



BTC Logistic Centre

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Logistics: Business of the 21st Century

Dear business partners,

Logistics is gaining importance as a tool for achieving business goals in all industries and sectors. A growing number of companies uses specialist providers of logistic services, which in addition to lower costs offer new methods, greater flexibility and access to new knowledge and E-technologies.

BTC Logistic Centre is aware of the responsibility and the role it plays in achieving your business goals. We therefore put all our efforts in continuous improvement of our work methods, logistic infrastructure and development of new services. It is the result of 50 years of tradition, constant contact with you, our business partners, and a clearly defined development strategy.

Our advantage is high flexibility, manifested in the search for optimal solutions, supported by modern E-technologies, skilled staff and a good sense of space and time.

We have developed and upgraded a modern concept of boutique integrated logistics, turnkey operations and E-logistics.

An additional factor in competitiveness of LC-BTC is its excellent location and integrated offer of space, thanks to which it can provide all services; terminal, storage, distribution, customs, forwarding and inspection. A restaurant and rest facilities only enhance the level at which business is done.

Visit us at Letališka 16, our website www.lc.btc.si or call us at the telephone number + 386 1 585 11 88. We will gladly meet with you and find the best logistic solution you need.

Janko Pirkovič

*Janko Pirkovič
Director of the Logistic Centre*

Company Profile of BTC Logistic Centre

(hereinafter: LC BTC)

country: Slovenia

core business: Logistic services (boutique integrated logistics, turnkey operations, E-logistics, leasing premises)

legal status: Business unit of the public limited company BTC d.d.

ownership: 100% owned by BTC d.d.

number of employees: over 170

co-operation: Member of the international organisation FIATA, member of the business associational group Transport and Logistic Cluster of Slovenia

certificates: ISO 9001:2000

development investments: SIT 86 million SIT in 2002 (ecology, infrastructure, equipment)

income: SIT 1.2 billion (in 2002)

website: <http://www.lc.btc.si>

Tailor-Made

A
M
F
U
3
0
2
9
3

2
2
G
1

2,6m
8'6"

Values of LC BTC

- Customer satisfaction
- Employee satisfaction
- Innovativeness
- Putting new knowledge into practice
- Own initiative
- Timeliness
- Accuracy

Key Features of LC BTC

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- Organising tailor-made logistic services to suit the customer's needs
- Understanding of market conditions
- Understanding of E-trends in logistics
- Flexibility
- Creative thinking
- Creating economic conditions for development of logistics in the area

Competitive Advantages of LC BTC

- The Company has half a century of experience in logistics and long-term relationships with its business partners
- Logistic Centre is situated near the main railway transport and container terminal and road transporters can directly access it from the bypass around Ljubljana

- We are the only provider of integrated logistics with special warehousing and customs clearance in Slovenia
- We treat each partner individually and jointly seek efficient business solutions
- Logistic Centre adapts to its partners through E-business (tailor-made computer links, possible connection with buyers and suppliers in Slovenia and abroad)
- Guaranteed traceability of goods (customers can at any time get information on whereabouts of their goods)
- Special attention is given to the storage of dangerous materials and LC BTC has a separate parking lot for vehicles used for their transport
- LC BTC has facilities for storing and handling frozen goods
- Two customs branches and 50 forwarding agents are located on the premises of LC BTC
- LC BTC has a terminal for lorries for vehicles transporting dutiable goods with a capacity of up to 300 lorries per day
- Warehousing and customs clearance of imported used cars

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How We Grew

Milestones

- 1984: construction of the Customs Zone started
- 1988: building 8,700 m² of warehouses began
- 1992: own forwarding set up
- 2000: a new warehouse of 13,000 m² and 1,400 m² of office premises
- 2003: logistic and distribution services started being provided to all stores of SPAR Slovenia in the new distribution centre of 25,000 m²

Today, the Business Unit Logistic Centre Boasts with Approximately

- 23,000 m² of indoor storage facilities
- 45,000 m² of outdoor facilities (parking lot for lorries and storage of vehicles)
- 5,000 m² of office premises





Four of the Quartet

1. Boutique Integrated Logistics

a) Warehousing:

The range of warehousing services includes:

- storage handling by sorting, commissioning, packaging and palletising
- warehousing of dutiable and duty-free goods
- indoor and outdoor storage
- storage of dangerous materials
- cold or heated storage
- storage handling
- state-of-the-art storage and distribution technology
- communication centre: computer link with owners of goods, forwarding agents and customs authorities
- use of standardised SSCC or EAN 128 barcode for identification data
- use of EANCOM standard for data exchange
- close co-operation with customers, appreciation of their expectations, opinions and suggestions for improving services and business relationships and following of customers' development strategies

b) Forwarding:

