

## Predlozi poslovne saradnje – transferne cene (baze podataka)

U mogućnosti smo da Vam predložimo dva oblika saradnje koji ne isključuju jedan drugi, a u skladu sa vašim potrebama i obimom posla.

Prvo, ukoliko se odlučite da Vi pružite usluge transfenih cena klijentu, mi Vam možemo isporučiti podatke iz Bureu Van Dijk baze

podataka TP CATALYST - AMADEUS za pojedine transakcije koje se testiraju, ili celokupnu “benchmark” analizu koja je u većini slučajeva osnovni deo dokumentacije o trasfernim cenama.

Drugo, ukoliko bismo mi bili angažovani direktno od strane vaših klijenata, u svrhu izrade izveštaja o

Vama bi smo, u tom slučaju odobrili odgovarajuću posredničku proviziju. Predlozi saradnje dati su ispod.

### PREDLOG 1:

- ADM Vam isporučuje podatke ili „benchmark analizu“.
- Vi vršite finalnu uslugu klijentu.

### Cene po transakciji – podaci:

Broj transakcija	Cena u EUR + PDV
prve 4 transakcije	550
naredne 4	500
sve sledeće	450

**Benchmark analize : 600 – 1200 EUR + PDV**  
U zavisnosti od kompleksnosti transakcije

### PREDLOG 2:

- ADM vrši uslugu izrade izveštaja o transfernim cenama vašem klijentu
- ADM Vama odobrava posredničku proviziju 15%

### Komercijalni detalji:

Posrednička provizija: 15% od našeg ugovorenog prihoda od prodaje sa klijentom, po naplati.

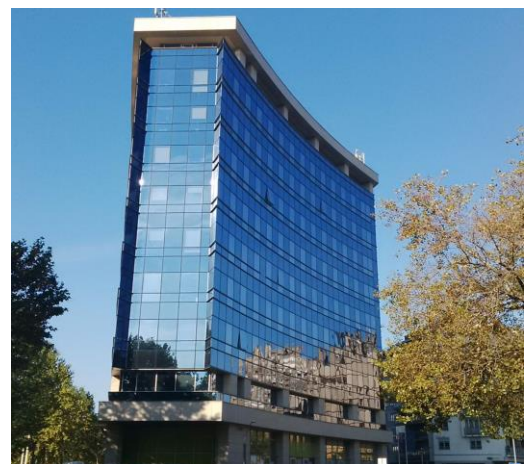
## Kontakt

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## Prilog – primer pretrage i analize – radni podaci

### Kriterijumi pretrage:

Selection Summary				
Criterion	Excl./Incl.	No per step	Result	
1. Ownership: Companies with subsidiaries owned between 25.00% and 100.00%	Exclusion	1,176,892	18,399,205	
2. Independence indicator: A - independent; no shareholder with more than 25%, Include companies with owners being individuals	Inclusion	864,699	739,790	
3. Companies with at least 3 consecutive years of accounts and latest year for analysis 2013	Inclusion	1,848,828	739,790	
4. Active companies only	Inclusion	1,810,257	735,451	
5. World region: Balkan states, Czech Republic, Hungary, Slovakia	Inclusion	187,623	98,998	
6. Item available for all years: Operating P/L (EBIT)	Inclusion	1,509,407	97,535	
7. Year of incorporation before 2009	Inclusion	1,717,638	89,783	
8. NACE Rev. 2 primary codes: 1392 - Manufacture of made-up textile articles, except apparel, NACE Rev. 2 primary codes: 2932 - Manufacture of other parts and accessories for motor vehicles	Inclusion	4,933	344	
9. Operating Revenue (thEUR): from 1,000	Inclusion	882,213	150	
The companies resulting from the search match at least one of the activity criteria			Total	150
Note: access to European companies - Very Large, Large and Medium, with unconsolidated accounts sourced from local registry filings preferred				

### Eliminaciona Matrica (deo - primer)

Company name	Country ISO code	Compliance per screening step		
		All		Manual review
1 2G-SPOL. S R.O. - PRIKRYVKY A POLSTARE	CZ	✓		•
2 2J, S.R.O.	SK	✓		•
3 ADIGE MANUFACTURING SRL	RO	✓		•
4 AGIS ZAVORE DRUZBA ZA PROIZVODNJO DELOV ZA VOZILA D.D. PTUJ	SI	✓		•
5 ANDREA SPACKOVA - PRODUCT - SPACEK	CZ	✓		•
6 AUTO LEAGUE SRL	RO	✓		•

### Obračun interkvartilnog raspona (primer – pre ručne pretrage):

Operating P/L [=EBIT] / Operating Revenue (Turnover) (%)

	Weighted average 3 years %	2013 %	2012 %	2011 %
Before adjustments				
Number of observations (companies)	150	150	150	150
Maximum	41.32	41.56	43.54	41.37
Upper quartile	8.64	8.79	8.55	9.66
Median	4.02	4.33	4.41	4.34
Lower quartile	1.88	1.66	1.69	2.08
Minimum	-29.09	-78.73	-24.69	-37.47
Standard Deviation	8.63	12.14	8.73	8.83
COMPARABLE COMPANIES				
1 2G-SPOL. S R.O. - PRIKRYVKY A POLSTARE	1.81	2.88	1.38	1.08
2 2J, S.R.O.	23.70	24.00	24.61	22.46
3 ADIGE MANUFACTURING SRL	40.04	41.56	43.54	33.99
4 AGIS ZAVORE DRUZBA ZA PROIZVODNJO DELOV ZA VOZILA D.D. PTUJ	3.49	4.59	3.17	2.70