

## COMPANY PROFILE

### CONTACT DATA

<b>Company: Agroinnovatia International Ltd.</b>		
Group: Landmaschinen Vertrieb Altenweddingen GmbH		
Address: Promyslova 9a		
Zip Code: 12403	City: Beresina, Schytomyr region	Country: Ukraine
Phone: +380983048496	Fax:	
Web site: agroinnovatia.com		
<b>Person/s in charge of Purchasing/participating to the event</b>		
Position: CEO		
Spoken languages - German, English, Russian, Ukrainian		

### COMPANY ACTIVITY

Activity	Import	Distribution	Agent	Other
Turnover 2017 - \$ / €(please specify)	1.600.000 €	2.200.000 €	650.000 €	
Turnover 2016 - \$ / €(please specify)	2.100.000 €	2.450.000 €	720.000 €	
Turnover import 2017 - \$ / € (please specify)				
Nr. of employees (2017):	10			
Year of establishment:	2010			
Short description of the company structure (Head office and subsidiaries): Agroinnovatia International Ltd. is a Ukrainian subsidiary of the German company - LVA GmbH (John Deere dealer) The head office is located in Beresina (close to Zhytomir city). The other premises of the company will be build in Pirjatin (on the border between Kiev and Poltava regions)				
Short description of the activity: The company imports from Western Europe and distributes in Ukraine agricultural machines and parts to them and also provides professional service, maintenance and repair of these machines.				
Our main specialization: distribution of used John Deere machinery and spare parts				
		Yes	No	
HARVESTING OF PRODUCTS		x		
IMPLEMENTS FOR ZOOTECHNICS			x	
MISCELLANEOUS		x		
PREPARATION OF THE SOIL AND SEEDING		x		
SPRAYING, COMPONENTS, ACCESSORIES		x		
TRANSPORTATION OF PRODUCTS			x	

After sales services offered to our clients:	X yes	o no
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## DISTRIBUTION

<p>Short description of Distribution and Sales: The main part of our sales are used John Deere tractors, harvesters, sprayers and balers, as well used Claas and Case tractors and harvesters. Moreover we distribute used and new machinery for soil preparation and seeding of European producers, mostly as combination with tractors.</p>	
<p>Geographic area covered by our distribution network: the whole Ukraine, seldom also Russia, Moldova, Belarus.</p>	
<p>Sole agency/distribution of foreign products: No</p>	
<p>List of Foreign companies we deal with and country of origin: LVA, DBV, HarvestPark, Fricke and other German distributors of agricultural machinery. Ziegler, Eisele, Rauch / Germany Monfort SA / Belgium Stark/ France Technik Plus / Austria SoucyTrack, HoneyBee / Canada</p>	
<p>Our clients' characteristics: Farmers with estates of 500 till 10.000 ha</p>	

## ADDITIONAL REQUIREMENTS

<p><b>The suppliers/partners we are looking for should have the following features:</b></p>		
<p>Quality standards: high quality products and services</p>		
<p>Company availability to guarantee local assistance</p>	<p><input checked="" type="checkbox"/> yes</p>	<p><input type="checkbox"/> no</p>
<p>Other requirements (particular needs, machines we are looking for, etc.): For enlargement we would like to find the reliable producers and suppliers of machinery for soil preparation and seeding.</p>		



European Regional  
Development Fund

## COMPANY PROFILE

### CONTACT DATA

<b>Company:AGRO TECH PMD D.O.O</b>		
Group:		
Address:TOPOLSKI PUT 2.		
Zip Code:24426	City:TREŠNJEVAC	Country:SERBIA
Phone:+38124224224	Fax:+38124224224	
Web site: www.agrotech.rs		
<b>Person/s in charge of Purchasing/participating to the event</b>		
Position: Sales manager		
Spoken languages Italian, Hungarian, English		

### COMPANY ACTIVITY

Activity	Import	Distribution X	Agent	Other
Turnover 2017 - \$ / € (please specify)				
Turnover 2016 - \$ / € (please specify)				
Turnover import 2017 - \$ / € (please specify)				
Nr. of employees (2017):	25			
Year of establishment:	2006			
Short description of the company structure (Head office and subsidiaries): Head office in Trešnjevac, subsidiaries in Novi Sad and Bačka Topola.				
Short description of the activity: Distribution of agricultural machinery.				
Our main specialization:				
		Yes	No	
HARVESTING OF PRODUCTS		x		
IMPLEMENTS FOR ZOOTECHNICS				
MISCELLANEOUS				
PREPARATION OF THE SOIL AND SEEDING		x		
SPRAYING, COMPONENTS, ACCESSORIES		x		
TRANSPORTATION OF PRODUCTS		x		
After sales services offered to our clients:	<input type="radio"/> yes		<input type="radio"/> no	

