



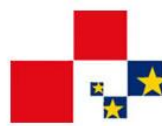
STATENS KARTVERK



Croatian National Tourist Board



REPUBLIC OF CROATIA



HRVATSKA GOSPODARSKA KOMORA

CROATIAN CHAMBER OF ECONOMY



TRADE AND INVESTMENT
PROMOTION AGENCY



INNOVASJON
NORGE

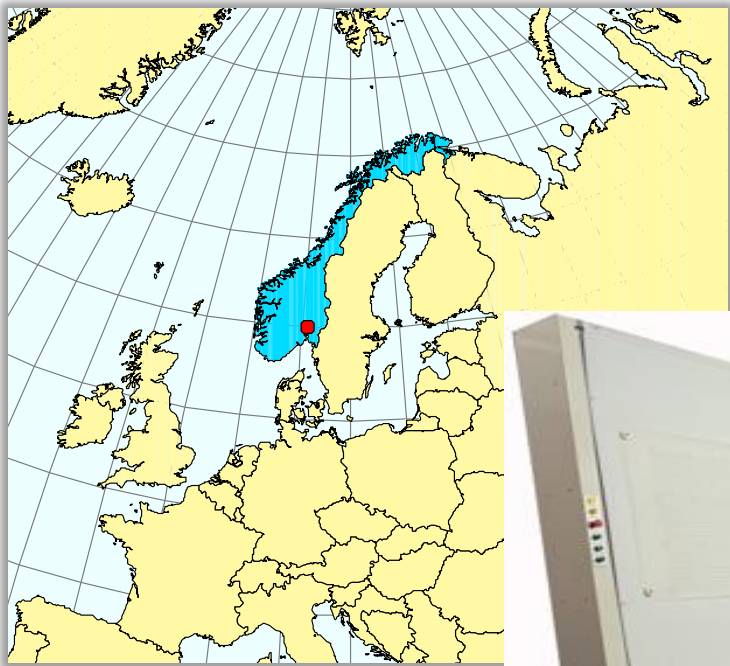
SUCCESS STORY IN BILATERAL BUSINESS DEVELOPMENT



Jan M. Fongen
Vice President, Geofoto Group

NORWEGIAN COMPANY PROCAPTURA

It all started with the highest quality scanner in the world



Kongsberg Scanners – later ProCaptura

A Norwegian company with innovative scanner solutions

90 % export rate

Sales and service based on local partners



ENTERING THE EX JUGOSLAVIA MARKET

The first project in Zagreb, Croatia – 2002/2003



50 % funded by Norway

The first of a series of mapping projects involving many Norwegian and Croatian companies

Our conclusion:

We needed a partner

Professional search lead to:

Geofoto d.o.o



GEOFOTO

Funded 1993 in Zagreb, Croatia

2002: 15 employees

2010 (September): 277 employees

Offices and/or partners in most countries in Europe

Additional presence in USA, Latin America, North Africa, Eurasia, India and China

Core business:

Aerial surveys, photogrammetry and laser

Classical geodetic and cadastral surveying

Topographical and cadastral databases

Civil and military mapping

Cartography, 3D modelling

Geographical Information Systems

Ownership structure:

