

# **INVESTMENT OPPORTUNITIES IN BOSNIA AND HERZEGOVINA**

# FIPA



FOREIGN INVESTMENT PROMOTION AGENCY  
OF BOSNIA AND HERZEGOVINA

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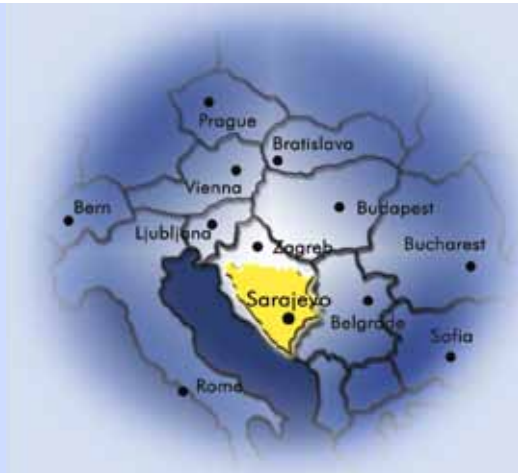
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FOREIGN INVESTMENT PROMOTION AGENCY  
OF BOSNIA AND HERZEGOVINA





## BOSNIA AND HERZEGOVINA KEY FACTS



Official name:	Bosnia and Herzegovina (locally Bosna i Hercegovina, most commonly abbreviated as B&H)
Capital city:	Sarajevo (population 400,000)
Other major cities:	Banja Luka, Bihać, Mostar, Tuzla, Zenica
Geographic location:	South Eastern Europe, borders with Croatia (932km), Serbia (312km) and Montenegro (215km).
Area:	51,209 km <sup>2</sup>
Population:	3.84 million (estimation)
Religions:	Islam, Orthodox Christian, Roman Catholic, others
Ethnic groups:	Bosniaks, Serbs, Croats and others
Languages:	Bosnian, Serbian, Croatian (all official)
Administrative organisation:	Two entities (Federation of B&H and Republic of Srpska) and Brcko district of B&H
Government structure:	B&H is a parliamentary democracy with a bicameral parliament (House of Representatives and House of Peoples), three-member rotating presidency, Council of Ministers, and Constitutional Court
GDP:	13.9 billion EUR (2014)
GDP per capita:	3,642 EUR (2014)
Currency:	Konvertibilna Marka (BAM-official; KM-common use)

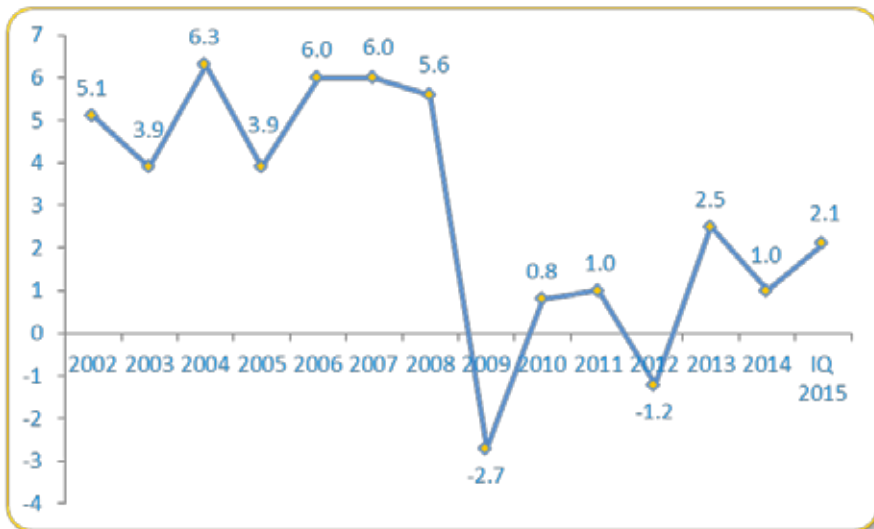
Exchange rate:	1 EUR = KM 1.95 (fixed exchange rate)
Landforms:	A very hilly country with the Dinaric Alps dominating the landscape. The highest point, Mt. Maglić, rises to 2,387m. Thick forests cover almost 50% of the land. In the north, along the Sava River valley, a hilly, fertile plain stretches east to west. The country has 20 km of coastline in the southwest of the country, providing access to the Adriatic Sea.
Climate:	Winters can be very cold with a lot of snow, especially in the hills and mountains. Summers are generally warm and comfortable, occasionally hot. Cooler temperatures in higher elevations.
Latitude/longitude:	44° N, 18° E
Time zone:	CET (GMT + 1 hour)
Internet domain:	.ba
Int. telephone code:	+387

## GENERAL ECONOMIC INDICATORS

Indicators	2007	2008	2009	2010	2011	2012	2013	2014
Nominal GDP (billion EUR)	11.1	12.6	12.3	12.7	13.2	13.2	13.7	13.9
GDP per capita (EUR)	2,898	3,289	3,194	3,296	3,432	3,430	3,509	3,642
Real GDP growth rate (%)	6.0	5.6	-2.7	0.8	1.0	-1.2	2.5	1.0
Industrial production growth rate (%)	10.0	9.2	-3.3	1.6	5.6	-5.2	6.7	0.1
Average net wages (EUR)	322	385	404	408	417	422	423	424
Annual inflation rate (%)	1.5	7.4	-0.4	2.1	3.7	2.1	-0.1	-0.9
Annual unemployment rate (%)	29.0	23.4	24.1	27.2	27.6	28.0	27.5	27.5
Foreign currency reserves (million EUR)	3,425	3,219	3,176	3,301	3,284	3,328	3,614	4,001
Foreign Trade balance (billion EUR)	-4.14	-4.82	-3.48	-3.33	-3.73	-3.78	-3.47	-3.84
Net FDI inflow (million EUR)	1,329	684	180	307	357	307	228	378
FDI contribution to GDP (%)	12.0	5.4	1.4	2.4	2.7	2.1	1.6	2.7
Deposits of households in Commercial Banks, million EUR	2,641	2,662	2,895	3,318	3,605	3,914	4,276	4,663
Population (in million)*	3.84	3.84	3.84	3.84	3.84	3.84	3.83	3.83

