

# INVESTMENT PROFILE

Great opportunity and excellent choice for your investment



**CITY OF BANJA LUKA** 

www.banjaluka.rs.ba



Position of Bosnia and Herzegovina in Europe

## ■ GEOGRAPHIC POSITION OF THE CITY OF BANJA LUKA

Official name City of Banja Luka

Administrative affiliation Republika Srpska, Bosnia and Herzegovina

Population 180,053

Address Trg srpskih vladara 1, 78000 Banja Luka

Contact phone number Telephone: +387 51 24 44 00

Fax Fax: +387 51 21 25 26

**E-mail** gradonacelnik@banjaluka.rs.ba

Web www.banjaluka.rs.ba

#### **CONTACTS FOR INVESTORS:**

City of Banja Luka

**Department for Local Economic Development and Strategic Planning** 

#### Radenko Laketić,

- Telephone: +387 51 24 44 26
- E-mail: razvoj@banjaluka.rs.ba

#### Srđan Mijatović,

- Tel.:+387 51 22 02 80
- E-mail: srdjan.mijatovic@banjaluka.rs.ba

# BANJALUKA

# Great opportunity and excellent choice for your investment

- The City of Banja Luka is the administrative, economic, educational, and cultural center of Republika Srpska, characterized by modern business infrastructure and a high-quality living environment.
- The City of Banja Luka is located in the northwest of BiH, relatively close to the border with Croatia (the EU), and provides a very good opportunity for development of business operations in the immediate vicinity of the profitable European market with more than 500 million inhabitants. Banja Luka is very well connected with the EU and centers in BiH, through road and rail corridors, and one of the most significant international border crossings for passenger and freight transport between BiH and the EU is 52 kilometers away.
- The Ramići business zone, as well as other accessible locations for investors, represent very good opportunities for investing and development of business operations. Special advantage is provided under the programme of support for investors that enter the "Ramići - Banja Luka" business zone, but there are also other very attractive incentives of the City Administration that may be realized by investors in Banja Luka.
- There are more than 70,000 persons employed in Banja Luka, while currently more than 10,000 persons are at disposal on the labor market, among whom there is a large number of young staff with excellent potentials.
- The City of Banja Luka is at the service of investors! The City Administration provides support to investors in selecting locations for investing, as well as during the process of investing, and it continues to provide support during business operations, as well. We have simplified the processes of issuance of documentation, shortened the waiting periods and reduced the costs of doing business, for procedures in the process of construction and business registration, so that you will realize your investment quickly, easily and less expensively!

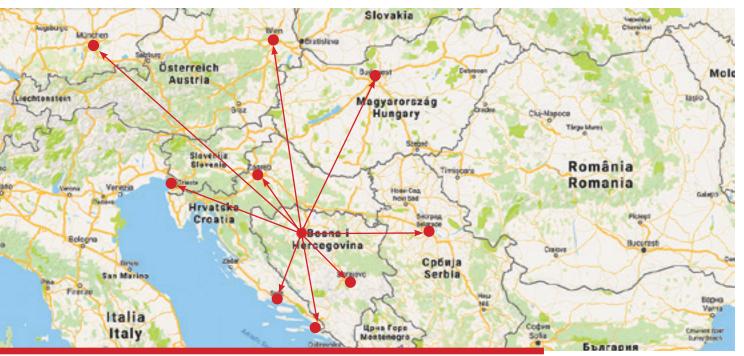


# TRANSPORT INFRASTRUCTURE

# Vicinity of the eu market and other countries of southeast Europe

Banja Luka is located in the northwest of Bosnia and Herzegovina, relatively close to the border with the Republic of Croatia (the EU). The vicinity of the highway, and connections with the road and rail corridors in the RoC/EU, as well as good connections with centers within the country, render Banja Luka an extremely favorable location for doing business. The Banja Luka – Okučani highway facilitates better connections of the inland part of the country with the main road routes in the EU and adequate connections with the main centers in this part of Europe.

The International Airport in the settlement of Mahovljani (Laktaši) is 23 kilometers away from the City. The Airport, with its very favorable meteorological characteristics, meets all the requirements for performance of international passenger and freight transport.



**DISTANCE FROM** KEY TRANSPORT **ROUTES AND PORTS** 

Banja Luka – Doboj Highway	1 km
Zagreb – Belgrade (Croatia) Highway	61 km
Banja Luka Railway Terminal	1 km
Pan-European Railway Corridor 10 (Zagreb – Belgrade)	62 km
International Airport in Banja Luka	25 km
International Airport in Tuzla	174 km
International Airport in Sarajevo	252 km
International Airport in Belgrade (Serbia)	316 km
Port of Split (Croatia)	256 km
Port of Ploče (Croatia)	271 km

DISTANCE FROM MAIN CENTERS IN THE COUNTRY AND ABROAD

Sarajevo	252 km
Zagreb (Croatia)	187 km
Belgrade (Serbia)	330 km
Trieste (Italy)	420 km
Budapest (Hungary)	474 km
Wien (Austria)	528 km
München (Germany)	733 km

# OPPORTUNITIES FOR INVESTING IN VARIOUS SECTORS

The main pillars of economic development in Banja Luka are the economic companies that perform business operations in the following sectors:

- · Retail and wholesale trade
- Processing industry focused on development of food processing industry and final processing of wood
- Construction
- Information and communication

In addition to the economic entities from the field of the trade sector, which are the most numerous, as Banja Luka is the administrative and economic center, while from the geo aspect it represents an excellent location for conquering the target regional markets for trade distributers, Banja Luka is dominated by economic entities that perform business operations in the fields of professional, scientific, and technical activities, as well as economic entities in the processing industry.

In view of the aforementioned, the priority directions for economic, commercial, and social development of the City of Banja Luka are the following: a) development of food processing industry and final processing of wood, b) revitalization of agriculture and rural areas, c) development of small and medium enterprises and private entrepreneurship, and d) tourism development.

