



Pursuant to Articles 2 and 26 of the Law on Privatization of Companies (“Official Gazette of FBiH”, number: 27/97, 8/99, 32/00, 45/00, 54/00, 61/01, 27/02, 33/02, 28/04, 44/04, 42/06 and 4/09), the Procedural rulebook on selling property, stock or shares of the company (“Official Gazette of the Federation of BiH”, number: 75/05), the Consent of the Tax Administration of FBiH – Cantonal Tax Office in Sarajevo number: 13-9-01-12-27-2028-5/20 A.L./V.AR of May 20, 2021, and the Decision of the Government of Sarajevo Canton number: 02-04-42671-8/21 of 26/11/2021, The Cantonal Agency for Privatization Sarajevo issues the following

## PUBLIC CALL for sale via direct negotiations

**Subject name: Hotel “IGMAN”** with dépendance and corresponding land, marked in the land register as:

- cadastral plot 3119, in surface area of 188 m<sup>2</sup>, cadastral plot 3118/1, in surface area of 31 639 m<sup>2</sup>, cadastral plot 3117/1, in surface area of 3 341 m<sup>2</sup>, cadastral plot 3120, in surface area of 85 m<sup>2</sup>, all entered in the land register excerpt num. 589 Cadastral Municipality of Presjenica, owned by KJP ZOI '84 Olimpijski centar Sarajevo d.o.o. Sarajevo with 1/1 share, without mortgage, corresponding to the cadastral plot 3119, cadastral plot 3118/1, cadastral plot 3117/1 and the cadastral plot 3120 Cadastral Municipality of Presjenica, Municipality of Trnovo (new survey);
- cadastral plot 3013/60, in surface area of 4 800 m<sup>2</sup>, entered in the land register excerpt num. 939 Cadastral Municipality of SP Hrasnica, owned by the state with 1/1 share, with registered holder of the right of disposal being ZOI '84 Olimpijski centar Sarajevo d.j.l., registered in the land register with a legal mortgage for the benefit of the Tax Administration of FBiH – Cantonal Tax Office in Sarajevo. The stated plot corresponds to the cadastral plot 3358/2 Cadastral Municipality of Hrasnica, Municipality of Ilidža (new survey);
- cadastral plot 3142/2, in surface area of 600 m<sup>2</sup>, entered in the land register excerpt num. 1285 Cadastral Municipality of SP Hrasnica, owned by the state with 1/1 share, with registered holder of the right of disposal being ZOI '84 Olimpijski centar Sarajevo d.j.l., registered in the land register with a legal mortgage for the benefit of the Tax Administration of FBiH – Cantonal Tax Office in Sarajevo. The stated plot corresponds to the cadastral plot 3412/2 Cadastral Municipality of Hrasnica, Municipality of Ilidža (new survey).

**Subject number:** 090200885  
**Subject address:** Igman – Veliko Polje  
**Starting bid:** **KM 6,926,000.00**  
**Deposit:** **KM 100,000.00**  
**Participation fee:** **KM 5,000.00**  
**Seller:** **KJP “ZOI 84 – Olimpijski centar Sarajevo” d.o.o. Sarajevo, Alipašina bb, Sarajevo**

The selection of the best bidder in the direct negotiation procedure will be performed based on the following criteria:

- a) The starting bid of KM 6,926,000.00 is worth 350 points or 35 %.



The payment is performed 100% in cash.

- b) Investments in total amount of KM 10,000,000.00 within 3 (three) years from the date of signing the Contracts to be performed pursuant to the Business plan of the bidder that will be included in the Purchase and Sale Contract, are worth 350 points or 35 %, as follows:
- KM 2,000,000.00 in the first year from the date of signing the contract, is worth 70 points or 7%;
  - KM 3,000,000.00 in the second year from the date of signing the contract, is worth 105 points or 10.5%;
  - KM 5,000,000.00 in the third year from the date of signing the contract, is worth 175 points or 17.5 %.

Offered investments in amount of over KM 15,000,000.00 will not be prescribed bonus value under this criteria.

The bidder is obliged to deliver a Business Plan with the bid.

- c) Retaining a hotel and hospitality, a sports and recreational or activity in the health service field in the facility is worth 300 points or 30 %.

The bidders are obliged to issue a written statement that the facility will be used for performing a hotel and hospitality, a sports and recreational or activity in the health service field.

Total (a+b+c): 1000 points or 100%.

All expenses of registering the subject of purchase and sale will be covered by the Buyer.

Prior to signing the purchase and sale contract, the bidder is obliged to deliver a bank guarantee in the amount of 35% of the total value of stipulated investments. The bank guarantee must be unconditional, irrevocable and payable on first demand of the Cantonal Agency for Privatization Sarajevo and has to contain the consent that the commercial bank will pay the amount of the bank guarantee to the Cantonal Agency for Privatization if the buyer fails to perform the stipulated investments. The bank guarantee refers to investments from item b) of the Criteria, therefore the bidder must deliver a bank guarantees for each year of stipulated investments that is valid to the date of fulfilling the stipulated investments for that year.

For the purpose of procuring the maximum quality bid, the Commission may decide to hold the negotiation process in multiple rounds, but the process must be completed within 60 days from the date of opening the bids. The final evaluation of the bids will be performed by the Commission after the statements of all bidders that their latest bids are final or after the expiry of the deadline for delivering the final bids defined by the Commission regardless of the statements of bidders on the finality of their bids.