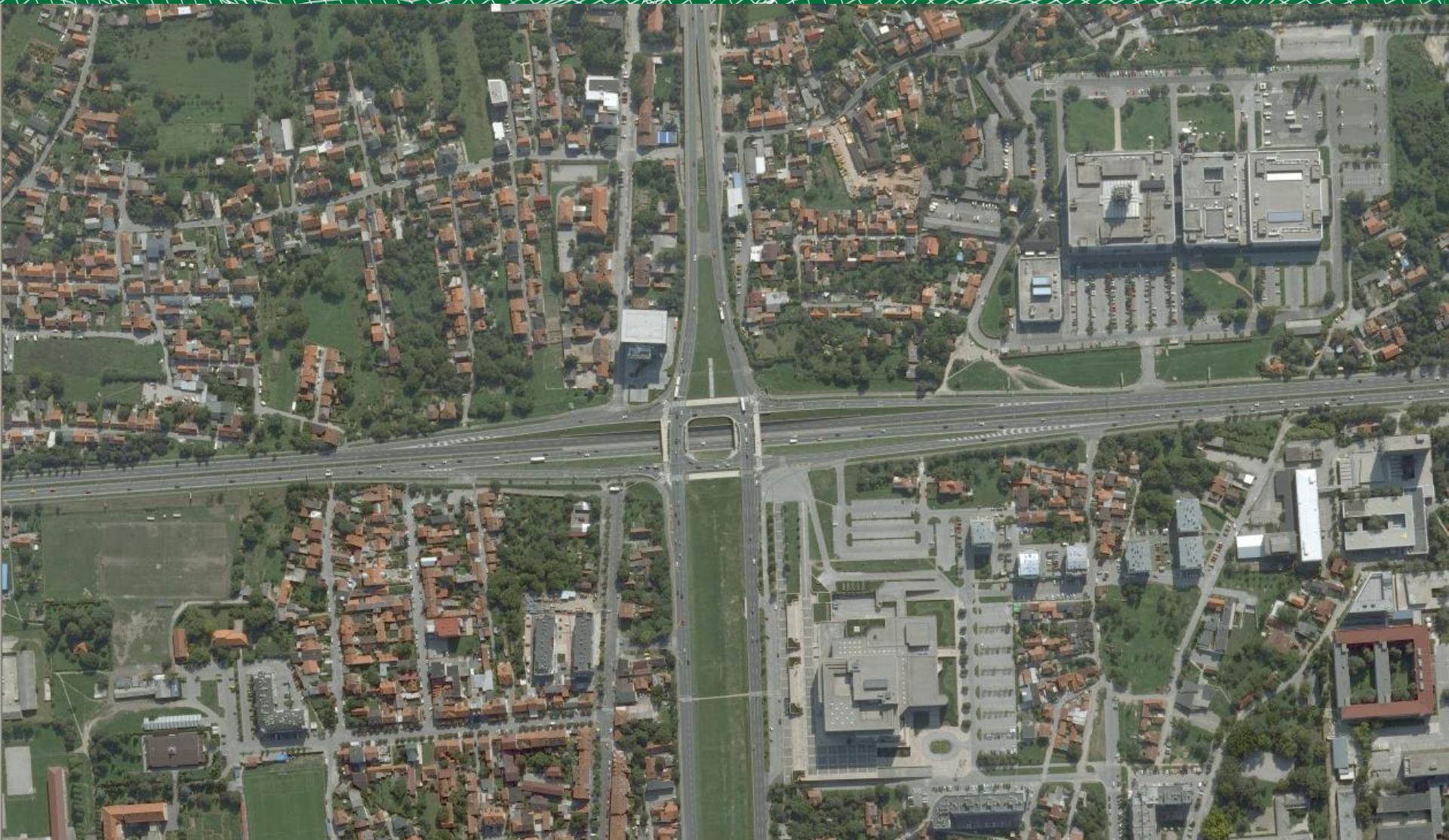
Majority shareholder: Zvonko Biljecki

Minority shareholder: EBRD

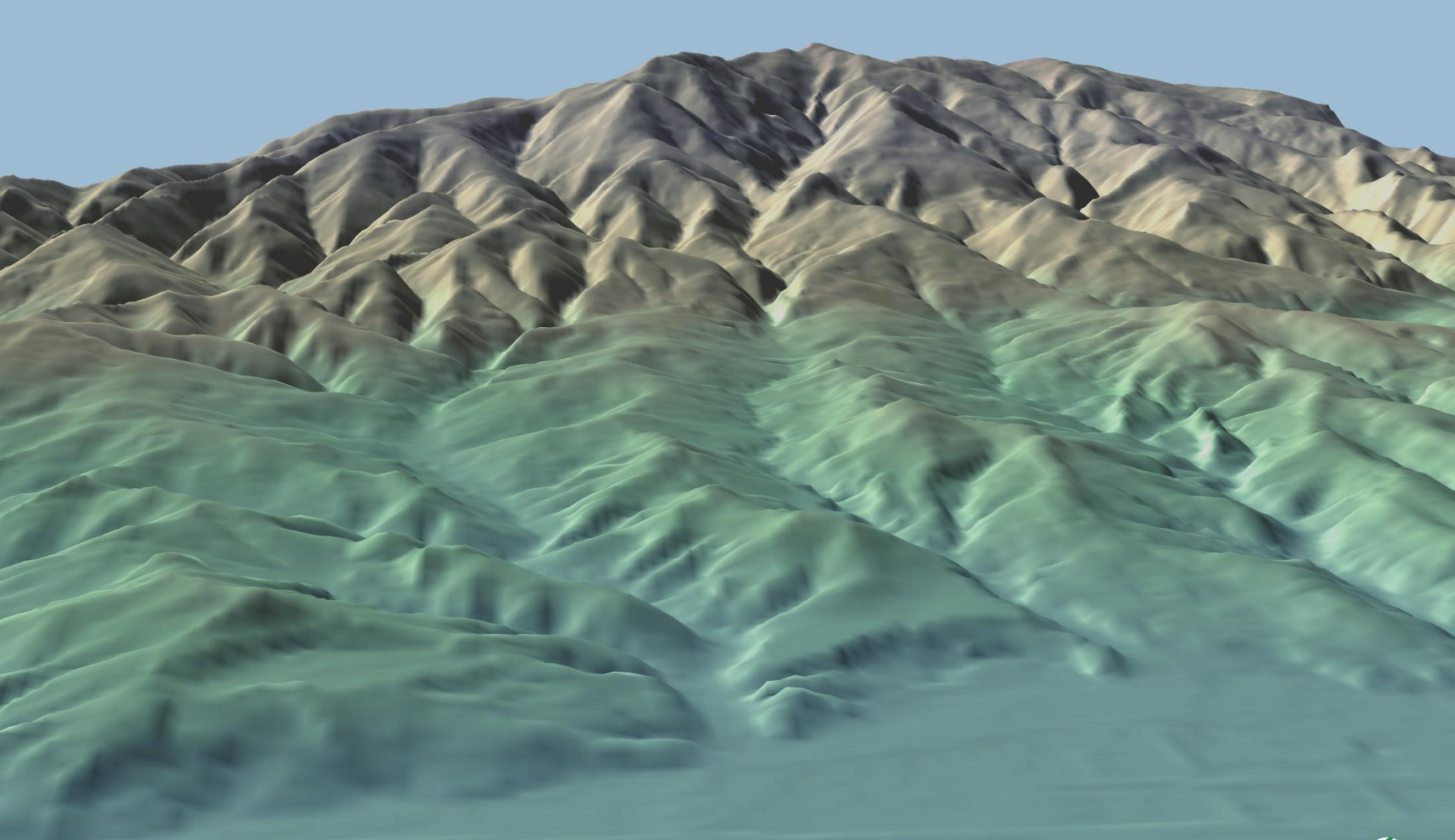


European Bank
for Reconstruction and Development

AEROPHOTOGRAMMETRIC IMAGES



DTM



DIGITAL ORTHOPHOTO



3D CITY MODELS



SOFTWARE SOLUTIONS



DOF Katastar Topografija

Ukljuci sve

- Nadzerni
- Nepoznato

Vodovod

Dubina voda

- Blinda
- Cijev
- Hidrant
- ☐ Hvatac necistoca
- ☑ Katodna zastita
- ☑ Kontrolni vodomjer
- ☑ Kontrolni prikljucak
- ☑ Muljni ispuat
- ☐ Nepoznat
- ☐ Poklopac
- ☑ Reducir stanica
- ☑ Redukcija
- Spoj
- φ Zasun
- ☑ Zracnik

Podzemni

- Nadzerni
- Nepoznato

Plinovod

- Podzemni

Download

Shape GML

PDF

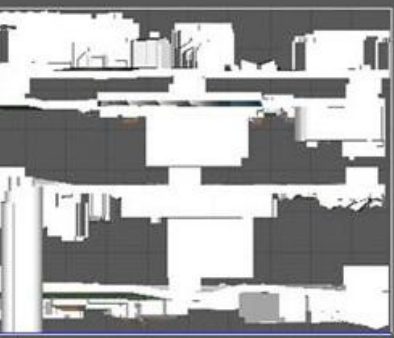
AERIAL SURVEYS



GEODETTIC AND CADASTRAL SERVICES



TOPOGRAPHIC AND CARTOGRAPHIC DATABASES



DEDICATED PEOPLE AND STATE OF THE ART EQUIPMENT



THE IMPACT OF NORWEGIAN AID

Since 2002 more than € 10 million out of the Norwegian financial support for Croatia has been allocated to mapping related projects

