

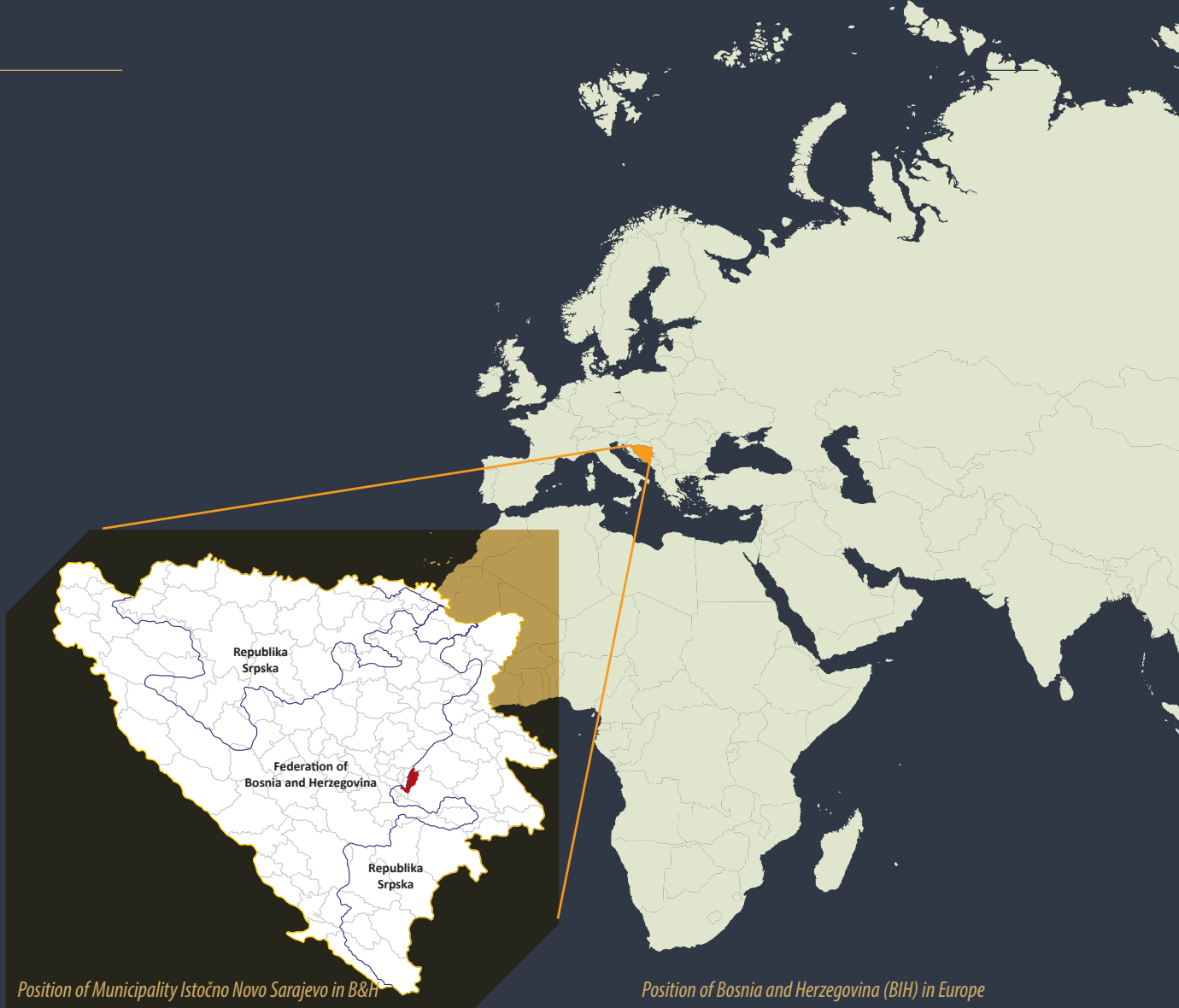
Istočno Novo Sarajevo The Right Place for Your Investment

INVESTMENT PROFILE



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Position of Municipality Istočno Novo Sarajevo in B&H

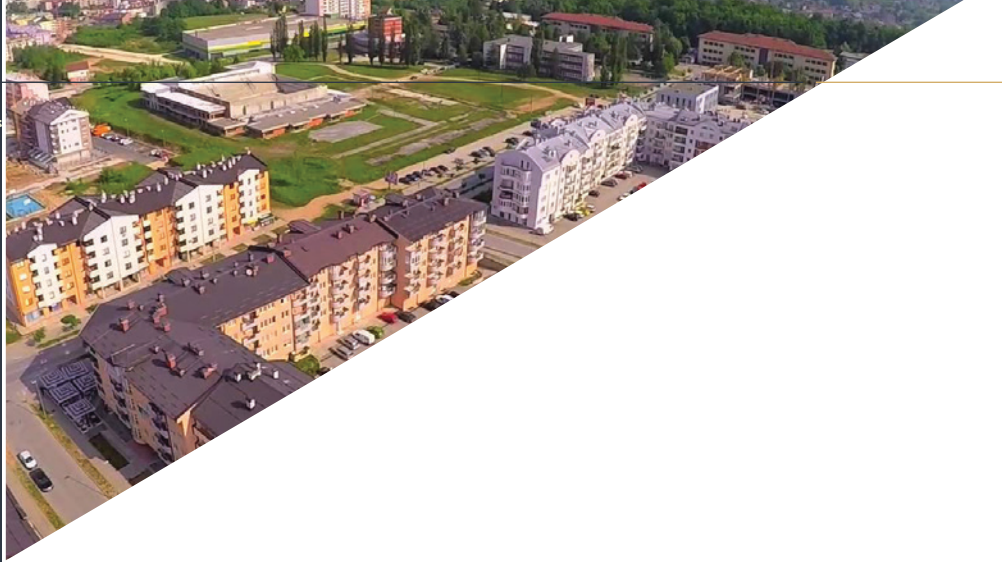
Position of Bosnia and Herzegovina (BIH) in Europe