Preferential sectors in accordance with the potentials of the City of Banja Luka are the following:

#### Processing industry:

In the processing sector in Banja Luka there are 494 companies and 380 crafts operating, in which around 7,423 persons are employed. The biggest exporters from the territory of the town are from the areas of manufacturing and sales of oil derivatives ("Optima grupa" Ltd.), communications ("Telekom Srpske"), and processing industry (paper and related products, cut timber and furniture, metal products, and footwear). New investors in those sectors have at their disposal the following:

- » Accessible locations for investing in processing activity, including greenfield locations planned in the business zone of Ramići.
- » High-quality and competent labor force, which is the result of a tradition in the processing sector and the educational system that attempts to keep up with the needs of employers.
- » Presence of incentive measures of the City Administration that are at disposal to investors in Banja Luka.
- » Vicinity of Croatia and the entire EU market.

#### **◊ IT- sector:**

The Information Technology sector in Banja Luka has been recording continuous growth in the number of enterprises, growth of revenues and the number of employed persons, and the key comparative advantages for continued development of this sector are the following:

- » Presence of adequate university schools contributes to creating ideal conditions for the development of this sector,
- » Many young engineers are starting their own enterprises or represent significant labor force that affects the entry of other enterprises in Banja Luka,
- » Of the total number of legal persons in Banja Luka in 2018, 6.1% are in the IT sector, and this sector employs 3,361 persons, i.e. 4.9% of the total number of employees.

#### Wholesale and retail trade

Banja Luka is the commercial and administrative center and represents the central location in which significant movements are recorded of people, goods, and money, and the key comparative advantages for continued development of this sector are the following:

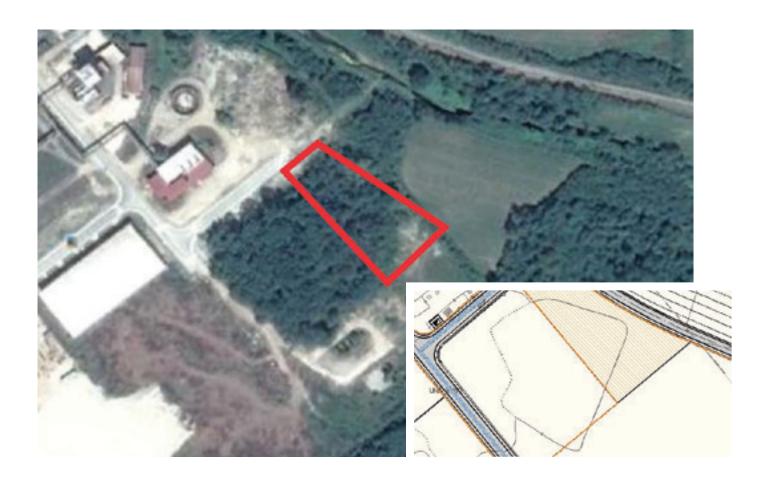
- » In the field of wholesale and retail trade in the area of Banja Luka, there are 2,525 companies and 1,174 crafts operating.
- » This area employs 12,838 persons, i.e. 17.9% of the total number of employed persons in Banja Luka.
- » Wholesale and retail trade participates with 37.3% in total revenues being realized by legal persons in Banja Luka.
- » A significant number of enterprises that are active in RS and BiH have headquarters in Banja Luka.
- » The vicinity of the EU market and good transport connections represent an excellent opportunity for the construction of sales, distribution, and warehousing centers.
- » Accessibility of locations for construction of sales, distribution, and warehousing capacities.
- » Highly qualified labor force at competitive prices.



# **LOCATIONS FOR INVESTING**



"Novi Jelšingrad"		
Location:	The plot is located 1 km away from the Banja Luka – Gradiška highway.	
Type of the zone:	Greenfield.	
Surface area:	28,695 m² + 25,930 m² (Note: Parcellation plan has not been regulated).	
Infrastructure:	Infrastructure has not been constructed.	
Ownership:	City of Banja Luka.	
Investment opportunities:	Land purchase.	
Price for sale or lease of land in the zone:	3rd zone, price of construction land BAM 96.21 /m². (Price subject to changes. For more information, please consult the Decision on Values of Coefficients for Correction of Estimated Market Value of Real Estate for 2017).	
Documentation necessary for investing in the zone and who is issuing it:	Amendments to the Regulation Plan are ongoing. In order to invest in the construction of business facilities, it is necessary to acquire the following: site plan approval, construction permit, and occupation permit.  The above listed documentation is issued by the Department of Spatial Development of the City Administration of Banja Luka.	
Procedure and requirements for entry in the zone:	Public invitation.	
Suitable purpose:	Manufacturing sector.	



"Ramići – Banja Luka" Business Zone Plot No. 2		
Location:	The plot is located inside the "Ramići – Banja Luka" Business Zone, in the vicinity of the Banja Luka – Prijedor primary road, it is around 3.5 km away from the Banja Luka – Gradiška highway, has direct access to the railroad that enters the complex.	
Type of the zone:	Greenfield.	
Decision on establishment of the zone:	Decision on Establishment of the "Ramići – Banja Luka" Business Zone, No. 07-013-162/15 April 2015.	
Surface area:	Surface area of the plot amounts to 4,366 m².	
Infrastructure:	In the Ramići Business Zone there is a traffic route constructed with comprehensive infrastructure. Preparations are ongoing for the continuation of construction of infrastructure of the traffic routes that concern the construction plot in question. It is necessary for construct infrastructure - power supply, water supply, sanitation, lighting, telecommunications.	
Ownership:	City of Banja Luka.	
Investment opportunities:	Land purchase.	
Price for sale or lease of land in the zone:	BAM 22.73 / m² (estimated price).	
Documentation necessary for investing in the zone and who is issuing it:	Regulation plan for the "Ramići – Banja Luka" Business Zone exists. In order to invest in the construction of a planned business facility, it is necessary to acquire the following: site plan approval, construction permit, and occupation permit. The above listed documentation is issued by the Department of Spatial Development of the City Administration of Banja Luka.	
Procedure and requirements for entry in the zone:	Public invitation.	
Suitable purpose:	Manufacturing sector.	