Source: Central bank of B&H and Agency for Statistics of B&H; \*Estimation

## REAL GDP GROWTH RATE (%)



*Source: Agency for Statistics of B&H*

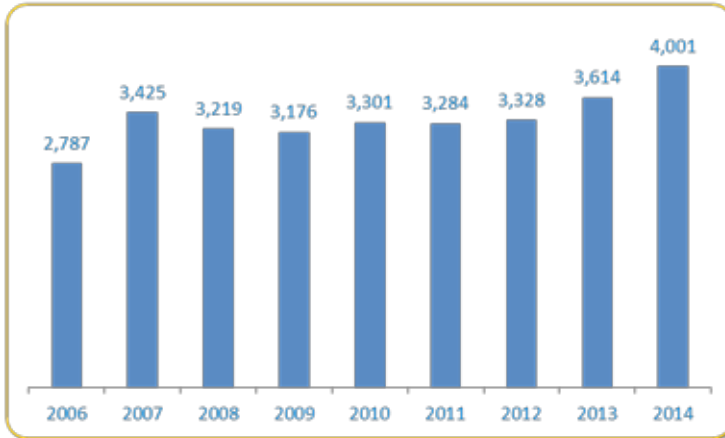
Gross Domestic Product (GDP) has been rising for years with average real growth rate of 5 % and has almost doubled in ten years. Negative effects of the global financial and economic crisis on B&H economy peaked in 2009.

World economic recovery in 2010 and 2011 leads to the growth of B&H economy with the positive GDP growth rate. In 2011 GDP amounted to 13.2 billion euro and GDP per capita was 3,432 euro. In 2012 nominal GDP was not changed, GDP per capita was 3,430 euro and real GDP has been decreased.

In 2013 GDP amounted to 13.4 billion euro and GDP per capita was 3,509 euro. GDP growth rate in 2013 was 2.5%. Unfortunately, natural disaster and floods in May 2014 had affected on GDP growth rate in 2014. GDP growth rate in 2014 was 1.0%. In 2014 GDP amounted to 13.9 billion euro and GDP per capita was 3,642 euro.

The real GDP growth in the first quarter of 2015, compared to the same quarter of the previous year, amounted 2.1%. The next couple years are expected to be a continuation of the slow but sustained growth of economy.

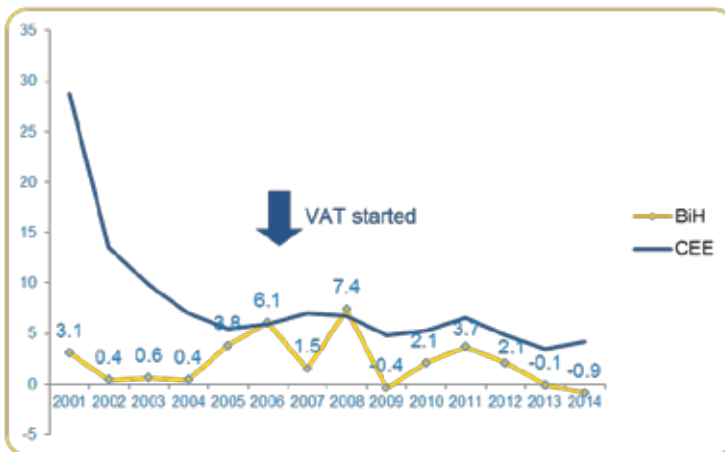
## FOREIGN CURRENCY RESERVES, MILLION EUR



Source: Central Bank of B&H

In the previous period, the foreign currency reserves had a trend of increase year after year with a rate higher than 20%. In 2008 and 2009 the foreign currency reserves have decreased as a result of the undertaken interventions to ease the negative repercussions of the financial crisis. Slight progress was achieved in 2010, 2012, especially in 2013 and 2014.

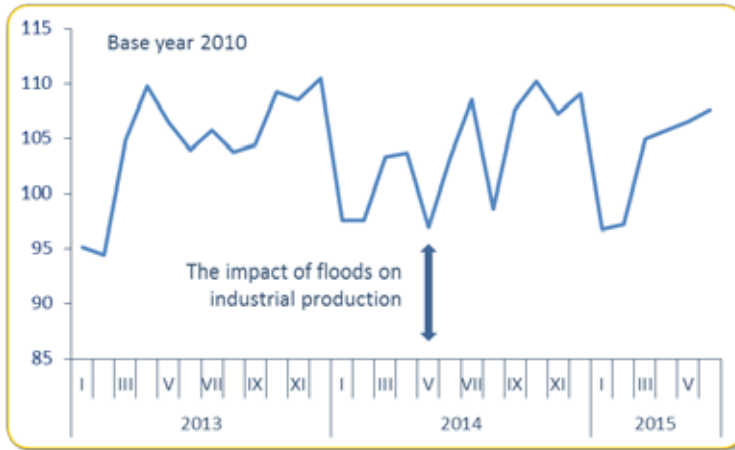
## ANNUAL INFLATION RATE, %



Source: Agency for Statistics of B&H, International Monetary Fund (October 2014)

For years B&H had extremely low inflation rate. As the prices in B&H depend on the trends of prices at the global market, enormous growth of the oil prices in the period of global crisis influenced increase in prices of all products and services in 2008. The stabilization of the prices of oil and food had an impact on the reduction of prices in B&H, evident by considerably price slowdown and noted deflation in 2009. As it was expected inflation is stabilized in last years. In 2014 the annual deflation was 0.9%.

## VOLUME INDEX OF INDUSTRIAL PRODUCTION IN B&H

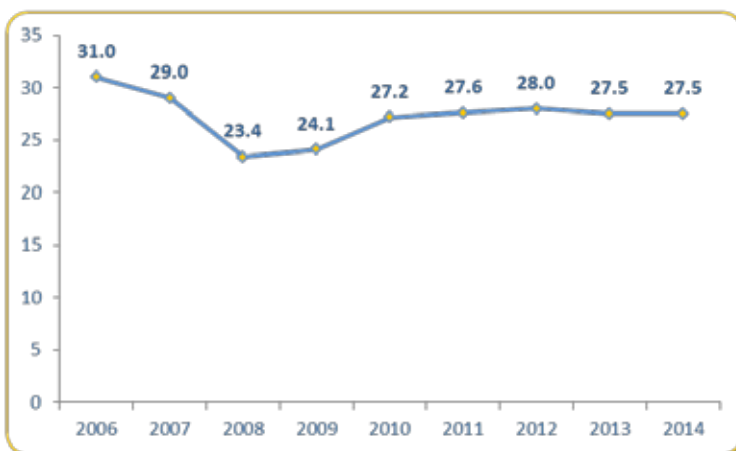


Source: Agency for Statistics of B&H

The recovery of industrial production was recorded in 2013 when the rate of change in cumulative production, relative to the previous year, was 6.7%. Because of natural disaster and floods in May 2014, year-on-year growth rates in 2014 was only 0.1%. According to the first results, in first half 2015 growth rate of industrial production was 1.9%, compared with the same period of previous year. (Source: Agency for Statistics of B&H.)