PERSONAL IDENTIFICATION CARD OF MUNICIPALITY OF ISTOČNO NOVO SARAJEVO

Official name	Municipality of Istočno Novo Sarajevo
Administrative affiliation	Republika Srpska, Bosnia and Herzegovina
Population	(331 inhabitants per km ²)
Address	Stefana Nemanje 2, 71 123 Istočno Sarajevo
Contact phone number	00 387 (57) 340 132
Fax:	00 387 (57) 340 710
E-mail	nacelnik@opstinains.net
Web	www.opstinains.net

CONTACTS FOR INVESTORS:

Municipality of Istočno Novo Sarajevo
Head of Economic and Social Affairs Department
Contact phone: 00 387 (57) 340-132, ext 1030,
Fax: 00 387 (57) 340-710
E-mail: privreda@opstinains.net



MUNICIPALITY OF ISTOČNO NOVO SARAJEVO

Opportunity for Investors

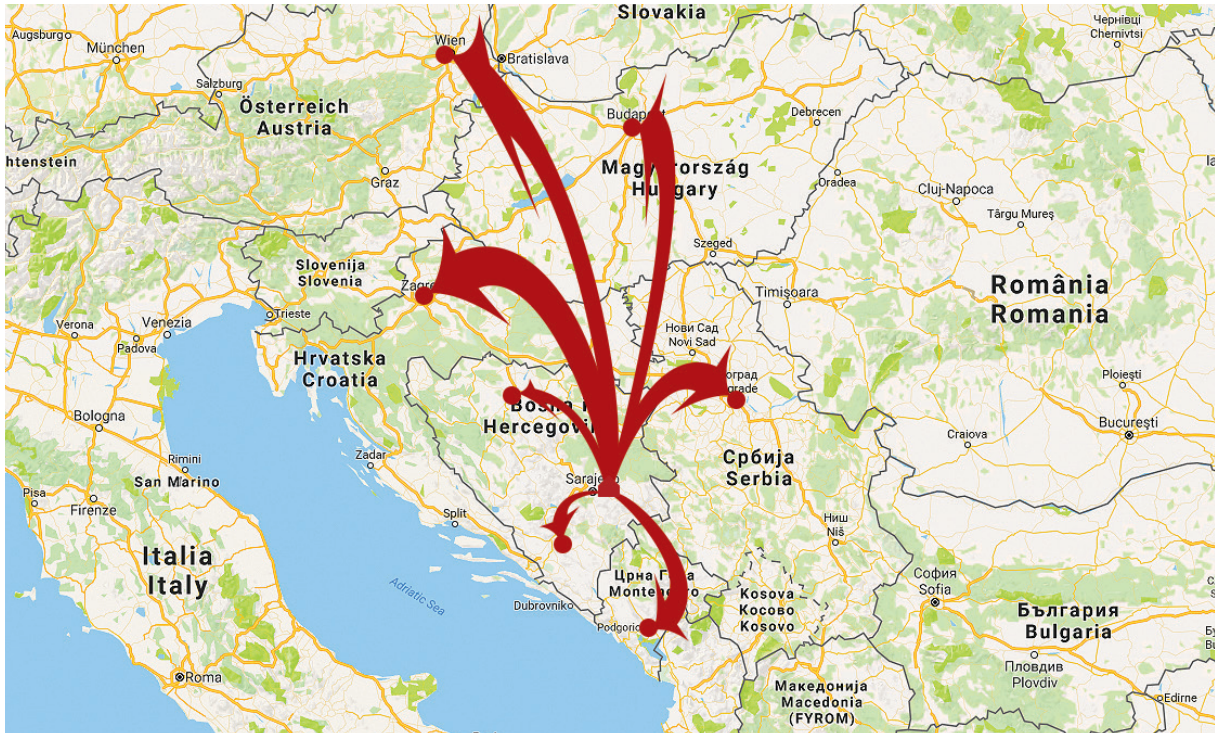
- Istočno Novo Sarajevo is the center of creative energy with prestigious business infrastructure and living environment.
- Exceptionally favorable geographical position, specific for its vicinity to the Sarajevo urban area (5 km), with good road traffic connectivity and the airport in Sarajevo only 2 km away.
- Positive migration balance and positive population growth with 19.5% of the population below 19 years of age, and 54% of adults 19 to 56 years old. Available work force, amongst whom qualified workers of mechanical and electrical occupation (298) are standing out, as well as highly qualified staff of various orientations (312).
- For manufacturing facilities, the price of land within the entire municipality in the amount of BAM 20.00 / m² and reduced costs of rent and regulation, by 50% for construction or expansion of manufacturing facilities in the immediate vicinity 5 (km) from the urban part of Sarajevo.
- Municipality of Istočno Novo Sarajevo is specific as the location of headquarters of many state, entity, regional and local public institutions, headquarters of regional courts, universities, and many financial institutions.
- **The municipality is at the service to investors! The municipality is providing support to investors in the location selection process, during the process of investing, and continues with support during business operations. Documentation issuance processes are simplified, time is reduced and business expenses are cut, one-stop system is established for procedures of construction and registration, so therefore you are going to bring your investment to realization in a quicker, easier and cheaper way!**



TRANSPORT INFRASTRUCTURE

Proximity of the EU market and other South-East Europe countries

A new and modern urban traffic network was constructed in Istočno Novo Sarajevo. This municipality is connected with other administrative centers in the region by road, air and rail. The main rail station, an international airport and main highways and corridor 5-C are all within the radius of 5 – 10 km.



