

SAPIENTIA Nova

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SAPIENTIA Nova

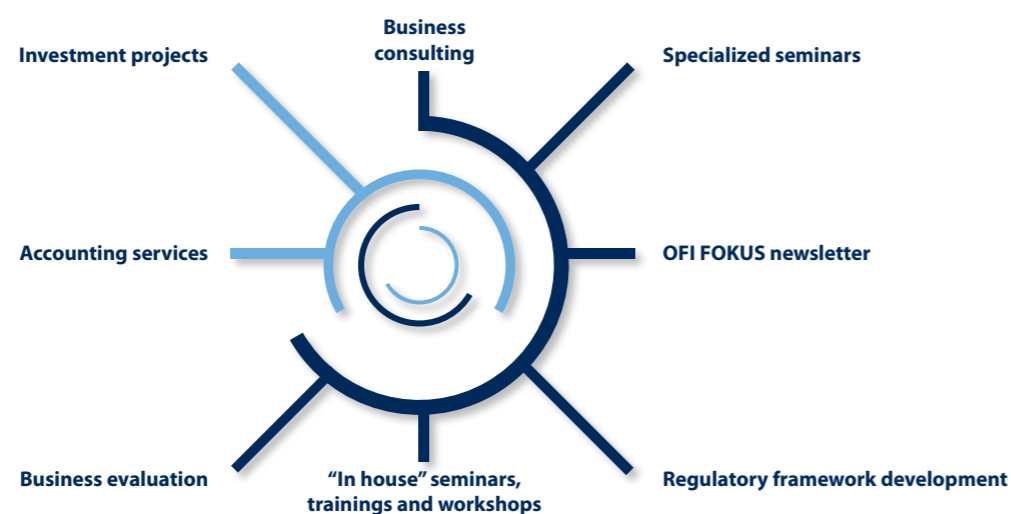
1.1 Vision and Mission

Vision of SAPIENTIA Nova is to become a leading company by knowledge, client relations and services specialized for finance and accounting of finance institutions other than bank, especially in a field of regulatory framework development for "other financial institutions" in Republic of Croatia and surrounding region.

The vision is to create knowledge network, to offer more, to achieve the most.

The core of SAPIENTIA Nova are people with special knowledge and skills which are recognized by our clients.

1.2 SAPIENTIA Nova services



The development strategy of SAPIENTIA Nova is focused on researching needs of clients on the one hand, and the acquisition of new knowledge and skills on the other hand, and a result is continuous innovation of services and raising of their quality.

Thanks to the staff that has the knowledge and experience, energy and will, SAPIENTIA Nova can help you achieve the business goals, whether you're just starting your business or you want raise your business on a higher level.

1.2.1 Specialized seminars

SAPIENTIA Nova gathers teachers with many years of lecturing experience, theoretical knowledge and practical knowledge. Our mission is to organize seminars, trainings and workshops that provide clients with the knowledge, tools and techniques that can improve their business. In this way, we become responsible members of society, making sure that knowledge is always accessible.

1.2.2 "In house" seminars, trainings and workshops

"In house" term refers to the way seminars, trainings and workshops are prepared, according to the specific needs of clients, and they are attended by more than a few employees of the company or organization, if not the entire team.

For them is a characteristic that, in most cases, are held in the premises of clients, and from here comes the name "in house". SAPIENTIA Nova prepares the complete programs and is ready to conduct and hold them in its own hall for presentations and on the request.

"In house" seminars, trainings and workshops for companies can be prepared according to the following topics:

- Financial instruments: recognition, measurement, presentation and disclosure according to IFRS / IAS
- Hedge Accounting - IFRS / IAS and the previous practice in Croatia
- Leasing - the accounting records of the companies - customers of leasing services
- Financial reports - the basics of reporting under IFRS / IAS
- Risks - types, measurement, presentation and disclosure of risks
- Finance for nonfinanciers - Module 1 - Elements of financial statements, financial statements
- Finance for nonfinanciers - Module 2 - Analysis of financial statements
- Accounting - Business Intelligence - accounting processes, workshops with practical issues
- Accounting policy - the settings, the selection of alternatives, workshop
- Management accounting - budget operations, cost management
- International accounting standards – presentation of standards given by the choice of client
- Managing personal finances - helping workers in getting along with personal finances
- Other financial and accounting issues - questions from practice, according to the needs of individual

For the needs of orderer we can arrange a professional seminar for the orderer's clients that would provide them additional service (courtesy).

So far, we provided this kind of services to the company ALD Automotive Ltd. from the Societe Generale Group, which at their events, "Financial breakfast" wanted to provide additional customer service of giving advices on certain financial and tax issues.

