„ORAO“ a.d. BIJELJINA

Broj: 033/34-397/26
Datum: 02.11.2026. godine

JAVNI POZIV

za iskazivanje interesovanja i kvalifikaciju potencijalnih kupaca za učešće u pregovaračkom postupku prodaje viškova pokretne imovine

Na osnovu:

- Sporazuma o konačnom raspolaganju svim pravima i obavezama na pokretnoj imovini koja će i dalje služiti za potrebe odbrane od 27.03.2008. godine;
- Aneksa navedenog sporazuma od 06.02.2026. godine;
- Instrukcije o prodaji viškova pokretne imovine Ministarstva odbrane i Oružanih snaga BiH, broj: 11-03-23-3309-506/17 od 09.02.2026. godine;
- Odluke Vijeća ministara BiH o raspodjeli sredstava od prodaje viškova pokretne imovine Ministarstva odbrane BiH, broj 220/25 od 29.12.2025. godine;
- Odluke Vlade Republike Srpske o određivanju komisionara i načinu prodaje i izvoza imovine utvrđene Sporazumom i Aneksom sporazuma o konačnom raspolaganju svim pravima i obavezama na pokretnoj imovini koja će i dalje služiti za potrebe odbrane, broj: 04/1-012-2-484/26 od 12.02.2026. godine („Službeni glasnik Republike Srpske“, broj 14/26 od 20.02.2026. godine), „ORAO“ a.d. Bijeljina objavljuje sljedeći javni poziv:

1. Predmet i svrha javnog poziva

„ORAO“ a.d. Bijeljina, u svojstvu komisionara, poziva sva zainteresovana domaća i strana pravna lica koja ispunjavaju propisane uslove da iskažu interesovanje za učešće u pregovaračkom postupku prodaje viškova pokretne imovine koja je vlasništvo Bosne i Hercegovine – Ministarstva odbrane BiH.

Predmet buduće prodaje su MiMES sredstva, kao i letjelice, u skladu sa odobrenim listama imovine.

Detaljne liste imovine, tehničke specifikacije, količine, početne prodajne cijene i druga prateća dokumentacija biće dostavljeni zainteresovanim pravnim licima nakon uspješno sprovedenog postupka kvalifikacije i zaključenja Ugovora o povjerljivosti (NDA).

2. Uslovi za učešće

Pravo učešća u postupku kvalifikacije imaju zainteresovana pravna lica koja ispunjavaju sljedeće uslove:

1. Ovlašćenje za promet oružja i vojne opreme

Zainteresovano pravno lice mora biti registrovano, odnosno imati važeće ovlašćenje za obavljanje djelatnosti prometa oružja i vojne opreme u državi u kojoj ima registrovano sjedište.

Ispunjenost ovog uslova dokazuje se dostavljanjem odgovarajuće važeće dozvole, licence, rješenja ili drugog dokumenta izdatog od nadležnog organa matične države.

2. Zaključenje ugovora o povjerljivosti (NDA)

Zainteresovano pravno lice dužno je dostaviti potpisan Ugovor o povjerljivosti (Non-Disclosure Agreement – NDA), prema obrascu koji sastavi „ORAO“ a.d. Bijeljina.

Ugovor o povjerljivosti zaključuje se radi zaštite informacija i dokumentacije.

Pristup povjerljivim informacijama moguć je isključivo nakon što ugovor bude potpisan od obje ugovorne strane.

3. Dokumentacija koja se dostavlja uz prijavu

Zainteresovana pravna lica dužna su dostaviti:

1. **Pismo namjere (Letter of Intent – LOI)**, kojim izražavaju interesovanje za učešće u pregovaračkom postupku, prema obrascu iz priloga ovog poziva.
2. **Rješenje o registraciji preduzeća**, odnosno odgovarajući dokument o registraciji pravnog lica izdat od nadležnog registra u državi u kojoj pravno lice ima sjedište.
3. **Dokaz o ovlašćenju za promet oružja i vojne opreme**, izdat od nadležnog organa države u kojoj pravno lice ima sjedište.

Dokumentacija se dostavlja elektronskim putem, u PDF formatu, na adresu **marketing@orao.aero.**

Sa naznakom predmeta elektronske pošte: **„Prijava na javni poziv – kvalifikacija potencijalnih kupaca"**.

