

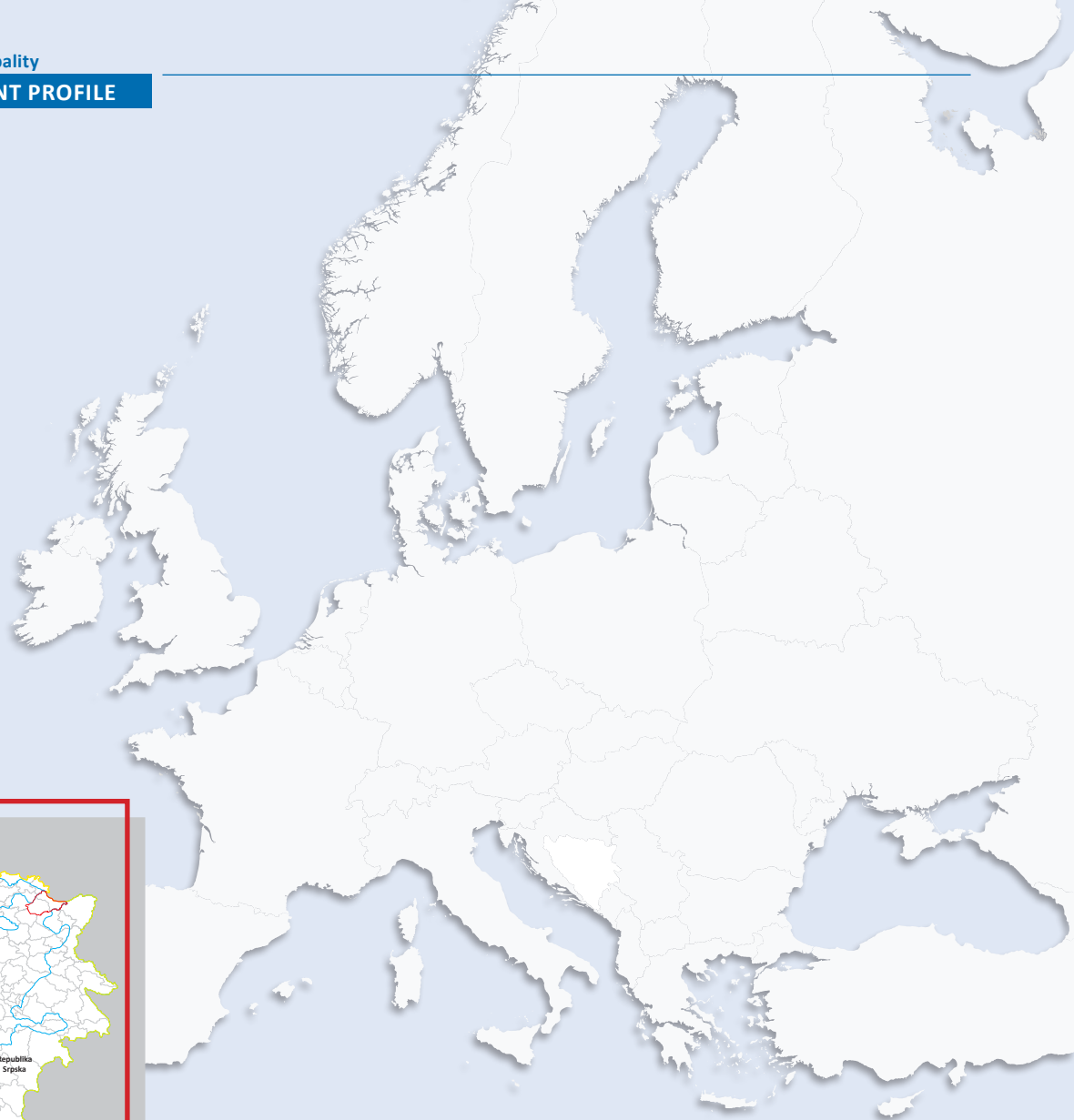


Fast-growing Economy at the Very Border with the European Union Market

# INVEST IN GRUDE MUNICIPALITY

Grude Municipality – New Investment Opportunity in South-Western BiH!

[www.grude.info](http://www.grude.info)



Position of Bosnia and Herzegovina in Europe



Position of Grude Municipality in Bosnia and Herzegovina

## WHERE ARE WE LOCATED

Grude Municipality is located in the southwestern part of Bosnia and Herzegovina (BiH), in West Herzegovina Canton (ŽZH), in the Federation of BiH (FBiH), at the very border between Bosnia and Herzegovina and Republic of Croatia (European Union).

<b>Area</b>	221 km <sup>2</sup> (0.43% of BiH area)
<b>Seat</b>	Grude (total 13 settlements)
<b>Population</b>	17,308 (Final results of the 2013 census)
<b>Relief</b>	Grude Municipality spreads around Grudsko polje. It has all characteristics of relatively closed karst depression. Most of the West Herzegovina Canton territory belongs to the macro-region of Low (coastal) Herzegovina.
<b>Climate</b>	Sub Mediterranean climate of humid characteristics
<b>Altitude</b>	260-330 m
<b>Time zone</b>	GMT+1

Source: Grude Municipality



*With strong and dynamic economy, one step away from the EU market, Grude Municipality is building a reputation of one of the most attractive investment locations in the southwestern part of Bosnia and Herzegovina.*