DISTANCE FROM THE MAIN CENTERS IN THE COUNTRY AND ABROAD

Sarajevo – Center	5 km
Mostar	139 km
Banja Luka	193 km
Belgrade (SRB)	305 km
Podgorica (MNE)	229 km
Zagreb (CRO)	414 km
Budapest (H)	562 km
Wien (A)	780 km

DISTANCE FROM KEY ROADS

Highway 5C	10 km
Rail terminal in Sarajevo	7 km

DISTANCE FROM KEY PORTS

River Port in Brčko	183 km
Port of Ploče (CRO)	197 km
Port of Bar (MNE)	287 km
Port of Split (CRO)	294 km

DISTANCE FROM KEY AIRPORTS

Sarajevo	2 km
Tuzla	125 km
Mostar	140 km
Banja Luka	206 km
Dubrovnik (CRO)	250 km
Beograd (SRB)	308 km

POSSIBILITIES FOR INVESTING IN DIFFERENT SECTORS

Economic activity in Istočno Novo Sarajevo is concentrated around key sectors forming the backbone of the local economy. Main economic sectors in the municipality are:

- Wholesale and retail
- Construction
- Manufacturing (production of machines, products made from metals and nonmetals, production of equipment for motor and electrical industry)

The largest numbers of economic entities come from trade sector, because Istočno Novo Sarajevo is an excellent location for conquering the Sarajevo market and regional markets for trade distributors. Significant numbers of retail chains have their facilities in the Istočno Sarajevo location, and main contributing factors are the connectivity, proximity of the Sarajevo market as the largest in BiH, as well as the lowest prices of land and other fees. Equally, Istočno Novo Sarajevo is an excellent opportunity for other servicing activities that are constantly developing.

Preferential sectors in line with the Municipality of Istočno Novo Sarajevo capacities are:

- **Processing industry:** Sectors of light metal processing, machine, electro and other production sectors;

There are 41 legal entities operating with 650 employees in the manufacturing sector of the Municipality of Istočno Novo Sarajevo. Industrial production is continuously the main exporting activity in this area, and the new investors in this sector have at their disposal:

- » Available locations for investing in manufacturing including Brownfield (unused infrastructure in existing facilities / factories), Greenfield (planned locations in the business zone).
- » High quality and inexpensive workforce, which is a result of tradition in the manufacturing sector and a rounded up system of education of the new workforce, from high schools to universities, such as electrical and mechanical engineering schools with various programs.
- » Existence of incentives provided by the municipality in respect to favorable prices of land and fees for rent and land regulation for manufacturing facilities, as well as an option of deferred payment.
- » Large market of Sarajevo town.

- **Construction and engineering services from the civil engineering and high rise construction area**

The number of registered construction companies is growing, and companies earn a relatively high income and execute a positive financial result. On average, 200 apartments a year are constructed in the area of the Municipality of Istočno Novo Sarajevo and due to the growing population and economic growth, it is expected that this trend will continue in the future. Construction companies provide for 20% jobs. Construction companies offer a high quality engineering approach in the execution of all kinds of construction projects in accordance with standards and existing regulations. 13 new construction sites were opened in the area of the Municipality Istočno Novo Sarajevo in 2018.

Advantages for investors who decide to invest in this sector are:

- » Adequate locations in the urban part of municipality, which because of its position are the best locations for construction of residential and commercial properties in the Sarajevo region, owned by the local community.
- » Existence of planning documentation that is directed toward the development of the municipality in the planned locations.
- » Proximity of other larger markets which have everyday needs for construction and a developed construction sector within the local community
- » Expediency of the local administration in issuing the required permits and responding to open questions of investors.

- **IT sector**

Opportunities for IT sector development in the municipality are based on the presence of high quality programmers and engineers in this profession, who, in cooperation with the School of Electrical Engineering and the School of Civil Engineering create the preconditions for expansion and development of new "creative" industries, with an option to lease equipped premises and employ students and favorable work force.

Advantages for investors who decide to invest in this sector are:

- » High quality workforce and constant growth of students at Electrical and Mechanical Engineering Faculties.
- » Existence of attractive locations for IT companies with required infrastructure favorably priced.
- » Proximity of the largest BiH market and communication channels with big centers in the region.

LOCATIONS FOR INVESTING

Physical space planning covers the most part of the municipality, therefore in addition to the Greenfield and Brownfield locations owned by Istočno Novo Sarajevo Municipality, the investors have at their disposal a certain number of locations that are in private ownership.

Greenfield locations



BUSINESS ZONE IN THE CENTER III

Location:	Located in the urban area of Istočno Novo Sarajevo. The zone is 10 km away from the closest highway exit (Corridor 5c), 2 km from the International airport Sarajevo and 7 km from the rail terminal in Sarajevo. The location is situated in the center of the Municipality of Istočno Novo Sarajevo. In the immediate vicinity, 50 meters away, there are educational, administrative and cultural centers of the City of Istočno Sarajevo.
Zone type:	Greenfield
Area:	Planned construction on a parcel with surface area of 4,803.00 m ² . Floor structure P0+Pr+S1 (underground level, ground floor and one floor above ground), 1,992.00 m ² surface area of the facility's ground plan. BGP around 5,976.00 m ²
Available land parcels:	1
Infrastructure:	Access to the location is ensured on existing transport routes. Project documentation has been developed.
Ownership:	Municipality of Istočno Novo Sarajevo
Investment opportunities:	Land purchase and construction of commercial facilities
Suitable purpose:	Because of the specificities of its position, the location is favorable for constructing a commercial facility suitable for housing tertiary activities (services, trade, hospitality industry)