Forwarding services provided by LC BTC include:

- international transport of goods
- forwarding services (advising on international purchase and sale of goods with regard to all logistic services, advising on setting terms and conditions of letters of credit, preliminary price estimates of logistic services, routing - finding most appropriate transport routes, etc.)
- insurance services
- logistic and IT support
- customs clearance and guarantees
- issuing of forwarding documents (FIATA, bill of lading, warehouse receipts of acceptance and release, etc.)

- EU 2004 service - available today to meet future requirements (statistical reports on your flows of goods between Slovenia and the EU as required from 1 May 2004 - INTRASTAT)

c) Transport:

Transport services include:

- distribution of goods in Slovenia for owners of goods stored in the warehouses of LC BTC
- delivery of goods in Slovenia within 24 hours or within the time period specified by the buyer
- providing transport by the vehicles of LC BTC and its subcontractors

Mrs. Marija Gabrovšek, M.S., Head of DAS Department, PETROL, slovenska naftna družba d.d. Ljubljana (Slovene oil company):
“The company BTC d.d. has catered for our logistic needs since 1998, receiving goods from our suppliers and preparing delivery of goods to petrol stations of Petrol and HIP HOP stores. Warehousing services and distribution of goods provided by BTC are highly professional and tailor-made, which perfectly serves our needs.”

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2. Turnkey Operations

An excellent example of these operations is the Spar distribution centre, which was inaugurated at the beginning of May 2003. The motto of the project was: “Two partners, one vision”.

Spar: invested in the construction and technology of the distribution centre.

BTC: contributed its know-how and provides logistic and distribution services to the owner based on its 50-year-long experience (handling of goods: acceptance, commissioning, labelling, release and distribution in Slovenia).

Modern communication and information technology of the Spar warehouse:

- The distribution centre is based on modern communication and IT solutions
- Storage and distribution are fully computer-aided (wireless barcode readers, integrated software application supporting the supply chain and links with suppliers). Thanks to this all warehouse operations are paperless.
- IT support for commissions officer, forklift staff, etc.

Mr. Guntram Drexel, M.S., Chairman of the Supervisory Board of Spar Slovenia:

“This project is a good combination of local know-how and international experience. This distribution centre is not a warehouse but a modern logistic centre for handling goods. It is important for retailers, as they will always receive ordered goods at the right place and at the right time.”

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3. Users of Business Premises

Comparative advantages of LC BTC for tenants and owners of business premises are:

- location
- parking spaces for cargo and passenger vehicles
- infrastructure (customs clearance, inspection authorities, warehouses, forwarding agents, restaurant)
- IT infrastructure available

Mr. Primož Tasič, General Manager
of ALPE PAPIR d.o.o.

“Alpe Papir is a part of the largest multinational company for paper distribution Buhmann based in Amsterdam. Ever since we started doing business in Slovenia, we have applied most strict norms and standards of our parent company and therefore required a highly professional and market oriented business partner, which LC BTC most definitely is. I have always managed to reach an understanding with the Director, Mr. Prebil, and his team in all situations one comes across on the market every day. Thanks to the co-operation with LC BTC it is much easier for us to help our buyers create added value. Therefore I would like to use this opportunity to sincerely thank LC BTC for its assistance and good co-operation.”

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4. E-Logistics

Co-operation between business partners and BTC.

The purpose of the website is to enable exchange of information between business partners located in the area of Logistic Centre and present their products and services.

Website includes:

- tour around the area of LC BTC
- info table providing information about available transport capacities of transporters and forwarding agents
- overview of available storage and office facilities, services, programmes and activities related to logistics
- links to other relevant websites, e.g. customs authorities, the governmental departments, Statistical Office, banks ...
- important information (weather, roads, petrol stations, ATMs, cinemas, hotels)
- book of complaints, commendations and ideas
- restaurant daily menus

Mr. Nenad Brkljača, B.B.L. TRI,

družba za mednarodno špedicijo, trgovino in storitve d.o.o. (international forwarding, trade and service company).

“The company B.B.L. TRI was founded in 1992. Our core activity is international forwarding. In addition to forwarding, we last year began acting as an agent of foreign companies dealing with security and protection.