## WHY INVEST IN GRUDE?

### Continuous growth of economy and strong entrepreneurial spirit

- Grude ranks 13<sup>th</sup> among 83 municipalities in FBiH as per a development level; it is one of successful economies in BiH
- The private sector employs 80% of total number of employees in Grude

### Exceptionally favorable geo-strategic position allows for fast transport of goods and services from Grude to the EU and other markets, with low transportation costs

- Immediate vicinity of important transport corridors Vb and Vc leading to Central Europe
- Border area, at the very border with the Republic of Croatia, near Adriatic Sea and ports Ploče and Split (Republic of Croatia) and cargo airports in Sarajevo (BiH) and Split (Republic of Croatia)
- Business opportunities: Investments in agriculture and food sector, processing with added value, tourism and exploitation of renewable energy sources (sun, water)

### Building plots with developed infrastructure in the Economic zone Grude “Pogana Vlaka – Poljanice”, greenfield zone at the very border with the Republic of Croatia and EU market

- Zone of the area of 32 ha (313,934 m<sup>2</sup>) owned by Grude Municipality with 48 building plots, price as of 6 BAM/m<sup>2</sup>
- Business opportunity: Purchase, with possible incentives, depending on the amount and purpose of investment

### Excellent support to investors and friendly environment for entrepreneurs

- Grude Municipality works with investors and business community to realize opportunities and achieve growth and development
- Under the regulatory reform project, we additionally shortened time and cut costs of operations for private sector and entrepreneurs, and we established a coordination mechanism to cooperate with the private sector and the aftercare program to provide support to companies

*Our objective is to provide continuous care to each investor.*

*We invite you to contact us with full confidence, together we will make your investment project even more successful.*



## QUICK ACCESS TO MARKETS WITH LOW TRANSPORTATION COSTS

*Access to global markets from Grude is facilitated by quality transport infrastructure.*

### International road transport

Proximity of motorway A1 (Zagvozd 33 km, Vrgorac 28 km) through Croatia, part of the Pan-European Corridor Vb (connects north and south of Europe with Croatian ports) and the future Pan-European corridor Vc (connects Central Europe with Adriatic Sea) allows fast access to regional, European and other markets.

### International railway transport

Via the railway station in Čapljina (45 km), investors have the opportunity to use the railway cargo transport from Grude Municipality to regional, European and other markets using Track 11 (Sarajevo-Čapljina-Port Ploče in Croatia) that is, via the track in Sarajevo, connected to all parts of BiH, neighboring countries and beyond.

### Border crossings

#### With Republic of Croatia

- **GP Gorica (Grude)/Donji Vinjani (Croatia) / 14 km / 0h20**  
Border Crossing of I category for road transport (transport of passengers, all kinds of commodities and means of transport). Fruits and vegetables may also be transported via this border crossing that, according to laws of contracting parties, are subject to check of compliance with market standards and health conditions when crossing the joint state border.
- **GP Bijača (Ljubuški)/Prud (Croatia) / 28 km / 0h45**  
Border crossing for international road transport (transport of passengers and goods) that, according to laws of the contracting parties, are subject to inspection when transported across the joint state border.

#### With Montenegro:

- **GP Deleuša (Bileća)/ Vračnovići (CG) / 160 km / 2h50**  
Border crossing for international road, commodities and passenger transport.

#### International airports:

- **Split** - 105 km / 1h30 • **Sarajevo** - 185 km / 3h00 • **Zagreb** - 475 km / 4h30 • **Mostar** - 45 km / 00h40

#### International ports:

- **Split (sea)** - 105 km / 1h30 • **Ploče (sea)** - 59 km / 1h00 • **Brčko (river)** - 342km / 7h00



# FAVORABLE BUSINESS ENVIRONMENT FOR ENTREPRENEURSHIP

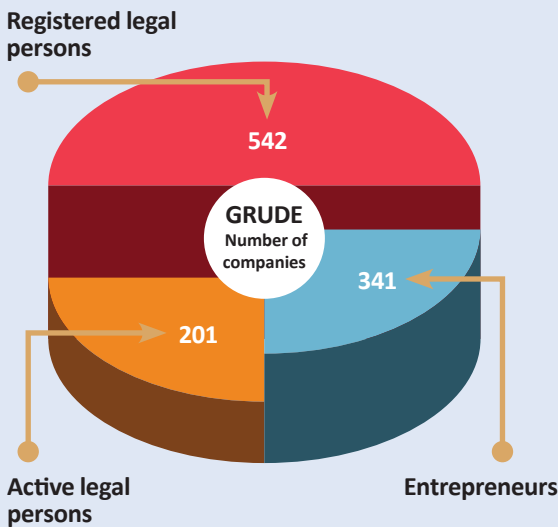
Investors who operate successfully in Grude Municipality recognized favorable conditions for their business. The economy is based on micro and small enterprises and crafts, and on several mid-size and large companies, regional leaders in the processing sector.

## Business and economic trends

- 542 active business entities and entrepreneurs.
- 31 companies per 1,000 people.
- 13<sup>th</sup> municipality in the Federation of BiH by development index (129.2), with a continuous index growth (12.4 index points over the period 2012-2017).
- Continuous growth of exports from Grude Municipality (177% over the period 2012-2017).
- Company, the absolute leader in selling products on BiH market with over 50% of market share for certain categories of paper-based products and the most recognized and best-selling BiH brand abroad, is located in Grude. In 2016 the company held 49% of the diaper market for children and adults in BiH, and was well ahead of the world-renowned Procter & Gamble company that held 38% of market share with its brand Pampers.
- Market leader in BiH for espresso coffee, holds 30% of the BiH HoReCa market.
- Among regional leaders in graphic industry.