Monthly statistic about Industrial production has been provided by Agency for Statistics of Bosnia and Herzegovina - [www.bhas.ba](http://www.bhas.ba).

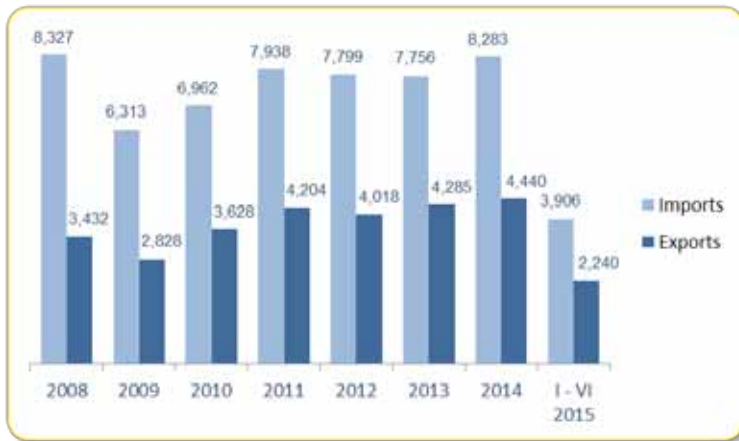
## ANNUAL UNEMPLOYMENT RATE, %



Source: Agency for Statistics of B&H

The data for 2006 and following years have been obtained on the basis of the Labour Force Survey

## EXTERNAL TRADE STATISTICS, MILL EUR



Source: Agency for Statistics of B&H

### EXTERNAL TRADE IN 2014

PRODUCT GROUPS - SITC	EXPORT (MILL EUR)	SHARE IN TOTAL EXPORT (%)	IMPORTS (MILL EUR)	SHARE IN TOTAL IMPORT (%)
Food and Live animals	248	5.6 %	1,084	13.0 %
Beverages and tobacco	30	0.7 %	206	2.5 %
Crude materials, except fuels	519	11.7 %	232	2.8 %
Mineral fuels and lubricants	429	9.7 %	1,380	16.7 %
Animal and vegetable oils and fats	47	1.0 %	66	0.8 %
Chemicals	294	6.6 %	1,046	12.6 %
Manufactured goods classified chiefly by material	1,067	24.0 %	1,786	21.6 %
Machinery and transport equipment	626	14.1 %	1,712	20.7 %
Miscellaneous manufactured articles	1,179	26.6 %	770	9.3 %
Commodities and transactions, n.e.c.	1	0 %	1	0 %
<b>TOTAL</b>	<b>4,440</b>	<b>100 %</b>	<b>8,283</b>	<b>100 %</b>

SITC = Standard International Trade Classification, Source: Agency for Statistics of B&H

Compared to the 2008 trade deficit is reduced, but it is still one of the challenges of B&H's economy. The trade balance in the period January – December 2014 was - 3.84 billion EUR. In the period January-June 2015, export was 4.4% higher, while import was 0.1% higher than in the same period of last year.

In order to eliminate a trade deficit The Government supports export oriented companies through the additional incentives.

COUNTRIES, 2014	Exports (in 000 EUR)	Imports (in 000 EUR)
Developed Countries	3,444,265	5,563,456
EU Countries	3,205,079	4,879,782
EFTA Countries	87,949	48,033
Other Developed Countries	151,237	635,641
Developing Countries	898,050	2,709,794
European Developing Countries	754,192	1,648,888
African Developing Countries	76,506	22,214
Asian Developing Countries	61,322	895,744
American Developing Countries	6,030	142,935
Oceanian Developing Countries	0	13
Not classified	97,631	9,324
Total	4,439,946	8,282,574

Source: Agency for Statistics of B&H

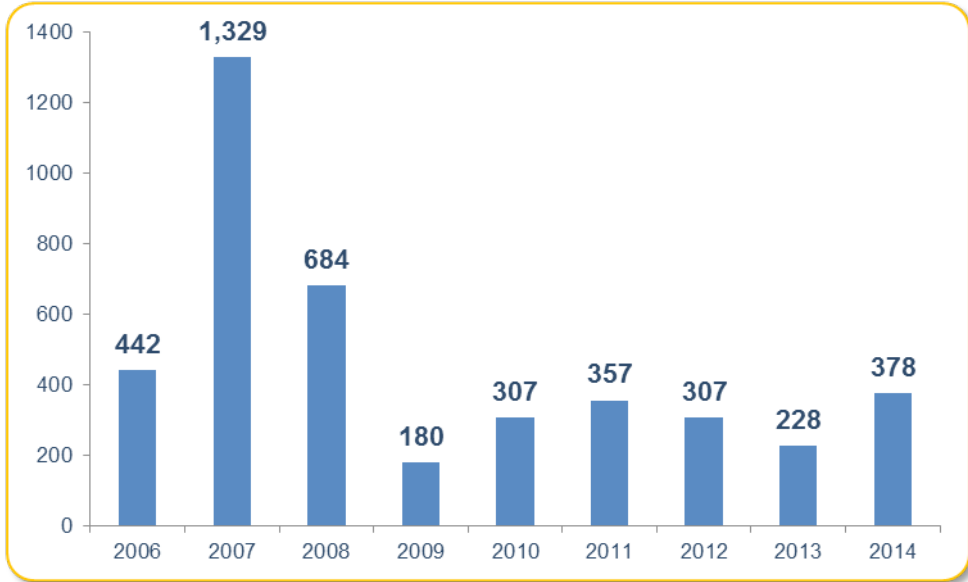
### MAJOR FOREIGN TRADE PARTNERS (IN 000 EUR)

