



**Privredno društvo za skladištenje tečnih goriva**  
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Sud. reg. br. 1-24904, ID br. 4200977100007, PDV br. 200977100007

The Supervisory Board of the company for the storage of liquid fuels "Terminali Federacije " d.o.o. Sarajevo, Bosnia and Herzegovina made a decision on June 6, 2013, to publish the following announcement:

**PUBLIC ANNOUNCEMENT**  
**for expression of interest for business cooperation with**  
**the company "Terminali Federacije" d.o.o. Sarajevo, Bosnia and Herzegovina**

- Lease of the capacity for petroleum products at terminals Živinice Blažuj-Sarajevo, Mostar and Bihać

The supportive documentation/official documents can be viewed and downloaded on the official web site [www.terminali.ba](http://www.terminali.ba) as follows:

1. Public announcement for expression of interest for business cooperation,
2. General conditions for obtaining the status of a business partner, and
3. General information related to the Public Announcement.

The deadline for applications for this announcement is June 28, 2013 until 12:00 p.m. (noon).

The company "Terminali Federacije" d.o.o. Sarajevo, Bosnia and Herzegovina, would like to announce the Public announcement with the aim of selecting business partners interested in business cooperation with the company for storing liquid fuel "Terminali Federacije" d.o.o. Sarajevo, Bosnia and Herzegovina, as decided at the Session No. XIV of of the Supervisory Board PD "Terminali Federacije" d.o.o. Sarajevo, held in Sarajevo on 06.06.2013. year, as follows:

**PUBLIC ANNOUNCEMENT**  
**for expressions of interest for business cooperation with**  
**the company "Terminali Federacije" d.o.o. Sarajevo, Bosnia and Herzegovina**

- Lease of the capacity for petroleum products at terminals Živinice Blažuj-Sarajevo, Mostar and Bihać

1. PD "Terminali Federacije" d.o.o. Sarajevo invites interested local and foreign companies registered for one or more of the following activities: production, transport, transportation, storage and distribution of petroleum products, to express their interest for business cooperation - lease of storage facilities for petroleum products at terminals Živinice Blažuj-Sarajevo, Mostar and Bihać. The interested parties are obliged to submit the initial offer under conditions and in the manner specified in the "General Conditions for obtaining the status of a business partner."

2. Business cooperation may include: rent of part storage capacities PD "Terminali Federacije" d.o.o. Sarajevo AS IS; then, rent of storage for required reserves of petroleum products of the Federation of BiH, and other kinds of business cooperation which is of interest to both parties.

3. In order to prepare the Initial offer, the interested companies may request the document the "General conditions for obtaining the status of business partner," in the head office by e-mail or by downloading from the website: [www.terminali.ba](http://www.terminali.ba)

4. Companies that meet the requirements specified in the "General Conditions for obtaining the status of a business partner", and which accept the pre-conditions and provide the required documentation, may obtain the status of qualified-acceptable companies for business co-operation with PD "Terminali Federacije" d.o.o. Sarajevo. Upon the aforementioned verification of the business status is confirmed, the Board of PD „Terminali Federacije“ d.o.o. will initiate negotiations with qualified companies in order to concretize their contract on business cooperation.

5. Bidders interested in business cooperation are obliged to submit the following documents:

- A copy of the company's registration, their subsidiary companies and joint venture companies,
- Name, phone and fax number, e-mail address of the contact person for further contacts and information,
- Enclosed to the documentation, please submit the certified documents, response documents, statements, offers or information, as defined in the "General Conditions".

6. Initial offers written in one of the official languages of Bosnia and Herzegovina, or in English, can be submitted in person, or by mail to: PD "Terminali Federacije" d.o.o. Sarajevo, Ul. Hamdije Ćemerlića br.2/XIV, 71000 Sarajevo, Bosnia and Herzegovina, at the latest by 28.06.2013. at 12:00 pm.

7. Additional information that may assist in preparation of the Initial offer can be requested by phone +38733.703.786; 00387.33.613.479 by fax, or by e-mail: [protokol@terminali.ba](mailto:protokol@terminali.ba). If requested, replies can be submitted in writing.

8. PD "Terminali Federacije" d.o.o. Sarajevo reserve the right, with no obligation to bidder, to cancel this Announcement in whole or partly, to restate and amend it or delay resolution of commenced procedure for specific time period. All costs related to participation in this Announcement shall be covered by the bidders, with no compensation of any costs by the company "Terminali Federacije" d.o.o. Sarajevo.

**General conditions for obtaining the status of a business partner**

**PD "Terminali Federacije" d.o.o. Sarajevo**

1. Business partner is supposed to be a domestic or foreign company that deals with activities, such as : production, transportation, transport, storage, distribution of petroleum products.