## Structure of companies in Grude Municipality

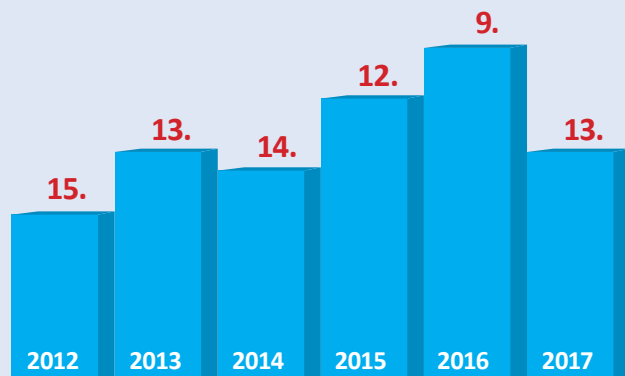
as of December 2018



GRUDE - Number of companies per 1,000 people - 31  
Source: Grude Municipality

## Grude Municipality Development Index

2012 - 2017

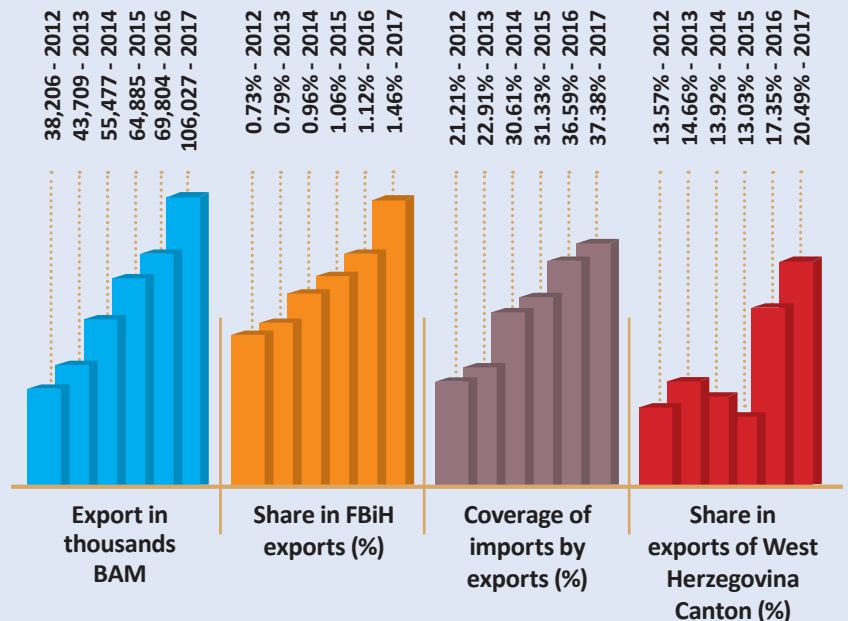


Source: FBiH Institute for Development Programming – Socio-economic indicators by municipalities in FBiH in 2017



## Export from Municipality Grude

2012 - 2017



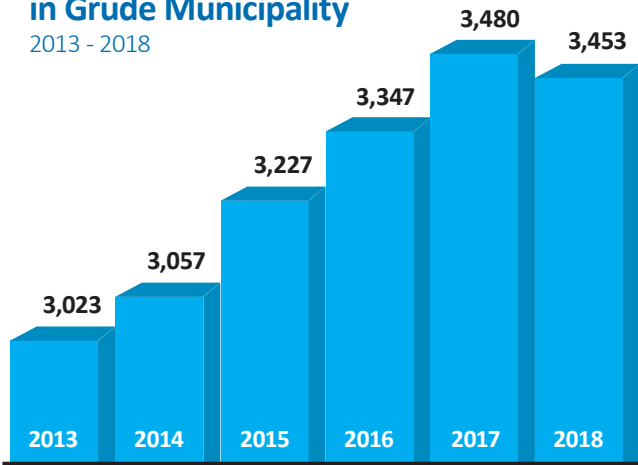


# SKILLED AND COST COMPETITIVE LABOR FORCE

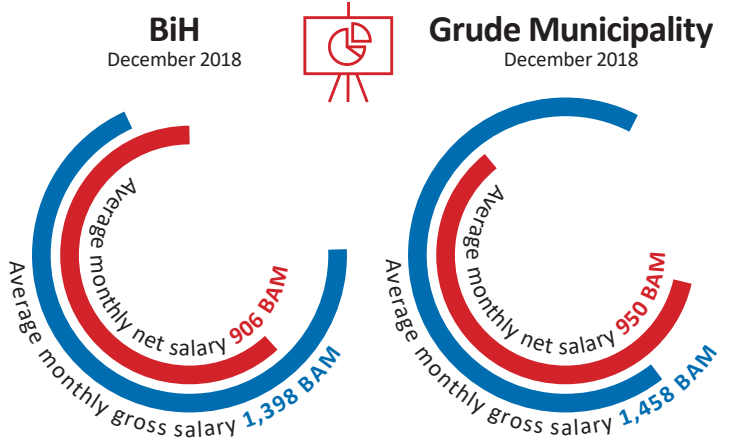
Municipality with fast economic growth and a continuous growth of employment.

