

## OFFER

BAJOLIKA Company deals with service delivery regarding determination of potential buyers for your goods, and realistic field research of the market in Serbia including other commercial services.

We can offer you the FIRST STEP SERVICE for the placement of your goods on the market in Republic Serbia.

This service offer includes the following:

- Detailed field research of the market in Republic Serbia in order to create realistic result about possibilities for the placement of your goods on that market. The service shall include:
  - Familiarization with your goods;
  - Analysis of the market for your goods;
  - Field work and learning as much as possible facts that can affect better placement of your goods;
  - Possibility of your representation on international, regional and local commercial fairs in Serbia;
  - Report making with all facts, impressions, competition activities, and our proposal;
- Detection of buyers for your goods on the market in Republic Serbia including as follows:
  - Detection of the companies that are interested to import your goods into Serbia;
  - Meeting appointments with directors of such companies regarding possible import of your products;
  - In case that we fail to find an importer for your goods we shall report about our activities within the framework of this service including listing of all companies with relevant contacts and their comments and reasons they refused to cooperate with you;
  - In case that we detect an importer for your goods we shall submit the contact details to you and you will negotiate the further activity regarding the import of your goods;
- Engagement of our company as your representative in Serbia includes the following:
  - In case that you are satisfied with former services we delivered to you and if we have accomplished mutual trust then you may engage us for:
    - Cooperation in case that you open a distributive center; or
    - Your representative in Serbia and the Region.

All proposals you will have in mind regarding cooperation in the territory of Republic Serbia, or neighbouring countries in the Region, we will be happy to take into our consideration.

The first step of cooperation:

In case that you are interested for some of our services please send us your detailed requests and expectations and link for the internet presentation. We will contemplate your request and respond to you as soon as possible if we can service you. In case that we can deliver quality service to you then we will send to you our offer and precise instructions which materials you should submit to us in order to start our cooperation.

Sincerely,

Director  
Darko Divljakov,  
Mechanical Engineer