COUNTRY	SHARE	2013	SHARE	2014
TOTAL	100.00	12,040,958	100.00	12,722,520
Germany	12.93	1,557,234	12.81	1,629,523
Italy	10.55	1,270,842	11.46	1,457,795
Croatia	13.38	1,611,076	11.28	1,435,055
Serbia	9.56	1,151,610	9.77	1,242,547
Slovenia	6.12	736,693	5.87	747,008
China	3.93	472,695	5.52	702,054
Russian Federation	6.64	799,231	5.51	701,516
Austria	5.12	617,056	5.18	658,511
Turkey	2.84	341,455	3.28	417,466
Hungary	2.46	296,626	2.49	317,149
USA	1.80	216,544	2.08	264,427
Poland	2.06	248,457	2.00	254,552
France	1.70	204,977	1.80	229,369
Czech Republic	1.69	204,094	1.56	198,403
Montenegro	1.30	156,958	1.47	186,913
TOP 15	82.08	9,885,548	82.08	10,442,288

Source: Agency for Statistics of B&H

## FOREIGN DIRECT INVESTMENT IN B&H

### Flow of FDI in Bosnia and Herzegovina, by years, mill EUR



Source: Central Bank of B&H

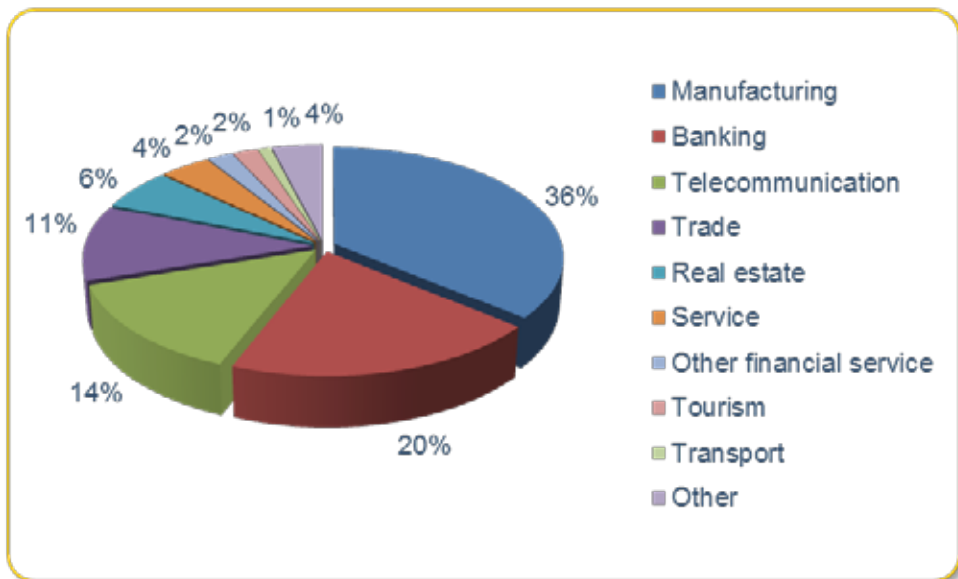
- In 2007 we attracted 1.3 billion EUR which is absolutely the highest amount recorded in the last 20 years mainly thanks to the privatization of large state-owned enterprise;
- In 2008 FDI inflow, without the expected privatization, can be considered as satisfied, especially if we take into account its positive structure (investment in production sector and high contribution of Greenfield investments);
- In 2009 the global economic crisis hit the inflow of FDI;
- The inflow of foreign direct investments in 2010 increased 70.5% as compared to the 2009, and FDI increased 16.5% in 2011 as compared to the 2010;
- Unfortunately, FDI in 2012 and 2013 did not have a positive trend (in 2012 FDI was 14.0% less compared with 2011). Foreign direct investments in 2013 amounted to 228 million EUR, which is 25.7% less compared with 2012;
- According to the official data of Central bank of B&H, FDI inflow in 2014 was 378 million EUR, which is 66.3% higher than in 2013.

Ongoing projects and planned investments make us optimistic regarding upcoming trend of foreign direct investment.

## FOREIGN DIRECT INVESTMENT IN B&H BY SECTORS

According Central Bank of B&H data, the FDI Stock in December 2014 was 5,953 million EUR.

TOTAL AMOUNT 6 BILLION EUR  
(MAY 1994 – DECEMBER 2014)



Source: Central Bank of B&H

Due to the good reputation and long industrial tradition of B&H, the manufacturing sector received the most amount of FDI (36%) and was followed by banking (20%) and telecommunication (14%)\*.

Additional important investments are expected in the energy sector through construction of new and revitalization of the existing facilities and plants.

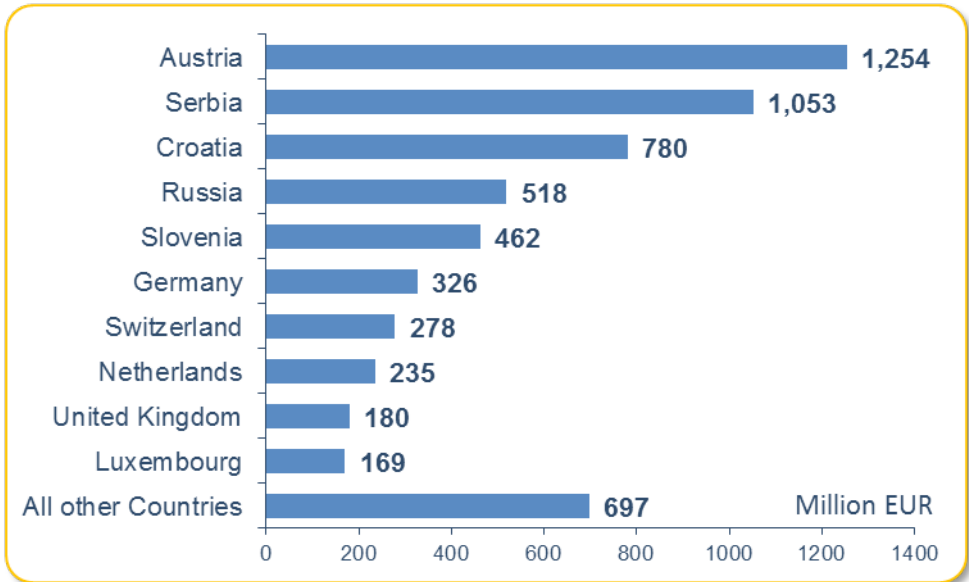
It is expected that the privatization process will be restarted after the period of stagnation. The value of non-privatized state-owned capital, intended for sale, is estimated to over 5 billion eur \*\*. (for more information see section Why Invest in Bosnia and Herzegovina, subheading No 3)

\* the graph structure is created according to data of FDI stocks classified by industry (Central Bank of B&H)

\*\* The Republic of Srpska Investment-Development Bank (IRBRS); Agency for Privatization of FB&H

## TOP INVESTOR COUNTRIES IN B&H (1994 - 2014)

Total FDI amount 5,953 million EUR (stock)



Source: Central Bank of B&H

The capital of foreign investors from more than 90 countries was invested in B&H, in the period from May 1994 to December 2014. European countries have invested more than 85% of total FDI in B&H.