"Ramići – Banja Luka" Business Zone Plot No. 3		
Location:	The plot is located inside the "Ramići — Banja Luka" Business Zone, in the vicinity o the Banja Luka — Prijedor primary road, it is around 3.5 km away from the Banja Luka - Gradiška highway, has direct access to the railroad that enters the complex.	
Type of the zone:	Greenfield.	
Decision on establishment of the zone:	Decision on establishment of the "Ramići – Banja Luka" Business Zone, No. 07-013-162/15 April 2015.	
Surface area:	Surface area of the plot amounts to 11,011 m².	
Infrastructure:	In the Ramići Business Zone there is a traffic route constructed with comprehensive infrastructure. Continued construction activities are ongoing of traffic routes that concern the plot in question, with comprehensive infrastructure (Power supply, water supply, sanitation, lighting, and telecommunications).	
Ownership:	City of Banja Luka.	
Investment opportunities:	Land purchase.	
Price for sale or lease of land in the zone:	BAM 22.73 /m² (estimated price).	
Documentation necessary for investing in the zone and who is issuing it:	Regulation plan for the "Ramići – Banja Luka" Business Zone exists. In order to invest in the construction of a planned business facility, it is necessary to acquire the following: site plan approval, construction permit, and occupation permit. The above listed documentation is issued by the Department of Spatial Development of the City Administration of Banja Luka.	
Procedure and requirements for entry in the zone:	Public invitation.	
Suitable purpose:	Manufacturing sector.	



"Ramići – Banja Luka" Business Zone Plot No. 4		
Location:	The plot is located inside the "Ramići – Banja Luka" Business Zone, in the vicinity of the Banja Luka – Prijedor primary road, it is around 3.5 km away from the Banja Luka – Gradiška highway, has direct access to the railroad that enters the complex. The plot includes smaller auxiliary facilities with ground floors only, envisaged for demolition, and the facility for regeneration and neutralization, also envisaged for demolition, with total surface area 487 m².	
Type of the zone:	Greenfield.	
Decision on establishment of the zone:	Decision on Establishment of the "Ramići – Banja Luka" Business Zone, No. 07-013-162/15 April 2015.	
Surface area:	Surface area of the plot amounts to 10,109 m².	
Infrastructure:	In the Ramići Business Zone there is a traffic route constructed with comprehensive infrastructure. Preparations are ongoing for the continuation of construction of infrastructure of the traffic routes that concern the construction plot in question. It possesses comprehensive infrastructure - power supply, water supply, sanitation, lighting, telecommunications.	
Ownership:	City of Banja Luka.	
Investment opportunities:	Land purchase.	
Price for sale or lease of land in the zone:	BAM 22.73 /m² (estimated price).	
Documentation necessary for investing in the zone and who is issuing it:	Regulation plan for the "Ramići – Banja Luka" Business Zone exists In order to invest in the construction of a planned business facility, it is necessary to acquire the following: site plan approval, construction permit, and occupation permit. The above listed documentation is issued by the Department of Spatial Development of the City Administration of Banja Luka.	
Procedure and requirements for entry in the zone:	Public invitation.	
Suitable purpose:	Manufacturing sector.	



"Novakovići – Vujinovići"		
Location:	The plot is located along the Banja Luka — Prijedor primary road and the Banja Luka — Gradiška highway.	
Type of location:	Greenfield.	
Surface area:	89,243 m² (Note: Parcellation plan has not been regulated).	
Infrastructure:	Infrastructure has not been constructed.	
Ownership:	City of Banja Luka and individuals.	
Investment opportunities:	Land purchase.	
Price for sale or lease of land in the zone:	4 <sup>th</sup> zone, Price of construction land BAM 45.77 /m². (Price subject to changes. For more information, please consult the Decision on Values of Coefficients for Correction of Estimated Market Value of Real Estate for 2017).	
Documentation necessary for investing in the zone and who is issuing it:	It is necessary to resolve ownership related legal issues for the subject land, which is in the ownership of individuals.  In order to invest in the construction of business facilities, it is necessary to acquire the following: site plan approval, construction permit, and occupation permit.  The above listed documentation is issued by the Department of Spatial Development of the City Administration of Banja Luka.	
Procedure and requirements for entry in the zone/location:	Public invitation.	
Suitable purpose:	Manufacturing sector.	



"Bosanka"		
Location:	The plot is located along the Banja Luka — Prijedor primary road and the Banja Luka — Gradiška highway.	
Type of location:	Greenfield.	
Surface area:	70,000 m² (Note: Parcellation plan has not been regulated).	
Infrastructure:	Infrastructure has not been constructed.	
Ownership:	City of Banja Luka and individuals.	
Investment opportunities:	Land purchase.	
Price for sale or lease of land in the zone:	4 <sup>th</sup> zone, Price of construction land BAM 45.77 /m². (Price subject to changes. For more information, please consult the Decision on Values of Coefficients for Correction of Estimated Market Value of Real Estate for 2017).	
Documentation necessary for investing in the zone and who is issuing it:	It is necessary to resolve ownership related legal issues for the subject land, which is in the ownership of individuals.  In order to invest in the construction of business facilities, it is necessary to acquire the following: site plan approval, construction permit, and occupation permit.  The above listed documentation is issued by the Department of Spatial Development of the City Administration of Banja Luka.	
Procedure and requirements for entry in the zone/location:	Public invitation.	
Suitable purpose:	Manufacturing sector.	



#### **Manufacturing Hall**

Location: Ramići Business Zone, in the vicinity of the Banja Luka – Prijedor primary road, it is around 3.5 km away

from the Banja Luka – Gradiška highway, has direct access to the railroad that enters the complex.

Type of location: Brownfield.

30,510 m<sup>2</sup> Surface area and

description of the facility: Concrete foundation, slated tin roof, structural walls of the facility are panels, façade and roof

cover are made from Al tin.

There are office premises with sanitary nodes, 8 bridge cranes of 30t load capacity, 20kV switchgear and transformer substations with the associated "Rade Končar" dry transformers

630 kVA, as well as two industrial tracks that enter the manufacturing hall.

Paved access road, power supply. Fire protection of the facility, lightning protection installation, Infrastructure:

water supply, sanitation and wastewater collection infrastructure.

Ownership: City of Banja Luka.

**Investment opportunities:** Purchase or lease.

Price for sale or lease Lease BAM 3.5 + VAT or sale at auction. of land in the zone:

Purchase - the estimated price to be determined upon prior assessment of the facility.

**Documentation necessary** The following have been ensured: for investing in the zone and

Regulation plan for the "Ramići - Banja Luka" Business Zone exists,

The facility is legally constructed and possesses all the necessary documentation,

No additional documentation is necessary for investing in the facility in case of retaining the

existing condition.

