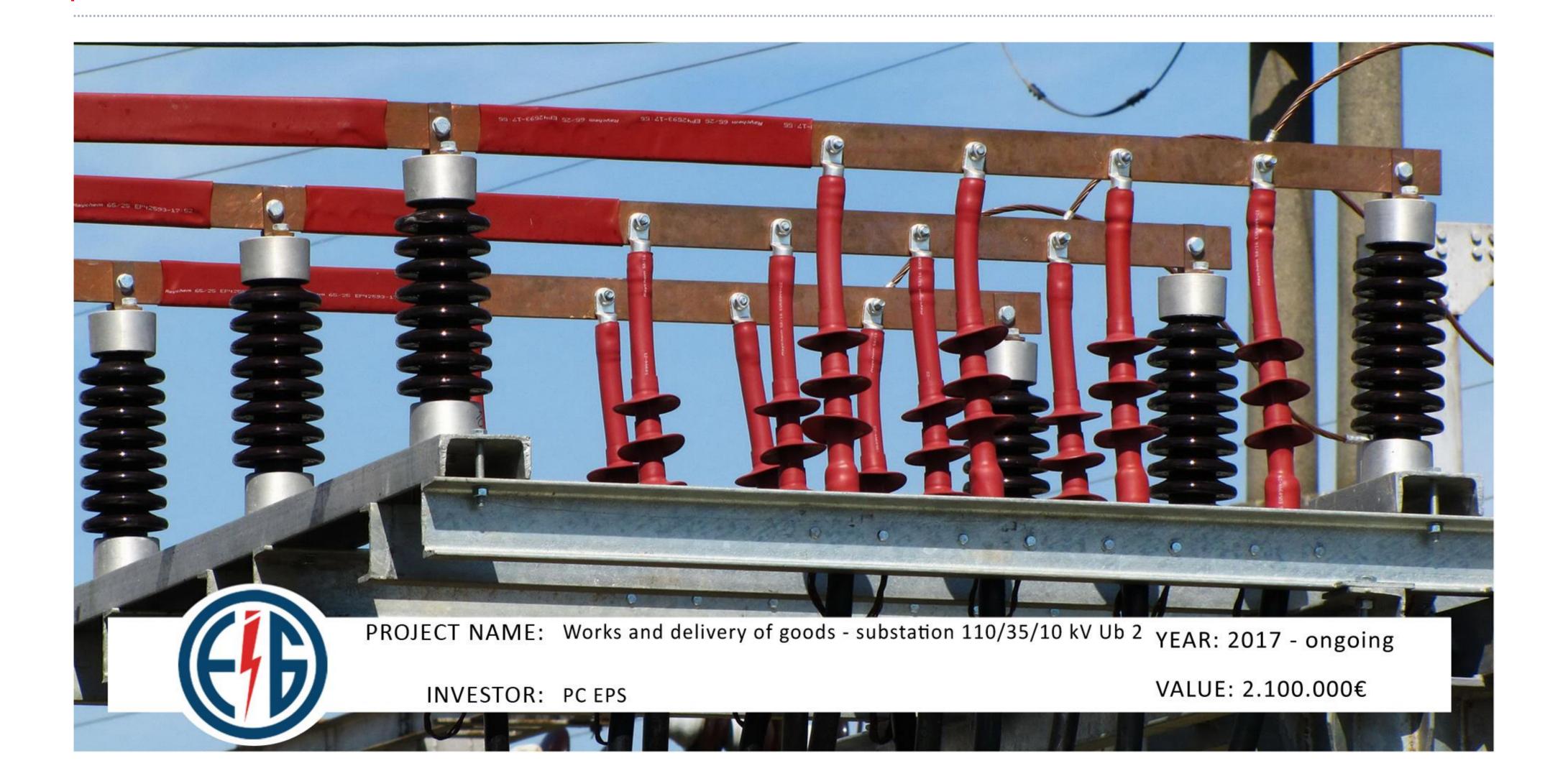


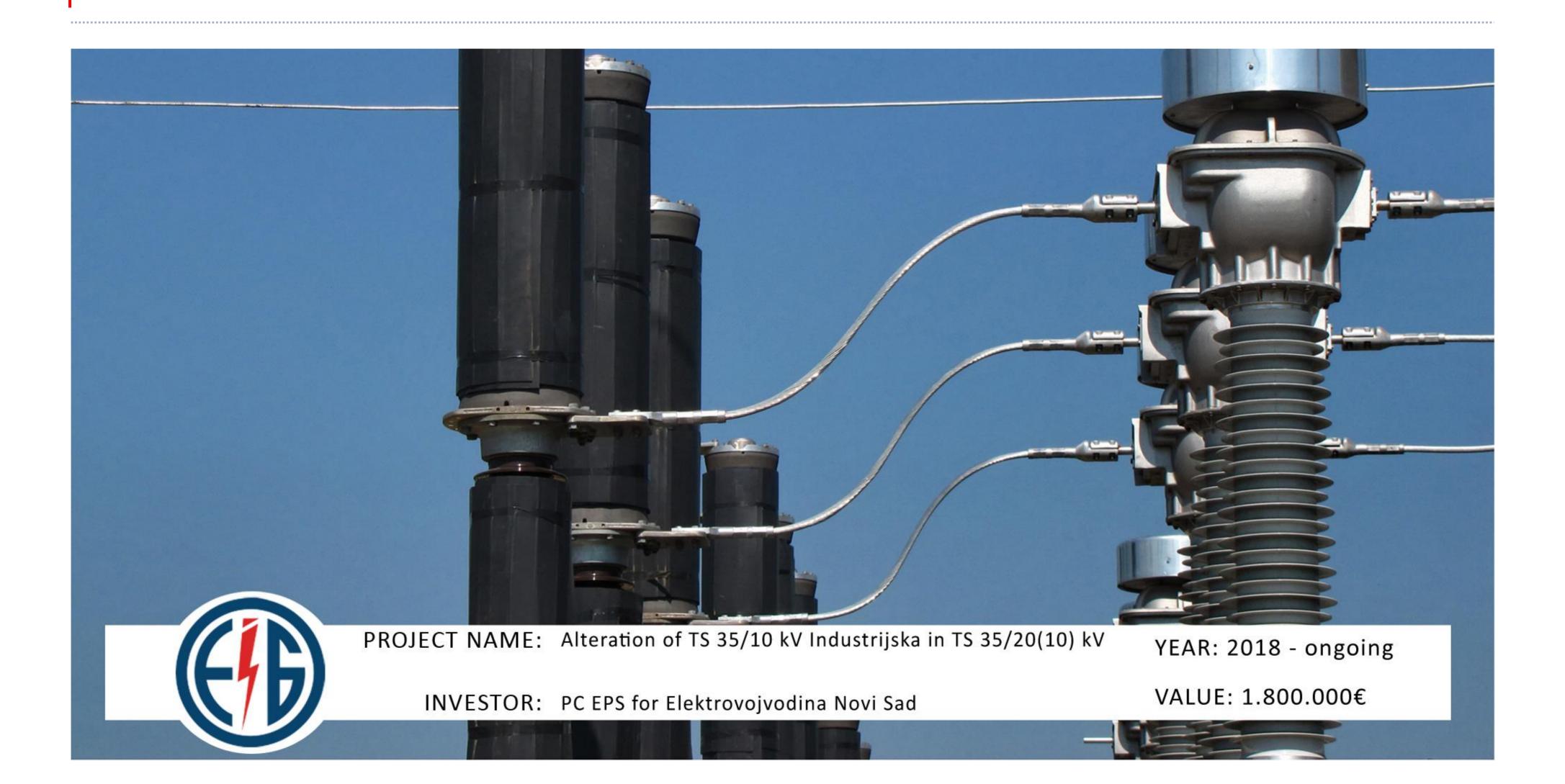




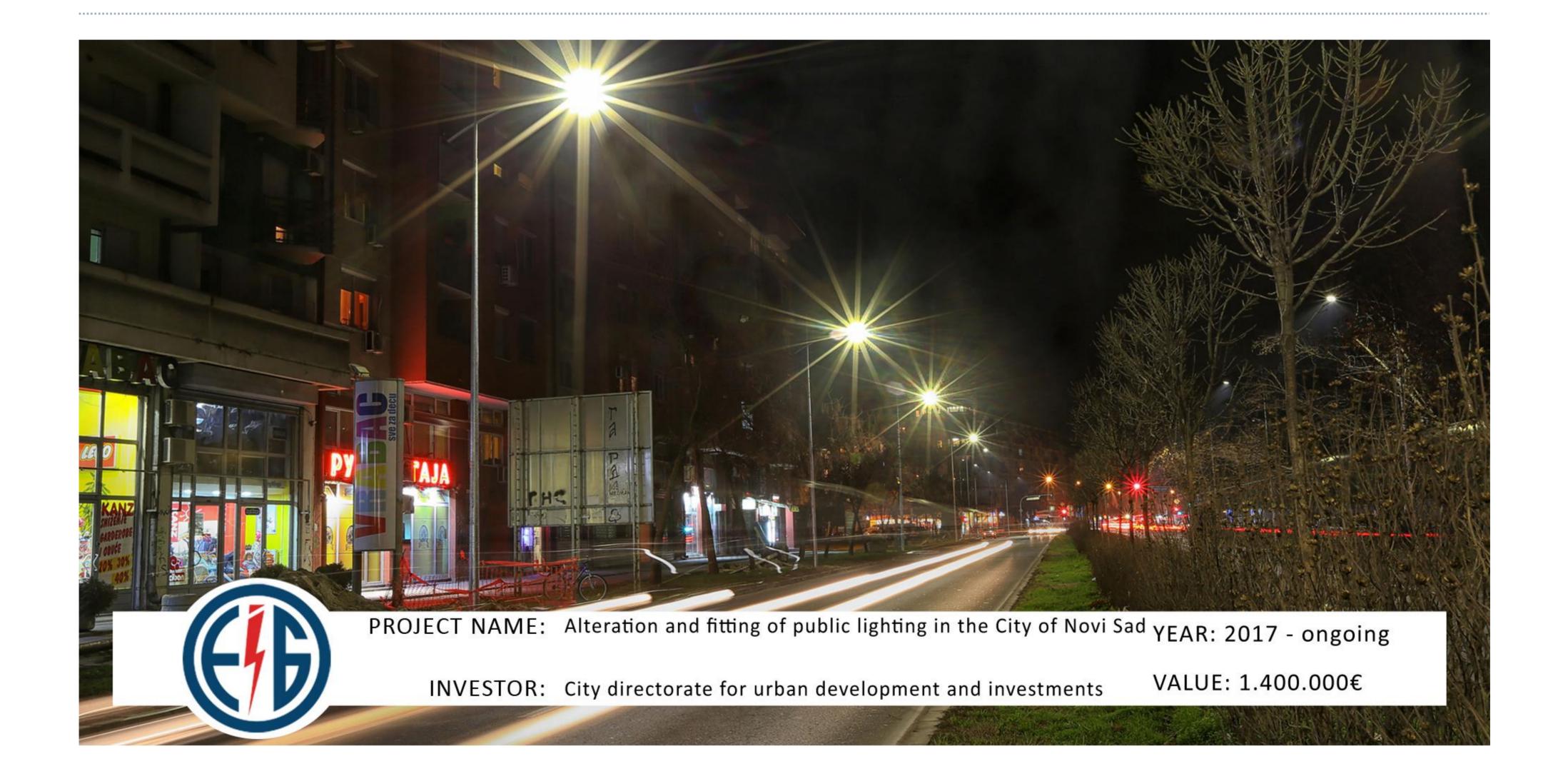


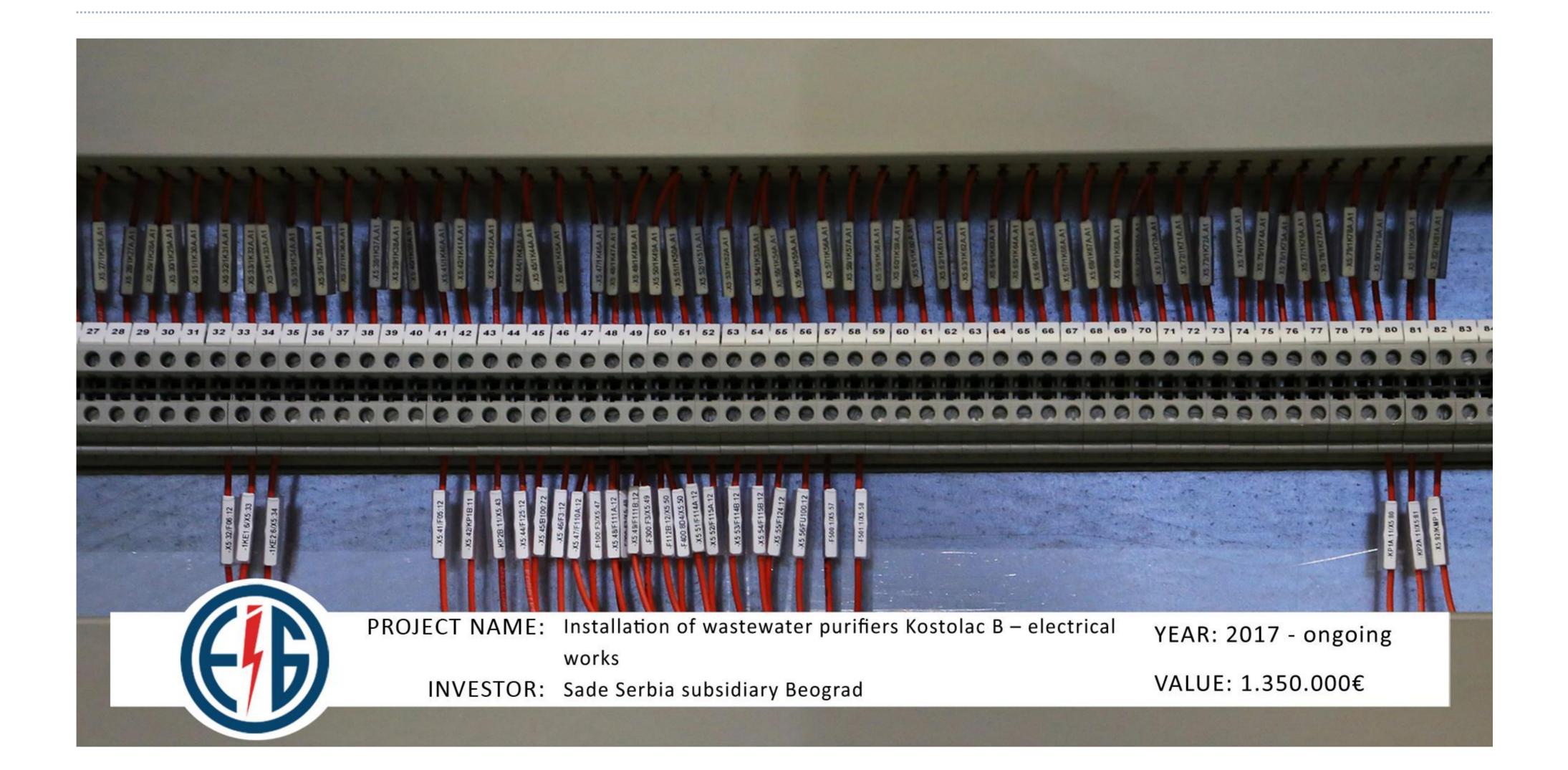
















EDUCATIONAL CENTRE FOR PROFESSIONAL TRAINING



The Educational Training Centre for workers and students has been active since 2014.



It has state-of-the-art equipment and consists of three classrooms and two workshops for practical lessons.



Until 2017, more than 200 electrical fitters were trained and went on to work in Germany.



Currently, the Centre is giving practical lessons to the students Electrical Engineering High School Mihajlo Pupin, according to the Law on Dual Education.

SOCIAL RESPONSIBILITY

Investment in the young is investment in the future!