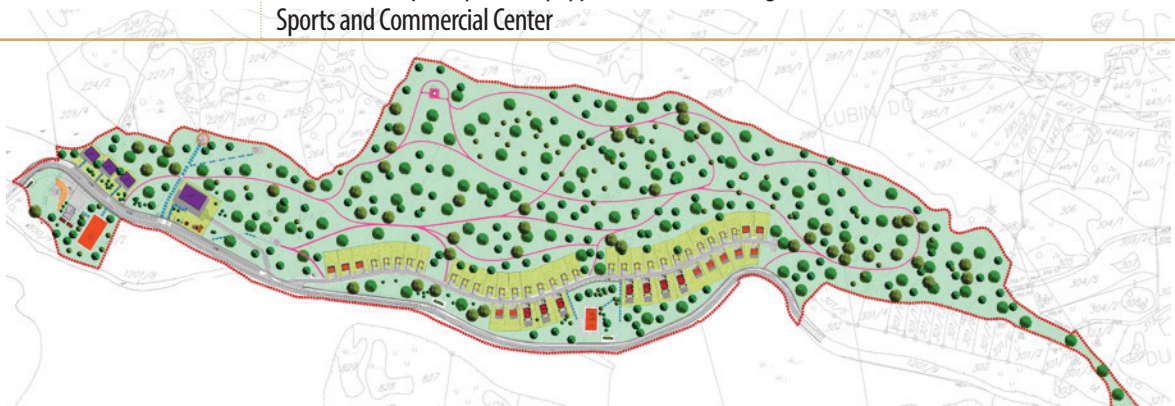


SPORTS RECREATION CENTER – AQUA PARK	
Location:	City core, in the vicinity of the stadium of the FC “Slavija”, dormitory. The location is situated between sports facilities and river Tilava in zone I of city construction land.
Area:	3.5 hectares
Infrastructure:	Greenfield location, access to location provided through existing roads. The area is located in former army barracks which have regulated infrastructure with attractive green spaces.
Ownership:	Municipality of Istočno Novo Sarajevo 1/1
Documentation:	Physical space planning documentation and conceptual design developed.
Investment opportunities:	Public and private partnership, concession, lease, purchase and construction development.
Suitable purpose:	The locality envisaged for constructing sports and recreational and hotel and hospitality industry contents intended for various social and economic groups. The contents that are recommended include various sports fields with supporting contents and services, playgrounds, open and closed pools, and all in compliance with the urban development project design.



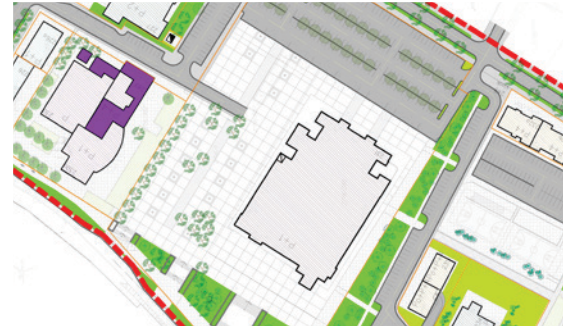
TVRDMIĆI RECREATION ZONE AND WEEKEND SETTLEMENT

<p>Location:</p>	<p>Tvrđimići Recreation Zone and Weekend Settlement is located in the surroundings of the Municipality of Istočno Novo Sarajevo. This location is located at 950 m of altitude above sea level and it is adorned with the beauty of forest landscapes and recognizable culture of local villages and local springs. The zone has good transport connections with administrative and tourism centers (10 km from Istočno Sarajevo, 15 km from Sarajevo, 19 km from Jahorina). (on the road from Lukavica to Jahorina. R446b).</p>
<p>Area:</p>	<p>The coverage area of the Urban Development Project Design for Tvrđimići Recreation Zone and Weekend Settlement amounts to 24.9 hectares. The concept for this project is based on zoning the planned contents, so that in the western part of the coverage area hospitality industry, sports and supporting contents are located. The central part of the coverage area is envisaged for locating weekend homes, while the northern and eastern parts of the coverage area are envisaged for locating recreational contents, with maximum possible retention of the forest environment of the overall space.</p> <p>The weekend settlement will also cover the construction of the complex with three types of model weekend houses on the total of 45 parcels. Sports and recreational contents and other contents planned in the covered area include sports fields, exercise paths, zip line, playground, sightseeing point, amphitheater, two monuments, as well as infrastructural facilities necessary for the functioning of the planned contents.</p> <p>A portion of the contents envisaged in the recreation zone has already been constructed (hunting lodge, a playground for children with movable equipment, opened amphitheater "Beli vuk" ("White Wolf"))</p>
<p>Infrastructure:</p>	<p>Access to the location is ensured on the existing transport route. Utility infrastructure is resolved partially.</p>
<p>Ownership:</p>	<p>Municipality of Istočno Novo Sarajevo 1/1</p>
<p>Investment opportunities:</p>	<p>Public and private partnership, concession.</p>
<p>Suitable purpose:</p>	<p>The locality is envisaged for construction of commercial contents whose objective is to round up the tourism and hospitality industry offer of the subject locality. Commercial contents that are planned at the subject locality are from the tertiary group of activities and imply construction of commercial facilities of hospitality industry type (a motel and bungalows)</p> <p>Sports and Commercial Center</p>



Brownfield locations

All Brownfield locations that the Municipality of Istočno Novo Sarajevo is offering to investors are located in zone I of the urban construction land close to the main administrative, cultural and educational institutions.



SPORTS AND COMMERCIAL CENTER	
Location:	The central part of the Municipality of Istočno Novo Sarajevo. In the immediate vicinity, 50 m away, there are educational, administrative and cultural centers of the City of Istočno Sarajevo.
Area:	The sports and commercial center is a multipurpose area, which can be used as a sports hall, a fair and exhibition facility, or as a concert hall. The total gross constructed surface area of the facility amounts to 6972 m ² and comprises a sports part and a commercial part. The sports part has the capacity of 2000 seats and meets the standards for holding competitions and participation of sports clubs in domestic and regional leagues. The commercial portion comprises 25 commercial facilities with total surface area of 1364.58 m ² which are located on the ground floor. The plateau in front of the sports hall is an integral part of the main city square which is in construction.
Infrastructure:	Fully developed utility infrastructure. There is a developed main project design and execution of works is ongoing. The facility is located within the future city square (civil works on square construction are ongoing).
Ownership:	Municipality of Istočno Novo Sarajevo
Investment opportunities:	Public-private partnership, lease and purchase of office space.
Suitable purpose:	Because of the position and existing features, the commercial premises are suitable for all commercial and servicing activities.

