Company ID

- State: Bosnia and Herzegovina
- Entity: The Federation of Bosnia and Herzegovina
- Canton: The Herzegovina-Neretva Canton
- City: Mostar
- Address: Baćevići bb, 88000
- Contact: +387 (0) 36 375 555 / +387 36 350 065 (fax)
- E-mail: aluminij@aluminij.ba
- Website: www.aluminij.ba
Shareholder structure

- Small shareholders - 44%
- Government of the Federation of B&H - 44%
- Government of the Republic of Croatia - 12%
History

• The history of the aluminium industry in Herzegovina is in the same time the history of Aluminij, and it has its roots as early as the beginning of the 20th century;

• The smelter was established in 1977 under its current name;

• It had developed unstoppably and, in the 1980s it grew into the largest exporter in the former Socialist Republic of Bosnia and Herzegovina.
Destruction and Renewal

- Right at the beginning of the war, in 1992, Aluminij was destroyed;
- The war damage was estimated at EUR 140 million;
- Renewal starts immediately after the war and Aluminij restarts its plants in 1997;
- The first, actually, hand-written business agreement was concluded in 1996, with the company of the German group Daimler.
• Investments in the extensive modernization of the production facilities amounted EUR 250 million;
• The production capacities have been increased by 30 percent and metal purity (99.85%) reached the world's top itself;
• Just for the environmental upgrade Aluminij set aside funds in the amount of EUR 30 million;
• We are certified according to ISO 9001 and ISO 14001 standards.
All 256 electrolytic pots operate in the so-called closed system, with minimal impact on the environment, and the smelter’s soil, air and water are under constant supervision of the authorized state and international bodies.
Today, Aluminij d.d. Mostar is the true bearer of the development of Bosnia and Herzegovina, with its 900 employees and even 40,000 people, who directly or indirectly, depend on it;

The backbone of our operations are three basic plants - Anode, Electrolysis and Casthouse;

We have the capacity to produce 130,000 tones of primary aluminium and additional 70,000 tons from solid primary and secondary aluminium remelting, with additional alloying;

Currently, more than one quarter of Electrolysis Plant production has been shut down.
• Share capital of Aluminij d.d. Mostar is KM 190 million;
• We are export-oriented factory and 70-75 % of our production is for foreign market (Western Europe) and domestic market about 25-30 %;
• 90 % of our 900 employees work in production facilities, while the remaining 10 % of them work in administrative and support activities.
Products

BILLETs

SMALL INGOTS

SLABS

WIRE
Smelter Surrounded by Greenery
Growing into Brand

- We have been the largest B&H exporter for years, with exports exceeding EUR 200 million on an annual basis;
- The network of our business partners, customers and suppliers, is ramified on almost every continent of the world;
- Thanks to Aluminij, several economic giants operate successfully in B&H and we have opened the door of international connecting for many domestic companies;
- We are the driving force and the main bearer of the overall economic development of Bosnia and Herzegovina;
- Socially-responsible work is a part of our business strategy.
Short-term Strategy

• Our priority is to restore the production to full capacity!

➢ The strong effects of the global economic crisis forced us to shut down more than 25 percent of our electrolytic potline;
➢ Restart of potline requires significant investments, but only that guarantees revenue growth and business stabilization.
Long-term Strategy

• The Aluminij long-term strategy is a shift from the upstream production (raw material) to downstream production, i.e., products with high added value;

• Construction of a metal processing plants and creation of the aluminium region are the backbone of our vision of the future of Aluminij, and the entire B&H economy;

• Our goal is to find a stable partner who would invest funds in the processing plants and ensure placement of the value-added finished and semi-finished products on foreign markets.
Investing in B&H

- A strategic location to European, Middle Eastern and Asian markets;
- Pan-European Corridor: Corridor Vc going from Hungary, through Croatia and B&H, to the Port Ploče (Republic of Croatia);
- Well developed road and railway network;
- 4 international airports Banja Luka, Sarajevo, Mostar, Tuzla with multiple daily flight to major European cities;
- 2 river ports and 2 international ports.

<table>
<thead>
<tr>
<th>Distance</th>
<th>Miles</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sarajevo – Belgrade</td>
<td>206 km / 128 miles</td>
</tr>
<tr>
<td>Istanbul</td>
<td>930 km / 578 miles</td>
</tr>
<tr>
<td>London</td>
<td>1620 km / 1006 miles</td>
</tr>
<tr>
<td>Munich</td>
<td>708 km / 440 miles</td>
</tr>
<tr>
<td>Paris</td>
<td>1349 km / 838 miles</td>
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<tr>
<td>Rome</td>
<td>516 km / 320 miles</td>
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<tr>
<td>Vienna</td>
<td>511 km / 317 miles</td>
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<tr>
<td>Zurich</td>
<td>859 km / 533 miles</td>
</tr>
<tr>
<td>Zagreb</td>
<td>288 km / 179 miles</td>
</tr>
</tbody>
</table>
## Investing in Aluminij

### INTERNAL FACTORS
- The largest production of primary aluminum in SE Europe;
- Availability of liquid metal
  - The largest electrolysis plant in this part of Europe;
- The ability to quickly adapt to requirements and needs;
- Internal infrastructure;
- Extensively modernized factory plants
  - Technologies: Hydro, Wagstaff, Outotec, Hertwich…;
- Know-how
  - High degree of application in production processes;
- Energy efficiency and environmental protection;
- Positive references of the largest European buyers
  - Glencore International AG;
  - Impol;
  - SAPA…;
- Quality of products in the world’s top level for 25 years now.

### EXTERNAL FACTORS
- Geographic position
  - (43°16'47" N 17°49'14" E);
- Accessibility of the European market
  - EU + non EU;
- Infrastructure connectivity
  - Airport, Port of Ploce, highways, railways…;
- Preferable tax environment
  - 10% corporate income tax.
- Operating costs
  - Significantly lower than in EU.
Our name guarantees excellence!