"Energotehnika - Južna Bačka" provides scholarships for one whole class of Electrical Engineering High School Mihajlo Pupin in Novi Sad and is among the first Serbian companies which, in association with the School, applies the system of dual education.



Students have practical lessons in the Company's Educational Centre and once they finish high school they may start working with "Energotehnika - Južna Bačka".



"Energotehnika - Južna Bačka" and the Mihajlo Pupin School had a joint presentation at the Education Fair in Novi Sad, regarding the model of dual education system, which they have been applying for years now.

DUAL EDUCATION



SCHOLARSHIPS FOR STUDENTS



A Memorandum of Understanding was signed between "Energotehnika - Južna Bačka" and the Faculty of Technical Sciences. Accordingly, our Company took the obligation to provide from its own funds scholarships for a certain number of students every year.



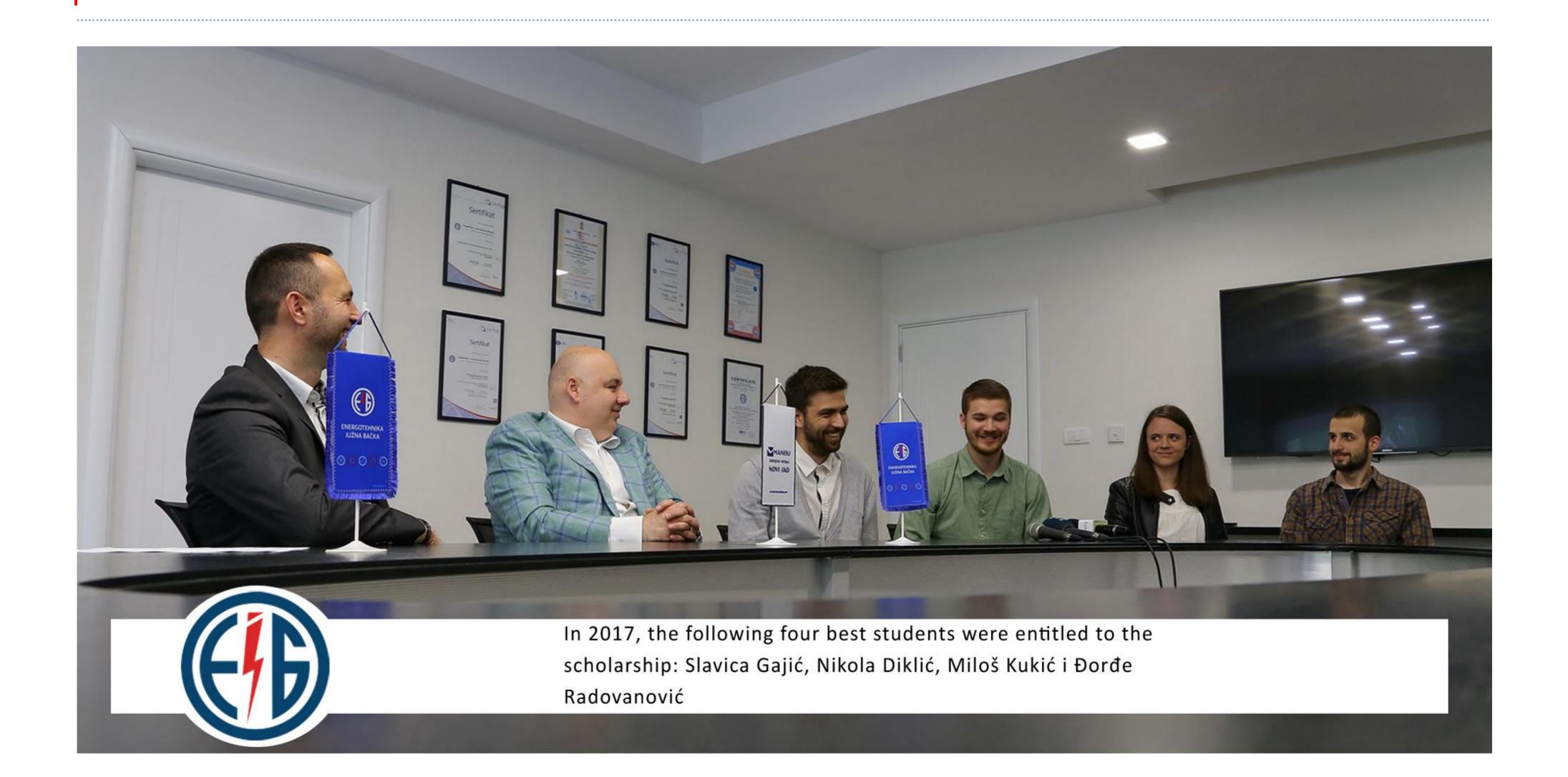
In 2017, the following four best students were entitled to the scholarship: Slavica Gajić, Nikola Diklić, Miloš Kukić i Đorđe Radovanović.



