



## Dear Business Partner,

The world's newest nation, Kosovo has made remarkable progress in establishing the foundations of a modern market-led economy.

- The International Monetary Fund (IMF) estimates real economic growth in 2007 to be more than 3.5 percent, thereby outperforming the 3.1 percent growth of the previous year.
- The really good news is that small and medium-sized enterprises (SMEs) have been the main engine behind this growth and is gradually becoming the backbone of the Kosovar economy.
- Macroeconomic stability has been maintained continuously with an inflation rate below 2 percent and a continued increase in exports.
- The inflow of foreign direct investment (FDI) is also rising. In 2007 alone, an estimated 300 million Euros were invested in Kosovo.
- With its declaration of independence and subsequent international recognition, Kosovo removed the last obstacle for economic development, thus assisting a freer flow of FDI.

Now, in Kosovo, it is all about the economy. And we are ready to tackle all the challenges Kosovo faces in this area.

**Welcome to the New Kosovo.**

## Kosovo at a glance

<b>Geography</b>	<ul style="list-style-type: none"> <li>• <b>Land area:</b> 10,908 km<sup>2</sup></li> <li>• <b>Terrain:</b> Low flood plains throughout central Kosovo, surrounded by mountains to the north, west and south.</li> <li>• <b>Land Use:</b> 53% agriculture, 39% forests</li> <li>• <b>Largest City:</b> Prishtina - est. pop. 500,000</li> </ul>
<b>Population</b>	<p><b>Population Description:</b> approximately 2.2 million people composed of about 90% Albanian, 5% Serbs, 2% Muslim Slavs (Bosniaks, Gorani), 2% Roma and 1% Turks</p> <ul style="list-style-type: none"> <li>• <b>Distribution:</b> 42% urban, 58% rural</li> <li>• <b>Diaspora:</b> app. 500,000 people living abroad.</li> <li>• <b>Languages:</b> Albanian, Serbian, English</li> </ul>
<b>Economic Description</b>	<ul style="list-style-type: none"> <li>• <b>Currency:</b> EURO, GDP 2007: € 2.378 billion, Per capita: € 1,150</li> <li>• <b>Inflation:</b> since 2004 close to 0 percent, 2007 – 2%</li> <li>• <b>Financial Sector:</b> Two tier Banking System consisting of Central Bank of the Republic of Kosovo and 8 private Banks, 9 Insurance companies and 2 pension schemes</li> <li>• <b>Enterprises:</b> 87,960 SME in 2008, app. 47% of total SME engaged in trade industry. 500 Socially Owned Enterprises of which 300 were already privatized</li> <li>• <b>Budget:</b> In 2008 totalling app. 1,090 € million.</li> <li>• <b>Tariff duties:</b> Customs duties: 10% on imports; Excise tax on fuel, tobacco alcohol and luxury goods. No duties and taxes on exports. Custom duties for primary wood products are in process of having 0% on imports.</li> <li>• <b>Taxes in place:</b> VAT 15%, Corporate Profit TAX 10 %, Wage Tax progressive max.10% (tax reform in process)</li> <li>• <b>Free trade:</b> Customs-free access to the EU market based on the EU Autonomous Trade Preference (ATP) Regime, Central European Free Trade Area – CEFTA</li> <li>• <b>Location factors:</b> Competitive and well educated workforce, enviable natural resources (mining, agriculture), low taxes and a transparent tax system, high purchase power through remittances app. 400 million € annually), customs free access to the EU market and CEFTA members market</li> </ul>



## About Kosovo

Located in the heart of the Balkans, Kosovo represents a bridge between the several countries of South Eastern Europe. Through its unique geographical position and its liberal trade regime, Kosovo offers instant access to the interesting and growing markets of the Balkans and Central Europe, comprising 100 million potential customers.

Regional Centre	Traveling Distance (km)
Skopje	86
Sofia	279
Thessaloniki (port city)	312
Tirana	330
Belgrade	355
Durres (port city)	355
Sarajevo	390
Bar (port city)	570
Zagreb	741
Budapest	747
Vienna	938



## Investment & business environment

- Modern, EU-compatible legislation, including “national treatment” for foreign Investors
- Quick and simple business registration
- Young, educated, multilingual, dynamic population with high entrepreneurial spirit
- Competitive, flexible and well skilled labor force
- Sound banking system
- Currency: EURO
- Modern telecommunications
- Liberal trade regime
- Competitive taxation system
- Custom regulative according to EU