Opening the bids and direct negotiations with the bidders will be held in the premises of the Cantonal Agency for Privatization Sarajevo, at Aleja Bosne Srebrene bb, Sarajevo on **December 24<sup>th</sup>, 2021.** at **9:30.**

---

#### **RULES OF DIRECT NEGOTIATIONS:**

1. The right to participate in direct negotiations is extended to all national and international natural and legal entities pursuant to Article 12 of the Law on Privatization of Companies ("Official Gazette of the Federation of BiH" number 27/97, 8/99, 32/00, 45/00, 54/00, 61/01, 27/02, 33/02, 28/04, 44/04, 42/06 and 4/09).
2. The bidder is obliged to deliver the bid in a sealed envelope with indication of the name of subject of sale, with evidence of paying the participation fee and deposit, as well as the statement certified by an authorized body that under full moral, material and criminal liability there are no hindrances in the context of Article 12 of the Law on Privatization of Companies ("Official Gazette of the Federation of BiH " number 27/97, 8/99, 32/00, 45/00, 54/00, 61/01, 27/02, 33/02, 28/04, 44/04, 42/06 and 4/09) for

the bidder to participate in the privatization procedure. Legal entities must deliver a photocopy of the court registration with the statement, certified by an authorized body, and natural entities must deliver a copy of their identity card. If the bidder consists of more than one person, they must deliver a signed, notarized and certified Partnership Agreement with defined share of each partner in the purchase.

Bidders must deliver their envelope with stated documents to the Cantonal Agency for Privatization Sarajevo in person or via registered mail **by December 20<sup>th</sup>, 2021. at 4:00 pm**, at Aleja Bosne Srebrene bb, Sarajevo. Bids delivered via mail will be considered as valid if the date of sending the mail corresponds to the deadline defined in the Public Call. Incomplete and belated applications, i.e. applications that do not follow the principles stated in the Rulebook on the procedure of sale via direct negotiations (“Official Gazette of FBiH”, num. 75/05) will be considered invalid and will not be taken into consideration.

3. The Bidder must pay the deposit for participation in direct negotiations in amount of **KM 100,000.00** to the account of the Cantonal Agency for Privatization Sarajevo, **number: 1346631007048604 at ASA Banka d.d. Sarajevo**, by the deadline defined as the due date for delivering the bids (**December 20<sup>th</sup>, 2021.**). Payments in foreign currency (in counter-value of the deposit amount of KM 100,000.00 pursuant to the valid currency exchange rate of the Central Bank of BiH) are performed with **ASA Banka d.d. Sarajevo**, to the account of the Cantonal Agency for Privatization Sarajevo, at Aleja Bosne Srebrene bb, Sarajevo, number: **(IBAN) BA391346631007090993 (the bank conversion charges will be covered by the bidder)**. The bidder may, instead of a deposit, deliver a bank guarantee in the amount of deposit that must be unconditional, irrevocable and payable and payable on first demand of the Cantonal Agency for Privatization Sarajevo and valid for at least 90 days from the due date for delivering the bids. The deposit will be included in the purchase and sale price of the winning bidder, and will be returned to other bidders after concluding the sale.

If the selected bidder refuses to conclude a purchase and sale contract pursuant to the delivered bid, the deposit will not be returned, in accordance with Article 8(2)(3) of the Rulebook on the procedure of sale via direct negotiations (“Official Gazette of FBiH”, num. 75/05).

4. The fee for participating in the direct negotiations in amount of **KM 5,000.00** must be paid by the bidder to the account of the Cantonal Agency for Privatization Sarajevo, at Aleja Bosne Srebrene bb, Sarajevo, **number: 1346631007090993 at ASA Banka d.d. Sarajevo**, by the deadline defined as the due date for delivering the bids (**December 20<sup>th</sup>, 2021.**). Payments in foreign currency (in counter-value of the deposit amount of KM 5,000.00 pursuant to the valid currency exchange rate of the Central Bank of BiH) are performed with **ASA Banka d.d. Sarajevo**, to the account of the Cantonal Agency for Privatization Sarajevo, at Aleja Bosne Srebrene bb, Sarajevo, number: **(IBAN) BA391346631007090993 (the bank conversion charges will be covered by the bidder)**.
5. All regulations that are not stated in the Public Call and other corresponding documentation for direct negotiations will be subject to the Law on Privatization of Companies, the Procedural rulebook on selling property, stock or shares of the company and the Rulebook on the procedure of sale via direct negotiations.
6. All additional information related to the subject of sale, reviewing the subject of sale, the manner of delivering the bid and sale procedure are available at:

- Cantonal Agency for Privatization Sarajevo, contact person: Emina Idrizović, telephone: 033/560-034;

- KJP “ZOI 84–Olimpijski centar Sarajevo” d.o.o. Sarajevo, contact person: Amra Kaljić, telephone: 061/715-955.

WEB: [www.kapsa.ba](http://www.kapsa.ba), [www.apf.com.ba](http://www.apf.com.ba) ; e-mail: [kapsa@bih.net.ba](mailto:kapsa@bih.net.ba)