Suitable purpose: Commerce, industry, administration.

who is issuing it:

# **BUSINESS ENVIRONMENT**

The economic picture of Banja Luka today contains general characteristics of transitional change. In the composition of the economy, the share of industry in the total economic structure has noticeably decreased. At the same time, an increase has been recorded of both the share and the significance of the tertiary sector, especially trade, hospitality industry, transport and financial services, whose dynamic growth results from relatively fast and successful integration in international systems and standards. Stagnation of manufacturing activities, however, represents an unfavorable feature of structural changes, as growth in manufacturing should be fueling external trade exchange. The structure of employed persons reflects the features of the structure of economic activities, so that there is an evident decline in the number of employees in processing industry.

The business environment in Banja Luka is characterized by orientation towards small and medium enterprise development. The majority of industrial enterprises in Banja Luka employ fewer than 500 workers. In the process of privatization of state-owned capital in enterprises, the most significant investments have been realized in the areas of trade, construction, hospitality industry and financial institutions, while investments in industrial capacities are significantly lacking.

Along with development of agricultural production and food processing industry, wood processing, information technology and tourism, processing industry at the level of the town is characterized as a generator of overall economic development and the biggest exporting potential, so that Banja Luka has, at a large extent, retained its regional importance.

#### Review of business entities in the City of Banjaluka

Business entities (up to 49 employees)	7,140	
Business entities (50 – 249 employees)	1,050	8,293
Business entities (more than 250 employees)	103	
Entrepreneurial stores		8,011
TOTAL		16,304

Data of the Tax Administration as of December 31, 2018

#### Dominant economic branches by number of economic entities in 2018

Activity Area	Number of business entities	%
Wholesale and retail trade; repair of motor vehicles	2,525	30.5
Information and communication	502	6.1
Processing industry	494	6.0
Construction	411	5.0
The area of non-economy organizations and institutions		
Real estate	1,296	15.6
Professional, scientific, and technical activities	816	9.8
Art, Entertainment and Recreation	578	7.0
Other service activities	358	4.3

Source: Source: RS Tax Administration - stock as of December 31, 2018, classification by activities performed by Department for Economy Tax



#### Review of business entities in processing industry

Name of activity in processing industry	Number of enterprises	%
Manufacturing of finished metal products, excluding machines and equipment	39	12.30
Manufacturing of foodstuffs	36	11.36
Processing of wood and products made from wood and cork, excluding furniture	25	7.89
Repair and installation of machines and equipment	21	6.61
Manufacturing of computers, electronic and optical products	17	5.36
Printing and copying of recordings	18	5.68
Manufacturing of products made from rubber and plastic	19	5.99
Manufacturing of clothes	12	3.79
Manufacturing of machines and equipment	15	4.73
Manufacturing of other products made from non-metal minerals	17	5.36
Manufacturing of electrical equipment	12	3.79
Manufacturing of textiles	9	2.84
Processing of paper and products made from paper	8	2.52
Manufacturing of chemicals and chemical products	6	1.89
Manufacturing of leather and products made from leather	10	3.15
Other processing industry	53	16.72
TOTAL	317	100.00

Source: APIF (on the basis of annual financial statements submitted for 2017)

#### Review of main branches of economy by revenues (in BAM million)

Economic area	Executed revenues	Executed revenues in %
Wholesale and retail trade	2,567,69	36.22
Processing industry	1,587,80	22.40
Information and communication	617,37	8.70
Construction	494,06	6.97
Production and supply of electricity	415,28	5.86
Other	1,407,71	19.85

Source: The data presented were taken from the APIF's processing of annual financial statements for 2017, which had been performed on the basis of the submitted annual financial statements of 2,718 enterprises from Banja Luka.

#### Review of the number of employees in Banja Luka

Number of employees employed with legal persons	59,198
Number of employees employed with independent entrepreneurs	8,698
TOTAL	67,896

Data of the Tax Administration as of December 31, 2017

#### Financial Indicators by Annual Financial Statements for 2017

	Assets in KM	Total Income in KM	Net Income in KM
Banjaluka	16,112,974,956	7,089,913,641	621,061,248

Note: Data on the business environment were collected from the Tax Administration (as of December 31, 2017) and on the basis of the data from the annual financial statements of the companies for 2017 submitted to APIF, at the level of Banja Luka and RS.

#### Number of employees by areas of economic activity

Area	Number of employees	%
Trade	12,838	17.88
Public administration, defense, and mandatory social insurance	8,785	12.24
Processing industry	7,423	10.34
Health and social work	6,445	8.98
Transport and warehousing	6,234	8.68
Education	5,554	7.73
Financial and insurance activity	4,302	5.99
Professional scientific, and technical activities	3,536	4.92
Information and communication	3,361	4.68
Catering and hotel industry	3,280	4.57
Other	14,182	13.99
TOTAL	72,582	100.00

Data of the Tax Administration as of December, 31 2018

# External trade exchange, scope of exports and imports, and coverage of imports with exports in the City of Banja Luka for the last 5 years (in BAM thousands)

Year	Scope	Exports	Imports	Balance	Coverage of imports with exports (%)
2013	2,730,038	588,555	2,141,483	-1,552,928	27.5
2014	2,653,926	575,051	2,078,876	-1,503,825	27.7
2015	2,225,291	485,414	1,739,876	-1,254,462	27.9
2016	2,304,667	546,363	1,758,304	-1,211,941	31.1
2017	2,489,275	643,595	1,845,680	-1,202,085	34.9
2018	2,668,714	692,349	1,976,365	-1,284,016	35.0

Source: Republic Institute of Statistics

### A comparative overview of the financial indicators BL in relation to the RS - APIF 2017

Business results	RS	Banja Luka	Participation BL in RS
Enterprises covered by processing annual accounts	9,917	2,718	27.4
Employees in companies with an annualized statement	160,841	48,338	30.1
Total revenue in billions of KM	19,86	7.09	35.7
Total expenditures in billions of KM	18,69	6.57	35.2
Net profit in billions of KM	1,47	0.46	31.2
Net loss in billions of KM	457,81	163.45	35.7
Total liabilities in billions of KM	16,43	6.44	39.2
Long-term liabilities in billions of KM	6,53	2.62	40.1
Short-term liabilities in billions of KM	4,74	1.51	31.8
Short-term receivables in billions of KM	431,92	83.83	19.4
Receivables from customers from abroad in millions of KM	2,77	1.04	37.5
Claims on domestic customers in billions of KM	6,53	2.62	40.1