## Opportunities – Primary wood production and wood processing industry

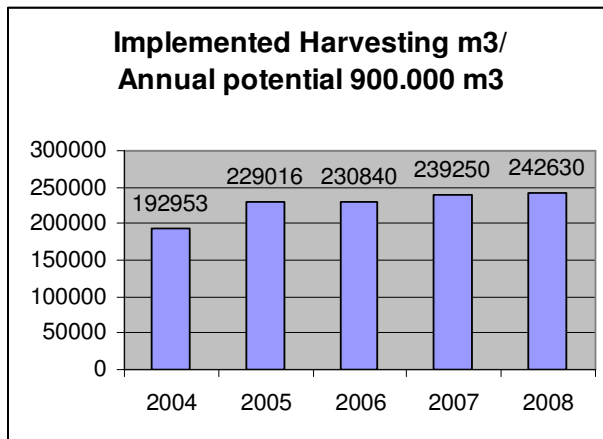
### Benefits for potential investors & business partners

**High availability of primary wood** – Currently the harvesting potential of Kosovo is to a large extent under-utilized. Not only are the various types of wood in Kosovo easily accessible in terms of quantity, but they are also available at competitive prices.

**Low cost of production** – Taking into consideration that wage levels in Kosovo are below the regional average and that the costs of inputs are competitive, one of the main advantages of the wood processing industry in Kosovo is its low cost. In addition to basic labor available at low rates, there is also a large pool of highly skilled workers available at a reasonable cost.

**Free access to the CEFTA and EU market** – Given its central position in the Balkans and its liberal trade regime, Kosovo offers potential investors a favorable place from which products can be exported, free of any customs duties to the CEFTA and EU-markets. In particular, the wood industry therefore represents a good investment opportunity for those companies wishing to offer wood products to the regional market, manufactured at reasonable production costs.

**Import substitution** – Currently Kosovo enjoys a higher demand for finished wood products than local businesses can satisfy. In addition to export opportunities therefore, fulfilling local market needs offers a huge potential.



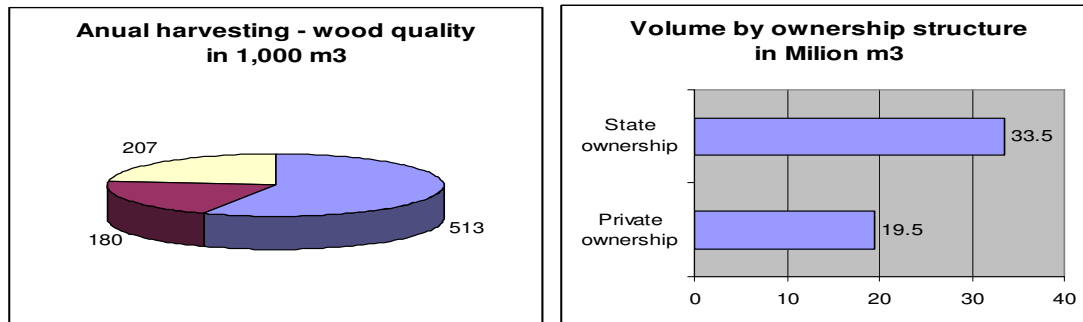
### Sector Specific Content

Forests and related areas cover approximately 39 percent of the total surface of Kosovo and represent a resource of special importance for the Kosovo economy. The annual value of wood products and other benefits arising from forests and related areas is estimated to be between approximately 50 and 75 million Euro, resulting in a contribution by the wood industry of between 1.8 percent and 2.6 percent to GDP. The wood sector is also an important employment provider in Kosovo. The livelihood of between 8 and 10 percent of the population depends upon the forestry and wood industries.

Apart from its use solely for heating purposes, forestry represents an important input for the domestic wood processing industry. Until 1989, this sector was rated among the most significant export sectors. Kosovo used to export wood products as far away as the US and several European countries, in addition to its traditional markets in the former Yugoslav republics.

Currently the wood products made in Kosovo include doors, window frames, furniture and various wood construction materials, while the manufacture of other products, such as fencing material, pallets, boxes, dimension and prefabricated components, is still limited.

Although the domestic production currently caters solely to the Kosovo market, with a limited (and insignificant) number of products being exported to Albania and Macedonia, the industry has enough capacity not only to meet the domestic demand, but also to expand into export markets. Owing to its vast experience and expert knowledge in wood processing, the Kosovar wood industry is particularly well suited to the manufacture of hand-made luxury products. In addition, most sawmills in Kosovo only saw logs into rough, mixed grade lumber, and do not appear to recognize, or have not yet explored, the potential value of waste products from lumber production, i.e. sawdust and wood chips.



