

CHIPOTEKA

A BRAND OF

Z-EL Ltd specializing in the
Electronic Products Distribution

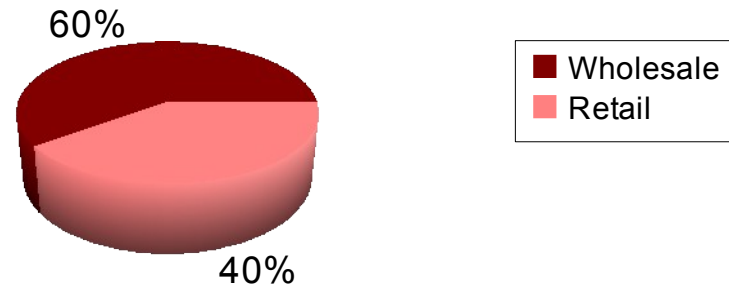
october 2007.

- Established in 1990
- Privately owned
- Run by the three members of the board
- Number of employees: 65
- Initial core business: distribution of industrial electronic components and professional electronic tools
- Core business expanded to consumer electronics and ICT products in 2004
- ISO 9001:2000 certified since 2004

• Revenue Source

- Electronic products distribution in the Croatian market and other regional markets (B&H, Serbia) through wholesale and retail

Total income in EUR '08 9.6 mil.



CHIPOTEKA

MAIN BUSINESS
ACTIVITIES

october 2007.

- Branch Offices (Cro)

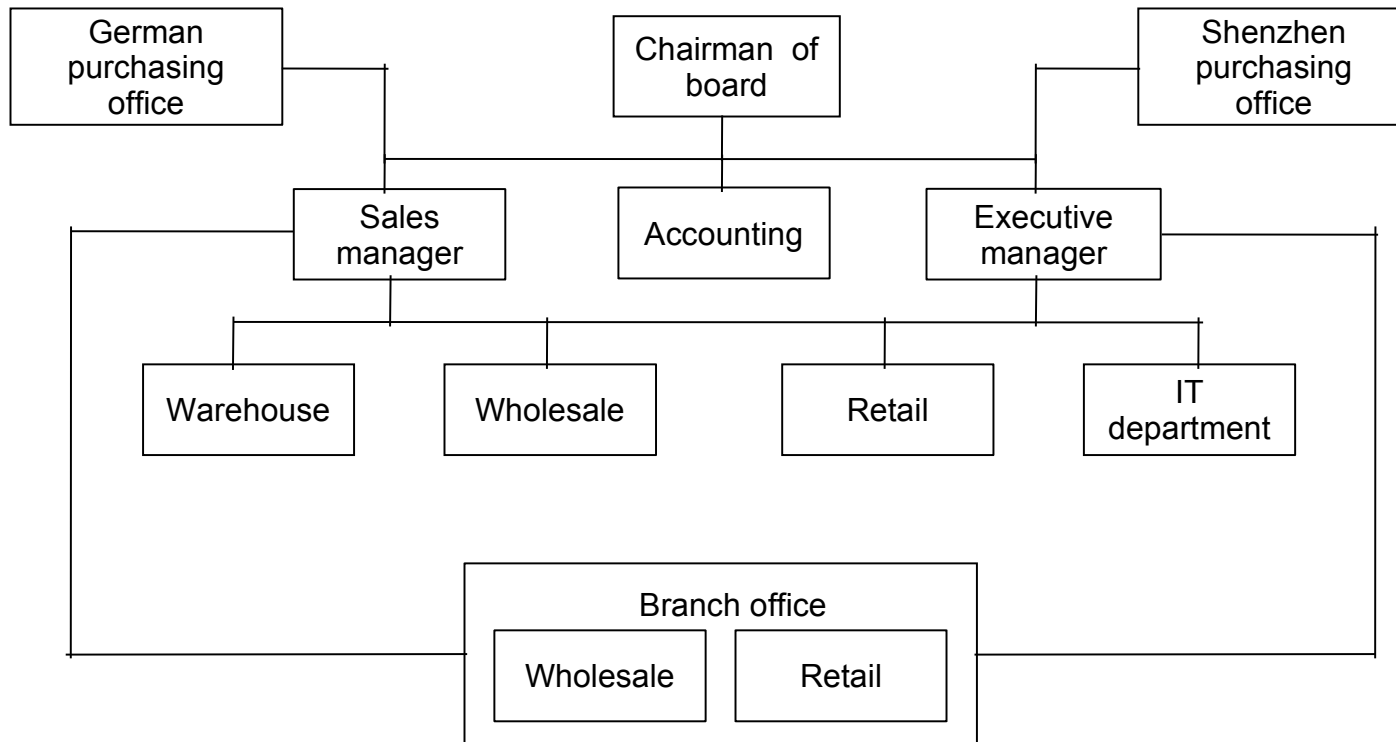
- Zagreb (HQ)
- Split
- Rijeka
- Osijek
- Zadar
- Zaprešić