Note: Data taken for 2017 from the "APIF"



# **HUMAN RESOURCES**

# High-quality and competitive labor force

#### Average monthly gross and net salaries

Period	Average salary in BAM					
	Gross		Net			
	Republika Srpska	City of Banja Luka	Republika Srpska	City of Banja Luka		
I-XII 2016	1,344	1,561	836	962		
I-XII 2017	1,331	1,552	831	958		
I-XII 2018	1,358	1,574	857	981		

#### Average monthly gross and net earnings per worker in activities under review (January - December of 2018):

Area	Gross salary in BAM	Net salary in BAM
Average salary	1,358	857
Average salary in processing industry (wood, metal)	1,017	675
Average salary in information and communication sector	1,972	1,204

#### Number of unemployed persons December 31, 2018

DESCRIPTION	TOTAL	Women	%
Stocks in records	9,156	5,125	56.0

#### Qualification, gender, and age based structure of unemployed persons as of December 31, 2018

Qualification structure	TOTAL	%	Women
No schooling	0	0	0
Unqualified workers	1,036	11.3	502
Semi qualified workers and primary school equivalent	140	1.6	61
Qualified workers	2,480	27.1	992
Technicians secondary school equivalent	3,044	33.3	1,893
Highly qualified specialists	93	1.0	19
College equivalent	168	1.8	97
University equivalent 180 ECTS	396	4.3	283
University equivalent 240 ECTS, 4y, 5y, 6y	1,658	18.1	1,182
Master 300 ECTS	103	1.1	70
Master according to old curricula	30	0.3	22
Doctors of science	8	0.1	4
TOTAL	9,156	100.0	5,125

Age based structure	TOTAL	%	Women
Age 15 - 18	1	0	0
Age 18 - 20	157	1.7	64
Age 20 - 24	551	6.0	281
Age 24 - 27	584	6.4	370
Age 27 - 30	727	7.9	493
Age 30 - 35	1,247	13.6	830
Age 35 - 40	1,051	11.5	625
Age 40 - 45	1,016	11.1	566
Age 45 - 50	1,014	11.1	540
Age 50 - 55	1,130	12.3	587
Age 55 - 60	1,083	11.9	521
Age 60 - 65	595	6.5	248
TOTAL	9,156	100.0	5,125

Source: Republika Srpska Employment Institute, Branch Office in Banja Luka

#### Structure of unemployed persons according to occupations - active supply of labor force

Ordinal number	Interest	Women	TOTAL
1	Wood industry	62	134
2	Metal industry	107	710
3	Textile industry	195	208
4	Footwear industry	48	208



## Number and structure of pupils in secondary schools in school year 2018/2019

Educational institution	Area /	Numb	per of pupils		Total	
School of Construction	construction technician	162	architectural technician	179	484	
	geodetic technician	135	mason-reinforcement installer- concrete builder degree III	8		
School of Economics	economic technician	366	business and legal technician	484	970	
	banking technician	120				
"Nikola Tesla" School of Electrical	electrical technology technician	106	telecommunication technician	273	889	
Technology	computer technology technician	344	electrical energy technician	166		
School of Agriculture	food processing technician	146	veterinarian technician	201	576	
	agricultural technician	138	butcher degree III	42		
	baker degree III	49				
School of Technology	machinery technician for computer supported construction design	127	machinery technician for engines and motor vehicles	73	1,488	
	technician for machine energy	22	machinery technician for CNC	55		
	technician for mechatronics	113	technician for road transport	208		
	technician for postal traffic	77	technician for logistics and shipping	229		
	air transport technician	77	driver of motor vehicles – degree III	69		
	locksmith – degree III	33	metal cutter – degree III	53		
	installer – degree III	73	car mechanic- degree III	146		
	mechanic for heating and cooling technology— degree III	77	optician	21		
	watchmaker – degree III	9	goldsmith – degree III	5		
	welder – degree III	21				
School of Technology	chemical technician	38	graphic technician (EUVET 3)	93	78	
	visual technician	52	technician in graphic design	28		
	technician in interior design and industrial manufacturing	12	cosmetology technician	215		
	ecological technician	73	photographer – degree III	19		
	hair stylist – degree III	254				
School for Pupils in Real Sector	textile technician	74	forestry technician	147	491	
	car electrician – degree III	74	electrician – degree III	116		
	electrician mechanic – degree III	62	telecommunications electrician – d. III	18		
Center for Education and Child Rearing and Rehabilitation of Listening and Speech	baker degree III	8	hair stylist degree III	10	18	
"Protect Me" Center	baker degree III	7	cook degree III	16	43	
Protect me Center	florist - gardener degree III	5	hair stylist degree III	7		
	tailor degree III	2	mason-painter degree III	6		
High School Center "Ljubiša Mladenović"	medical technician physical therapy technician	16 6	computer technician	22	44	
High School Center "GEMIT APEIRON"	economic and business - legal technician	30	Grammar School – computer and information technology section	41	418	
CLAIT AT LINON	School of Medicine	347		•		
High School Center "GAUDEAMUS"	medical technician	46	physical therapy technician	42	135	
<u> </u>	economic technician	6	business - legal technician	20	. 30	
	Grammar School – general section	21				
Grammar School	general section; social sciences and I section; computer and information te		es section; natural sciences and mathem y section; IB	natical	1,220	
General Grammar School KŠC	Grammar School – general section				223	
School of Medicine	medical technician; pharmaceutical technician; physical therapy technician; dental and stomatology technician; obstetric-gynecological technician; laboratory and hygienic technician					
School of Music "Vlado Milošević" sections: piano, string instruments, solo singing, wind instruments, accordion, guitar					91	
School of Hospitality Industry and Retail Trade – Tourism  tourism technician; hospitality industry technician; cooking technician; retail trade technician; waiter, cook, and pastry cook – degree III					641	
	<u> </u>					

**Tertiary education** is acquired at the Public University of Banja Luka, which comprises 17 university schools and 64 study programmes. Around 25,000 students are being educated in the public and private sector in the area of tertiary education.