„ORAO" a.d. zadržava pravo da od podnosioca prijave zatraži dodatna pojašnjenja, provjeru vjerodostojnosti dostavljenih dokumenata ili dostavljanje originala odnosno ovjerenih kopija, kada ocijeni da je to potrebno.

4. Postupak kvalifikacije i pregovaranja

Po isteku roka za dostavljanje prijava, „ORAO" a.d. Bijeljina izvršiće pregled pristigle dokumentacije i provjeru ispunjenosti uslova iz ovog javnog poziva.

„ORAO" a.d. Bijeljina će na osnovu prikupljenih prijava, te drugih njemu dostupnih podataka, ocijeniti koja će pravna lica smatrati kvalifikovanim za narednu fazu postupka.

Kvalifikovanim pravnim licima biće omogućeno preuzimanje odgovarajuće dokumentacije o imovini koja je predmet prodaje, uz poštovanje ugovorenih obaveza povjerljivosti i važećih propisa.

Nakon toga, zainteresovana kvalifikovana pravna lica će biti pozvana da učestvuju u pregovaračkom postupku, u okviru kojeg će se razmatrati konkretni predmeti prodaje i komercijalni uslovi.

Sprovođenje pregovaračkog postupka i eventualno zaključenje pojedinačnih ugovora sa kupcima vršiće se uz pribavljanje svih propisanih saglasnosti i odobrenja nadležnih organa.

5. Rok i način prijavljivanja

Ovaj javni poziv objavljuje se na zvaničnoj internet stranici „ORAO" a.d. Bijeljina, **www.orao.aero**, i otvoren je **sedam (7) kalendarskih dana od dana objavljivanja**.

Datum objavljivanja: 02.11.2026. godine

Krajnji rok za dostavljanje prijava: 09.11.2026. godine, do 16:00 časova, po lokalnom vremenu Bosne i Hercegovine.

Prijave se dostavljaju isključivo elektronskim putem na adresu **marketing@orao.aero**.

6. Ostale odredbe

Ovaj javni poziv predstavlja poziv za iskazivanje interesovanja i sprovođenje postupka kvalifikacije potencijalnih kupaca, a ne ponudu za prodaju konkretne imovine.

Slanje e-mail-a, dostavljanje dokumentacije, niti bilo koja druga radnja od strane podnosioca ili „ORAO" a.d. Bijeljina ne uzrokuje obavezu „ORAO" a.d. Bijeljina da sa podnosiocem nastavi komunikaciju, dalje pregovara, niti zaključi ugovor o kupoprodaji.

Svi pojedinačni poslovi prodaje podliježu odgovarajućim zakonskim uslovima u BiH i RS, propisanim postupcima i prethodnim odobrenjima nadležnih organa.

Prilozi javnog poziva:

- Obrazac Pisma namjere (Letter of Intent – LOI)

„ORAO“ a.d. Bijeljina
Šabačkih đaka 66, 76300 Bijeljina
E-mail: marketing@orao.aero
Internet stranica: www.orao.aero

"ORAO" a.d. BIJELJINA

No.: 033/34-397/26

Date: 2 November 2026

PUBLIC INVITATION

for Expressions of Interest and Pre-Qualification of Prospective Buyers to Participate in a Negotiated Sale Procedure for Surplus Movable Property

Pursuant to:

- the Agreement on the Final Disposition of All Rights and Obligations Relating to Movable Property That Will Continue to Serve Defence Purposes, dated 27 March 2008;
- the Annex to the aforementioned Agreement, dated 6 February 2026;
- the Instruction on the Sale of Surplus Movable Property of the Ministry of Defence and the Armed Forces of Bosnia and Herzegovina, No. 11-03-23-3309-506/17 of 9 February 2026;
- the Decision of the Council of Ministers of Bosnia and Herzegovina on the Allocation of Proceeds from the Sale of Surplus Movable Property of the Ministry of Defence of Bosnia and Herzegovina, No. 220/25 of 29 December 2025;
- the Decision of the Government of Republika Srpska on the Appointment of a Commission Agent and the Method of Sale and Export of Property Covered by the Agreement and its Annex on the Final Disposition of All Rights and Obligations Relating to Movable Property That Will Continue to Serve Defence Purposes, No. 04/1-012-2-484/26 of 12 February 2026 (Official Gazette of Republika Srpska, No. 14/26 of 20 February 2026), "ORAO" a.d. Bijeljina hereby issues the following Public Invitation:

1. Subject and Purpose of the Public Invitation

"ORAO" a.d. Bijeljina, acting as a commission agent, invites all interested domestic and foreign legal entities that meet the prescribed requirements to express their interest in participating in a negotiated sale procedure for surplus movable property owned by Bosnia and Herzegovina – the Ministry of Defence of Bosnia and Herzegovina.