## Employment growth in Grude Municipality

2013 - 2018



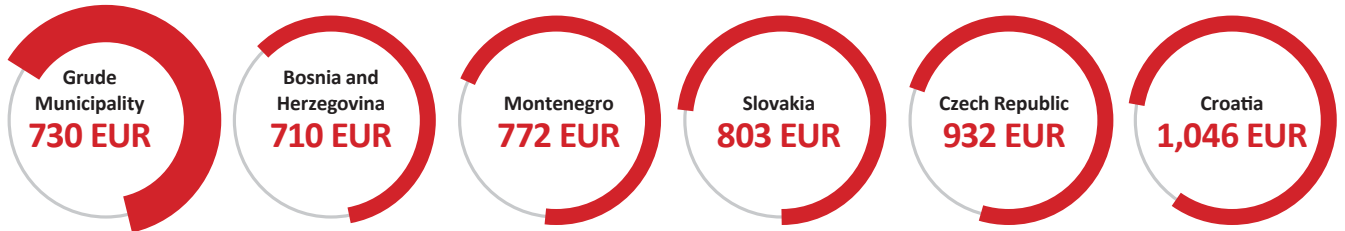
## Bosnia and Herzegovina and Grude Municipality offer competitive salaries.



Employment rate in Grude Municipality, December 2018  
3,453 employed persons – 1,818 unemployed persons

Source: BiH Agency for Statistics – Report: Average monthly gross salaries of employees for December 2018; Average monthly paid net salaries of employees for December 2018; FBIH Institute for Statistics – Monthly Statistical Overview of FBIH by Cantons, February 2019

## Average Gross Salary in 2018 (EUR)



Source: Grude Municipality

Various profiles of labor force with vocational and technical qualification is available to investors. We provide assistance in organizing vocational training and re-training to meet investors' needs.

<b>Educational Institutions</b>	<b>Grude Secondary School Center</b> provides general, vocational and crafts education.		
	<ul style="list-style-type: none"> <li><b>Grammar school</b></li> <li><b>Vocational school</b> <ul style="list-style-type: none"> <li>Economic technician</li> <li>Medical technician</li> <li>Mechanical technician</li> <li>Chemistry technician</li> <li>Pharmacy technician</li> <li>Electrical technician</li> </ul> </li> <li><b>Crafts</b> <ul style="list-style-type: none"> <li>Waiters</li> <li>Hairdresser</li> <li>Chefs</li> <li>Electrical installation technician</li> </ul> </li> </ul>	Salesperson	Construction technician
	University students from Grude Municipality study at universities in BiH, mostly in Mostar, and in the Republic of Croatia (Split, Zagreb, Osijek, Dubrovnik).		



# COMPETITIVE SECTORS FOR INVESTMENT

*Grude Municipality offers to potential investors favorable conditions for production competitive at the European and international markets.*

## PROCESSING AND SERVICES, TRADE SECTOR

Business activities of more than 72% of companies in Grude are focused on a few key sectors: processing industry (hygiene products, graphics, packaging, food, metal, plastic), construction, transport, trade, services, HoReCa.

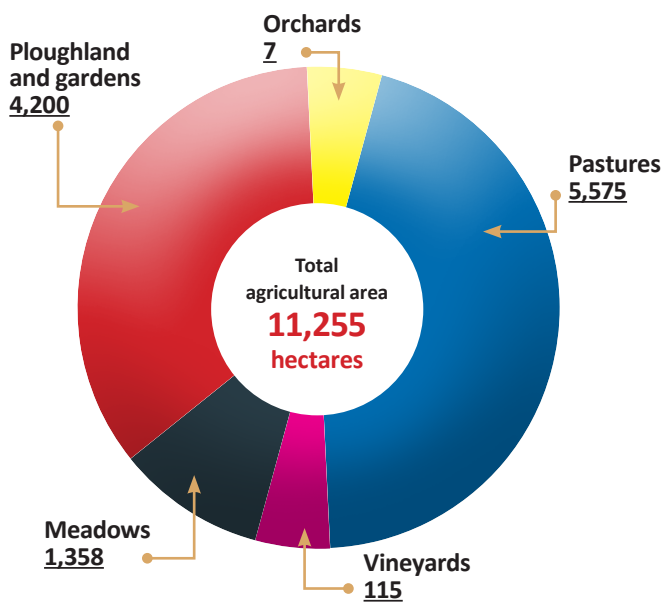
### Business opportunities:

- Investing in industrial facilities with environmentally friendly and value added production, particularly in processing industry.
- Investing in trade (distribution), services and HoReCa.

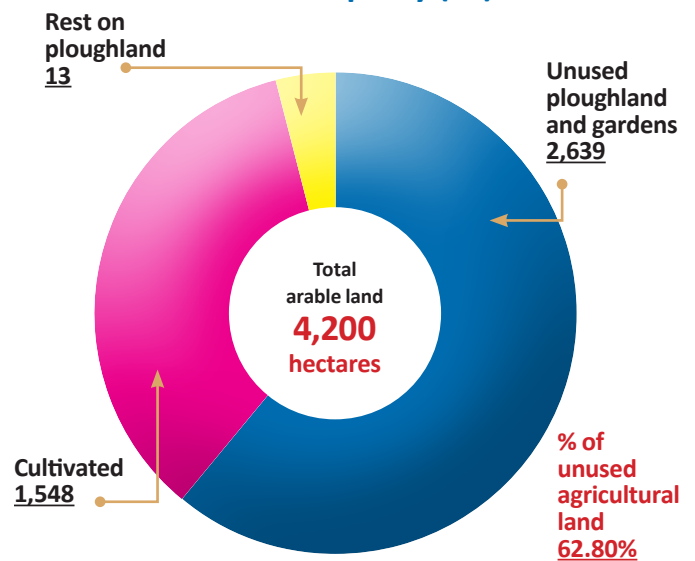
## AGRICULTURE

Around 2,838 ha of arable land is available to investors in Grude Municipality. Clean environment, unpolluted land and good climate conditions of Mediterranean and moderate continental climate are favorable for investments in agriculture and food sector.