From the very beginning of its work SAPIENTIA Nova intensively and successfully operates in the field of organization and maintenance of professional conferences, seminars, trainings and workshops, from which the most important projects are:

Reference list - Education



Analysis of effects of the new IAS 1	Public training	19. October 2011.
Accounting of derivatives	Public training - Zagrebačka burza	October 2011.
Financial assets - available for sale	Public training	May 2011.
Financial and additional statements of leasing companies	Public training	20 April 2011.
Risk analysis and disclosure under IFRS	In house seminar/workshop - UHY Rudan	February 2011.
Provisions	Public training	17. November 2010.
Transfer price	Public training	03. November 2010.
Net currency balance sheet exposure	Public training	27. October 2010.
The financial statements of investment and pension funds	Public training	07. July 2010.
Impairment test	Public training	18. November 2009.
Consolidation	Public training	14. October 2009.
Credit analysis and scoring system rating of the clients company	In house seminar/workshop	May/June 2009.
Exchange rate differentials and hedging	In house seminar/workshop - Siemens d.d.	27. May 2009.
CASH FLOW - report and analysis	Public training	13. May 2009.
Managing personal finance	In house seminar/workshop - US Embassy	January 2009.
Reclassification of financial assets	Public training	21. January 2009.
Leasing Academy	Organization of professional training for leasing companies employees	March – April 2009, 2010, 2011.
Controlling in practice	Public training	17. December 2008.
Fund Academy	Organization of training for Employees of companies for managing investment funds	20.10. –04.11.2008.
Exchange rate differentials	Public training	10. December 2008.
Bonds - recognition, measurement and disclosure	Public training	26. November 2008.
Tax returns and financial assets	Public training	19. November 2008.
Risk Management in Leasing Industry	Public training	01 October 2008
Financial instruments - recognition, measuring and publishing	Public training	10 September 2008
Hedging - Hedge Accounting	Public training	24 September 2008
Accounting forwards	Public training	28 May 2008
Finance for nonfinanciers – Modul 1&2	In house seminar/workshop	February 2008

1.2.3 Consulting

We offer to our clients the knowledge, tools and techniques that can improve their business.

SAPIENTIA Nova, with its ten years of experience in the field of other financial institutions, can provide you with assistance in start-up of the company, determining of accounting policies in accordance with IFRS and IAS, addressing key elements of internal control, making decisions about the finance-accounting tracking of investments or the effects of application of certain types of contracts on your financial statements, and consulting in the field of business contracts.

Reference list - Consulting



March 2011. - today	Developing tools and systems to provide critical financial and operational information and making recommendations on both strategy and operations; Financial planning and analysis		Hypo-Leasing Kroatien d.o.o.
October 2010. - today	Company's Financial Accounting; The preparation of Company's financial statements; Activities related to labor relations, and administrative services - entry of payment orders		Poslovni info servis d.o.o.
August 2010. - today	Preparation of the Company's accounting policies and classification of accounts; Preparation of financial statements; Salaries; Making various opinions and reviews		Hrvatsko kreditno osiguranje d.d.
March 2010.	Activities in the making notes and management reports, accounting policies for hedging accounting		Ilirika investments d.o.o.
February 2010.	Due dilligence, Limited investment study		Hanno-Werk GMBH & Co.KG
January 2010.	Analysis and simulation of alternative business combinations and instructions for accounting and administrative procedures; Assistance in operational implementation		IN2 d.o.o.
October 2009 - today	The preparation of Company's and Funds' financial statements in accordance with the Regulations on accounting and financial statements of pension funds; Determination of booking schemes for new securities; Services related to IFRS 7 - Financial Instruments; Disclosures in respect to preparation of special reports about the risks and impacts of risks on Company's or funds' financial statements		CROATIA OSIGURANJE MIROVINSKO društvo za upravljanje dobrovoljnim mirovinskim Fondom s ograničenom odgovornošću
July 2009.	Development of a module "The system of currency risk management - monitoring changes in forward contracts (transactions hedging)"		Erste & Steiermarkische S-Leasing d.o.o.
April 2008.	Module for calculation of investments, subsequent measurement and disposal of financial assets carried as available for sale		AGRAM životno osiguranje d.d.
2007. - today	Obtaining the opinion of supervisory institutions; Preparation of financial statements; Salaries in nature; Leasing company business; Procurement; Preparation of board members for the interview (permit) of CFSSA; Preparation of a new chart of accounts of leasing company according to CFSSA regulations		ALD Automotive d.o.o.
December 2007.	Controlling layout settings of accounting revenue bonds entry		Croatia osiguranje d.d.
March 2007.	Analysis of operations and opportunity in business processes		Hologram
March 2007.	Analysis of business applications and the possibility of using software solutions FMC in the development of accounting documentation according to CFSSA regulations		KD Investments
April 2007.	Business Analysis and production of Budget for the year 2007/2008		Methodus
2007. - 2011.	Collaboration with the Company for the management of investment funds (accounting services, consulting, tax issues)		MP Invest d.d.
December 2006.	Controlling layout settings of accounting revenue bonds entry - preparing to transfer to the SAP system		Merkur osiguranje

1.2.4 Regulatory framework development

SAPIENTIA Nova consists of experts with ten years experience in other financial institutions, and copyrighted works, such as by-laws related to legislation of investment funds, pension as well as investment funds.

