

**PRNJAVOR MUNICIPALITY
OVERVIEW OF SITUATION IN PRIORITY SECTORS 2018**

METAL PROCESSING

- 15 of 236 SMEs do business in metal processing (6.4%).
- In comparison to last year, along with current leaders in the metal processing sector, it is notable the breakthrough of new companies in the market, successfully doing business in the territory of the Prnjavor Municipality (Armako d.o.o., Topinox d.o.o.).
- 13.8% of all employees in the economy in the territory of the municipality works in this sector.
- In most of key parameters in the metal processing sector there may be noted positive trends and growth rate in the period 2015-2017.
- The metal processing sector accomplishes 38.6% of its total income from export.
- Five major SMEs in the metal processing area employ 76% of the total number of employees in this sector.
- Average net personal income in the metal processing sector amounts to BAM 736 and is higher by 6.97% of the average salary in the Prnjavor Municipality (BAM 688).

| METAL PROCESSING SECTOR PROFILE (2017) | |
|---|---|
| Number of economic operators | 15 |
| Key economic operators | Topling d.o.o, Metalex d.o.o, Dis Eurostandard d.o.o, Ferrostil-mont d.o.o, Armako d.o.o., Topinox d.o.o. Karac |
| Prevailing code of activity | 24 – Manufacture of basic metals (2 SMEs or 13.3%) 25 – Manufacture of fabricated metal products, except machinery and equipment (13 or 86.7%) |
| Number of employees in the sector | 632 |
| Key employers | Topling d.o.o. (174), Metalex d.o.o. (121), Dis Eurostandard d.o.o (102), Ferrostil-mont d.o.o. (83) |
| Total income (BAM) | 101,000,095.00 |
| Total income per employee | BAM 159,812 |
| Share of income in the metal processing sector in the total income of SMEs in the municipality | 14.63% |
| Profit in the metal processing sector | BAM 10,592,220 |
| Share of profit in the metal processing sector in the total profit of SMEs | 28.08% |
| Profit per employee | BAM 16,760 |
| Export in the metal processing sector | BAM 38,940,417 |
| Share of export in total income in the metal processing sector | 38.55% |
| Major exporters in 2016 | Armako d.o.o., Dis Eurostandard d.o.o, Topling d.o.o. |
| Number of employees in the | 16.9% |

| | |
|--|--|
| sector in comparison to the total number of employees in SMEs in the Prnjavor Municipality | |
| Average gross salary | BAM 1099 (EUR 562) |
| Average net salary | BAM 736 KM (EUR 376) |
| Key products and services | Central heating boilers, manufacture of metal constructions and parts thereof. |
| Key clients | Companies from more than 20 countries on several continents |

Comparative overview in the metal processing sector in 2016 and 2017

| METAL PROCESSING | | |
|--|--------------------|--------------------|
| | 2016 | 2017 |
| Number of economic operators | 11 | 15 |
| Number of employees | 530 | 632 |
| Total income (in million BAM) | 89,528,961 | 101,000,095 |
| Total income per employee (BAM) | 168,923 | 159,812 |
| Share of income in the metal processing sector in the total income of SMEs | 14.5% | 14.6 |
| Profit (BAM) | 10,228,795 | 10,592,220 |
| Share of profit in the metal processing sector in the total profit of SMEs | 29.4% | 28.1% |
| Profit per employee (BAM) | 17,644 | 16,760 |
| Export in the metal processing sector (in million BAM) | 35,000,000.00 | 38,940,417 |
| Share of export in the total income in the metal processing sector | 28.70% | 38.55% |
| Share in the total export of SMEs | 18.6% | 19.8% |
| Number of employees in the sector in comparison to the total number of employees in SMEs | 13.8% | 16.9% |
| Average gross salary | BAM 1027 (EUR 525) | BAM 1099 (EUR 562) |
| Average net salary | BAM 620 (EUR 317) | BAM 736 (EUR 376) |

- In 2017, 15 companies submitted their financial statements to APIF.
- In 2017, there were 102 employees more in the metal processing sector than in the year before. Some of key employers (e.g. DIS EUROSTANARD) hired many new employees in this year.
- Total income increased by BAM 11.5 million in comparison to the previous year (12.8%).
- Total income per employee reduced by BAM 9,111.
- Share of income in the metal processing sector in the total income of SMEs in the Prnjavor Municipality in 2017 amounts to 14.6%, which is almost the same share as in 2016 (14.5%).
- Profit in the metal processing sector increased by BAM 363,425 in comparison to 2016 (by 3.5%), but due to significantly higher number of employees in 2017, profit per employee reduced by BAM 116 in comparison to 2016.
- Export in the metal processing sector increased by BAM 3.94 million in comparison to 2016 (9.7%).
- In this sector a great deal of income is still generated from export (38.55% in 2017, in comparison to 28.7% in 2016).

- In 2017, all key economic operators in the sector continued expanding their international market. Share of export accomplished in the metal processing sector in the total export of Prnjavor amounts to 19.8%, which is 1.5% more than in the year before.
- Metal processing sector employs 13.8% of all employees in the territory of Prnjavor (by 1% less in comparison to 2016).
- In 2017, average gross salary in this sector increased by 7% in comparison to 2016, while net salary increased by 18.7%.