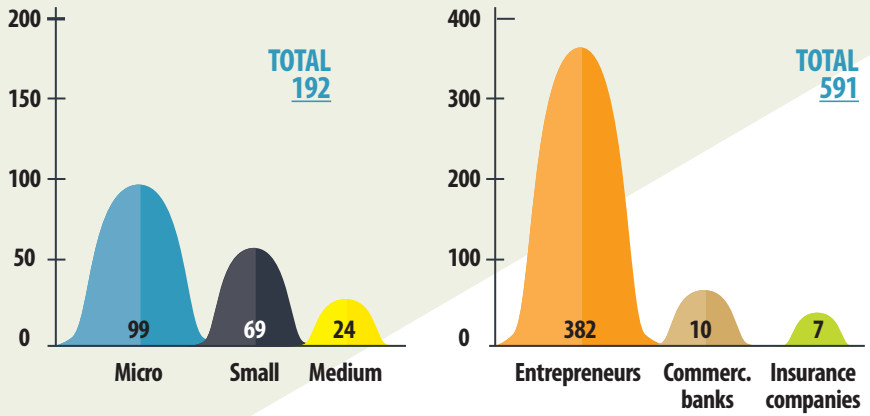


PART OF THE ELECTRIC ENGINEERING UNIVERSITY SCHOOL	
Location:	Business premises in the EEF building.
Area:	Space of 50 m ² to 100 m ² .
Infrastructure:	Building connected to roads and utility infrastructure; with an option to connect to optical cables of higher capacity.
Ownership:	Municipality of Istočno Novo Sarajevo
Investment opportunities:	Public-private partnership.
Suitable purpose:	Suitable for an IT company. There is an option for cooperation between the municipality, the Electric Engineering School and a private company. The Municipality is offering co-financing of employment and education, the School is offering education of engineers through 3 programs (energy, programming, automation) and use of laboratory, as well as business space for a private IT company. The IT company is offered work space, possibility of extending operations, adequate work force and other benefits.

BUSINESS ENVIRONMENT

The business environment in the Municipality of Istočno Novo Sarajevo is specific for its continued growth of SMEs and development of new sectors such as: electrical and electro- technological sector, light industry, intensive cooperation of the municipality and entrepreneurs, good intermunicipal and regional cooperation, and transparent and stimulating policy of the local authorities.

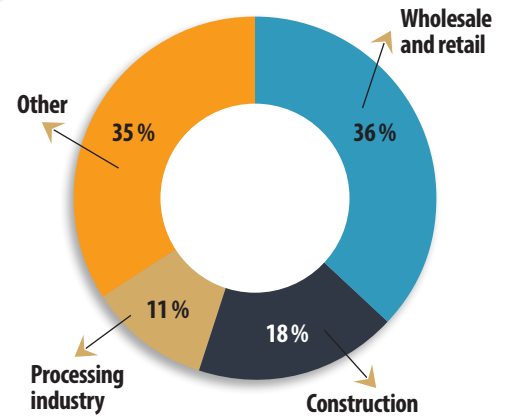
Review of businesses in the Municipality of Istočno Novo Sarajevo in 2017.



Businesses (by size)

Source: RS Chamber of Commerce

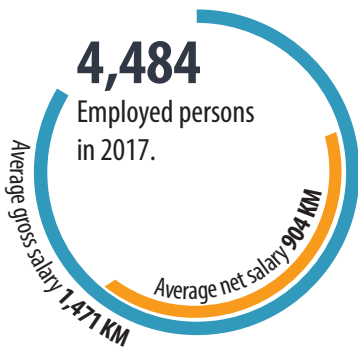
Dominant industry by total revenue in 2017.



HUMAN RESOURCES

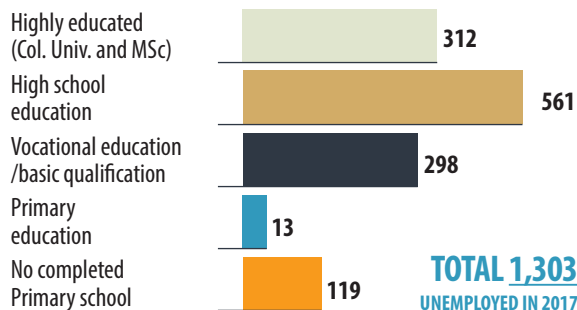
High quality and cheap workforce

Istočno Novo Sarajevo is characterized by a very favorable age structure with a large share of young people.



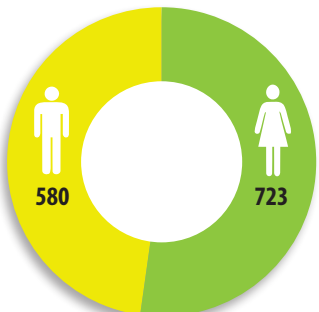
Source: Annual Statistical Report of the RS Institute of Statistics

Review of the number and structure of unemployed persons



Source: Employment Bureau Istočno Novo Sarajevo

Number of the unemployed



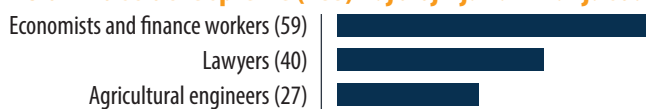
U okviru stručne spreme (KV) najbrojnija zanimanja su:



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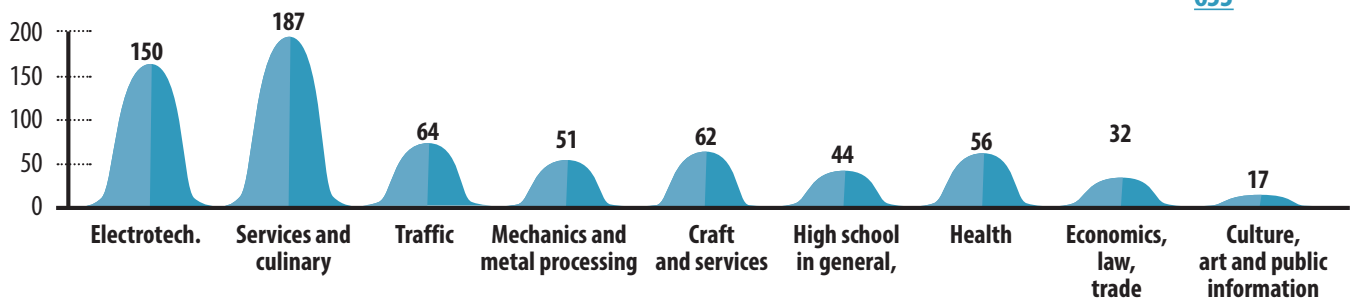