### DISTRIBUTION



REGIONE  
PIEMONTE

Regional policy for smart,  
sustainable and inclusive growth

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Short description of Distribution and Sales: Distribution of agricultural machinery.Tractors,harvesters and equipments.
Geographic area covered by our distribution network: Territory of Serbia
Sole agency/distribution of foreign products: Yes
List of Foreign companies we deal with and country of origin: Steyr-Austria,ArmaTrac-Turkey,Idrofoglia-Italy,Fliegl-Germany,He-Va-Denmark,Berthoud-France,McHale-Ireland,Ma/ag-Italy,Rabe-Germany,APV-Austria,Bednar-Czech republic,Rostselmash-Russia.
Our clients' characteristics: Farmers,Livestock breeders,Fruit grovers.

### ADDITIONAL REQUIREMENTS

<b>The suppliers/partners we are looking for should have the following features:</b>		
Quality standards:		
Company availability to guarantee local assistance	<input checked="" type="radio"/> yes	<input type="radio"/> no
Other requirements (particular needs, machines we are looking for, etc.):		

## COMPANY PROFILE

### CONTACT DATA

<b>Company: EVRO STIL DOO</b>		
Group:		
Address: 8-MI SEPTEMVRI 61		
Zip Code: 7000	City: BITOLA	Country: MACEDONA
Phone: +38947233100	Fax:	
Web site: www.evrostil.com.mk		
<b>Person/s in charge of Purchasing/participating to the event</b>		
Position: Brand Manager		
Spoken languages – English		

### COMPANY ACTIVITY

Activity	Import	Distribution	Agent	Other
Turnover 2017 - \$ / € (please specify)	5 200 000 €			
Turnover 2016 - \$ / € (please specify)	5 000 000 €			
Turnover import 2017 - \$ / € (please specify)	4 560 000 €			
Nr. of employees (2017):	35			
Year of establishment:	1997			
Short description of the company structure (Head office and subsidiaries): Head office in Bitola and branches in Struga, Strumica and Prilep				
Short description of the activity: Dealing with agriculture, forest and milking machinery.				
Our main specialization:				
	Yes		No	
HARVESTING OF PRODUCTS				
IMPLEMENTS FOR ZOOTECHNICS				
MISCELLANEOUS				
PREPARATION OF THE SOIL AND SEEDING				
SPRAYING, COMPONENTS, ACCESSORIES				
TRANSPORTATION OF PRODUCTS				
After sales services offered to our clients:	o yes		o	

## DISTRIBUTION

<p>Short description of Distribution and Sales: We have 4 branches and 6 dealers where we sell.</p>
<p>Geographic area covered by our distribution network: We sell in Macedonia, Monte Negro, Albania, Kosovo and Serbia</p>
<p>Sole agency/distribution of foreign products:</p>
<p>List of Foreign companies we deal with and country of origin: CLAAS – Germany, Landini – Italy, EMAK – Italy, Mahindra – India ...</p>
<p>Our clients' characteristics: Farmers and food production industry</p>

## ADDITIONAL REQUIREMENTS

<p><b>The suppliers/partners we are looking for should have the following features:</b></p>		
<p>Quality standards:</p>		
<p>Company availability to guarantee local assistance</p>	<p><input type="radio"/> yes</p>	<p><input type="radio"/> no</p>
<p>Other requirements (particular needs, machines we are looking for, etc.):</p>		

## COMPANY PROFILE

### CONTACT DATA

<b>Company: POGONI SHPK</b>		
Group:		
Address: AUT. KO-KAP KM 17		
Zip Code:7011	City:KORCE	Country:ALBANIA
Phone:00355697010460	Fax:	
Web site:WWW.POGONITRACTOR.COM		
<b>Person/s in charge of Purchasing/participating to the event</b>		
Position: MANAGER		
Spoken languages:Albanian,English, Turkish Greek		
Position: manager		
Spoken languages: Albanian, English, Italian		