## Industrial Policy

Forests and related surfaces in Kosovo are managed by the Kosovo Forests Agency, part of the Ministry of Agriculture, Forestry and Rural Development. According to the principles of the Law on Forests, this agency is responsible for preserving the biodiversity of forests while providing a valuable yield. The Kosovo Forest Agency is therefore the sole authority in charge of compiling and implementing long-term forest development plans, carrying inventory, assigning annual harvesting allowances and issuing permits and licenses in order to undertake harvests.

Another body, the Kosovo Association of the Private Forest's Owners, promotes its members' interests, facilitates the trade of wood, and provides assistance to others to ensure the development of the private forests.

Last but by no means the least important is the Association of Wood Processors of Kosovo, a trade association which fosters the development of the processing industry by helping the wood processors to implement new technologies and know-how, as well as to find new markets and expand exports.

Through the efforts and engagement of the members of this rich institutional environment of the wood Industry, Kosovo has started to implement various incentives to further promote and facilitate primary and secondary wood production. Recently, the Government of Kosovo approved a zero tariff rate for the imports of machinery and capital goods related to this sector, while further negotiations for the exemption of wood raw material from VAT and customs policy are currently taking place. Furthermore in cooperation with several international institutions, the Government is implementing various programs to increase the quality, know-how and economic results of this industry.

## Primary wood production

The primary production of wood in Kosovo is dominated by public forests. Of a total forest area of 464,800 ha, as much as 278,880 ha (or 60 percent) is under public ownership, while the remainder of 185,920 ha is split between approximately 120,000 private forest owners.

The total standing volume of wood is estimated at 53 million m<sup>3</sup>. Of the total volume, 40.4 million m<sup>3</sup> of trees have a diameter greater than 7 cm. Broadleaved forests predominate, covering 90 percent of the area. Oak and beech are the main species.

The annual increment of forests is calculated to be 1.30 million m<sup>3</sup>. Thus, based on international standards, the annual felling allowance is 900,000 m<sup>3</sup>, corresponding to 77 percent of the annual increment. Of this figure, about 700,000 m<sup>3</sup> can be harvested in high forest and about 200,000 m<sup>3</sup> in low forest areas. These figures are gross and additionally include tops, bark and larger branches.

Depending on the quality of the harvested wood, a relatively high percentage can be used by the processing industry. Of the total annual felling allowance, 43 percent is categorized as technical wood (class 1 and 2), while the remainder is used for heating purposes.

With a high capacity for supply, the Kosovo wood primary production can, to a certain extent, cover the demands of the local processing industry. Furthermore, owing to low wood prices per m<sup>3</sup> wood produced in Kosovo will become an important item in foreign trade.

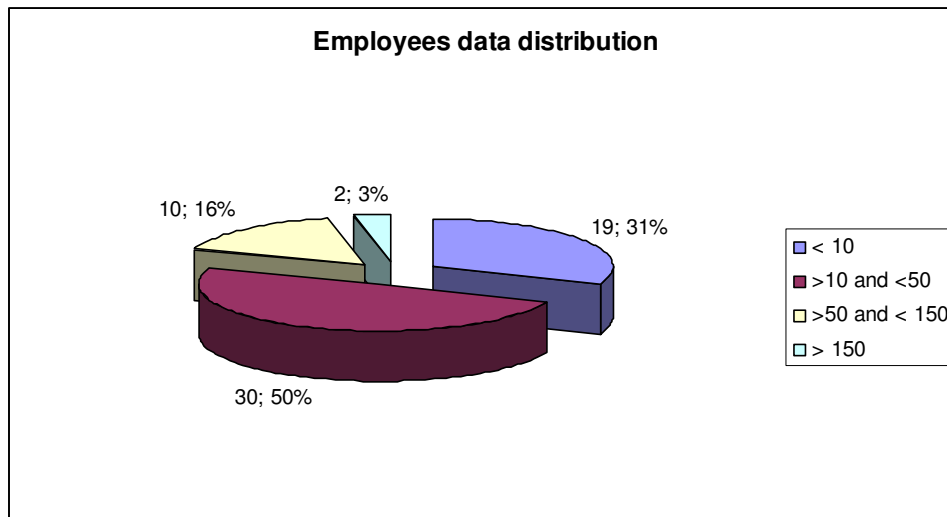
In addition to wood, the Kosovo forests are well endowed with non-wood products such as mushrooms, berries and herbs. The growth of these species is continuously increasing, mainly due to the low degree of environmental pollution and adequate treatment by the rural population.