**Arable land by categories of use in Grude Municipality (ha) in 2017**



**Ploughland and gardens in Grude Municipality (ha) in 2017**



Source: FBiH Institute for Development Programming – Socio-Economic Indicators by Municipalities in FBiH in 2017

### Business opportunities:

- Greenfield investments in storage facilities for fruits and vegetables with a sorting and packaging line in the Economic zone Grude “Pogana Vlaka- Poljanice”, mostly for potatoes, cornichons, cabbage, apple, figs and pomegranate.
- Investments in production of garden cultures in the water-stream zone, fish-farming in the valley of Tihaljina river and growing crops and vineyards in Bekijsko polje.



## TOURISM

Grude is located in the immediate vicinity of the Adriatic Sea, at the very entrance from Croatia to Bosnia and Herzegovina. Beautiful landscapes with low growth, typical for karst regions, and mild Mediterranean climate with occasional influence of cold winds from the mountains Vrana, Čvrsnica and Čabulja, wells of karst rivers, natural lake and karst caves, traditional gastronomy and historic remains make Grude an attractive tourist destination for spending time in nature, and for rural, adventure and religious tourism.

The proximity of tourist destinations, such as Međugorje, Nature park Blidinje and Adriatic Coast, represent an opportunity for developing transit and excursion tourism.

### Business opportunities:

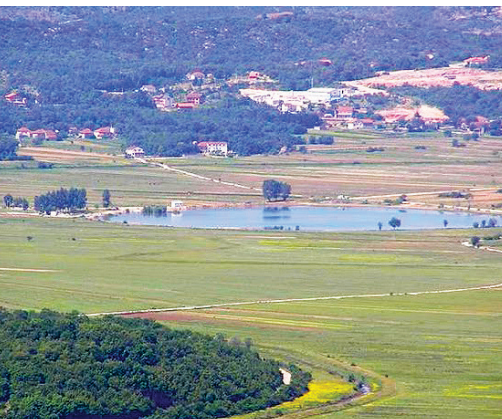
- Potential investment projects include renovation and construction of hotel and accommodation facilities, and various facilities for entertainment and services.
- The landscape and biodiversity of local area with numerous plant and animal species represent an opportunity for developing educational, scientific, recreational and other services.

### Natural resources:

- **Krenica Lake** – Natural monument in Drinovačko polje, surrounded by ploughland and meadows to the east, and oak wood to the north. Round-shaped, 300 m in diameter, 50 m deep (unexplored), filled by underground sources and never dries out. Along the lake, there is a sports center with the artificial beach. Good for fishing and recreation. Moto-gatherings are often organized at the Krenica Lake.
- **Ravlića cave** – The cave is 95 meters deep, width of the opening 28 meters, height 20 m, and is located directly above the source of the River Tihaljina in Peć Mlini. The cave contains remains of a Neolithic culture.
- **Peć Mlini** – Karst source of the river Tihaljina, part of the subterranean river 51 km long, that runs and submerges from the area of Posušje through Imotsko-bekijsko polje to Ljubuški, and flows into the Neretva River. During the flow, the river changes more than nine names. At the source of Tihaljina, water flows from a cave under reddish lime rocks (Cvitanjske stine), 150 m high. There are several water sources in this area: Bartulovo vrilo, Jurića vrilo, Rašića vrilo, Modro oko, Nenač, and several smaller streams: Jakšenica, Nezdravica and Dunaj. There are some old mills at the source. A natural monument, with high level of biodiversity of flora and fauna.
- **Cave Vrbine near Kongora** – Natural monument and one of most prominent karst morphology phenomena in Herzegovina.

### Historic monuments and cultural events:

- Archeological site in Gorica – Baptistery from IV-VI century, and Church of St. John the Baptist from IX-X century.
- Museum of Croatian Franciscan archeologic collection St. Stephen the Protomartyr in Gorica-Sovići.
- Ethnographic museum in Gorica.
- **„Stećak“ necropolises** in Ledinac, Tihaljina, Rašeljka and Ratac in Drinovci. „Stećak“ is the tombstone from middle ages that is considered cultural heritage.
- **„Šimić's Meetings“**, is one of the oldest cultural events in BiH. It is held every year in April/May, in the honor of brothers Antun Branko and Stanislav Šimić, great Croatian authors and poets, born in Drinovci, Grude. The event traditionally brings to Grude and Drinovci the most distinguished public and cultural workers from BiH and the region. Theater performances, art exhibitions, literary evenings take place and young people competes in writing poems.







## ENERGY SECTOR – RENEWABLE SOURCES

Grude Municipality is located in the sunniest part of Bosnia and Herzegovina, and has the average of 2,469 sunny hours per year. Generally, the Herzegovina region is one of the most favorable locations in Europe for investing in renewable energy from sun, since the sun here provides around 1,600 kWh of energy per 1 km<sup>2</sup> of flat area.