Once they complete their university studies, they will become a part of our team!



SCHOLARSHIPS FOR STUDENTS



WE NURTURE TRUE VALUES



"Energotehnika - Južna Bačka" is the sponsor of VC Vojvodina Novi Sad, Serbia's reigning volleyball champion.



President of the Company and President of the VC Vojvodina Board of Directors, Mr. Dragoljub Zbiljić, has gathered a pool of sponsors around the sole of idea of making Novi Sad the city of volleyball again. Today the Club has more than 30 sponsors, Serbia's leading companies form various lines of activity.



In December 2017, the Centre for junior player categories was fully refurbished.



WE NURTURE TRUE VALUES



SPIN - THE TEAM THAT WINS



Since 2016, Južna Bačka has been the general sponsor of Spin, table tennis club for the disabled, this club being most successful table tennis club in Serbia.



In the last Paralympics in Rio, three table tennis players from Spin won 4 medals, one gold, two silver and a bronze one.



SPIN - THE TEAM THAT WINS

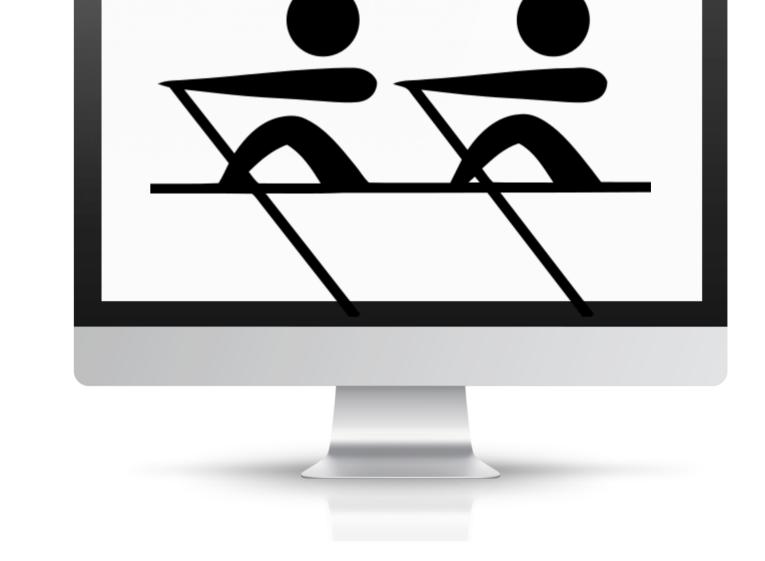


THE SUCCESSFUL DUO - JUŽNA BAČKA AND ROWERS

Funds paid to the Serbian Rowing Association by "Energotehnika Južna Bačka" contributed to our rowers' preparations, performance and achieved results in 2017 being enviable and also helped Serbian rowing maintain medal-winning continuity at the most significant international competitions.

Duo Miloš Vasić and Nenad Bedjik came in 6th at World Championships in the USA and were bronze medalists at European Championships in the Czech Republic.

Viktor Pivač and Martin Mačković - bronze medalists at World Championships in Plovdiv, Bulgaria.



Igor Djerić and Aleksandar Bedjik – silver medalists at European Championships in Poland.

Skiff rower Marko Marjanović won the bronze medal at World Cup Regatta in Belgrade.

PARTNERSHIP WITH THE BEST



















ELEKTROPRIVREDA RS

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