## Different wood types

Specie	Growing stock in mill m3			Annual felling allowance in m3		
	Public	Private	total	Public	Private	total
<b>Beech (Fagus)</b>	12	4	16	320,000	116,000	436,000
<b>Oak (Quercus)</b>	3	7	10	50,000	162,000	212,000
<b>Other Broadleaves</b>	7	3	10	64,000	65,000	129,000
<b>Abies Alba (Fir)</b>	1	0	2	36,000	6,000	42,000
<b>Pinus Abies</b>	1	1	1	13,000	13,000	26,000
<b>Pinus ssp</b>	2	0	2	48,000	1,000	49,000
<b>Other coniferous</b>	0	0	0	5,000	1,000	6,000

## Wood processing industry

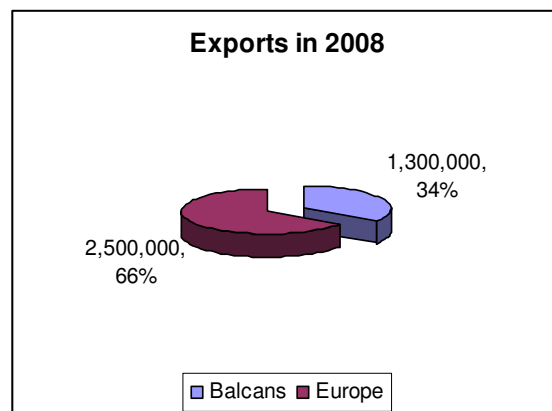
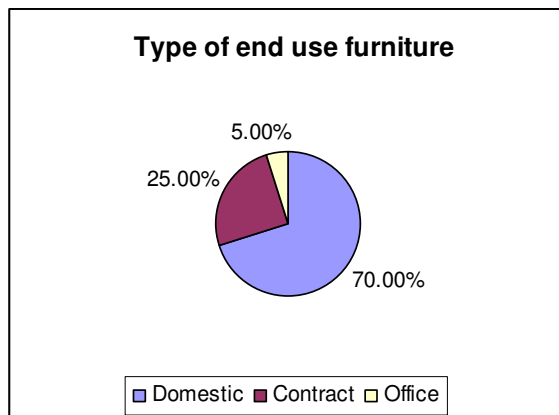
According to the Ministry of Trade and Industry, 1480 enterprises are registered as wood processors in Kosovo. The Association of Wood Processors accounts for some 80 of the most important companies, employing more than 3,000 workers.



According to the data available, six (6) companies have turnover ranging from 1 to 6 millions €. All other companies have declared a turnover under 1 million €.

Of the 80 companies who are AWPK members, 50% are manufacture furniture and the remaining 50 % make doors and windows.

Finished products represent more than 75 % of production while semi – finished products make up less than 25%.

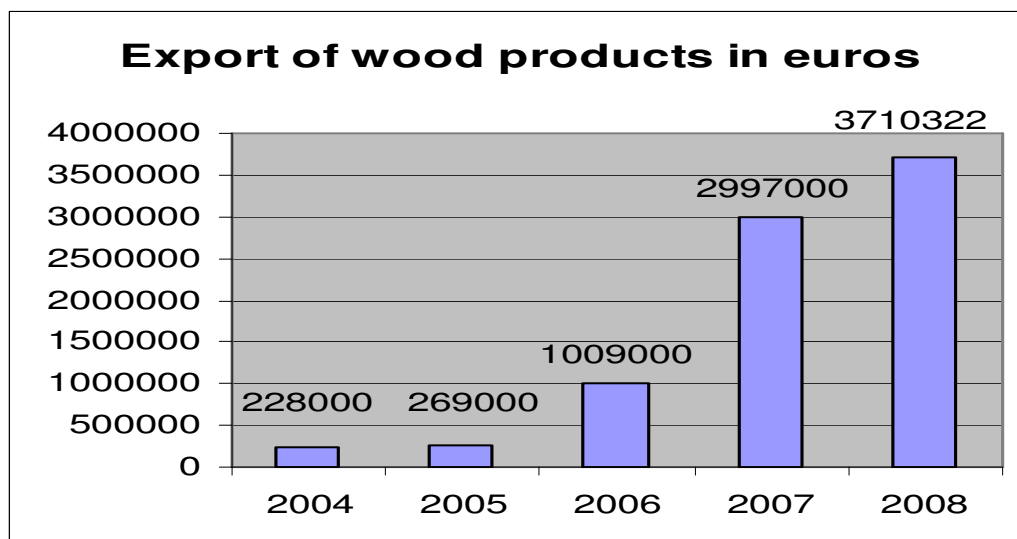
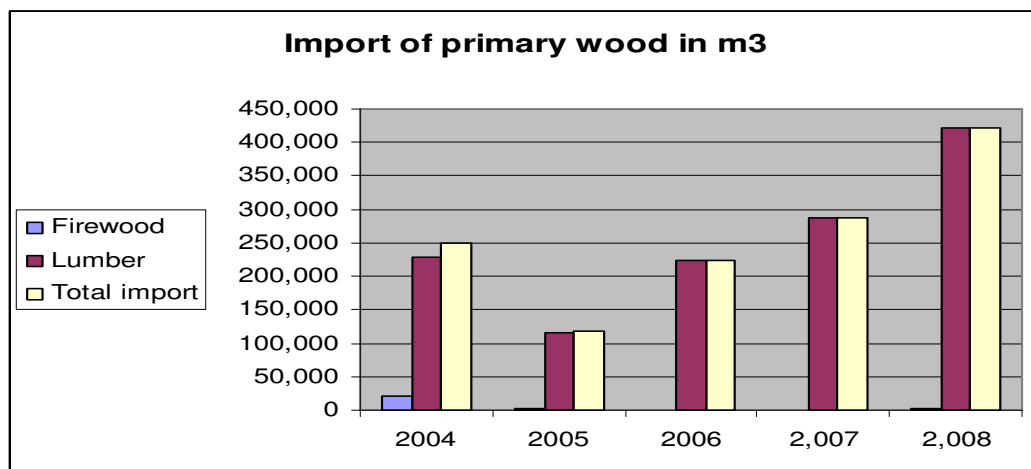