A convenient position and natural resources of Grude also offer an opportunity to invest in water power and production of heat from biomass.

### Business opportunities:

- Investing in renewable sources of energy from sun. Grude Municipality is planning to establish special zones for self-standing solar power plants (SE).



*Drinovci – solar photovoltaic power plant KRENICA 1*

The hydro power plant Peć Mlini, with 82 GWh average annual generation and installed power of 2x15.3 MW is located in Grude Municipality. It uses the water of the river Tihaljina at the natural height difference of 107 meters between Imotsko-grudsko polje – Nug and machine house at the foot of the hill Petnik, at the location of Peć Mlini. It entered operation in 2004.





## COMPETITIVE OPERATIONAL COSTS FOR INVESTORS

*National treatment of foreign investors in BiH and favorable tax environment - 17% VAT rate and 10% income tax and profit tax rates are among the lowest in the region and Europe.*

### Permits in the construction process

The Department responsible for issuing permits is the Department for spatial planning, real estate, geodetic affairs and cadaster (Office for spatial planning, construction, environmental protection and housing/utilities).

Telephone: + 387 39 660 929

E-mail: [tatjana.zoric@grude.info](mailto:tatjana.zoric@grude.info)

The application forms with detailed information about the subject permits may be obtained from the municipal Info Counter, directly from the authorized Department, or online from the registry of applications at the web page [www.grude.info](http://www.grude.info)

No.	PERMIT	DEADLINE FOR ISSUING	COSTS
1.	Location permit	30 days	<b>Fee:</b> <ul style="list-style-type: none"> <li>Malls, factories, hotels, larger HoReCa facilities, cultural and sports centers, aqua parks, city cemetery with accessory structures: 700 BAM</li> <li>Development complexes: hotels, accommodation for tourists, sports and recreation facilities, production and storage facilities, golf courses and the like: 800 BAM</li> </ul>
2.	Construction permit	30 days	<b>Fee:</b> <ul style="list-style-type: none"> <li>Malls, factories, hotels, larger HoReCa facilities, cultural and sports centers, aqua parks, city cemetery with accessory structures: 700 BAM</li> <li>Development construction complexes: hotels and tourist accommodation, sports and recreation facilities, production and storage facilities, golf courses and the like: 800 BAM</li> </ul>
3.	Building Use Permit	30 days	<b>Fee:</b> <ul style="list-style-type: none"> <li>Malls, factories, hotels, larger HoReCa facilities, cultural and sports centers, aqua parks, city cemetery with accessory structures: 560 BAM</li> <li>Development complexes: hotels, accommodation for tourists, sports and recreation facilities, production and storage facilities, golf courses and the like: 640 BAM</li> </ul> <b>Costs of procedures:</b> <ul style="list-style-type: none"> <li>100 BAM per Commission Member + 10 % tax</li> </ul>





## Costs of utilities for businesses

<b>Water supply</b>	Price list J.P. Komunalno d.o.o Grude: <a href="http://komunalno-grude.ba/wp-content/uploads/2014/08/Cijenik-usluga.pdf">http://komunalno-grude.ba/wp-content/uploads/2014/08/Cijenik-usluga.pdf</a>
<b>Sewer network</b>	Price list J.P. Komunalno d.o.o Grude: <a href="http://komunalno-grude.ba/wp-content/uploads/2014/08/Cijenik-usluga.pdf">http://komunalno-grude.ba/wp-content/uploads/2014/08/Cijenik-usluga.pdf</a>
<b>Electric power</b>	Cost of connection to the power grid: Number of kwh x 195 BAM + VAT Price list of electric power of Elektroprivreda HZ-HB d.d. Mostar: <a href="http://www.ephzhb.ba/kupci/cijene-elektricne-energije/">http://www.ephzhb.ba/kupci/cijene-elektricne-energije/</a>
<b>Solid Waste Removal</b>	Price list J.P. Komunalno d.o.o Grude: <a href="http://komunalno-grude.ba/wp-content/uploads/2014/08/Cijenik-usluga.pdf">http://komunalno-grude.ba/wp-content/uploads/2014/08/Cijenik-usluga.pdf</a>
<b>Telecommunication services – provided by 3 operators.</b> Various service packages available, investor to agree directly with the selected operator.	
<b>Land phone line</b>	Price list J.P. HT Mostar d.d.: <a href="http://www.hteronet.ba/poslovn-korisnici/fiksna-telefonija/duo-paketi/Price list/">http://www.hteronet.ba/poslovn-korisnici/fiksna-telefonija/duo-paketi/Price list/</a>
<b>Mobile phone line</b>	Price list J.P. HT Mostar d.d.: <a href="http://www.hteronet.ba/poslovn-korisnici/mobilna-telefonija/biznis-tarife/">http://www.hteronet.ba/poslovn-korisnici/mobilna-telefonija/biznis-tarife/</a>
<b>Broad Band Internet</b>	Price list J.P. HT Mostar d.d.: <a href="http://www.hteronet.ba/poslovn-korisnici/internet/duo-paketi/Price list/">http://www.hteronet.ba/poslovn-korisnici/internet/duo-paketi/Price list/</a>