U okviru stručne spreme (VSS) najbrojnija zanimanja su:

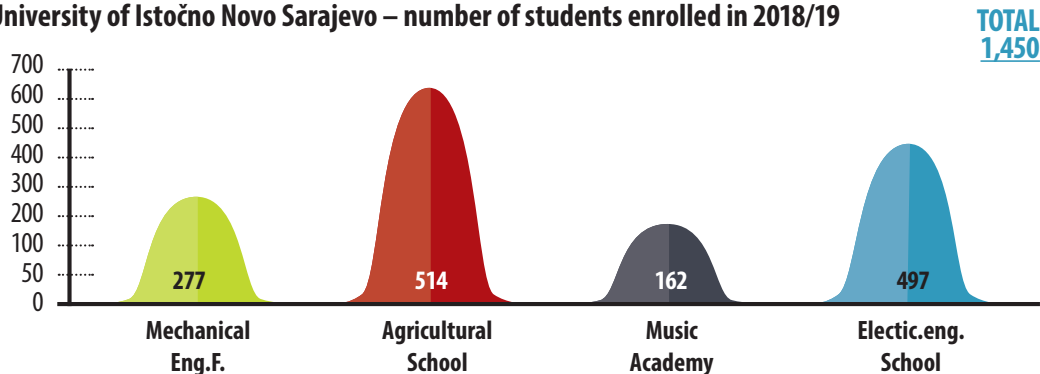


0 2 4 6 8 10

Hugh School June 28, Grammar School and Vocational High School in Istočna Ilidža – Number of enrolled pupils, 2018/19



University of Istočno Novo Sarajevo – number of students enrolled in 2018/19



The Municipality of Istočno Novo Sarajevo is a university municipality where headquarters of the University of Istočno Sarajevo are located. Besides, the proximity of Sarajevo city presents to potential investors a significant source of workforce, infrastructure and a market.

INVESTMENT INCENTIVES OF THE MUNICIPALITY OF ISTOČNO NOVO SARAJEVO

- Grants for creating new jobs and support to new entrepreneurs
- Grants for micro investments in production and agriculture
- Possibility of payment of rent and fees for urban construction land on rates
- Within the business zone of Vranješ the land price is BAM 20,00 / m².
 - 1) In case of construction of manufacturing and commercial facilities WITHIN THE COVERAGE of the “Vranješ” Regulation Plan, the rent charge calculated in compliance with laws and bylaws shall be reduced by 50%.
 - 2) In case of construction of manufacturing and commercial facilities OUTSIDE OF THE COVERAGE of the “Vranješ” Regulation Plan, the rent charge shall be reduced by 10%.
 - 2) In the course of construction of manufacturing and commercial facilities OUTSIDE OF THE COVERAGE of the “Vranješ” Regulation Plan, the rent charge shall be reduced by 10% if the charge is paid in lump sum in the total amount before the issuance of the construction permit.)
- Opening of companies and entrepreneurship exempted from payment of the opening fee

Detailed information on incentives in the Municipality of Istočno Novo Sarajevo available at:

<http://www.opstinains.net/privreda/podsticaji/>

Information on incentives at the level of Republika Srpska and Bosnia and Herzegovina, available at the following addresses:

- **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

The Municipality of Istočno Novo Sarajevo is running a continuous process of business environment improvement

The Municipality of Istočno Novo Sarajevo has established a one-stop system for all administrative procedures related to construction and registration of business activity.

- Municipality of Istočno Novo Sarajevo is providing post-investment support (aftercare) to domestic and foreign investors with the objective of fast removal of the obstacles the existing investors are facing. The support is conducted through the Cooperation network for post-investment support to investors which includes institutions at all the levels of government in BiH. This form of support to investors has been in existence in Istočno Novo Sarajevo municipality since 2013.
- The economic Council was formed to establish a dialogue between the private and public sectors and improvements in the business environment, as well as in order to identify the obstacles to which the municipal administration can objectively respond. Economic Council has been operating since May 2015, comprising of 25 members that are representatives of private companies, educational sector, financial sector, and municipal government. The council takes credit for adoption of several conclusions and proposals for improvements in the economic ambience in the Municipality of Istočno Novo Sarajevo.
- The project of regulatory reform was implemented and in this way the administrative procedures have been simplified, expenses have been reduced, the deadlines have been shortened, so that the business people and citizens have faster and easier access to municipal services through the Electronic register of administrative procedures.
- Municipality of Istočno Novo Sarajevo is providing comprehensive support to all potential and current investors in the realization of their planned investments through the contact person, who is responsible for servicing information and organization of meetings between investors and competent authorities with the aim of realizing the planned investment in a simple and quick manner.