Owing to a sufficient availability of inputs, Kosovar wood processing companies mostly use beech (Fagus), Oak (Quercus) and other broadleaves in their production. The majority of these processors produce furniture, doors, and windows. As a subset of the secondary manufacturing sector, there are also several enterprises engaged in cutting or milling lumber.

During the past eight years, Kosovo's wood processing industry has experienced some significant changes. Owing to better organization and satisfactory service-providing clusters, producers were able to increase the quality and product range, and expanded into foreign markets. Currently, Kosovar wood processors supply home and hotel furniture to companies in Germany, Netherlands, Switzerland, as well as other neighboring markets.

According to the Kosovo Customs Service, the total amount of imported wood products in 2006 was more than € 52 million, while exports reached € 1 million. In the first 10 months of 2007, the import of wood products reached € 53.4 million euro and exports amounted to just under € 3 million.

## Trade structure





## Industry leaders across different sectors

Company name	<b>Lesna</b>
Company address	Pristina, Zona Industriale
Main contact name & title	Hashim Deshishku, General Manager
Contacts	<a href="mailto:info@lesna.net">info@lesna.net</a> , +381 38 548 127; +37744501158; www.lesna.net
Ownership	Private
Date of establishment	1990, long term experience with partner company in Slovenia
Description of business (incl. main products/services)	Construction of Windows, doors solid ( pine, spruce, Meranti) and PVC, AL windows, selling of laminat and other business
Brief company history	Independent company, experience in construction of solid doors and windows, Meranti, Spruce and Pine
Number of employees skilled/unskilled	170 employees

Company name	<b>NTP "UKaj- Elnor"</b>
Company address	Pristina, Lipjan , Industrial Zone,
Main contact name & title	Sheqer Ukaj, owner and manager, Selim Ukaj, production manager
Contacts	<a href="mailto:Sheqer.ukaj@elnor.eu">Sheqer.ukaj@elnor.eu</a> ; tel:+38138544043; +37744503291; www.elnor.eu
Type of company: (limited liability, personal, SOE, or other)	Limited liability, Furniture production, chairs, parquet, doors, tables
Ownership	Sheqer Ukaj
Date of establishment	1986 to 1991
Description of business (incl. main products/services)	Furniture production, engineered wood flooring, chairs, tables, doors.
Brief company history	New company building, modern production line, well organized, contact to foreign costumers (Germany). Young motivated team, family business. High potential for export, kiln dry chamber available (20m3) but in plan for construction of 55 m3. Main business: Beech chairs for export to Germany.Long tradition in this business (since 1816). Mr. Ukaj, the father of Mr. Sheqer Ukaj took over the business from the former wood combineate (Cooperativa) and started with private business. 1986 – Mr. Sheqer Ukaj took over the business. He started with 4-5 employees at that time (different products). After the war the company produced doors and started to produce chairs and tables in year 2002
Number of employees skilled/unskilled	More than 75 workers,