# ATTRACTIVE INVESTMENT LOCATIONS AT THE VERY BORDER WITH THE EU MARKET

## Greenfield investment

1.	Name of the Zone	<b>Economic Zone Grude “Pogana Vlaka Poljanice”</b>
2.	Decision to establish the Zone	Decision passed on 30 June 2009
3.	Investment type	Greenfield
4.	Area	350,000 m <sup>2</sup>
5.	Ownership	313,934 m <sup>2</sup> owned by municipality, intended for sale. 36,066 m <sup>2</sup> privately owned, ready for construction of commercial buildings.
6.	Location	<p>The Zone is located 7 km southeast from center of Grude, along the local road Ružići-Pogana Vlaka, and only 1 km from main road M-6 Imotski-Ljubuški that connects the Zone with Republic of Croatia (EU) and other parts of BiH. Proximity of railway (Čapljina 35 km), motorway (Vrgorac 28 km) through Croatia (part of the Pan-European corridor Vb) and the future Pan-European corridor Vc allows for fast access from Grude to a wider European and other markets.</p> <p>The Zone is also connected with the wider region by air cargo transport, via international airports in Split, Croatia (105 km) and Sarajevo (183 km). The closes international sea port Ploče in Croatia is only 51 km from the Zone.</p>
7.	Number and surface area of plots available for investments	Surface area of 313,934 m <sup>2</sup> owned by Municipality Grude Number of parcels: 48
8.	Business opportunity	Purchase, with possibility of incentives, depending on the amount and purpose of investment
9.	Price of sale	Price 6 BAM/m <sup>2</sup>
10.	Infrastructure	The infrastructure development in the Zone is planned in phases. In the first phase, all necessary infrastructure (electrical power, water supply, sewer, access road) was developed on the area of 140,000 m <sup>2</sup> .
11.	Priority sectors for investment in the Zone	<ul style="list-style-type: none"> <li>• Production and industrial plants with environmentally friendly production or activity</li> <li>• Trade (distribution)</li> <li>• Services and catering</li> </ul>
12.	Procedure and conditions for entering the Zone; responsible departments in the Municipality	<ul style="list-style-type: none"> <li>• Letter of Intent</li> <li>• Public invitation for sale of undeveloped construction land</li> </ul> Department for Economy (Office for Development) Department for Cadaster and Real Estate
13.	Existing companies in the Zone	Services: <ul style="list-style-type: none"> <li>• Mat transport d.o.o Grude</li> <li>• Vektra d.o.o Grude</li> <li>• TP Drinovci d.o.o Grude</li> </ul>
14.	Documentation needed for investing in the Zone	<ul style="list-style-type: none"> <li>• Letter of intent</li> <li>• Location permit</li> <li>• Construction permit</li> </ul>
15.	Other information	Grude Municipality provides investment incentives to strengthen business activity in the Zone. Investors are awarded subsidies through refund of money paid for the land, depending on the purpose and amount of investment.
16.	Contact	Josip Tomić, Head of the Mayor’s Office Telephone: +387 39 660 911 E-mail: <a href="mailto:josip.tomic@grude.info">josip.tomic@grude.info</a>



## Brownfield investments

1.	<b>Name of facility</b>	<b>Tobacco station</b>
2.	<b>Type of investment</b>	Brownfield
3.	<b>Area and description</b>	The facility is located in the narrow municipal center, it occupies the surface of 4,000 m <sup>2</sup> , suitable for different purposes including government institutions, public companies, schools etc.
4.	<b>Ownership</b>	Privatization Agency of West Herzegovina Canton
5.	<b>Location</b>	The facility is located at the very center of Grude, along main road M-6 Imotski-Ljubuški, that connects Grude with Republic of Croatia (EU) and other parts of BiH. Proximity of railway (Čapljina 35 km), sea port (Ploče, Croatia, 59 km), motorway (Vrgorac 28 km) through Croatia (part of the Pan-European corridor Vb) and the future Pan-European corridor Vc allows fast access from Grude to the wider European and other markets.
6.	<b>Business opportunity</b>	Purchase
7.	<b>Purchase price</b>	Price formed on the basis of market parameters
8.	<b>Infrastructure</b>	The facility is connected to water supply and sewer networks, and connected to power grid of suitable capacity. Large parking space.
9.	<b>Purpose of facility</b>	The facility has storage and office space that can be used for multiple purposes.
10.	<b>Documentation needed for investment; issuing body</b>	Agency for Privatization of West Herzegovina Canton <a href="http://www.vladazh.com/detaljno.aspx?id=39">http://www.vladazh.com/detaljno.aspx?id=39</a>
11.	<b>Contact</b>	Telephone: +387 39 700 298; +387 39 703 890 Fax: +387 39 703 236 E-mail: <a href="mailto:AP-ZZH@mail.com">AP-ZZH@mail.com</a>  Josip Tomić, Head of the Mayor's Office Telephone: +387 39 660 911 E-mail: <a href="mailto:josip.tomic@grude.info">josip.tomic@grude.info</a>



# SUPPORT PROVIDED TO INVESTORS BY GRUDE MUNICIPALITY

*We continuously work to improve our services for private sector.*

- **One-stop-shop and a continuous care for each investor**
- **Investment incentives**

Grude Municipality awards attractive incentives for investing in the Economic Zone “Pogana Vlaka – Poljanice”.

The incentive package is agreed with each investor individually, in accordance with their needs and possibilities of the Municipalities (“tailor made” investor support).

