

Dalekovod d.d. Zagreb has made a strong breakthrough on the international market in the past few years. Our vision is to become a leading company in its branch of activity in Central and South-East Europe. As the situation on the market is undergoing permanent changes, so our interests and business co-operations change too. Hence, Dalekovod has managed to win large projects in countries outside Central and South-East Europe. First of all, emphasis should be put on successfully completed projects in Ghana and Iceland and on newly signed contracts as well.

At the beginning of the year Dalekovod has signed a contract with the company Kazakhstan Electricity Grid Operating Company, valued at 80.5 million dollars, for construction of 390 km long 500 kV transmission line. Besides, the company has, together with Končar, concluded a contract with Hrvatske željeznice on development of traction systems to the value of 500 million kunas. The company has also signed a contract with MEPSO on purchase of equipment and erection of 400 kV transmission line from Bitola to the borderline with Greece.

The signing of a contract for construction of Tirana-Podgorica 400 kV transmission line and accompanying feeder bays (technically a very demanding project consisting of a 400 kV double circuit overhead power line in length of 76.14 km and a 400 kV single circuit overhead power line in length of 80.80 km, took place in Skadar on 24 and 25 July 2007.

Besides, preparation and signing of a contract with the Norwegian operator Statnett for construction of Skareheia (Evje) – Holen 420 kV transmission line in length of 105 km took place in Zagreb on 6 and 7 July 2007.

As Dalekovod has been taking a long-term interest in the Scandinavian market, which was demonstrated by its accession to Sellicha Organisation in 2004 already, and after establishing business contacts in Sweden, Dalekovod has decided to participate in prequalification for the Swedish section of the Interconnection Transmission Line Nea-Jarpshommen between Sweden and Norway in length of 75 km.

Also, an interesting market to Dalekovod is Ukraine. It is on that market that we have submitted our technical bid for construction of the transmission line Odessa High Voltage Grid Upgrade-Construction of 330 kV Line from Adjalyk to UsatovX, in length of 123.6 km. After the technical bid, financial bid is to follow.

Further, the company takes huge interest in 400 and 220 kV transmission line projects and expansion of networks in the Republic of Croatia.

The market of the European Union is also very important to us. The awarded projects in Norway and Iceland are excellent admission tickets for the above market due to very similar legal regulations.

Although we have participated in international public biddings on the markets of the European Union we have not managed to win large contracts, partly due to the fact that the majority of the countries have their own companies that are qualified for performance of works on infrastructure projects. Nevertheless, we are certain that we shall find our place on that market too, thanks to our competitive prices and quality and offer of products and services.

Dalekovod has been trying to capture a position in the countries inside the region and in the rest of Europe in several infrastructural industries - electric power industry, motorways, railways and telecommunications. Nevertheless, the company is eager to expand its activities.

At the same time the company is strongly export-oriented. Its main export products are suspension and jointing equipment and metal structures.

Until recently in winning projects abroad we have relied on the ingenuity of our management. The situation has changed for better, as we are now backed up by the Ministry of Economy, Croatian Bank for Reconstruction and Development and Croatian Chamber of Commerce.

Special attention should be drawn to co-operation between Dalekovod and Zagrebačka banka which follows and advises us in financial terms. In that context, we are very satisfied with the transfer of Mrs. Tea Martinčić from the Zagrebačka banka to the position of Director of Division of Finance, Accounting and Risk Management at Dalekovod. Her longtime experience in the financial industry shall help Dalekovod achieve its ambitious plans in the future period.