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Company name	<b>Korenica</b>
Company address	Xërxe, Rahovec
Main contact name & title	Mustafë Korenica
Contacts	<a href="mailto:korenicadrupvc@yahoo.com">korenicadrupvc@yahoo.com</a> ; +381 29 77 263; +377 44503919; www.korenica.eu
Type of company: (limited liability, personal, SOE, or other)	Limited liability
Ownership	Mustafa Korenica
Date of establishment	1990
Description of business (incl. main products/services)	Doors, windows, flooring material (parquet)
Brief company history	The factory was established in 1990, in Xerxe/Rahovec, while producing doors and windows for construction industry, as well as trade activities with construction materials. In 1993, the factory expended in production of glass products. In 2006 in cooperation with USAID/KCBS Korenica has begun production of very qualitative wooden flooring for use in construction industry, and continues its activities for production of wooden doors and windows, glass products, and other wooden elements. There are more than 50 employees currently working in three production fields.
Number of employees skilled/unskilled	45 employees

Company name	<b>Gacaferi</b>
Company address	Peja, Kosovo
Main contact name & title	Naim Gacaferi , Manager
E-mail	<a href="mailto:gacaferi@gmail.com">gacaferi@gmail.com</a> ; +38139433657; +37744501626; <a href="http://www.gacaferi.com">www.gacaferi.com</a>
Type of company: (limited liability, personal, SOE, or other)	Furniture company, ( Kitchen cabinets, bed rooms, living rooms) MDF form Italy, Austria / share holder company,
Ownership	Private,
Date of establishment	1952
Description of business (incl. main products/services)	Production of kitchen (capacity 50 kitchen per day), hotel furniture and bed rooms,
Brief company history	Long time experience, new manufacturing plant for kitchen cabinets
Number of employees skilled/unskilled	57 employees,



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**KOSOVSKO UDRUZENJE PRERADJIVACA DRVETA**

Company name	<b>Berto</b>
Company address	Vushtri <b>BERTO Sh.P.K. Vushtrri</b>
Main contact name & title	Bekim Krassniqi , Manager
E-mail	<a href="mailto:ciao-berto@hotmail.com">ciao-berto@hotmail.com</a> ; +38128572722; +37744176266; www.ciao-berto.com
Type of company: (limited liability, personal, SOE, or other)	Furniture company, ( bed rooms, kitchen, living rooms) MDF form Turkey, Italy, Austria / share holder company, three brothers
Ownership	Private, 3 brothers
Date of establishment	1996 to 1999
Description of business (incl. main products/services)	Production of kitchen, restaurant furniture and bed rooms
Brief company history	Long time experience, main business activities started after the war
Number of employees skilled/unskilled	45 employees,

Company name	<b>Tefik Canga Design</b>
Company address	Str. Ahmet kaqiku 1, Ferizaj Kosove
Main contact name & title	Naser Hoxha, owner/general manager
Contacts	<a href="mailto:naser@tefikcangadesign.com">naser@tefikcangadesign.com</a> ; +381290320995; +377 44500925; www.tefikcangadesign.com
Type of company: (limited liability, personal, SOE, or other)	Furniture company, ( wooden chairsbed rooms, kitchen, living rooms) MDF form Turkey, Italy, Austria / share holder company, three brothers
Ownership	Private,
Date of establishment	1945
Description of business (incl. main products/services)	Production of wooden chairs, upholstery furniture.
Brief company history	Long time experience, it was one of the biggest wood processing companies in South East Europe. On 2005 is privatized, restarting wood processing activities.
Number of employees skilled/unskilled	220 employees,



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Company name	<b>Kosovawood</b>
Company address	Str. 216/5 E/8, 30000 Peja, Kosovo
Main contact name & title	Visar Krasniqi, Sales manager
Contacts	<a href="mailto:visar@kosovawood.com">visar@kosovawood.com</a> , +38139432739; +377 44251402; www.kosovawood.com
Type of company: (limited liability, personal, SOE, or other)	Furniture company, ( bunk beds, Solid wood furniture)
Ownership	Private,
Date of establishment	1955
Description of business (incl. main products/services)	Production of bunk beds, solid wood furniture, edge glued panels. Using local beech lumber.
Brief company history	Long time experience. On 2004 is privatized, restarting wood processing activities.
Number of employees skilled/unskilled	180 employees,