- Subsidiary Offices

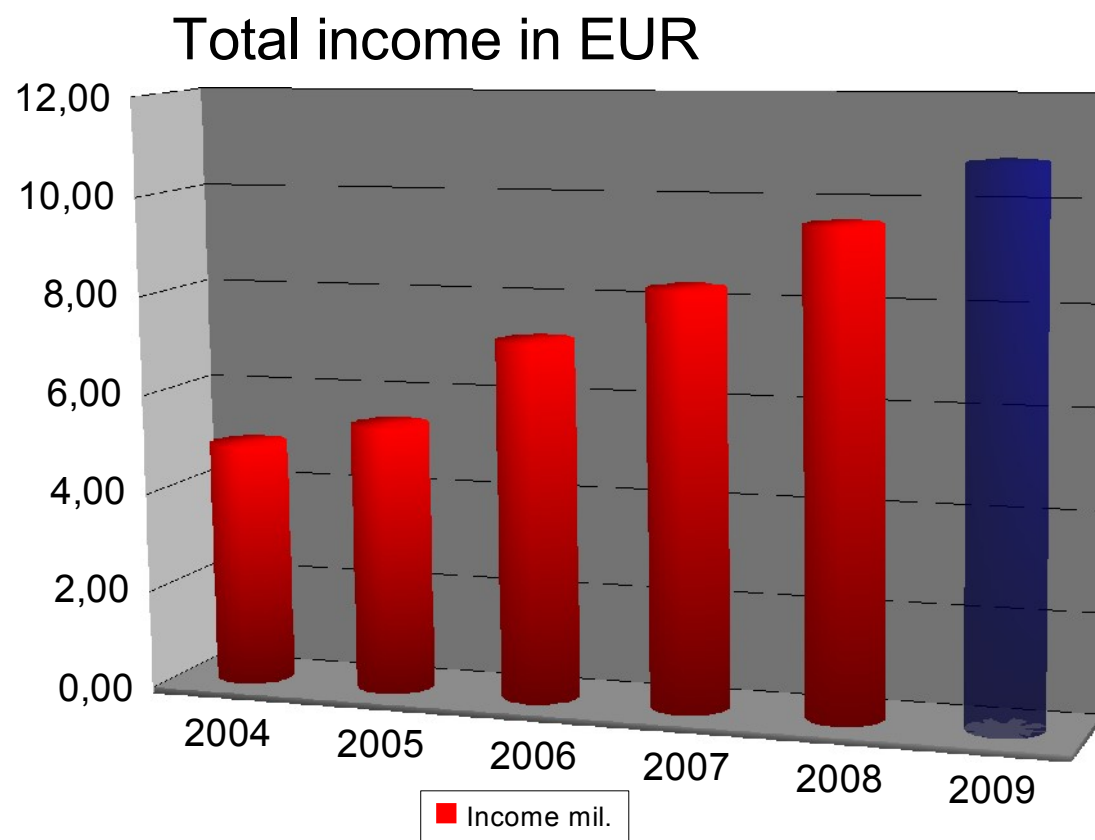
- M-EL, Germany
- Shenzhen, China

Company Structure



- Revenue Summary

- Note: 2009 figures are based on the current estimate



- Active and passive industrial components
- Electromechanical components
- Consumer electronics and accessories
- GPS devices
- ICT products and accessories
- Audio, video and data media

- Exclusive Distributors for the Former Yugoslavia
 - Casio digital cameras and projectors
 - i-mate
 - Oregon Scientific
 - Texas Instruments
 - Wintech
 - Focus
 - Scott audio
 - T'nB
- Authorized Distributors
 - Monacor International
 - C.K. International
 - Kontakt Chemie, CRC
 - Revell
- Authorized Reseller
 - DeLock

CHIPOTEKA

DISTRIBUTION &
PARTNERSHIPS

october 2007.

- Medium size company, suitable for new partnerships
- Steady income from the core business since 1990
- Increasing growth in the consumer electronics business since 2004
- Leading distributor of electronic components in the Croatian market
- Largest retail GPS devices sales in the Croatian market since 2003
- Successful cooperation with the largest wholesale channels in the region
- Successful introduction of the European brands in the Croatian market (Casio camera & projector, i-mate)