It is necessary that the bidder for those activities that he does provide information and qualified indicators for petroleum products as specified:

a) Annual production capacity (t) :

b) Number of retail outlets in the region:

- property,
- franchise,
- lease, etc.

c) Traffic in tonnes respectively in the markets: Bosnia and Herzegovina, Croatia, Serbia, Montenegro, Kosovo:

d) Storage capacities in the region (m<sup>3</sup>):

e) Other things that can affirm offer:

***Remark:*** Data can be given integrated for a company or individually for the holding company, subsidiaries, joint venture companies if the bidder have any . Specification of a) e) repeat as many times as there are different products.

2. Suitable partner should have an international references in the area dealt with, and of interest for PD "Terminali Federacije "d.o.o. It will particularly appreciate the references to an interesting market for us, ie. in the Mediterranean region and South East Europe. It is necessary that the bidder along with the information given under 1). provide information about their organized presence in the region through the provision of information about themselves, about their dependent companies or joint venture companies in which it has a share of ownership in the region as well as the defined under 1c). Data should include:

- Company name bidder or Subsidiaries firms:
- Number of employees:
- Date of registration:
- Turnover data in year 2011th and 2012:
- Other things that can affirm offer:

**Remark:** Bidders should provide information that are public and not subject of a trade secret. Previous specification repeat as many times as there are individual firms.

3. Suitable partner should have long-term goals in the field of petroleum industry in these area, which will prove its ongoing investments in the last five years in the region as a sub 1c) or planned activities in the future.

It is necessary that the bidder submit information about the level of realized investment in the region as in 1c) and by year.

4. Suitable partner must make a statement that they will respect the existing laws and by-laws of BiH and FBiH. Also, must make a declaration that they will respect the technical, technological, detection of the explosions, fire, metrology and environmental regulations, decisions and recommendations regarding the fulfillment of the relevant European directives in the field : energy, security, storage, transportation, distribution of petroleum products, environmental, fiscal system, and other multi-interdisciplinary fields.

5. Regarding lease capacity for storage of petroleum products, suitable partner together with related persons (as specified under item 2) will be able to lease at least 2,000 m<sup>3</sup> and a maximum of 30% of the existing capacity of storage space on a single terminal, except in cases of strategic interest for PD "Terminali Federacije" d.o.o.

Notwithstanding the limitations provided in the preceding paragraph, the restriction of the leasing capacity for LPG is at least 1000 m<sup>3</sup> per terminal. PD Terminali Federacije d.o.o. intend to expand the storage capacity for LPG.

Bidders at this point should give information / offer in which locations and under which conditions they want to enter into business relations with the Terminali Federacije d.o.o. regarding the lease of certain storage facilities. The offer should at least contain the :

- Framework of renting storage capacities, by location and by product
- The period for which the lease is requested ,
- For whom is leasing (holding, dependent company, a joint venture company)
- Financial information of bid.

Minimum financial information must include:

- offered approximate price for monthly rental of warehouse space across locations, expressed in the unit EUR / m<sup>3</sup>:
- offered approximate price for the manipulation of output quantities which would be stored on terminals, by location, expressed in the unit EUR / t:
- method of lease payement:

6. Suitable partner will be able to lease capacity mentioned in the previous section for a period not less than 2 years and not more than 10 years, except in cases of strategic interest for the Terminali Federacije d.o.o. Sarajevo.

Terminali Federacije d.o.o. Sarajevo may give priority to a partner who has developed business in the region.

Regarding strategic interests and plans, bidders can at this point give all the other suggestions for possible cooperation, taking into account the organizational and ownership characteristics Terminala Federacije d.o.o.

***Remark:*** *Given suggestions can get out of the framework so far registered activity Terminala Federacije d.o.o. and also have elements of the cooperation proposal and of strategic importance for the Federation of Bosnia and Herzegovina.*

7. Given the possibility that some bidder offers a partnership in the field of storage required reserves (according to the obligations imposed by the Directive of the European Union and the impending Oil law FBH), talks about such offers Terminali Federacije d.o.o. Sarajevo will take part in this procedure, but in two separate proceedings.

8. Suitable partner will not misuse the information obtained in this procedure and will not compromise the integrity of PD "Terminali Federacije" d.o.o.

All pre-defined statements-information-Offers from points 1-9 should be signature stamped from the authorized person and also company stamp.

As a contribution to these "General Conditions", selected Bidders may review the abbreviated version of the "Technical Specifications" for the recovery of all four terminals.