Company name	<b>Brovina</b>
Company address	Gjakova – Kosovo Zona industrial p.n.
Main contact name & title	Brovina
Contacts	<a href="mailto:afrimbrovina@hotmail.com">afrimbrovina@hotmail.com</a> ; 0038139024097; 0037744182988; <a href="http://www.brovina.com">www.brovina.com</a>
Type of company: (limited liability, personal, SOE, or other)	Private company, limited liability
Ownership	Private, Mr Afrim Brovina
Date of establishment	1928,
Description of business (incl. main products/services)	Production of doors, windows, hotel rooms equipment, special orders
Brief company history	Company is existing since 1928, long term experience in wood processing, family company is run by 2 brothers, specialized in door production MDF and massive.
Number of employees skilled/unskilld	26 workers



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Company name	<b>AHIKOS</b>
Company address	Str. Riza Matoshi, Ferizaj, Kosovo
Main contact name & title	Shaip Ahmeti, General Manager
Contacts	ahikos@hotmail.com, +381290327919; +377 44500919; www.ahikos-ks.com
Type of company: (limited liability, personal, SOE, or other)	Corporation (JSC)
Ownership	Shaip Ahmeti 45%, Giene Italia 45%
Date of establishment	1990
Description of business (incl. main products/services)	Furniture company, ( upholstered furniture, bed rooms, chairs & tables)
Brief company history	From a small workshop with two employees in 1990 when it is established, has grown to a modern factory with 50 employees. Solid technological and professional potentials of the company, from the wood drying to final wooden products, are a guaranty for a reliable future. Efforts of professional designers make that company introduces in the market a wide range of products, following in continuity new trends and fulfilling requirements and expectations of customers.
Number of employees skilled/unskilled	50 employees,

Company name	<b>DAQA</b>
Company address	Str. Main Road, Ferizaj, Kosovo
Main contact name & title	Nexhmedin Sadiku, General Manager
Contacts	Daqa-ko@hotmail.com; +377 44224255
Type of company: (limited liability, personal, SOE, or other)	Private
Ownership	Nexhmedin Sadiku
Date of establishment	1995
Description of business (incl. main products/services)	Playground equipment; Park benches; Garbage bins
Brief company history	After the war in 1999, the owner was aware that should change the production programme. He did a market analysis for developing the idea and decided to start producing playground equipment for children from 3 to 12 years old
Number of employees skilled/unskilled	11 employees,



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Company name	<b>GATERI</b>
Company address	Vilage Vranidoll, Podujevo, Kosovo
Main contact name & title	Ibrahim Avdullahu, General Manager
Contacts	Gateri91@hotmail.com; +377 4489986, www.gateri-ks.com
Type of company: (limited liability, personal, SOE, or other)	Private, family business
Ownership	Ibrahim Avdullahu 50%, Behxhed Avdullahu 50%
Date of establishment	1991
Description of business (incl. main products/services)	Playground equipment; Park benches; Garbage bins
Brief company history	In 1991 started activity with sawmill as family business; in 1994 are installed first 4 machines for carpenter activity initially working doors, windows and stairs, continuing to grow the range of products to kitchen cabinets and other furniture from massive wood by order. Between 1994-1998 the technology is completed with over 30 wood processing machines which are burned totally during the war. After the war the only asset left were 200 m3 of wood to restart the business, investing additionally up to 200.000 Euro for supply of new machines
Number of employees skilled/unskilled	15 employees,

Company name	<b>LIDHJA</b>
Company address	Vilage Obranc , Podujevo, Kosovo
Main contact name & title	Sabri Zeneli, Manager
Contacts	lidhjaparket@hotmail.com; +377 44239851,
Type of company: (limited liability, personal, SOE, or other)	Private, family business
Ownership	SAbri Zeneli 100%
Date of establishment	1994
Description of business (incl. main products/services)	Classical parquet, Mosaic parquet
Brief company history	Joinery family business since 1930. This is third generation of this wood processing business. After the war since 2002 started with classic parquet production. The most successful business year is 2008 with quantity produced and sold in amount of 25.000 m2.
Number of employees skilled/unskilled	15 employees,



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Company name	<b>Limani</b>
Company address	Veternik, Prishtina, Kosovo
Main contact name & title	Nuredin Limani, Manager
Contacts	lidhjaparket@hotmail.com; +377 44239851,
Type of company: (limited liability, personal, SOE, or other)	Private, family business
Ownership	Nuredin Limani 33%, Bekim Limani 33%, Xhelal Limani 33%
Date of establishment	1999
Description of business (incl. main products/services)	Office furniture, Kitchen, Wardrobes, Bedrooms
Brief company history	This is family business from 1970 operating in Serbia trading with furniture; 1998 moved to production but stopped because of the war. In 2002 the company is moved to Kosovo dealing with manufacturing and trade of furniture. Production in Kosovo started with 3 employees in 2002 because of not being sure for the business success; later on the whole employees which were working in trade moved to production and the trade business stopped. Investment since 2002 were huge for land, building and equipment about 700.000 euro. Last three years investment are concentrated in machinery, new ones not second hand.
Number of employees skilled/unskilled	17 employees,