### COMPANY ACTIVITY

Activity	Import	Distribution	Agent	Other
Turnover 2017 - \$ / € (please specify)				1.000.000 \$
Turnover 2016 - \$ / € (please specify)				1.200.000 \$
Turnover import 2017 - \$ / € (please specify)				
Nr. of employees (2017):	13			
Year of establishment:	2000			
Short description of the company structure (Head office and subsidiaries): We have our head office in the address shown and we have a new branch near to Tirana				
Short description of the activity: Our company is importer of tractors and agricultural machineries, and we are producer of spry machines with or without mistblower.				
Our main specialization:				
	Yes		No	
HARVESTING OF PRODUCTS	yes			
IMPLEMENTS FOR ZOOTECHNICS				
MISCELLANEOUS	yes			
PREPARATION OF THE SOIL AND SEEDING	yes			
SPRAYING, COMPONENTS, ACCESSORIES	yes			
TRANSPORTATION OF PRODUCTS				
After sales services offered to our clients:	<input type="radio"/> yes	<input type="radio"/> no		

## DISTRIBUTION

Short description of Distribution and Sales:
Geographic area covered by our distribution network:
Sole agency/distribution of foreign products:
List of Foreign companies we deal with and country of origin:
Our clients' characteristics:

## ADDITIONAL REQUIREMENTS

<b>The suppliers/partners we are looking for should have the following features:</b>		
Quality standards:		
Company availability to guarantee local assistance	<input type="radio"/> yes	<input type="radio"/> no
Other requirements (particular needs, machines we are looking for, etc.):		



## COMPANY PROFILE

### CONTACT DATA

<b>Company: Poljoservis Kljakic</b>		
Group: Machinery, spare parts, maintenance		
Address: Zelengora 36		
Zip Code: 21432	City: Gajdobra	Country: Serbia
Phone: +381621053170	Fax:	
Web site: www.poljoserviskljakic.com		
<b>Person/s in charge of Purchasing/participating to the event</b>		
Position: Sales Manager		
Spoken languages: English, Russian		

### COMPANY ACTIVITY

Activity	Import	Distribution	Agent	Other
Turnover 2017 - \$ / € (please specify)	~480.000 €			
Turnover 2016 - \$ / € (please specify)	~342.000 €			
Turnover import 2017 - \$ / € (please specify)	~211.000 €			
Nr. of employees (2017):	5			
Year of establishment:	4			
Short description of the company structure (Head office and subsidiaries): Machines, spare parts and service department				
Short description of the activity: Selling machines and spare parts, servicing used tractors and combines				
Our main specialization:				
	Yes		No	
HARVESTING OF PRODUCTS	Yes			
IMPLEMENTS FOR ZOOTECHNICS	Yes			
MISCELLANEOUS	Yes			
PREPARATION OF THE SOIL AND SEEDING	Yes			
SPRAYING, COMPONENTS, ACCESSORIES	Yes			
TRANSPORTATION OF PRODUCTS			No	
After sales services offered to our clients:	o <b>yes</b>		o no	

## DISTRIBUTION

Short description of Distribution and Sales: Selling to final customers, estates and companies
Geographic area covered by our distribution network: Serbian market, with Croatia
Sole agency/distribution of foreign products: Importing
List of Foreign companies we deal with and country of origin: Seppi M, Moro Aratri
Our clients' characteristics: Arable and orchard, big estates, other companies

## ADDITIONAL REQUIREMENTS

<b>The suppliers/partners we are looking for should have the following features:</b>		
Quality standards: Quality and reliable products with acceptable prices		
Company availability to guarantee local assistance	<input checked="" type="radio"/> yes	<input type="radio"/> no
Other requirements (particular needs, machines we are looking for, etc.): Looking for dealerships		

## COMPANY PROFILE

### CONTACT DATA

<b>Company:</b> BAGI TRANS DOO		
Group:		
Address:ADRANI 199B		
Zip Code: 36203	City: KRALJEVO	Country: SERBIA
Phone:+381698003128	Fax: /	
Web site:www.bagi.rs	E-mail:	
<b>Person/s in charge of Purchasing/participating to the event</b>		
Position: Owner and director		
Spoken languages Italian and english		
Position: Manager of sale		
Spoken languages: english		

