

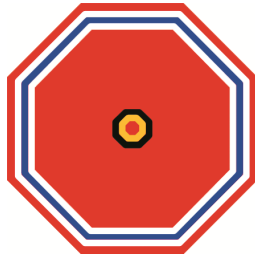


ZAGREB SECURITY

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Zagreb Security Forum 2016

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JADRANSKI NAFTOVOD d.d.
(JANAF Plc.)



JANAF, with its registered office in Zagreb, manages an oil pipeline system, designed and built in the period from 1974 to 1979 as a modern, efficacious and cost-efficient crude oil transportation system for both local and foreign users. Along with crude oil transportation, other major activities of JANAF Plc. also include storage of crude oil and petroleum products, as well as reloading of liquid cargoes. The Company's mission is to ensure a reliable and high-quality system for crude oil transport and crude oil and petroleum products storage, applying the world's highest technological standards and taking care of preservation and protection of the environment, health, safety and development of its employees.

The JANAF system was built as an international crude oil transportation system from the Omišalj Port and Terminal to both local and foreign refineries in Eastern and Central Europe. The pipeline designed capacity amounts to 34 million tons of crude oil annually (MTA), while the installed capacity is 20 MTA. The total capacity of tanks for crude oil

storage amounts to 1.54 million m³, and 202,000 m³ for storage of petroleum products respectively.

By introducing the SCADA system, modernizing the electric power supply system, GIS and information and communication system, together with conducting continuous pipeline inspections and repairs and maintaining the system at high technical and technological level, safe and secure transport of crude oil is enabled, as well as storage of crude oil and petroleum products, which provides regular and reliable supply to clients.

ADRIATIC

SECURITY SOLUTIONS Ltd.

HR-10000 ZAGREB, RADNIČKA CEST A 39

Adriatic Security Solutions Ltd offers services in the areas of Physical Protection Systems and Intelligent Transportation Systems.

The company and employees are certified by:

- ✓ the Ministry of Interior with the Security Service Provision licence in accordance with Croatia's Privacy Security Act, and
- ✓ the Office of the National Security Council (National Security Authority) with the Facility Security Clearance Certificate (NATO/EU SECRET Clearance).

Adriatic Security Solutions staff are members of numerous scientific and professional associations (ASIS, HCZ, ITS HR, HZDP, UHMS, etc.).

Our leading experts engaged in project realisation have accumulated significant experience and personal references in complex project management. Thereby we are prepared to offer services on the following areas:

- ✓ project management,
- ✓ consulting, development of threat assessments and risk analysis,

- ✓ security systems design, project revision, development of tender documentation,
- ✓ facility security plan development, procedure & protocol development,
- ✓ conducting technical supervision of security systems implementation and maintenance process,
- ✓ administering independent supervision – services in the security area upon special user requirements (analysis and expert second opinion, presentation of investment projects/realized security systems for insurance and reinsurance, ascertain damage inducement of equipment and accessories, internal controlling and supervision of physical and technical security, etc.),
- ✓ SSVT (Security Systems Verification Test) – functional system verification, technical controlling and expert analysis of implemented security systems (penetration tests, integrity and functional security systems ascertain tests, etc.),
- ✓ organizing expert seminars (education and improving) for security personnel,
- ✓ other security field services (critical infrastructure protection, government & public facilities, etc.).

Personal references and acquired experience ensured us realization of numerous projects through adoption, integration and testing in areas of technical security systems and telecommunication for clients as: Siemens COM, Cisco Systems, INA, JANAF, HEP, several banks, museums and galleries, numerous other facilities.

The main determinant of our appearance are high value professional service, experience in application of optimized technical solutions in accordance with the latest up-to-date achievements and European regulations.

INFODOM

InfoDom is focused on the modernization and development of business infrastructure and ICT solutions related to the transformation of the public sector and increase the competitiveness of the private sector in the EU countries and developing countries.

InfoDom is strategically engaged in five areas:

- ✓ Modernization of the public sector and the networked public administration,
- ✓ Business excellence, regulatory compliance and networked economy,
- ✓ Integrated Regional Development,
- ✓ Business excellence and profitability of State enterprises, and
- ✓ Digital Society.

In the development of complex systems for all market segments, InfoDom includes global reference models of these market segments, references and applies regulatory frameworks and uses benchmarking techniques and best practices portals as sources of knowledge.

Through certified business partner status, InfoDom Group works with the world's leading technological principals:

- ✓ IBM,
- ✓ Microsoft,
- ✓ Oracle, and
- ✓ Partners in the "Open Technologies".

InfoDom Group employs over 100 experts and has companies in Zagreb, Brussels, Sarajevo, Podgorica and Belgrade, and a network of partner companies in countries where they don't own a company.



**TEHNOZAVOD
MARUŠIĆ**

Tehnozavod-Marušić has been designing, producing, installing and maintaining security, safety and audio/video systems for more than four decades. We have equipped more than 18 000 facilities, and they are the best guarantee of our experience and quality. Tehnozavod employs 80 people, out of which 20 engineers with years of experience.