Educational institution	Area / Number of students			Total	
University School of Architecture	architecture	254	construction	183	593
and Civil Engineering and Geodetics	geodetics	156			
University School of Electrical	computer science and automation			616	871
Engineering	electrical technology and telecommunications				
	electrical energy and automation			114	
University School of Mechanical Civil Engineering	manufacturing mechanical civil engineering	147	energy and transport mechanical civil engineering	124	491
<u>-</u> <del>-</del>	protection at work	20	mechatronic	179	
	industrial engineering and manageme	nt		21	
University School of Agriculture	animal production	69	plant production	261	443
	agrarian economics and rural developme	nt		113	
University School of Natural Sciences and Mathematics	physics	66	mathematics and information technology	267	1,076
Colemons and Mathematics	biology	205	chemistry	150	
	geography	82	physical space planning	84	
	ecology and environment protection	80	technical rearing and information technology	142	
University School of Technology	chemical technology	138	biotechnology and food processing	145	474
g,	graphic engineering	107	textile engineering	84	
University School of Mining	mining				69
University School of Economics	economic and business management			922	
Law School	law			1,203	
University School of Political Sciences	journalism and communicology; social work; sociology; political science		732		
University School of Physical Education and Sports	sports; general - teaching		199		
University School of Philology	Serbian language and literature; English language and literature; German language and literature; Italian language and literature; French language and literature; Russian and Serbian language and literature		787		
University School of Philosophy	philosophy; psychology; pedagogy; history; teaching studies; preschool child rearing		994		
University School of Forestry	forestry			211	
University School of Security Sciences	security and criminology		288		
Academy of Arts	musical arts; visual arts; dramatic arts		379		
University Medical School	medicine, pharmacy, health care, stomatology		1,777		









# **NATURAL RESOURCES** OF THE CITY OF BANJA LUKA

Regardless of the relatively small space it occupies, Banja Luka has a wealth of significant physical space resources:

Review of land purpose	Surface area in hectares
Arable agricultural land	47,344.94 ha
Non-arable agricultural land	18,050 ha
Forests	60,575.19 ha
Urban settlements (GUP)	1,832,200 ha
Rural settlements	10,556,800 ha
Road and other technical infrastructure	10,295,000 ha
Water surfaces (lakes and rivers)	827 ha
Barren forest land	1,248.63 ha
TOTAL	128,045.76 ha

Mineral wealth at the disposal of Banja Luka comprises the following: coal, bauxite, copper ore, iron ore, quartz sand, cement marl, manganese ore, barite, ceramic and brick clay, building stone, as well as thermal mineral water.

Mineral wealth	Location	
Coal	Ramići, Petrićevac	
Bauxite	Manjača, Čemernica	
Copper ore	Area of Kozara mountain	
Iron ore	Area of Bronzani Majdan	
Quartz sand	Potkozarje	
Cement marl	Ramići	
Manganese ore	Southern part of Kozara mountain	
Barite	Broader area of Bronzani Majdan	
Ceramic and brick clay	Tunjice	
Building stone	Ljubačevo, Vrbanja	
Thermal mineral water	Srpske Toplice	

#### Forests and forest land

The share of forests within the territory of Banja Luka amounts to 48.89% (60,575.19 ha), of which 44,903.04 ha concerns economic forests, and the remainder of 15,672.15 ha represents overgrown forest land.

#### Hydro energy

The unused hydro potential of the Vrbas river, from the existing Hydro Power Plant Bočac to the estuary of river Vrbas into river Sava amounts to 125 MW i.e. around 840 GWh of power, of which 85 MW i.e. around 400 GW is within the area of the City.

The total surface area, which is covered by water streams and standing water amounts to 827.0 ha i.e. 0.67% of the total surface area of the City. The total surface area of water streams within the territory of the City amounts to 812.0 ha, while the surface area of lakes and channels is 15.0 ha. Locations of hydro power plants are the following: Delibašino selo, Bočac 2, Vrbanja I, II, and III.

**Agricultural land** within the territory of Banja Luka provides opportunities for development of intensive and semiintensive agricultural production, but also for the development of animal husbandry and rural ecological tourism.

Agricultural land	Surface area (ha)	Prevalence (%)
Meadows	22,941.41	48.46
Grasslands	15,071.78	31.83
Yards	2,875.83	6.08
Pasturelands	2,410.93	5.09
Orchards	853.87	1.80
Other agricultural land	3,191.11	6.74
TOTAL	47,344.94	100.00

# INVESTMENT INCENTIVES OF THE CITY OF BANJA LUKA

- · Guarantees for small and medium enterprises
- Subsidizing interest on credits for which guarantees were issued from the Guarantee Fund in 2017
- Programme of support for investors that enter the "Ramići Banja Luka" Business Zone
- · Exemptions for payment of compensation for regulation of city construction land and rent
- Exemptions when constructing manufacturing plants
- Exemptions for cash payment of compensations for construction
- Co-financing of orchard production
- · Co-financing of manufacturing in protected spaces
- Co-financing of systems for irrigation and anti-hail protection
- Co-financing of construction of cold storages and drying plants
- Co-financing of construction of facilities in agriculture
- Co-financing of construction of facilities for renewable energy sources and energy efficiency
- Co-financing of procurement of equipment for agriculture
- Co-financing of procurement of agricultural machinery
- Premiums for cultivation of breeding heifers, bee societies, and certification of organic production
- Support to the development of agriculture through subsidies for cultivation of land under crops for 2017
- For increasing productivity and competitiveness of business people in the function of employment (Incentives for
  co-financing a portion of costs of procurement of fixed assets with the objective of technological development,
  introduction of quality standards certification with the objective of improvements of competitiveness and
  exports, as well as for co-financing the retraining of workers, with the objective of ensuring occupations in
  demand and ensuring adequate labor force that is necessary for the growth of competitiveness of small and
  medium enterprises, and to promote new employment)
- Self-employment (for self-employment of persons in manufacturing and crafts activities, trading activity, and self-employment of persons that would perform servicing activities or activities of old and arts crafts)

Detailed information on incentives are accessible on the official website of the City Administration: http://www.banjaluka.rs.ba/front/article/16341/