Ever since the company was founded, it has been a tenant in the BTC building on Letališka St. 16. With BTC d.d. we co-operate well and are very satisfied with the quality of their services - all problems are solved in co-operation and for mutual benefit.”

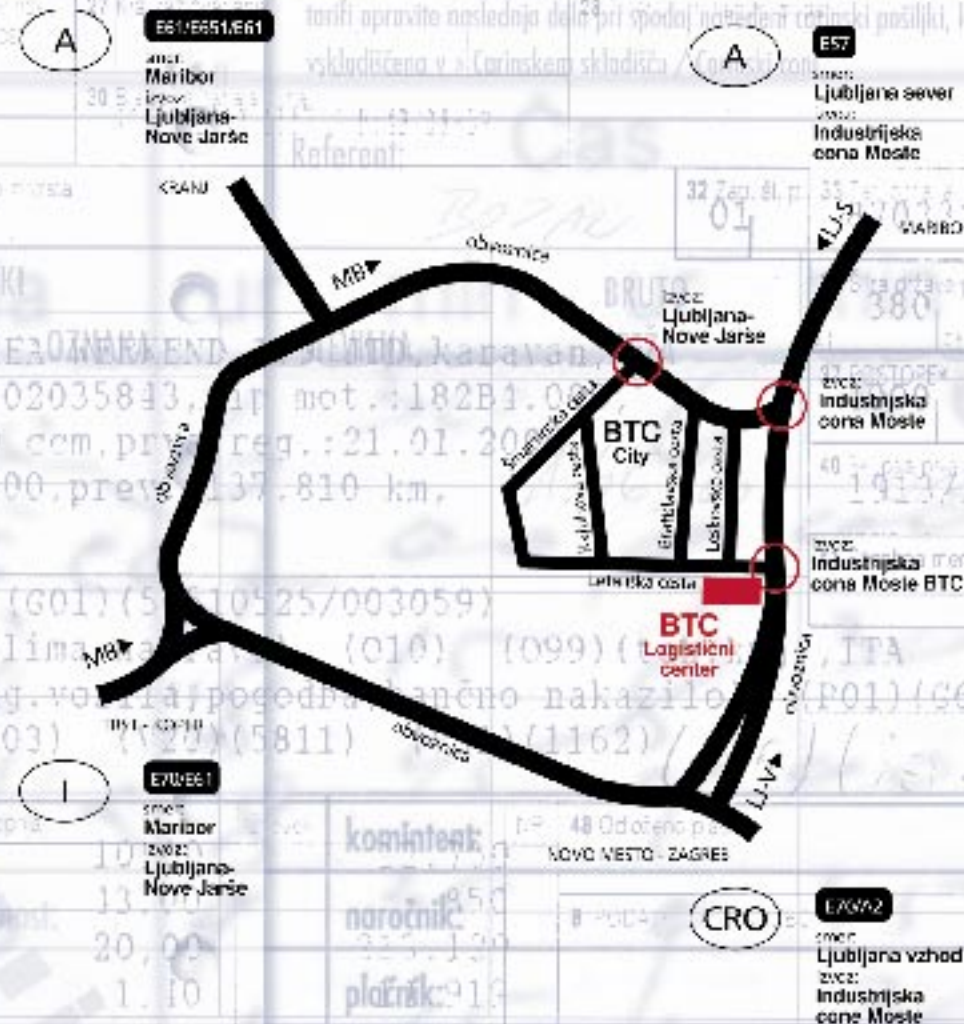
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Our References

Major Business Partners Using Our Warehouses and Services

- ACTINIA d.o.o.
- ALPE PAPIR d.o.o.
- ARKA IMPORT EXPORT d.o.o.
- BEIERSDORF d.o.o.
- DENEL d.o.o.
- DM - DROGERIE MARKT d.o.o.
- ENDRESS+HAUSER d.o.o. Slovenia
- KENEX d.o.o. DOBOVA
- MEDICOPHARMACIA d.o.o.
- MEDITRADE d.o.o.
- PAPIRNICA VEVČE d.d.
- PETROL d.d., Ljubljana
- MERCATOR GROUP d.d.
- RAUCH d.o.o. Slovenia
- RITTAL d.o.o.
- ROBERT BOSCH d.o.o.
- SCT d.d.
- SHELL ADRIA
- SPAR Slovenija d.o.o.
- STOCK TRADE d.o.o. Ljubljana
- TESA TAPE d.o.o.
- UNIVERZAL COMMERCE Ljubljana d.o.o.

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