Detailed information on investment climate in the RS and BiH available at the following addresses:

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

Electronic register with a detailed review of permits and licenses that are required for investors in the Republika Srpska and Bosnia & Herzegovina is available at the following addresses:

- **Municipality of Istočno Novo Sarajevo:** <http://www.opstinains.net/>
- **Republika Srpska Government:** <http://www.regodobrenja.net/index.php?jezik=1>
- **BiH Ministry of Foreign Trade and Economic Relations:** <http://rap.mvteo.gov.ba/egfVw0dlukaJedinice.aspx>



Other steps for business registration with an emphasis on the procedures performed at the municipal level:

COMPANY REGISTRATION (Official Gazette of RS, No. 76/13). Business premises	Registration is simple and can be completed in 3 days in the Intermediary Agency for IT and Financial Services (APIF). There is an APIF office in Istočno Novo Sarajevo. Starting capital for opening a limited liability company is BAM 1. http://www.apif.net/index.php/bs/registri/registar-poslovnih-subjekata.html																																																																														
REGISTRATION OF ENTREPRENEURS	No fee for entrepreneurial shop opening is paid in the municipality of Istočno Novo Sarajevo, a shop can be opened in a day with minimal required documentation.																																																																														
LOCATION REQUIREMENTS Request for issuance of location requirements	Time required for issuance is 10 days upon a complete request submission. The price is BAM 60.00, and the competent authority is the Department for Physical Space Planning and Utility Affairs.																																																																														
CONSTRUCTION PERMIT	<p>*Rent: The unit of useful surface area multiplied by the level of rent defined under the Municipal Decision. The rent level shall be determined in a percentage for individual zones determined under the Decision on Physical Space Regulation and Construction Land, from the base amounting to BAM 775.00, and shall amount to the following:</p> <table border="1"> <thead> <tr> <th>Zone</th> <th>Rent level in BAM/m²</th> </tr> </thead> <tbody> <tr><td>I</td><td>55,80</td></tr> <tr><td>II</td><td>38,75</td></tr> <tr><td>III</td><td>31,00</td></tr> <tr><td>IV</td><td>23,25</td></tr> <tr><td>V</td><td>15,50</td></tr> <tr><td>VI</td><td>7,75</td></tr> <tr><td>Other construction land</td><td>3,87</td></tr> </tbody> </table> <p>*City construction land regulation: The useful surface area multiplied by the price of costs of regulation per m² defined under the Municipal Decision.</p> <table border="1"> <thead> <tr> <th>No.</th> <th>NAME OF THE PLAN</th> <th>Costs of regulation in BAM/m² (net surface area)</th> </tr> </thead> <tbody> <tr><td>1.</td><td>Amendments to the "CENTAR I" Regulation Plan</td><td>72,70</td></tr> <tr><td>2.</td><td>"CENTAR II" Regulation Plan</td><td>78,00</td></tr> <tr><td>3.</td><td>"CENTAR III" Regulation Plan</td><td>78,30</td></tr> <tr><td>4.</td><td>"Čiča" Regulation Plan</td><td>75,60</td></tr> <tr><td>5.</td><td>"Vaskovića livade" Regulation Plan</td><td>53,50</td></tr> <tr><td>6.</td><td>"VRANJEŠ" Regulation Plan</td><td>73,30</td></tr> <tr><td>7.</td><td>Amendments to the Regulation Plan: Physical Space Unit of Jelav</td><td>68,70</td></tr> <tr><td>8.</td><td>Amendments and Supplements to the Portion of Regulation Plan - Physical Space Unit of Jelav</td><td>68,00</td></tr> <tr><td>9.</td><td>"Regulation Plan for Portion of Surface Area of Municipality of Srpsko Novo Sarajevo - Lukavica and Municipality of Srpska Ilidža" (portion of Regulation Plan that was not subject to any amendments)</td><td>52,88</td></tr> </tbody> </table> <table border="1"> <thead> <tr> <th>No.</th> <th>CONSTRUCTION LAND ZONES</th> <th>Percentage used for multiplying the average value of regulation per m² (BAM 69.00)</th> <th>Costs of regulation in BAM/m² Net surface areas</th> </tr> </thead> <tbody> <tr><td>1.</td><td>Zone I of city construction land outside of the coverage of regulation plans (individual construction I)</td><td>70 %</td><td>48,30</td></tr> <tr><td>2.</td><td>Zone II</td><td>50 %</td><td>34,50</td></tr> <tr><td>3.</td><td>Zone III</td><td>35 %</td><td>24,15</td></tr> <tr><td>4.</td><td>Zone IV</td><td>30 %</td><td>20,70</td></tr> <tr><td>5.</td><td>Zone V</td><td>25 %</td><td>17,25</td></tr> <tr><td>6.</td><td>Zone VI</td><td>20 %</td><td>13,8</td></tr> <tr><td>7.</td><td>Other</td><td>10 %</td><td>6,90</td></tr> </tbody> </table> <p>*Charge for cadaster establishment shall amount to 0.3% of the bill of quantity value of construction works.</p> <p>*Fee for issuance of construction permit:</p> <ol style="list-style-type: none"> for all residential facilities for individual and collective housing shall be determined by multiplying the average final construction price of the facility per 1/m² times the useful surface area of the facility times 0.1%, for manufacturing facilities, it shall be calculated in the same manner as under a), reduced by 25%, for commercial and servicing facilities, it shall be calculated in the same manner as under item a) increased by 25%, for reconstruction, addition, expansion and change of purpose, it shall be calculated as under items a), d) and c), for infrastructural facilities, BAM 2.00 shall be paid per meter in length of the route. 	Zone	Rent level in BAM/m ²	I	55,80	II	38,75	III	31,00	IV	23,25	V	15,50	VI	7,75	Other construction land	3,87	No.	NAME OF THE PLAN	Costs of regulation in BAM/m ² (net surface area)	1.	Amendments to the "CENTAR I" Regulation Plan	72,70	2.	"CENTAR II" Regulation Plan	78,00	3.	"CENTAR III" Regulation Plan	78,30	4.	"Čiča" Regulation Plan	75,60	5.	"Vaskovića livade" Regulation Plan	53,50	6.	"VRANJEŠ" Regulation Plan	73,30	7.	Amendments to the Regulation Plan: Physical Space Unit of Jelav	68,70	8.	Amendments and Supplements to the Portion of Regulation Plan - Physical Space Unit of Jelav	68,00	9.	"Regulation Plan for Portion of Surface Area of Municipality of Srpsko Novo Sarajevo - Lukavica and Municipality of Srpska Ilidža" (portion of Regulation Plan that was not subject to any amendments)	52,88	No.	CONSTRUCTION LAND ZONES	Percentage used for multiplying the average value of regulation per m ² (BAM 69.00)	Costs of regulation in BAM/m ² Net surface areas	1.	Zone I of city construction land outside of the coverage of regulation plans (individual construction I)	70 %	48,30	2.	Zone II	50 %	34,50	3.	Zone III	35 %	24,15	4.	Zone IV	30 %	20,70	5.	Zone V	25 %	17,25	6.	Zone VI	20 %	13,8	7.	Other	10 %	6,90
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UTILIZATION PERMIT	Deadline for case completion: Technical examination is to be conducted 30 days at the latest from the day complete request was submitted. The competent authority is the Department for Physical Space Planning and Utility Affairs																																																																														