The most investment was realized by the companies from:

- Austria 21.1%
- Serbia 17.7%
- Croatia 13.1%
- Russia 8.7%
- Slovenia 7.8%
- Germany 5.5%
- Switzerland 4.7%
- Netherland 3.9%
- UK 3.0%
- Luxembourg 2.8%
- Italy 2.8%
- Turkey 2.3%
- Saudi Arabia 1.7%
- Others 4.9%

# WHY INVEST IN BOSNIA AND HERZEGOVINA?

## 1. ENVIRONMENT FOR INVESTMENT

B&H's accelerated Economic Reform Process has contributed significantly to a greatly improved business climate. The aim of B&H is to eliminate legal and administrative obstacles for doing business in B&H, as well as create the most attractive business environment in the SEE.

The main goal of B&H is EU membership. Bosnia and Herzegovina is a potential candidate country for EU accession and B&H has signed the Stabilization and Association Agreement with the European Union, which is a step toward EU membership.

Bosnia and Herzegovina has signed the Central European Free Trade Agreement (CEFTA), creating a free trade zone with access to a large consumer market. Also, the process of negotiation to join the World Trade Organisation is underway.

"...Investment climate in Bosnia is in our view very attractive for the investors. Obviously there is first of all natural resources here bought, coal and water available for hydro units, but not only that, you have natural environment here for investment in energy sector in terms of resources but also regulatory environment is improving and satisfactory today, but further improving with support from the local government and we believe there is great potential in that."

Mr. Vuk Hamović, EFT Group Chairman  
(United Kingdom)

"...Here we found a very good ambiance and very good relations....also the municipality was very good with us, we have a very nice and profitable relation, we also have a nice relation with FIPA and some other kinds of important offices that we need to make this kind of investment. All of them helped us improve the investment and to bring us to make the best and to have a good feedback from each kind of relation."

Mr. Luca Cobre, Director, Hotel&Spa  
Medjugorje (Italy)

## 2. FINANCIAL STABILITY

B&H has the most stable currency in the South East Europe, which is directly linked to the Euro. Central Bank of B&H maintains monetary stability by issuing domestic currency according to the Currency Board arrangement with full coverage in freely convertible foreign exchange funds under fixed exchange rate 1 KM: 0.51129 EUR. At the beginning of 2015 there are 26 commercial banks. Two banks are state owned and 24 banks are predominantly privately owned with majority of foreign ownership (cca 90% of total banking sector assets). B&H was assigned B credit rating by Standard & Poor's Agency with stable outlook (September 2014) and B3 sovereign credit rating with stable outlook by Moody's Investors Service (December 2013).

## 3. PRIVATIZATION

"...I would like to emphasise that Natron head has been one of the most successful privatisations in the country. That has happened not only because it had a very strong, determined and resourceful group head group behind it, but also because of very sincere dedicated, technically strong, workforce in the mill and in the country which delivered the right results once guided properly." Mr. Avanash Taneja, Managing Director, Natron Hayat doo Maglaj (Turkey)

Great investment opportunities in B&H are in the process of privatization. Privatization in Bosnia and Herzegovina is an overall process, through which attractive investment opportunities are opened up to foreign investors in sectors such as the energy sector and telecommunications. B&H is accelerating the privatization process for companies of strategic importance in order to increase economic growth and enhance the volume of foreign investment.

Number of these "strategic enterprises", which includes large enterprises, telecommunications and power utilities sectors, public utilities, mines, etc, are still not privatized, presenting a choice of opportunities for potential foreign investors. B&H is accelerating the privatization process for companies of strategic importance in order to increase economic growth and enhance the volume of foreign investment. In the Federation of B&H 42% of the state capital and 74.7% of planned companies were completely privatized (Stock in November 2014). The total amount of contracted investment is 802 million EUR, while the number of newly hired workers was 17,520 (Stock in December 2013)\*. In the Republic of Srpska 70% of the state capital and more than 60% of companies were privatized. Total proceeds generated in the Republic of Srpska through privatization amount to 869 million EUR\*\*. (Source: \*Federal Agency for Privatization; \*\*The Republic of Srpska Investment-Development Bank)

Constitutionally, the Entities are responsible for structural reform, though, for instance, state level law deals with non-discrimination and transparency of the privatization process throughout the country, and in the FBiH significant implementing authority is at the cantonal level in the privatization of enterprises.

Privatization is managed by the FB&H Privatization Agency and cantonal privatization agencies in the Federation of Bosnia and Herzegovina, and by the Investment-Development Bank (IRBRS) in Republic of Srpska.

Agency for Privatization in Federation of Bosnia and Herzegovina (FPA) is specialized organization in Bosnia and Herzegovina performing professional, advisory, promotional, educational and other business activities relating to the privatization process.[www.apf.com.ba](http://www.apf.com.ba)



The Republic of Srpska Investment-Development Bank (IRBRS) is authorized to sell state capital in and restructure enterprises with majority state capital which is subject to privatization.  
[www.irbrs.net](http://www.irbrs.net)



## 4. INVESTOR PROTECTION AND GUARANTEES

- ▶ The Law on the Policy of Foreign Direct Investment, in force since 1998, ensures national treatment of foreign investors, i.e. foreign investors have the same rights and obligations as defined for domestic investors.
- ▶ In addition, the rights and benefits of foreign investors granted and obligations imposed by the Law cannot be terminated or overruled by subsequently passed laws and regulations. If any subsequently passed laws and regulations are more favourable for the foreign investors, the investors have the right to choose under which regime the respective foreign investment to be governed.
- ▶ Foreign investors are entitled to open accounts in any commercial bank in domestic or any freely convertible currency on the territory of B&H.
- ▶ Foreign investors are entitled to freely employ foreign nationals, subject to the labour and immigration laws in B&H.
- ▶ Foreign investors are protected against nationalisation, expropriation, requisition or measures having similar effects; such measures may take place only in the public interest in accordance with the applicable laws and regulations and against the

payment of an appropriate compensation, i.e. compensation that is adequate, effective and prompt.