### COMPANY ACTIVITY

Activity	Import	Distribution	Agent	Other
Turnover 2017 - \$ / € (please specify)	1.000.000€	1.300.000€	400.000€	
Turnover 2016 - \$ / € (please specify)	800.000€	1.170.000€	400.000€	
Turnover import 2017 - \$ / € (please specify)	800.000€			
Nr. of employees (2017):	14			
Year of establishment:	1990			
Short description of the company structure (Head office and subsidiaries): On head of our company is director who is in charge for making decisions, there is sector of marketing and sale, sector of international transport and sector of freight forwarding.				
Short description of the activity: We import and sell agricultural machines (tractors, harvesters, balers etc.), construction machines				
Our main specialization:				
	Yes	No		
HARVESTING OF PRODUCTS	x			
IMPLEMENTS FOR ZOOTECHNICS		x		
MISCELLANEOUS	x			
PREPARATION OF THE SOIL AND SEEDING	x			
SPRAYING, COMPONENTS, ACCESSORIES	x			
TRANSPORTATION OF PRODUCTS	x			

After sales services offered to our clients:	<input type="radio"/> <u>yes</u>	<input type="radio"/> no
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## DISTRIBUTION

Short description of Distribution and Sales: We transport all goods to our buyers location
Geographic area covered by our distribution network: Serbia, Montenegro, Bosnia and Hercegovina, Croatia, Macedonia. In last two years we exported to Estonia and Maroco
Sole agency/distribution of foreign products:  HITACHI CONSTRUCTION MACHINERY (SCAI SPA IT)
List of Foreign companies we deal with and country of origin:  SERGIO BASSAN SRL IT, PEDRAZZI PNEUMATICI SRL IT, 2M SRL IT, BASSAN PARTS SRL IT, SCAI SPA IT, AGOMACCHINE SRL IT, COMPAGNIA GENERALE TRATTORI SPA IT, ZANE MACCHINE SAS IT
Our clients' characteristics: Our buyers are companies and individuals. We are buying from big and renowned companies

## ADDITIONAL REQUIREMENTS

<b>The suppliers/partners we are looking for should have the following features:</b>		
Quality standards:		
Company availability to guarantee local assistance	<input type="radio"/> yes	<input type="radio"/> no
Other requirements (particular needs, machines we are looking for, etc.):		

## COMPANY PROFILE

### CONTACT DATA

<b>Company: Imperiya-Agro</b>		
Group:		
Address: st. General Rodimtsev, 102		
Zip Code: 25011	City: 25011, m.Kropivnitskiy	Country: Ukraine
Phone: +380675213438	Fax: tel. / fax: (0522) 35-91-00	
Web site: <a href="http://www.imperiya-agro.com">www.imperiya-agro.com</a>		
<b>Person/s in charge of Purchasing/participating to the event</b>		
Position: Head of Small Business Service Department		
Spoken languages Ukraine, Russian, Elementary English (A1/A2)		

### COMPANY ACTIVITY

Activity	Import	Distribution	Agent	Other
Turnover 2017 - \$ / € (please specify)	90 000 000 \$			
Turnover 2016 - \$ / € (please specify)	60 000 000 \$			
Turnover import 2017 - \$ / € (please specify)				
Nr. of employees (2017):	360			
Year of establishment:	2007			
Short description of the company structure (Head office and subsidiaries): The head office of the company is located in the city of Kropivnicki. The company has 24 branches all over Ukraine, in every region. The staff of the company is 360 people out of them 60% of managers work directly with farmers.				
Short description of the activity: Import and distribution of agrotechnical machinery, seeds and crop protection products				
Our main specialization:				
	Yes		No	
HARVESTING OF PRODUCTS				
IMPLEMENTS FOR ZOOTECHNICS				
MISCELLANEOUS	yes			
PREPARATION OF THE SOIL AND SEEDING	yes			
SPRAYING, COMPONENTS, ACCESSORIES	yes			
TRANSPORTATION OF PRODUCTS				
After sales services offered to our clients:	<input checked="" type="radio"/> yes		<input type="radio"/> no	

## DISTRIBUTION

Short description of Distribution and Sales: The company has 24 branches all over Ukraine
Geographic area covered by our distribution network: all over Ukraine
Sole agency/distribution of foreign products:
List of Foreign companies we deal with and country of origin: <ul style="list-style-type: none"> <li>- Ozdoken (Turkey) Seeders;</li> <li>- Caffini (Italy) Sprayer</li> </ul>
Our clients' characteristics: Agricultural enterprises from small (1 ha) to big (more than 1000 ha)

## ADDITIONAL REQUIREMENTS

<b>The suppliers/partners we are looking for should have the following features:</b>		
Quality standards: ISO 9001, Organic Standard (for fertilisers of own production)		
Company availability to guarantee local assistance	<input checked="" type="radio"/> yes	<input type="radio"/> no
Other requirements (particular needs, machines we are looking for, etc.): machinery for vegetable growing		