Some of the noteworthy works:

- Regulation on the contents of the shareholders and holders of shares in the fund and of the conduct of business books for companies managing investment funds
- Rules on how to transfer account of member of mandatory pension fund
- Regulation on calculation of net asset value of pension funds
- Regulation on the evaluation of assets and liabilities of the pension fund
- Project of sector of control and collection entitled "Cash flow and the corresponding records in a single accounting system of compulsory pension insurance based on individual capitalized savings"

Through preparation of regulatory framework our goal is to provide the society, community and region with the synergic effects of financial market development.

In particular we are specialized in the regulation of investment funds, leasing and factoring.

1.2.5 OFI FOKUS - newsletter

OFI Focus delivers news related to the business of other financial institutions and supervisory authorities in the region. OFI Focus is the way to provide information, to business customers of SAPIENTIA Nova, concerning legal provisions that are current in a given period of time and to present to all users specific topic from the activities of other financial institutions.

Newsletter is available to you in PDF format through e-mail.

You can join our e-mailing list if you send us an e-mail containing „OFI FOCUS – emailing list“ words on our e-mail address sapientia@sapientia.hr or if you register in www.sapientia.hr.

1.2.6 Accounting services

Our services in the areas of bookkeeping and accounting services are based on many years of experience so we can offer some of the following services:

- **Company Formation**
- **Administration**
- **Cash & Credit Management**
- **Payroll Services**
- **Legal & Tax consulting**
- **Debt collection**
- **Controlling**
- **Financial accounting**
- **Management Reporting**



1.3 Something about the regular consultants / lecturers of SAPIENTIA Nova Ltd.



Mirjana Marinković is director at SAPIENTIA Nova Ltd., Zagreb, and a member of the Board of SPECIJALIST Ltd., Zagreb. She graduated in 1998 from the Faculty of Economics, University of Zagreb. After that, she continued her formal education by attending the postgraduate study program in the department of accounting, finance and audit. Mirjana was rewarded in year 2008 by the professional organization HZRIFD, yearly reward Prof.dr.sc. Ferdo Spajčić.

She is certificated as a Professional TQ Trainer. Her ten year career is related to investment funds. At the beginning of the fund industry in Croatia, in the year 1997, she began her career working in EXPANDIA Invest; fund Management Company that was involved in the process of coupon privatization in Croatia. After that she took the role

of Head of Finance and Accounting at CAIB Invest, fund Management Company that was among the first companies to found open-end funds in the Croatian market. In cooperation with INCENDO Ltd. participates in the development of programming solutions for the investment funds, FMC.Invest and participates in WinDays 2006 as a lecturer.

Mirjana Marinković is specialized primarily in business start-ups so she decided to establish her own entrepreneurial activity, SAPIENTIA Nova Ltd. for business consulting and analysis. Since some things do not just happen by themselves and she doesn't lack entrepreneurial spirit and ideas, she is in the process of starting a new project, SPECIJALIST.HR for the financial experts market. She loves her daughter Hana the most in the world.



Sandra Kalanj is a manager in the department of accounting and consulting services of the company SAPIENTIA Nova Ltd. where she came from the position of head of accounting in Proficio Ltd. holding. She graduated from the Faculty of Economics in Zagreb in year 2000, and by profession is Authorized Professional Accountant. She won several awards of professional public (ZRIFD Zagreb, HZRIFD). Since 1999 until 2009 she worked for EXPANDIA Invest Ltd., today Proficio Ltd. Sandra became head of the accounting AIM Ltd.

/ Proficio Ltd. and a company grows into the holding. As a representative of the owner she participated in the work of a supervisory board and was president of one audit committee. In 2007 she led the project of takeover a publicly traded company Proficio Ltd. by the management of the company. Sandra is an expert in the field of taxation, consolidation and real estate, and has an excellent knowledge of business and commercial law. She is proud mother of two children, a girl Una and a boy Bruno.

Gordana Božić is a professional associate of the accounting services department of Company SAPIENTIA Ltd. and comes here from the position of senior accountant of KPMG Consulting Inc.

She graduated Accounting and finance in 2002., and has a profession of certified accountant.

Her work experience is mainly linked to the construction and cosmetic Industry (MTI Ltd., Agrograd, L'oreal Zagreb Ltd. and Avon Cosmetics Ltd.). Gordana's area of business interest is taxes, and in this direction she is continuing further education.

Her free time she usually devotes to her dog, samoyed Luna.



Smiljana Jerković is a professional associate of the accounting services department of Company SAPIENTIA Ltd. She graduated in 2005 at the VERN' University of Applied Sciences among the top 10 students, and has a profession of Independent Accountant.

She has won several awards for best student of the VERN' University of Applied Sciences. During her studies, she gained experience in various activities and led demonstrations courses for Business and Economic Statistics and Mathematics. After graduation, she found

her interest in finance and accounting, and decided to professionally develop in that direction. She comes at present position from the company TPA Horwath Ltd.

She has an internationally recognized Certificate in business English, issued by the "University of Cambridge." Apart from the independent accounting tasks as Smiljana's specialty we highlight enforcement of wages, foreign exchange operations and reporting for Central bank. Her leisure time is devoted to her interests, dance and art.



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