- ▶ Foreign investors may own real estate in B&H and have the same property rights with respect to real estate as any legal entity of B&H.
- ▶ Foreign investors are entitled to transfer abroad, freely and without delay, in freely convertible currency, any proceeds resulting from their investment in B&H.
- ▶ There are no restrictions on management of companies with foreign capital. The founder selects the management him/herself.
- ▶ Equipment being imported as a part of share capital is exempt from paying customs duties (this exemption does not refer to passenger vehicles, slot and gambling machines).

For more information see:

- ▶ Foreign Investment Promotion Agency of B&H [www.fipa.gov.ba](http://www.fipa.gov.ba)

## 5. AGREEMENTS ON PROMOTION AND PROTECTION OF INVESTMENTS

Bosnia and Herzegovina has signed Agreements on Promotion and Protection of Investments with the following countries:

Albania	Austria	Belgium and Luxemburg	Belarus	Canada	China
Croatia	Czech Republic	Denmark	Egypt	Finland	France
Germany	Greece	Hungary	India	Iran	Italy
Jordan	Kuwait	Lithuania	Macedonia	Malaysia	Moldova
Netherlands	OPEC Fund	Pakistan	Portugal	Qatar	Romania
San Marino	Serbia	Slovakia	Slovenia	Spain	Switzerland
Sweden	Turkey	Ukraine	United Kingdom	USA OPIC	

Foreign investors can be insured against these risks with the European Union Investment Guarantee Trust Fund for Bosnia and Herzegovina, administered by the Multilateral Investment Guarantee Agency (MIGA, member of the World Bank Group).

## 6. FREE TRADE AGREEMENTS

With the purpose of facilitating trade, creating preconditions for the increase in exchange of goods (and particularly export), the creation of a favorable environment for domestic and foreign investments, Bosnia and Herzegovina concluded certain number of bilateral/multilateral free trade agreements.

Bosnia and Herzegovina has signed the Central European Free Trade Agreement (CEFTA), in effect as of November 2007, with the following countries:

ALBANIA	SERBIA	MOLDOVA	MONTENEGRO
MACEDONIA	UNMIK/KOSOVO		

B&H has also signed a Free Trade Agreement with Turkey which provides additional free access to this consumer market with 70 million people.

The Stabilisation and Association Agreement (SAA) between the EU and Bosnia and Herzegovina (BiH) entered into force on Jun 1, 2015. The SAA establishes a close partnership between the EU and BiH and deepens the political, economic and trade ties between the two parties. It is from now on the main framework for the relations between the EU and BiH, further preparing the country for future EU membership.

The entry into force of the SAA will also increase the confidence of investors, domestic and international in the country. It will allow both Bosnian companies and EU companies to access their respective markets. This is conducive to enhanced business opportunities for both the EU and the BiH based companies and would stimulate economic growth and employment.

B&H has generalized system of preferences with:

USA	SWITZERLAND	NORWAY
JAPAN	NEW ZEALAND	RUSSIA
KAZAKHSTAN	BELARUS	CANADA
AUSTRALIA		

Furthermore, B&H has preferential export regime with Iran.

As a result, and due to the position that B&H has in the South Eastern and Central Europe, starting a business in Bosnia and Herzegovina means the opportunity of exporting to a market of app. 600 million people without paying any customs duties!

## 6. FREE TRADE ZONES

Free trade zones are part of the customs territory of Bosnia and Herzegovina (B&H) which are specially fenced and marked and where business activities are carried out under special conditions in accordance with the Law on Customs Policy of Bosnia and Herzegovina and the Law on Free Zones of B&H. Free zone founders can be one or more domestic or foreign legal and natural persons. While users of free zone can be the founder of free zone or any other legal and natural persons.

Users of free zone do business in the area of free zone under special conditions in accordance with the Law on Customs Policy of B&H and the Law on Free Zones of B&H, on the basis of concluded contracts with the founder of free zone, with prior approval of the customs authorities.

Any industrial, commercial or service activity, (banking, insurance and reinsurance of property and persons, etc.) can be carried out in the free zone.

Advantages of Free Trade Zones:

- Free zone users do not pay taxes and contributions, with the exception of those related to salaries and wages.
- Investors are free to invest capital in the free zone, transfer their profit and re-transfer capital with no charge.
- Customs and tariffs are not paid on imports into the free zone.
- The imports of equipment that will be used for manufacturing within the free zone are exempt from paying customs duties and fees.

Free Trade Zones in Bosnia and Herzegovina

1. Free zone Vogošća, Sarajevo
2. Free Zone Holc, Lukavac
3. Free Zone Hercegovina, Mostar
4. Free zone Visoko, Visoko

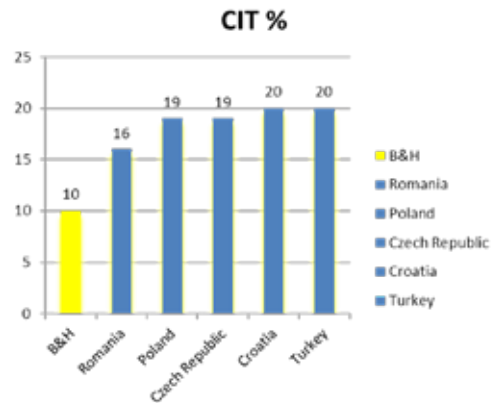
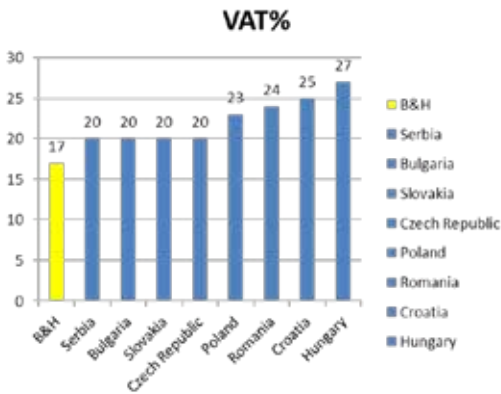
For additional information about this free zones, please contact FIPA

The users of free zone do not pay VAT and import customs. Investments in the free zone, transfer of profit and transfer of investment are free of charge.