**List of other fiscal and non-fiscal incentives** awarded to investors at all levels of government in BiH is available at the following web pages:

- **Grude Municipality**  
[www.grude.info](http://www.grude.info)
- **Ministry of Foreign Trade and Economic Relations of BiH (MoFTER)**  
[http://www.mvteo.gov.ba/izvjestaji\\_publikacije/izvjestaji/default.aspx?id=6176&langTag=bs-BA](http://www.mvteo.gov.ba/izvjestaji_publikacije/izvjestaji/default.aspx?id=6176&langTag=bs-BA)
- **Foreign Investment Promotion Agency of BiH (FIPA)**  
[http://www.fipa.gov.ba/informacije/povlastice/strani\\_investitori/default.aspx?id=141&langTag=bs-BA](http://www.fipa.gov.ba/informacije/povlastice/strani_investitori/default.aspx?id=141&langTag=bs-BA)

- **Reforms to improve business environment**

- Grude Municipality implemented the regulatory reform to streamline procedures for issuing permits and licenses resulting in faster processing, lower costs and significant savings for the existing and new companies.
- Transparency of administration work was increased by establishing electronic registry of administrative procedures and electronic registry of investment incentives.
- To support existing investors we established the Aftercare program through the cooperation with institutions at other government levels in BiH within the Collaborative network.
- We established the Coordination Mechanism for cooperation with companies in Grude to improve the public-private dialogue on all topics of importance for private sector.

- **Other services for investors**

- In Grude Municipality there are: three commercial banks, eight insurance companies, over ten freight-forwarding companies, three law offices, one notary, six bookkeeping agencies, one IT support company.
- **Electronic registries** with detailed overview of licenses and permits an investor needs in BiH, Federation of BiH and Grude Municipality, along with the costs, are available at the following web pages:

- **Municipality Grude**  
[www.grude.info](http://www.grude.info)
- **Federation BiH**  
<http://fbihvlada.gov.ba/bosanski/index.php>
- **Ministry of Foreign Trade and Economic Relations of BiH (MoFTER)**  
<http://rap.mvteo.gov.ba/egfVwOdlukaJedinice.aspx>

- **Other information of importance for investors**

Institutions and organizations that may be contacted for information during the investment process and in doing business:

- **Government of West Herzegovina Canton**, [http://www.vladazzh.com/index.php?option=com\\_content&view=frontpage&Itemid=1](http://www.vladazzh.com/index.php?option=com_content&view=frontpage&Itemid=1)
- **Government of Federation BiH**, [www.fbihvlada.gov.ba](http://www.fbihvlada.gov.ba)
- **Foreign Investment Promotion Agency of Bosnia and Herzegovina – FIPA**, <http://www.fipa.gov.ba/>
- **BiH Foreign Trade Chamber**, <http://komorabih.ba/>
- **FBiH Employment Institute**, [www.fzzz.ba](http://www.fzzz.ba)



## IMPORTANT COMPANIES IN GRUDE

- Violeta -** Regional leader, manufacturing a wide range of hygiene products. The Group has 14 offices in BiH, Croatia and Slovenia, and 2 PRODEX shopping centers, in Grude and Tomislavgrad.
- Grafotisak -** Graphic products, distribution of school and office supplies for BiH and regional markets. Distribution centers are located in Grude, Sarajevo, Banja Luka and Tuzla, and via partner companies, also in Zagreb, Rijeka and Osijek in Croatia, and in Belgrade in Serbia.
- Putovi -** A company with long tradition in road construction.
- Franck -** Market leader in Bosnia and Herzegovina for espresso coffee, 30% of BiH market in HoReCa. Coffee processing and manufacturing (jubilarna and gloria) and production and packaging of sugar for HoReCa in Grude.
- Autoherc -** Market leader in passenger transport in West Herzegovina Canton.
- Bili Brig -** Beverage trader, general representative in BiH for a number of well known brands.
- Bilton -** Manufacturing packaging products of light metals.



### CONTACTS FOR INVESTOR SUPPORT

*Professional and skilled team of Grude Municipality is at your disposal to assist you prepare, implement and monitor your investment project. You can contact us with full confidence!*

#### Grude Municipality

Fra Gabre Grubišića br.4  
88340 Grude  
Bosnia and Herzegovina

+387 39 660 900  
+387 39 660 930

[www.grude.info](http://www.grude.info)

e-mail: [odnosisjavnosc@grude.info](mailto:odnosisjavnosc@grude.info)

#### Office for Development of Grude Municipality

**Zdenko Spajić**, Head of the Office for  
Development, Department for Economy,  
Inspections and Civil Protection

Fra Gabre Grubišića br.4  
88340 Grude  
Bosnia and Herzegovina

+387 39 660 936  
+387 39 660 930

e-mail: [zdenko.spajic@grude.info](mailto:zdenko.spajic@grude.info)

www.grude.info



**WORLD BANK GROUP**

**IFC** | International  
Finance Corporation



British Embassy  
Sarajevo



**UKaid**  
from the British people

The investment profile was developed as part of the Local Investment-friendly Environment (LIFE), which is being implemented by the World Bank Group in partnership with the UK Government, the Council of Ministers of Bosnia and Herzegovina, the Federation of BiH Government, and the Republika Srpska Government. The project has been funded by UK aid from the UK government; however, the views expressed do not necessarily reflect the UK government's official policies. The findings, interpretations, views and conclusions expressed herein do not reflect the views of the Executive Directors of the World Bank Group or the governments they represent.