

# Examples of Actual Projects by Region



## Standard AD

The investor from Switzerland took over the majority shareholding in a former state-owned furniture factory.

Through

- renegotiation of long-term contract work for an international retailer as well as
- quality and product range adjustments they could
- broaden their manufacturing activities.

More than 270 persons are now employed.



The SSF funding allowed the investor to increase his equity contribution and to balance the considerably required third-party loans.

## Bontex DOO

The investor, originally from this country,

- started this green field operation at a place with a long tradition in sewing of outer wear but now-a-days with a high unemployment rate. He could
- acquire used equipment from sewing factories in Switzerland and
- started contract sewing work for clients in Western-Europe.



Increasing productivity, further specialization and own sourcing capability enabled him to acquire contracts with higher margins and to develop into a factory working with 140 employees.

## City Beton DOO

Based on their experiences gathered in the building material sector in Switzerland the two young entrepreneurs

- returned to their mother country and
- established within two years a production facility for concrete elements (paving-stone, slab, curbstone).

They also benefited from a close cooperation with a local family construction business.

The growing construction activities in this region and the

knowledge of this market facilitated the establishment of this green field operation.



They now have about 20 employees.

## Beck Cimisia S.R.L.

A Swiss metal trailer manufacturer

- set up a new workshop in Moldova to produce trailer components for the mother company, thereby
- strengthening his competitiveness on the Swiss market.

In addition some models are produced for the local and neighboring markets.

Raw material can be sourced from Turkey and Ukraine.



The firm employs 45 skilled workers, trained in the local Polytechnic.

## DOO Emilio Stecher

A well established Swiss company for natural stone processing searched for new markets and a location, where greater series could be produced at more competitive costs.

A member of the management team had roots in Serbia and was successful in initiating first sales into the growing construction market in Serbia and Montenegro.

Because a new plant was required, all processes were reviewed and optimized so that a modern facility could be established.



Besides using the increased capacity for both markets, the firm also benefits from more efficient raw material management. The firm employs more than 50 workers, partly trained in Switzerland.

## Bio-Therm DOO

The Swiss investor

- has experience in a similar bio-mass business in Switzerland.
- The plant collects / buys local wood shavings, sawdust, slab wood and wooden waste material from local small and mid-sized sawmills, which are
- processed into wood pellets for heating purposes.
- These quality pellets are sold to North-Italy and to the growing local market.



One year after starting the project the perspectives of this business appear to be very positive (2 kg of wood pellets can replace 1 lt of heating-oil as energy equivalent) so that a second facility at a new location is now planned.

## Marneuli Inc.

The investors

- acquired a vegetable processing factory being idle for 10 years.
- The SSF loan allowed management to revitalize the infrastructure of the factory.
- Subsequently they received further funding from a local bank and
- started with installations of new processing lines (tomato, cucumbers, apples, etc.).
- Management also had to organize the sourcing of the required raw material at local farm level.



The company sells its canned vegetables and fruits to local retailers and is in the process to broaden its product range.

## Hotel Amir

A Swiss marketing manager and a Kyrgyz manager of a local tourist office decided to establish a hotel that meets Western standards in the city of Karakol on Lake Issyk-Kul.

The project is targeting Western tourists, employees of international organizations and companies as well as tourists from neighboring countries.

The distinctive design of the “House of the Tien Shan” and its high quality service is stimulating tourism in a region, which until now has not provided adequate accommodation to visitors.

The project has created ten jobs.

Employees have participated in a hotel training course conducted by a Swiss expert, giving them the requisite skills in hotel management.

## OOO Schweizarskoe Moloko

Three Swiss farmers decided to

- acquire an existing milk farm near Kaluga and to
- commercialize their pasteurized milk and cheese direct to the retailers in the nearby centre.

They

- expanded the farm to 430 cattle (incl. 160 milk cows) and
- have an area of 650 ha under cultivation growing cereals and feed.



It became a model farm and attracted lots of interest from the region as well as from abroad.

## TREWA doo

The Swiss company produces and sells furniture (mainly tables and chairs) to the gastronomy in Switzerland and to neighboring countries.

Searching for new suppliers for cast iron and tabular steel furniture parts, and established good business relationships with some Serbian foundries and metal works.

To improve handling and quality control of semi-manufactured products and to further reduce manufacturing costs, decision to set up an own assembling workshop in Serbia and to transfer part of its machines to the new location.



Product development and sales activities as well as assembling of small series and specialized products will be maintained in Switzerland.

## TOB Zoloti Luky

Two Swiss farmers and their Ukrainian partner decided to acquire old farm buildings in the Winnitska Oblast and to relaunch a former milk farm.

The cowsheds and additional buildings have been renovated, and 270 hectares of land are rented from local community for feed production.



Today, their herd amounts to 320 animals. Milk delivery is increasing steadily since December 2008 with every additional cow coming into production. The milk is delivered to a nearby dairy processor.

## Yayasan Pemilihan Sampah Temesi

Based on an initiative of the local Rotary Club, a waste separation and composting project was established.

After a one-year testing phase, the applied process could be optimized, expanded, and a suitable organizational structure was implemented.

Today, waste of all households from the town Gianyar (population of about 500'00) is collected by the city and delivered to the recycling plant.

After separation the remaining organic waste is composted (85% of total waste) and sold as compost earth to the agricultural sector.



Additional revenues (for a period of 10 years) are generated through sales of CO<sub>2</sub> reduction certificates to a Swiss certificate broker.

## Farbax Vietnam Ltd.

A Swiss entrepreneur started his laser toner cartridge recycling business twenty years ago, and developed to one of the ten top remanufacturers in Europe.

Since 2007 he also remanufactures laser toner cartridges in a newly set-up factory in Vietnam in order to benefit from lower processing costs as well as closeness to today's centre of IT hardware manufacturing.

Empty cartridges are purchased in Europe and are reworked and refilled in the Vietnam factory, which is shipping the goods to Farbax group companies for sale mainly on the European markets.



Farbax Vietnam currently has 125 employees and will expand considerably during the next years because of an increasing demand for recycled toner cartridges especially in Europe.

## Hidroelectrica Pelagatos SAC

A Swiss power development company

- participated in a local firm, which owns 2 small hydro power plants and the relevant concessions.
- They rehabilitated one plant with a capacity of 0.8 MW, and are currently
- developing the second concession to a 1.2 MW capacity.
- They are also responsible for the operating activities through a newly created company, Hidroelectrica Pelagatos S.A.C.

The energy is sold to a mining company, whereby diesel generators could be replaced. This enables them to sell CO<sub>2</sub>-certificates ( " Carbon Credits" ) to Europe and to generate additional income for the project.



## Gebana Afrique Sarl.

Since 2000 the company exports certified agricultural goods out of local biological production and from faire trade.

The main goods are dried mango, pineapples and cashew nuts, which are sold on Western European markets mainly through the mother company gebana AG in Switzerland.



By expanding its processing, storage and transportation capabilities the company aims at supplying higher quality products and increasing its processing capacities for a growing markets for bio dried fruits in Europe.

## ChemChem Safari Lodge

A young couple

developed a concept of a relaxed approach to photo safaris in the immense savannas of Serengeti National Park and Tarangire National Park.

Together with private persons as co-investors they set up an 8-tent lodge with a thoughtfully designed infrastructure (swimming pool, spa, dining room, etc.) just outside the National Park.

Moreover one semi-permanent camp with 6 tents moves between 2 locations depending on the migration of wildlife so that visitors can enjoy the best of bush life with comfort.