Company name	<b>Mobilieria Kosova</b>
Company address	Vilage Veleknic, Gjilan, Kosovo
Main contact name & title	Avdi Haziri, Manager
Contacts	<a href="mailto:info@mobilieriaekosoves.com">info@mobilieriaekosoves.com</a> ; +381 280 25 995; +377 44 133 030; fax: +381 280 25995 www.mobilieriaekosoves.com
Type of company: (limited liability, personal, SOE, or other)	Private,
Ownership	Avdi Haziri 100%
Date of establishment	2000
Description of business (incl. main products/services)	Sofas (single, double, triple); Chairs (for restaurants and cafeterias); Tables; Mattresses
Brief company history	In 2000 the company is established as partnership with 3 partners (2 Kosovar and 1 Turkish) with equity of 50.000 DM each and 26 employees. In 2003 the partnership stopped; the assets were bought by Mr. Haziri, the actual owner, who also refunded all debts of former partnership company. From 2000 to 2003 number of employees was



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	increased up to 137
Number of employees skilled/unskilled	37 employees,

Company name	<b>ILIRIA</b>
Company address	Str. Zagrebinr 63 PrishtinA, Kosovo
Main contact name & title	Besim Beselica, Manager
Contacts	<a href="mailto:besim@iliriakos.com">besim@iliriakos.com</a> ; +381-38601199; +377-44122346; <a href="http://www.iliriakos.com">www.iliriakos.com</a>
Type of company: (limited liability, personal, SOE, or other)	Private,
Ownership	Ahmet Beselica 100%
Date of establishment	2000
Description of business (incl. main products/services)	Kitchens; Interiors; Cabinets and Tables
Brief company history	Started with wooden products (windows, doors, Flooring). In year 2002 switched to current production line with 16 employees. 2004 they moved to the new facility in Prishtina.
Number of employees skilled/unskilled	22 employees,

Company name	<b>HOTI</b>
Company address	Vilage Lubizhde, Prizren, Kosovo
Main contact name & title	Hysni Hoti, Manager
Contacts	<a href="mailto:Hbah-hoti@hotmail.com">Hbah-hoti@hotmail.com</a> ; <a href="mailto:Hbah-hoti@hotmail.com">Hbah-hoti@hotmail.com</a> ; Fax: +381-29243444
Type of company: (limited liability, personal, SOE, or other)	Private,
Ownership	Hysni Hoti 100%
Date of establishment	1965
Description of business (incl. main products/services)	1. windows and doors 2. Interiors (stairs) 3. Interior decoration (ceilings etc.)
Brief company history	Tradition inherited from father 1935 he started the business. Since 1965 started to work as private business, and started to produce same product portfolio as today (craftsmen).
Number of employees	15 employees,



**SHOQATA PËR PËRPUNIMIN E DRURIT NË KOSOVË**  
**WOOD PROCESSOR ASSOCIATION IN KOSOVO**  
**KOSOVSKO UDRUZENJE PRERADJIVACA DRVETA**

Company name	<b>TRE YJE DEKOR</b>
Company address	Rr. Bajram Bahtiri Nr. 39, Prishtina, Kosovo
Main contact name & title	Shkumbin Shehu, Manager
Contacts	<a href="mailto:info@treyje.com">info@treyje.com</a> ; +381 038-248969; +377 44 177 624; <a href="http://www.treyje.com">www.treyje.com</a>
Type of company: (limited liability, personal, SOE, or other)	Private,
Ownership	Shkumbim Shehu 100%
Date of establishment	2006
Description of business (incl. main products/services)	1. Tables 2. Dining room furniture 3. Kitchen 4. Bedrooms
Brief company history	Founded in year 2006. First two years: small workshop. 2008: decided to make something different (raw materials that were not present in the Kosovo market). Imported from Turkey MDF panels with wood veneer cover which Kosovo market has not seen until this time. Presented this new products on woodworking fair in Prishtina in year 2008 and since that time the company grew by 700%. Export of product to EU-Market (Holland) according to requirements of chamber of commerce.
Number of employees skilled/unskilled	12 employees,