The import of equipment that will be used for manufacturing within the free zone is exempt from paying customs duties and fees.

# TAXATION

One of the main reasons for investing in B&H is also favorable tax system. Bosnia and Herzegovina has one of the lowest rates of VAT (17%) in the region and Europe, as well as the very acceptable corporate tax rates that are also among the lowest in the region and Europe (10%), as it is shown in the graphs:



## The taxation categories at state level:

### ▶ Value Added Tax

Unique VAT tax rate is 17%.

### ▶ Excises Duties

Excises are a special type of sales tax paid on some commodities like: oil products, non-alcoholic drinks, soft drinks, alcohol drinks, coffee and tobacco products:

- oil products (per litre) - BAM 0.30 (BAM 0.40 motor petrol and BAM 0.35 unleaded motor petrol),
- non-alcoholic drinks (per litre) - BAM 0.10,
- soft drink (per litre) - beer BAM 0.20 and wine BAM 0.25,
- alcoholic drinks and Ethyl alcohol (per litre) - BAM 15,
- raw coffee (per kilo) - BAM 1.50 (BAM 3.00 roasted and ground coffee; BAM 3.50 for coffee extract),
- tobacco products - 42% on the tax base plus a special excise depending of the number of boxes.

## The taxation categories at entity level:

- ▶ **Corporate Income Tax**

Corporate tax rate is 10% on the whole territory of Bosnia and Herzegovina.

- ▶ **Withholding Tax**

Withholding tax rate is 10% in FB&H (5% on dividends) and 10% in RS ( 5% on dividends).

- ▶ **Personal Income Tax**

In FB&H, personal income tax is 10% on net wage (tax base calculated in accordance with gross model).

In RS, personal income tax is 10% on net wage (tax base calculated in accordance with gross model).

In BD, personal income tax is 10% on net wage.

- ▶ **Property (transfer) Tax**

Property (transfer) tax rates depend on the location of the property. In FB&H, the property (transfer) tax rate is 5%. In FB&H the tax base is the value of the property estimated by the commission appointed by the local tax administration office (according to the seat of the property).

In RS, tax rate is to 0.10% of the estimated market value of real estate for real estate which is directly responsible for production activities (facilities for the production and storage facilities for raw materials, intermediate products and final products), and the tax rate is to 0.20% of the estimated market value real estate to other real estate.

In Brcko Distrikt, the tax rate on real estate cannot be less than 0.05% of the appraised value of real estate, and shall not exceed 1,0% of the appraised value of real estate.

## AGREEMENTS ON AVOIDANCE OF DOUBLE TAXATION

Bosnia and Herzegovina has Agreements on avoidance of double taxation with the following countries:

Albania	Algeria	Austria	Azerbaijan	Belgium
Montenegro	Czech Republic	Denmark	Egypt	Finland
France	Greece	Germany	Croatia	Holland
Iran	Ireland	Italy	Jordan	Kuwait
Qatar	China	Cyprus	Hungary	Malaysia
Macedonia	Moldova	Norway	Pakistan	Poland
Romania	Slovakia	Slovenia	Serbia	Spain
Sweden	Sri Lanka	Turkey	United Arab Emirates	United Kingdom and Northern Ireland

Agreements on Avoidance of Double Taxation, which mean that companies only have to pay tax in their home country, accelerate the flow of investments into the signatory countries, encourage joint ventures, create more investment opportunities etc.

## CONTRIBUTIONS

In Republic of Srpska, as well as in the Federation of B&H, contributions are calculated on the basis of gross wage. Gross wage includes net wage earned by regular employment, multiplied by the determined coefficient, plus contributions from wage. In Brcko district, pension insurance contributions are regulated by entity laws.

### a) Employee's Share:

- FB&H: 17% for pension insurance, 12.5% for health insurance, 1.5% for unemployment insurance (in total: 31% on gross wage).
- RS: 18.5% for pension insurance, 12% for health insurance, 1% for unemployment insurance, 1.5% for child protection (in total: 33 % on gross wage).
- Brcko district: 17% for pension insurance for employers who apply FB&H law and 18% for pension insurance for employers who apply RS law, 12%

for health insurance and 1.5% for unemployment insurance (in total 30.5 or 31.5% on gross wage).

b) Employer's Share:

- FB&H: 6% for pension insurance, 4% for health insurance, 0.50% for unemployment insurance (in total: 10.50% on gross wage).
- Brcko district: 6% on gross wage for pension insurance for employers who apply FB&H law.
- In Republic of Srpska no such contributions are paid.

## INCENTIVES FOR FOREIGN INVESTORS

The B&H government supports foreign investments with a number of measures, including:

### BOSNIA AND HERZEGOVINA (STATE LEVEL)

Incentives	Competent institution
- National treatment of foreign investors, i.e, foreign investors have the same rights and obligations as residents of B&H. (Law on the Policy of Foreign Direct Investments of Bosnia and Herzegovina Official Gazette of B&H, 17/98, 13/03, 48/10 and 22/15)	Ministry of Foreign Trade and Economic Relations <a href="http://www.mvteo.gov.ba">www.mvteo.gov.ba</a>
Customs benefits: Equipment released for free circulation representing an investment by a foreign person, except for passenger vehicles, entertainment and slot machines, shall be granted relief from payment of import duty	Indirect Taxation Authority <a href="http://www.uino.gov.ba">www.uino.gov.ba</a>
Free trade zones Equipment released for free circulation for production in a free zone shall be relieved from payment of import duty	Indirect Taxation Authority <a href="http://www.uino.gov.ba">www.uino.gov.ba</a>

### FEDERATION OF B&H

Exemption from payment of corporate income tax - for the first 5 years of conducting business in Federation of B&H if investment capital overcome 10 million € during this period - for the year when the export achieves 30% of the total revenue - for the year in which taxpayer employs more than 50 % disabled persons or/and persons with special needs	Federal Ministry of Finances <a href="http://www.fmf.gov.ba">www.fmf.gov.ba</a>  Tax Administration of the FB&H <a href="http://www.pufbih.ba">www.pufbih.ba</a>
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## REPUBLIC OF SRPSKA

Law on Profit Tax of RS sets forth following incentives

- for depreciable machinery and equipment, a deduction shall be allowed for accelerated depreciation, to be calculated as follows: a) first year: 40%, b) second year: 30%, v) third year: 30%
- capital gains or losses incurred during a fiscal year can be offset, and net gain or loss can be added to or subtracted from tax base, if they are not included in income or expenses
- fiscal loss, which is a negative difference between revenues and expenses in determining the tax base, shall be carried over and compensated for by reduction of tax base in the following five years
- relief in the form of reduction of tax base for the amount of investment made in equipment, plant and immovable property for a taxpayer performing their own registered manufacturing activity
- a relief relating to reduction of tax base when computing profit tax by the amount of income tax and contributions paid for the newly employed workers, for at least 30 new employees in one fiscal year during a period of three years from the date of employment of those workers
- Withholding tax shall not apply to the following revenues: a) profit repatriated to the country of the foreign legal person that is attributable to their permanent place of business, provided that the foreign person owns 10% or more of the stock of the foreign legal person in the Republic of Srpska.