Information on incentives at the level of Republika Srpska and Bosnia and Herzegovina are available on the following links:

- Invest Srpska: http://www.investsrpska.net/index.aspx?PageID=436&menuID=215&langid=2)
- FIPA: http://www.fipa.gov.ba/informacije/povlastice/strani\_investitori/default.aspx?id=141&langTag=bs-BA)



# **SERVICES FOR INVESTORS**

# City administration provides high-quality and fast services for existing and potential investors

- City of Banja Luka provides to all potential and existing investors comprehensive support in the realization of planned investments through contact persons who are in charge of information servicing and organization of meetings between competent authorities and investors with the objective of simplification and fast realization of planned investments.
- City of Banja Luka provides domestic and foreign investors with aftercare support, for the purpose of faster elimination of obstacles faced by existing investors. Support is realized through the Cooperative Network for Aftercare for Investors which includes institutions at all the levels of government in BiH. This form of support to investors in Banja Luka has been in existence since 2015.
- Economic Council has been established for the purpose of improving the dialogue between private and public sector, and business environment development, as well as identification of obstacles to which the municipal administration can objectively react. The Economic Council comprises representatives of private companies, the educational sector, and the City Administration. The Council is to be credited for adoption of numerous conclusions and proposals for improvements in the business environment in Banja Luka.
- Realized project of regulatory reform and, in that manner, simplified administrative procedures, lowered costs, shortened deadlines, and faster and easier access facilities ensured to business people and citizens to municipal services, through the Electronic Register of Administrative Procedures.

Detailed information on investment climate in RS and BiH are available on the following websites:

- Republika Srpska Government/ Invest Srpska http://www.investsrpska.net/
- Foreign Investment Promotion Agency of BiH (FIPA) http://www.fipa.gov.ba/

Electronic registers with a detailed review of permits and licenses that are necessary for investors in Republika Srpska and Bosnia and Herzegovina are accessible on the following links:

- City of Banja Luka, e-register https://eregistar.banjaluka.rs.ba
- Republika Srpska Government http://www.regodobrenja.net/index.php?jezik=1
- BiH Ministry of Foreign Trade and Economic Relations http://rap.mvteo.gov.ba/egfVwOdlukaJedinice.aspx

Documentation within the scope of competence of the City of Banja Luka necessary for the realization of investments / reinvesting, the time necessary for issuance, the costing price, and the competent department of the City Administration.



Document	Competence	Period of issuance	Costs
Issuance of excerpts from physical space planning documentation	Department for Physical Space Regulation	3 days from the date of submitting a complete application	BAM 22.00 - city administrative fee for the issuance of a certified excerpt from physical space planning documentation
Location requirements	Department for Physical Space Regulation	8 days from the date of complete comprehensive application	BAM 22.00 - city administrative fee
Water guidelines	Department for Physical Space Regulation	8 days from the date of complete comprehensive application	BAM 32.00 - city administrative fee
Agricultural consent	Department for Economy	30 days from the date of complete comprehensive application	BAM 12.00 - city administrative fee Compensation for changing the purpose of agricultural land is determined for the entire construction parcel at the level of the cadastral revenue for that land for the entire current year, and amounts to the following:  Meadow - class I: BAM 5.71 / m², class II: BAM 3.82 / m², class III: BAM 2.31 / m², class IV: BAM 1.29 / m², class V: BAM 0.51 / m², class VI: BAM 0.38 / m², class VIII: BAM 0.18 / m², class VIII: BAM 0.12 / m²,  Orchard - class I: BAM 6.25 / m², class II: BAM 4.02 / m², class III: BAM 2.25 / m², class IV: BAM 1.02 / m², class VIII: BAM 0.39 / m²,  Vineyard - class I: BAM 9.95 / m², class II: BAM 6.49 / m², class III: BAM 3.49 / m²  Grassland - class I: BAM 3.92 / m², class III: BAM 0.66 / m², class VIII: BAM 0.27 / m², class IV: BAM 0.19 / m², class VIII: BAM 0.21 / m², class IIII: BAM 0.32 / m², class IIIII: BAM 0.21 / m², class IIIII: BAM 0.32 / m², class IIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIII
Calculation of costs of regulation of construction land and lump sum rent	Department for Utility Affairs	8 days from the date of complete comprehensive application	BAM 52.00 - city administrative fee The amount of the compensation for the costs of regulation of city construction land and the amount of the rent are determined based on the unit of useful surface area of the facility contained in the main project design, on the basis of which the construction permit is being issued, and in compliance with the Decision on Spatial Planning and Construction Land (Official Gazette of the City of Banja Luka, 15/14, 8/15, 10/16, 4/17) and the Decision on Level of Compensation for Costs of Regulation of City Construction Land (Official Gazette of the City of Banja Luka 8/15 and 40/16)
Construction permit	Department for Physical Space Regulation	5 days from the date of complete comprehensive application	City administrative fee in the amount of:  • BAM 52.00 for the construction of facilities whose value in the bill of quantities is up to BAM 50,000.00;  • BAM 102.00 for the construction of facilities whose value in the bill of quantities is between BAM 50,000.00 and BAM 100,000.00;  • 0.1% of the value in the bill of quantities for the construction of facilities whose value in the bill of quantities exceeds BAM 100,000.00, but not more than BAM 1,000.00.
Ecological permit	Department for Physical Space Regulation	45 days from the date of complete comprehensive application	BAM 52.00 - city administrative fee
Water consent	Department for Physical Space Regulation	8 days from the date of complete comprehensive application	BAM 52.00 – city administrative fee
Removal of facility	Department for Physical Space Regulation	8 days from the date of complete comprehensive application	BAM 52.00 – city administrative fee
Registration of start of construction	Department for Inspection Affairs	15 days from the date of complete comprehensive application	



# PRICES OF UTILITY SERVICES WITHIN THE SCOPE OF COMPETENCE OF THE **CITY ADMINISTRATION OF BANJA LUKA**

#### Water supply and sanitation

Description	Price for real sector and private entrepreneurship	
Water supply including VAT	BAM 2.23	
Sanitation including VAT	BAM 0.82	
Contribution to water management in RS	BAM 0.05	
TOTAL	BAM 3.10 /m³	

