

## MONTENEGRO



In virtue of Article 2, 2a, 3, 7 and 7a of the Law on Privatization (Official Gazette of the Republic of Montenegro No. 23/96, 6/99, 59/2000 and 42/2004), Regulation of the Stock and Property Sale by Public Tender (Official Gazette of the Republic of Montenegro No. 8/99, 31/00, 14/03, 59/03) and Decision on Amendments to the Decision on Privatization Plan for 2012 (Official Gazette of Montenegro No. 41/12), the Government of Montenegro, the Privatization and Capital Projects Council - the Tender Committee, announce:

### **PUBLIC INVITATION**

**for submission of bids in the tender process for the partial privatization and/or recapitalization through the construction of Novi duvanski kombinat akcionarsko društvo Podgorica (New Tobacco Plant, Joint Stock Company Podgorica)**

1. The Tender Committee hereby invites foreign and domestic strategic and financial investors interested in the partial privatization and/or recapitalization through the construction of Novi duvanski kombinat akcionarsko društvo Podgorica (New Tobacco Plant Joint Stock Company Podgorica) to submit their bids.

2. Information on the Joint Stock Company:

Novi duvanski kombinat akcionarsko društvo Podgorica (New Tobacco Plant Joint Stock Company Podgorica) was established by the Decision No. 06-10962/3 adopted by the Government of Montenegro, at its meeting held on 3 November 2011 and existing in accordance with the laws of Montenegro, registered in the Central Registry of the Commercial Court of Podgorica under the number 4-0009323, with total registered capital in the nominal amount of EUR 7,389,611.00 (seven million three hundred eighty nine thousand and six hundred eleven) divided into 7,389,611 (seven million three hundred eighty nine thousand and six hundred eleven) ordinary shares. The nominal value of each share is EUR 1.00 (one).

Shareholders of Novi duvanski kombinat akcionarsko društvo Podgorica (New Tobacco Plant Joint Stock Company Podgorica) are the Government of Montenegro with the amount of EUR 5,082,543,00, accounting for 68.78% of share capital and the Capital City of Podgorica with the amount of EUR 2,307,068.00 accounting for 31.22% of share capital. The core activity of the Joint Stock Company is the purchase, production and marketing of tobacco and tobacco products - activity code 1200. The identification number of the Joint Stock Company is 02860864.

Detailed information on the Public invitation, along with the tender documents will be made available to interested Bidders that have signed a Confidentiality Agreement and who have purchased the tender documents.

3. A Bid may be submitted by the Tender participant, which:
- a) purchased the Tender Documents
  - b) meets at least one of the following conditions:
    - has experience in the tobacco industry and agro-industry, for at least three years, describing the experience necessary for the conduct of Joint Stock Company with the core activity of Company as well as to submit the evidence thereof;
    - a Bidder who does not meet the requirements set out in Item 3 under b), line 1, may participate in the Tender provided that it has annual operating revenues-sales of at least EUR 5,000,000.00 (five million) in the last business year preceding the Public Invitation.
4. The Bidder who purchased the Tender documents may form a Consortium with other persons and such Consortium may submit a bid, provided that at least one member of the Consortium or Consortium itself meets the requirements defined in this Public Invitation, and members of the Consortium are jointly liable for the obligations of each of them.
5. Participation in the Tender is open to all interested domestic and foreign entities, including consortia, which:
- have submitted a written request for purchase of Tender documents to the Tender Committee, in person, by mail, e-mail or fax, clearly marked: “Zahtjev za otkup tenderske dokumentacije” (“Request for purchase of Tender documents”);
  - have signed the Statement of Confidentiality and
  - have paid a fee for obtaining Tender Documents in the amount of EUR 2,000.00. Payments within Montenegro should be made in Hipotekarna Bank AD Podgorica to the account of the Privatization and Capital Projects Council no. 520-2812-78, and the payments from abroad should be made in to the foreign currency account of the Privatization and Capital Projects Council no.ME25520420000013830093 (iban) in Hipotekarna Bank AD Podgorica (swift code HBBAMEPG).
6. Bids should be submitted to:
- Ministry of Agriculture and Rural Development  
Za Tendersku komisiju za “Novi duvanski kombinat” akcionarsko društvo Podgorica  
(To the Tender Committee for „New Tobacco Plant“ Joint Stock Company Podgorica)  
Address: Rimski trg 46  
Podgorica, Montenegro  
Contact person: Džemil Kalač, Secretary of Tender Committee  
Tel: +382 20 482 298  
Fax: +382 20 234 306  
E-mail: dzemil.kalac@mpr.gov.me
7. Public Invitation has been published on the website of the Privatization and Capital Projects Council ([www.savjetzaprivatizaciju.me](http://www.savjetzaprivatizaciju.me)) as well as in daily newspapers “Pobjeda”.

The deadline for submitting bids is 3 September 2012 until 4 pm (local time). Late and incomplete bids shall not be considered.

In selecting the winning bidder, bid evaluation criteria shall be, as follows:

<b>Criterion</b>	<b>Points</b>
1. References	10
2. Price and payment mode	80
3. Welfare Program	10

The deadline for completion of construction of the Plant is 31 March 2013.

Bidders have the right to submit an alternative Bid for the joint venture model in which Novi duvanski kombinat akcionarsko društvo Podgorica (New Tobacco Plant Joint Stock Company Podgorica) shall invest its business assets.

If there is no offer submitted for a partial privatization and/or recapitalization through the construction of the Plant, the Tender Committee reserves the right to negotiate with bidders offering only the construction of Novi duvanski kombinat akcionarsko društvo Podgorica (New Tobacco Plant Joint Stock Company Podgorica).

8. Interested bidders have the right to visit and take a plant tour of the Joint Stock Company on 15 August 2012 from 9 a.m. to 2 p.m., and any questions regarding the tender may be delivered either in Montenegrin or English, no later than 27 August 2012 to the following address:

Ministry of Agriculture and Rural Development

Za Tendersku komisiju za "Novi duvanski kombinat" akcionarsko društvo Podgorica  
(To the Tender Committee for „New Tobacco Plant“ Joint Stock Company Podgorica)

Address: Rimski trg 46

Podgorica, Montenegro

Contact person: Džemil Kalač, Secretary of Tender Committee

Tel: +382 20 482 298

Fax: +382 20 234 306

E-mail: dzemil.kalac@mpr.gov.me

9. The Tender Committee reserves the right to amend certain provisions of this Public Invitation including the provisions that define certain deadlines.