The property intended for sale comprises ammunition, mines and explosive ordnance (MiMES), as well as aircraft, in accordance with the approved property lists.

Detailed property lists, technical specifications, quantities, initial sale prices and other accompanying documentation will be provided to interested legal entities after successful completion of the pre-qualification procedure and execution of a Non-Disclosure Agreement (NDA).

2. Eligibility Requirements

Interested legal entities may participate in the pre-qualification procedure provided that they meet the following requirements:

1. Authorization to Trade in Arms and Military Equipment

The interested legal entity must be registered or hold a valid authorization to engage in trade in arms and military equipment in the country where its registered office is located.

Compliance with this requirement shall be evidenced by an appropriate valid permit, licence, decision or other document issued by the competent authority of the entity's home country.

2. Execution of a Non-Disclosure Agreement (NDA)

The interested legal entity shall submit a signed Non-Disclosure Agreement (NDA), using the form prepared by "ORAO" a.d. Bijeljina.

The Non-Disclosure Agreement is concluded for the purpose of protecting information and documentation.

Access to confidential information is permitted only after the Agreement has been signed by both parties.

3. Documents to Be Submitted with the Application

Interested legal entities shall submit the following documents:

1. Letter of Intent (LOI), expressing interest in participating in the negotiated sale procedure, using the form attached to this Public Invitation.

2. Company registration certificate or an equivalent document confirming registration of the legal entity, issued by the competent registry in the country where the entity has its registered office.

3. Proof of authorization to trade in arms and military equipment, issued by the competent authority of the country where the legal entity has its registered office.

The documents shall be submitted electronically, in PDF format, to marketing@orao.aero.

The email subject line shall read: "Application for Public Invitation – Pre-Qualification of Prospective Buyers".

"ORAO" a.d. reserves the right to request additional clarifications, verification of the authenticity of submitted documents, or originals or certified copies, whenever it deems this necessary.

4. Pre-Qualification and Negotiation Procedure

Following expiry of the application deadline, "ORAO" a.d. Bijeljina will review the applications received and verify compliance with the requirements of this Public Invitation.

On the basis of the applications received and other information available to it, "ORAO" a.d. Bijeljina will determine which legal entities it considers qualified to proceed to the next stage.

Qualified legal entities will be granted access to the relevant documentation concerning the property offered for sale, subject to the agreed confidentiality obligations and applicable legislation.

Thereafter, interested qualified legal entities will be invited to participate in the negotiation procedure, during which the specific items offered for sale and commercial terms will be discussed.

The negotiation procedure and any subsequent conclusion of individual sales agreements with buyers shall be subject to obtaining all approvals and authorizations required from the competent authorities.

5. Application Period and Submission Method

This Public Invitation is published on the official website of "ORAO" a.d. Bijeljina, www.orao.aero, and remains open for seven (7) calendar days from the date of publication.

Date of publication: 2 November 2026

Deadline for submission of applications: 9 November 2026, by 16:00 (4:00 p.m.), local time in Bosnia and Herzegovina.

Applications shall be submitted exclusively by email to marketing@orao.aero.

6. Other Provisions

This Public Invitation constitutes an invitation to express interest and participate in the pre-qualification procedure for prospective buyers and does not constitute an offer to sell any specific property.

Sending an email, submitting documents or taking any other action by an applicant or "ORAO" a.d. Bijeljina shall not oblige "ORAO" a.d. Bijeljina to continue communications or negotiations with the applicant or to conclude a sales agreement.

All individual sales transactions are subject to the applicable legal requirements in Bosnia and Herzegovina and Republika Srpska, the prescribed procedures, and the prior approvals of the competent authorities.

Attachments to the Public Invitation:

Letter of Intent (LOI) Form

"ORAO" a.d. Bijeljina
Šabačkih đaka 66, 76300 Bijeljina, Bosnia and Herzegovina
Email: marketing@orao.aero
Website: www.orao.aero

ZA „ORAO" a.d. BIJELJINA / FOR „ORAO" a.d. BIJELJINA

Direktor / Director