#### Monthly fee for the measuring point, according to the water meter profile

The water meter profile	Price in KM (without VAT)	Price in KM (including VAT)
Ø 13	1.20	1.40
Ø 20	1.20	1.40
Ø 25	5.00	5.85
Ø 30	5.00	5.85
Ø 40	5.00	5.85
Ø 50	10.00	11.70
Ø 80	10.00	11.70
Ø 100	10.00	11.70
Ø 150	10.00	11.70

#### **Heat energy delivery**

Consumer category	Unit of measure	Price in KM	Billing Period
Consumers - Commercial property			
Commercial property - Consumers - Price for unit of energy delivered	MWh	170.63	7 months
Commercial property - Price for distributive costs per unit of installed power	MWh	170.63	12 months
Business facilities with built-in measurer			
Commercial property - Price for unit energy delivered	MWh	170.63	when it is consumed
Commercial property - Price for distributive costs per unit of installed power	MWh	170.63	when it is consumed

Note: Prices in application are the prices that are harmonized with the Conclusion of the Mayor of Banja Luka No. 12-G-1866/11, in application since August 1, 2011, adopted at the 19th session of the City Assembly, held on 31.01.2018. (Official Gazette No 2/18)

## Municipal waste collection and transport

Commercial consumers	Category of "entrepreneurs, institutions and enterprises"
Container - tour	BAM 125.00
Manufacturing halls	BAM 0.15 / m <sup>2</sup>
Retail stores	
0-100 m <sup>2</sup>	BAM 0.47 / m <sup>2</sup>
101-300 m <sup>2</sup>	BAM 0.36 / m <sup>2</sup>
301-600 m <sup>2</sup>	BAM 0.25 / m <sup>2</sup>
601 m² i više	BAM 0.14 / m <sup>2</sup>
Hospitality industry stores	
0-100 m <sup>2</sup>	BAM 0.56 / m <sup>2</sup>
101-300 m <sup>2</sup>	BAM 0.43 / m <sup>2</sup>
301-600 m <sup>2</sup>	BAM 0.30 / m <sup>2</sup>
601 m² i više	BAM 0.17 / m <sup>2</sup>
Pharmacies and physicians' offices	
0-100 m <sup>2</sup>	BAM 0.23 / m <sup>2</sup>
101-300 m <sup>2</sup>	BAM 0.20 / m <sup>2</sup>
301-600 m <sup>2</sup>	BAM 0.18 / m <sup>2</sup>
601 m² i više	BAM 0.14 / m <sup>2</sup>
Office premises	
0-100 m <sup>2</sup>	BAM 0.20 / m <sup>2</sup>
101-300 m <sup>2</sup>	BAM 0.18 / m <sup>2</sup>
301-600 m <sup>2</sup>	BAM 0.17 / m <sup>2</sup>
601 m² i više	BAM 0.14 / m²
Craft stores	BAM 0.36 / m <sup>2</sup>

# OTHER RELEVANT INFORMATION AND LINKS

#### Strategic documents of the City:

- · 2018-2027 City of Banja Luka Development Strategy
- · 2016-2019 Energy Efficiency Action Plan
- · 2016-2021 Local Ecological Action Plan
- "Rural Integrated Development in the Territory of the Vrbas Canyon and the Manjača Plateau" Study
- "Integrated Rural Development in the Territory of the North-West Part of the City of Banja Luka" Study
- 2013-2020 City of Banja Luka Tourism Development Strategy
- 2015-2020 City of Banja Luka Non-profit and Social Housing Strategy
- · 2018-2028 Banjaluka Culture Development Strategy

#### **Useful links:**

- · City of Banja Luka, www.banjaluka.rs.ba
- · Republika Srpska Government (RS), www.vladars.net
- RS Government Portal, Invest in Srpska, www.investsrpska.net
- · RS Chamber of Commerce, www.komorars.ba
- Republic Agency for Small and Medium Enterprises Development of RS, www.rars-msp.org/
- Banja Luka Stock Exchange, www.blberza.com
- · Foreign Investment Promotion Agency of BiH; FIPA, www.fipa.gov.ba
- · Indirect Taxation Authority, www.uino.gov.ba

# **INVESTORS' EXPERIENCES**

As one of the initial participants in the realization of the "Ramići Business Zone" project, I would like to use this opportunity to express my satisfaction with the City Administration initiating such a project and with our participation in its realization. Because of the complexity of the project and the high value of investments in infrastructure, the beginning was slow, but regardless of all the obstacles that existed in the beginning, thanks to the engagement of professional staff of the City Administration and the investors directly, I must conclude that now the pace has accelerated and that the project is being realized without any major difficulties.

I would like to commend the staff of the professional services of the City Administration who are participating in the realization of the project, for their utmost commitment and accountability for all the obligations taken over by the City Administration. I hope to continue with expansion under this project and initiation of new projects in order to create the preconditions necessary for new industrial zones in the territory of the City of Banja Luka and to ensure space for new manufacturing plants and new jobs.

#### Branko Đuđić, Manager, Tri Best Ltd. Banja Luka

On behalf of Banja Luka Brewery Co, Banja Luka, as an economic company that does business within the territory of the City of Banja Luka, I would like to commend all the activities in the work of the Administrative Services of the City of Banja Luka, and its employees, in their treatment of the business people who are operating within the territory of this town, primarily because of their efficiency, but also their kindness and effort they are investing with the objective of improvement of the entire social and economic community.

#### Nicholas Penny, General Manager, Banja Luka Brewery Co. Banja Luka

would like to compliment the City Administration of the City of Banja Luka for the committed efforts they are investing with the objective of realization of investments in the territory of the City, as well as their employees, primarily because of their commitment, understanding, and kindness in working with business people.

Željko Petrović, Manager, Elas Metalexpert Ltd. Banja Luka





#### **Ecological Statement**

The 2007-2019 City of Banja Luka Development Strategy defines the strategic commitment of the City of Banja Luka through the strategic objective C1: Sustainable Development and Higher Efficiency in Resource Management, and operational objective C1-O3: Preserved and Improved Living Environment, as the establishment of a complex system of environment management. This objective also implies improvements in environment protection through addition, introduction and/or reexamination of measures and standards of environment protection. The realization of this objective should satisfy the requirements of sustainable development and ensure a healthy living environment, both today and for the future generations.







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.