Areas of contribution:

Property registration

Scanning of property maps

GIS projects for municipalities and national parks

Mine information system

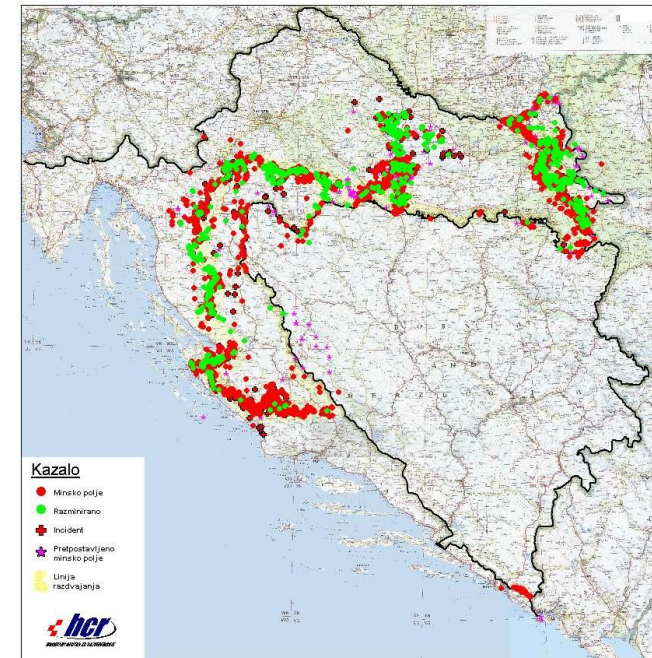
Hydrographic surveying

The reasoning:

Property rights are essential for economical growth

Digital maps is a necessity for national planning and nature protection

Mine infected areas still a huge problem for the society



THE BEAUTIFUL SIDE EFFECTS

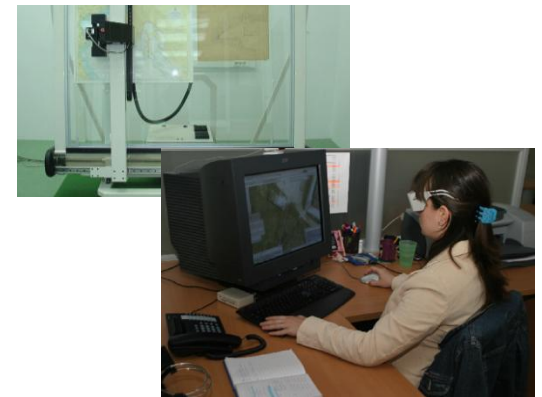
The “Geofoto Story” is an excellent example of how Norwegian aid not only result in great benefits for the receiving country ...

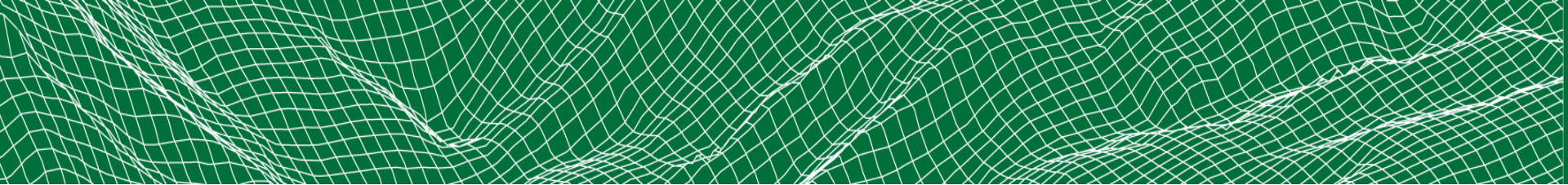
Statens Kartverk (The Mapping Authority of Norway) benefits as faciliator of the projects, ensuring a proper procurement process, but allows private companies to contribute

Norwegian industry benefits through export of state of the art technology

Local public sector benefits through receiving of technology solutions to solve vital tasks for the country

Local private sector benefits through the provision of products and services





thank you for your attention