Waste treatment	Unit of measurement	Price in BAM excluding VAT
Legal persons without special treatment	m ²	0.65
Legal persons of social significance	m ²	0.54
Schools, healthcare institutions etc.	m ²	0.39

Water supply and sanitation system	Unit of measurement	Price in BAM excluding VAT
Real sector and other legal persons	m ³	1.92
Households	m ³	1.20

Heating energy - gas	Unit of measurement	Price in BAM excluding VAT
Real sector and other legal persons	m ³	0.705
Households	m ³	0.651

Heating energy - gas	Unit of measurement	Price in BAM excluding VAT For 12 months
Residential area	m ³	1.256
Healthcare and educational institutions	m ³	2.40
Business premises	m ³	2.75

OTHER RELEVANT INFORMATION

Municipality Istočno Novo Sarajevo is specific for its closeness of all local public offices, as well as the public offices at RS and BiH level, financial and other services. The following are some of the most important institutions:

- City of Istočno Sarajevo; <http://www.gradistocnosarajevo.net/>
- Development Agency of the City of Istočno Sarajevo; <http://rais.rs.ba/>
- Commercial Court of Istočno Sarajevo; <http://okprivsud-istocnosarajevo.pravosudje.ba/>
- Elementary Court of Istočno Sarajevo; <http://oksud-istocnosarajevo.pravosudje.ba/>
- Tax Administration of Istočno Sarajevo, Regional Center in Istočno Sarajevo; <http://www.poreskaupravar.org/SiteLat/Kontakt.aspx>
- Chamber of Commerce, branch in Istočno Sarajevo; <http://komorars.ba/>
- Agency for Intermediary, IT and Financial Service, branch in Istočno Sarajevo; <http://www.apif.net/>
- Agency for Market Supervision of BiH; <http://annt.gov.ba/>
- Institute for Standardization of BiH; <http://www.bas.gov.ba/>
- Rector of the University in Istočno Sarajevo; <http://www.unssa.rs.ba/>

Other useful links

- Municipality of Istočno Novo Sarajevo; www.opstinains.net
- City of Istočno Sarajevo; www.gradistocnosarajevo.net
- Republika Srpska Government (RS); www.vladars.net
- RS Government Portal, Invest in Srpska; www.investsrpska.net
- Indirect Taxation Authority; www.uino.gov.ba

Amongst other services in the Municipality of Istočno Novo Sarajevo, at disposal of the investors are:

- 2 banks,
- 7 insurance companies,

EXPERIENCES OF INVESTORS

- „Marvel d.o.o Istočno Sarajevo is a company with a long tradition in the construction sector, and we have found a favorable environment for development of our company in the Municipality of Istočno Novo Sarajevo. One of the preconditions for development of the construction sector is a good geographical location, which along with the physical space planning documentation that has development character, makes this local community exceptionally attractive for investors in the construction sector. We consider the understanding of mutual needs between the private and the public sector to be the key for creating a favorable investment climate, and expedited municipal administration in Istočno Novo Sarajevo is sensitive to the needs of the construction sector.

Jelena Lalović - Dedić, director - Marvel d.o.o. Istočno Sarajevo

- Cooperation of Tomašević d.o.o. Istočno Sarajevo with the local community is strong and lasts from the beginning of work. Through the years of development of Tomašević doo Istočno Sarajevo, the municipality was keeping up with all our investment processes and has continuously worked on creating a better business environment for all businessmen, which is one of the key factors for work and development of our company. In recent times, it is expected from the municipal administration to be open, adjustable to the needs of business people and to be able to solve our requests quickly. This municipal community has proven the above and enabled this company, in the time of crisis, to achieve good progress and solve certain problems

Savo Tomašević, company owner - Tomašević d.o.o.

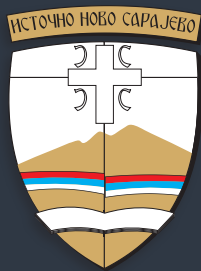
- As a new entrepreneurship, the bakery “Zlatno zrno” has found an excellent business environment in the Municipality of Istočno Novo Sarajevo. We can be proud of our results, as we have expanded our operations in less than three years and conquered a significant part of the Sarajevo market, increased the number of employees and invested in modern equipment. We are of the opinion that during our expansion we have had a great cooperation with the municipality of Istočno Novo Sarajevo. Their administration was timely and with no delays in meeting our needs, so that we received all the necessary permits and decisions in a very short time. The Municipality of Istočno Novo Sarajevo is the ideal location for conquering the regional market.

Dragan Ostojić, owner - bakery “Zlatno zrno”



ENVIRONMENTAL STATEMENT

Municipality of Istočno Novo Sarajevo is developing harmonically, in accordance with environmental and economic interests that can be confirmed from the previous experience and investments. The activities that we conduct in our local community have a certain regional influence, which is manifested through the actions and development directed towards environment protection. There is energy efficient, modern street lighting installed in the urban part of municipality. The municipality takes special care of the green areas, and parks are arranged in such a way that people gladly spend free time there with children. The improvements were made in the system of waste management. Citizens participate as volunteers in environmental actions. There is increased control of the springs in our territory. Strategic documents were adopted with focus on environment protection. There is an environmental aspect to all our activities. Unique and diverse environment of our municipality is important to all who live and work in our local community and strive for better quality of life.



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.