*Sarajevo June, 2013.*

## General Information related to the Public Announcement

A company for the storage of liquid fuel „Terminali Federacije“ d.o.o. Sarajevo was founded by the Government of the Federation of Bosnia and Herzegovina (FBiH Official Gazette No.60/03, 51/04, 8/05, 13/05, 64/05, 74/05).

„Terminali Federacije“ d.o.o. is 100% owned by the Federation of Bosnia and Herzegovina.

Based on the above mentioned decisions of the Government of Bosnia and Herzegovina and taking into consideration its role in the oil market (Federation) Bosnia and Herzegovina, the company Terminali Federacije d.o.o. has met the conditions to present its business interests to local and foreign companies that might be interested in business cooperation with the Terminali Federacije d.o.o. via Public announcement.

Herewith is information on the characteristics of terminals which were taken over by Terminali Federacije d.o.o. with the purpose of utilization and management. This information should serve to the interested bidders to define their interest in business cooperation:

1. In compliance with the Government F BiH decision Terminali Federacije d.o.o. has taken control of the following terminals of petroleum products (previously owned by Energopetrol dd Sarajevo)

### Existing storage capacity of the terminal Blažuj-Sarajevo:

Index	Capacity [m <sup>3</sup> ]	Roof type	Diameter [m]	Height [m]
R-01	10.000	Floating	30,480	14,32
R-02	5.000	Floating	24,384	12,80
R-03	5.000	Floating	24,384	12,80
R-04	2.000	Fixed	15,240	12,80
R-05	10.000	Fixed	30,480	14,32
R-06	10.000	Fixed	30,480	14,32
Manipulative reservoirs	300	Underground		
<b>TOTAL</b>	<b>42.300</b>			
<b>LPG</b>	1.000	Sphere	12,5	

**Existing storage capacity of the terminal Živinice - Tuzla:**

Index	Capacity [m <sup>3</sup> ]	Roof type	Diameter [m]	Height [m]
T-01	1.000	Fixed	15	6
T-02	500	Fixed	10	7
T-03	500	Fixed	10	7
T-04	5.000	Fixed	24	12
T-05	5.000	Fixed	24	12
T-06	2.700	Fixed	20	9
T-07	2.700	Fixed	20	9
Manipulative reservoirs	500	Over ground		
<b>TOTAL</b>	<b>17.800</b>			
<b>LPG</b>	1.000	Sphere	12,5	

**Existing storage capacity of the terminal Bihać**

Index	Capacity [m <sup>3</sup> ]	Roof type	Diameter [m]	Height [m]
R-01	2.700	Fixed	20,00	9,00
R-02	2.700	Fixed	20,00	9,00
R-03	5.000	Fixed	24,40	12,00
R-04	5.000	Fixed	24,40	12,00
R-05	2.700	Fixed	20,00	9,00
Manipulative reservoirs	200	Above ground		
<b>Total</b>	<b>18.300</b>			

**Existing storage capacity of the terminal Mostar:**

Index	Capacity [m <sup>3</sup> ]	Roof type	Diameter [m]	Height [m]
R-05	6.800	Fixed	24,384	14,32
R-06	6.800	Floating	24,384	12,80
R-07	6.800	Floating	24,384	12,80
R-08	3.700	Floating	18,280	12,80
R-09	2.500	Floating	15,240	14,32
R-10	1.300	Floating	13,716	14,32
R-11	2.800	Floating	17,860	13,50
R-12	3.500	Floating	21,080	12,80
R-18	2.800	Fixed	17,188	12,80
Manipulative reservoirs	300	Above ground		
<b>Total</b>	<b>37.300</b>			
<b>LPG</b>	1.000	Sphere	12,5	

All terminals have rail-track with equipment for unloading/loading , and are associated with the Naftni terminali Federacije d.o.o. Ploče, Republic of Croatia , capacity of 81.250m<sup>3</sup>.

2. Cost of services and the scope of cooperation will be separately negotiated and agreed on with the selected partner. These negotiations will be the special part of the negotiation procedure.
3. General manager will lead negotiations related to this Public announcement on behalf of the Terminali Federacije d.o.o.. General Manager will, if necessary, engage additional experts.
4. The deadline for submission of applications/offers of interested partners is defined in the Public announcement.
5. Bidders who are interested in business cooperation should submit the following documents as defined in the Public announcement:
  - A copy of the registration of your company, its subsidiaries and joint venture companies
  - Name and surname, phone and fax number and e-mail address of the contact person for further contacts and information,



- Enclosed documentation should include certified documents, response documents, information or offers as defined in the "*General Conditions*",
- Company address.

6. PD "Terminali Federacije" d.o.o. Sarajevo reserve the right, with no obligation to bidder, to cancel this Announcement in whole or partly, to restate and amend it or delay resolution of commenced procedure for specific time period.