We offer full engineering service. From first agreements with the user, over designing, getting and producing devices, to instalment and maintenance: you can rely on our expert team and our 50-year long experience.

Tehnozavod-Marušić provides expert services in the following market segments:

- ✓ Security – CCTV, intrusion detection, access control,
- ✓ Safety – fire detection, gas detection and PA/EVAC systems, and
- ✓ Audio/Video – public address, sound reinforcement, video systems, conference systems, cinema solutions.



HEP GROUP

37, Ulica grada Vukovara,
Zagreb 10000, Croatia

www.hep.hr

Vision

Croatian energy leader with a growing share on the regional electricity generation, supply and trade market providing a secure and quality service based on the principles of environmentally friendly generation, energy efficiency and sustainable operation.

HEP Group is the leading company for power generation, transmission, distribution and supply in Croatia. HEP is a vertically integrated power utility company, operating across the entire electricity market spectrum from generation to end-consumer distribution. As part of its operations, the Group is also engaged in thermal energy (heat) generation, distribution and supply, gas distribution and supply on the wholesale and retail markets in Croatia, as well as in electricity trading.

In order to comply with the EU regulations, the Group has implemented legal, financial, accounting, IT and managerial barriers between its subsidiaries engaging in regulated activities, such as transmission and distribution, and those engaging in other activities, such as generation and supply ("unbundling"). Each company within the Group is tasked with specific roles within the various energy segments of the market.

Principal Activities

Electricity generation

HEP Group operates a portfolio of power generation assets with an aggregate installed capacity of 4,473 MW. The Group's electricity and thermal energy generation operations

are carried out by HEP-Proizvodnja d.o.o. (HEP Generation), which is responsible for the generation of electricity and thermal (heat) energy. The Group benefits from a diversified generation mix, which includes 26 hydro power plants with an aggregate total installed capacity of 2,220 MW and NPP Krško which has 696 MW of installed capacity (of which 348 MW is allocated to the Group). The Group's generation mix also includes eight thermal power plants with total installed capacity of 1,905 MW, of which 716 MW is natural gas, 892 MW is oil and 297 MW is coal.



Figure 1. Kraljevac Hydro power plant on the Cetina river

Electricity distribution

The Group's distribution operations transfer electricity through its distribution network from sub-stations to electricity suppliers, including the Group's competitors. The Group's electricity distribution operations are run by HEP-Operator distribucijskog sustava d.o.o. (HEP Distribution System Operator – HEP ODS), which is also responsible for providing the Group's services to the Tariff Customers. Moreover, pursuant to the Electricity Market Act, HEP-ODS acts as the sole supplier of electricity to the Tariff Customers in Croatia.

Electricity supply

HEP Group supplies the Non-Tariff Customers with electricity through HEP Opskrba d.o.o.(HEP Supply). While there is no competition for the Tariff Customers, competition for the Non-Tariff Customers has significantly increased as a result of the accession and liberalization of the electricity supply market in Croatia.

Other Activities

Trading

HEP Group's trading platform, HEP-Trgovina d.o.o. (HEP Trade), buys and sells electricity and is responsible for the optimization of the Group's power plant operation and intermediation in the domestic and international markets. The Group operates in the wholesale electricity market in Croatia and abroad, through its local balance groups (Austria, Hungary, Slovenia, Germany) and HEP-Trade's subsidiaries located in Hungary, Bosnia and Herzegovina, Serbia, Slovenia and Kosovo. HEP Trade also operates in the retail electricity market in Slovenia through its subsidiary, HEP Energija d.o.o. (HEP Energy) Ljubljana, as well as gas trading on the wholesale market, trading green certificates and CO₂-emission allowances.

Thermal Energy (heat)

In addition to electricity, HEP is actively engaged in thermal energy generation, distribution and supply through HEP-Toplinarstvo d.o.o. (HEP District Heating). Thermal energy is primarily generated as a by-product of electricity generation at the Group's thermal power plants and is distributed to the cities of Zagreb, Osijek, Sisak, Zaprešić, Velika Gorica and Samobor. The Group distributed thermal energy to more than 124,000 customers covering approximately 80% of the district heating market in Croatia, making the Group the largest distributor of thermal energy in the country.

Gas-Wholesale

Pursuant to the decision of the Croatian Government, HEP was chosen as the sole supplier to the Croatian wholesale gas market for the period from 1 April 2014 until 31 March 2017. HEP Opskrba plinom d.o.o. (HEP Gas Supply), acts as an agent for HEP and performs HEP's obligations to

distribute gas under regulated terms to suppliers in Croatia for further sale to household customers and to ensure a reliable and safe gas supply in Croatia.

Gas-Retail

HEP Group is also engaged in gas distribution and supply in the retail market through HEP-Plin (HEP Gas) and has a market share of 10% for the distribution and supply of gas in retail market in Croatia.

