

**Deloitte &
Touche**



***Poland: Privatization
Through Restructuring
Monthly Status Report
May 1993***

Delivery Order No. 18
Poland: Privatization Through Restructuring

Project No. 180-0014
Contract No. EUR-0014-I-00-1056-00
Eastern European Enterprise Restructuring
and Privatization Project

U.S. Agency for International Development
EUR/RME

June 30, 1993



June 30, 1993

Mark Karns
EUR/RME
U.S. Agency for International Development
320 21st Street, N.W., Room 6923 N.S.
Washington, DC 20523

**Re: Contract No. EUR-0014-I-00-1056-00, Deliverable for
Delivery Order No. 18, Poland: Privatization Through
Restructuring**

Dear Mr. Karns:

In accordance with Article IV of the referenced delivery order, enclosed please find four copies of the Monthly Status Report for May 1993.

This deliverable was prepared by the Deloitte & Touche team working in Poland. If you have any questions concerning this deliverable, please call Lynne Damon at (202) 879-5386. Thank you.

Sincerely,

Kathleen J. Machen
Operations Manager

Enclosure

**PRIVATIZATION
THROUGH
RESTRUCTURING**

**STATUS REPORT
MAY 1993**

**USA AID CONTRACT NO.
EUR-0014-I-00-1056-00
DELIVERY ORDER NO. 18**

**FOIA 5 USA
Section 552(b)(4)
Information entitled to
be withheld from the
public because it
contains proprietary
information and business
trade secrets.**

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Deloitte & Touche

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10 June, 1993

Mr. William Joslin
AID Representative
U.S. Embassy
00-461 Warsaw
Poland

Mr. Mark Karns
Bureau for Europe
Agency for International Development
Washington D.C. 20523
USA

Gentlemen,

US AID CONTRACT NO. EUR-0014-I-00-1056-00, DELIVERY ORDER NO. 18,
PRIVATIZATION THROUGH RESTRUCTURING.

Enclosed herein is a status report covering activities under this assignment performed in
May 1993.

Should you have any questions or comments, please do not hesitate to contact me.

Yours sincerely,

Jeffrey Baldwin
Project Director

PRIVATIZATION THROUGH RESTRUCTURING (PtR)

STATUS REPORT May 1993

Activities during May

- * We continued to advise the Ministry of Privatization on the selection of Management Groups process and procedures.
- * We advised Ministry on formation and rules of activities of the selection committee.
- * We agreed with the Ministry of Privatization on the criteria for evaluating restructuring programs and process for selecting Management Groups.
- * We conducted a number of follow-up activities i.e. we contacted potential Management Groups who got business profiles to assess their interest in participation in the program.
- * A total of 5 proposals in Polish were submitted by potential Management Groups, as of 31 May, 1993 (Attachment 1). We initiated evaluation of the restructuring programs.

Planned Activities for June

- * We will complete revision of restructuring programs.
- * We will prepare restructuring programs assessments and make recommendations for selection.
- * We will advise the Ministry on managing the process of selecting Management Groups and preparation for negotiations.

ATTACHMENT 1

Proposals received

Company	Proposal from
Wuko Wschowa S.A.	<ol style="list-style-type: none"><li data-bbox="670 452 1479 483">1. Management Group formed by private Polish investors.<li data-bbox="670 525 1479 694">2. Management Group formed by: "ASMA" sp. z o.o. - Polish limited liability company Jerzy Dobrowolski - Polish private person Kaj Kjellqvist - foreign private person ITCA Europe Ltd. - multinational consulting firm
Inofama Inowroclaw S.A.	<ol style="list-style-type: none"><li data-bbox="670 771 1698 802">1. Management Group formed by private Polish investors.<li data-bbox="670 843 1698 976">2. Management Group formed by consortium of the following companies: Ingenieuberatung in Tachnik und Wirtschaft GmbH Management Assistance Service Ovtimex Bautechnik GmbH
Optex Opoczno S.A.	<ol style="list-style-type: none"><li data-bbox="670 1056 1515 1121">1. Management Group formed by private investors including company top executives.