Regulation on Implementation of the Employment Support Program governs the conditions and manner to encourage and increase employment in the territory of the Republic of Srpska, the criteria and procedures for funds award, the schedule of disbursement of the awarded funding, and manner of monitoring of the implementation of the Employment Support Program. The funds can be used to finance employment programs in the manufacturing sector, with investors employing minimum 50 workers for undetermined period on the day of issue of the public call. These funds cannot be used to finance employment projects in the fields of hospitality, industry and trade. Total funding to be awarded will be determined based on the number of workers newly employed in the manufacturing sector, subject to the fulfilment of criteria set forth by this Regulation. The funding to be disbursed per newly employed worker amounts to BAM 3,000.

Tax Administration of RS  
[www.poreskaupravar.org](http://www.poreskaupravar.org)

Ministry of finances RS  
<http://www.vladars.net>

## BRCKO DISTRICT INCENTIVES

- Full exemption from municipal fees for putting company signs on buildi
- Reimbursement of court fees for the company registration and changes of data in the court register for newly established companies, branch offices and entrepreneurs
- Reimbursement of paid connection charges (fees) and connection services for rights to connect to the electrical grid, that includes only exemption of charges for power for connecting new customers on the electrical grid and charges for increasing the power for the existing consumers
- Reimbursement of fees, work and connection services for rights to connect to the water and sewage system
- Reimbursement of paid fees and charges for the location permit
- Reimbursement of paid fees and charges for the revision of technical documentation
- Reimbursement of paid fees and charges for a building permit
- Reimbursement of paid fees and charges for issuing the use permit, part related to costs of technical inspections of the object paid on the Single Tresor Account
- Reimbursement of costs in the amount of difference in price of electricity and water paid by business, branch office or entrepreneur and price paid by private households
- Reimbursement of paid employment contributions in the total amount for newly employed workers who reside in the District and pay salary liabilities in the District
- Stimulus to an employer in the amount of 50% of total health contributions for newly employed workers who reside in the District and pay salary liabilities in the District, as of the moment when the company, branch office or entrepreneur acquire rights for this incentive
- Reimbursement of salaries during maternity leave which is due to be paid by an employer will be paid by the District in the amount of 100%
- Reimbursement of costs in the amount of new investments into procuring assets entered into the list of assets, up to the amount of assessed and paid corporate income tax or income tax for the year when the assets were procured

Government of Brcko District  
of B&H - Department for Economic  
Development, Sport and Culture  
[www.bdcentral.net](http://www.bdcentral.net)

Other incentives, such as incentives for tourism development, agricultural subsidies, and support projects to small and medium-sized enterprises: are awarded on the basis of a public call which is announced by the competent institution. More on [www.fipa.gov.ba](http://www.fipa.gov.ba)

Additional information on incentives in Bosnia and Herzegovina you can find on FIPA web site (incentives section) or contact FIPA staff.

## TYPES OF COMPANIES

The Company Law of the Federation of B&H (Official Gazette of FB&H No. 81/15) and the Company Law of Republic of Srpska (Official Gazette of RS No. 127/08, 58/09, 100/11 and 67/13) regulate the establishment, operation and termination of businesses in B&H.

TYPES OF COMPANIES	FEDERATION OF BOSNIA AND HERZEGOVINA	REPUBLIC OF SRPSKA
Unlimited Joint Liability Company (d.n.o./o.d.)	Founded by the establishment contract of 2 or more partners, domestic or foreign, natural persons only; Founders are liable to use all their assets, including personal property; There are no requirements for minimum or maximum contributions.	Founded by the establishment act of 2 or more domestic/foreign natural and/or legal partners who commit to do certain activity under the same company name, with their own solidary liability for company commitments; There are no requirements for minimum or maximum contributions.
Limited Liability Company (d.o.o.)	Founded by the establishment act or establishment contract by 1 or more domestic/foreign natural and/or legal entities with initial capital divided in parts; A member in a limited company is liable for the value of his investment in that company; Minimum initial capital is 1,000 BAM (approx. 500 EUR).	Founded by the establishment act of 1 to 100 domestic/foreign natural and/or legal entities; A shareholder in a limited company is not personally liable for any of the debts of the company, other than for the value of his investment in that company; Monetary part of the basic capital of Liability Company is 1 BAM (approx 0,50 EUR).
Limited Partnership (k.d.)	Company founded by the establishment contract of 2 or more domestic/foreign natural and/or legal entities; There must be at least 1 partner with full liability (including private property) and at least 1 partner with limited liability, the liability being limited by the value of his share in that company. There are no requirements for minimum or maximum initial capital.	Founded by the establishment act of 2 or more domestic/foreign natural and/or legal entities; One person at least has unlimited liability for the company, and one person at least has liability to the amount of his investment in the company; There are no requirements for minimum or maximum initial capital.
Joint-Stock Company (d.d./a.d.)	Legal entities founded by the establishment contract of 1 or more domestic/foreign natural or legal shareholders with initial capital divided into shares; 1. Open joint-stock company is a legal entity (banks, insurance companies, or companies with minimum initial capital of 4 mil BAM (approx. 2 mil EUR) and 40 shareholders at least), whose shares may be publicly listed; 2. Closed joint-stock company is a legal entity whose shares are distributed among a limited number of shareholders. The minimum initial capital is 50,000 BAM (approx. 25,000 EUR).	Legal entities founded by the establishment contract of 1 or more domestic/foreign natural and/or legal entities with initial capital divided into a defined number of shares; 1. Open joint-stock company is a legal entity whose shares may be publicly traded, i.e. offers its shares for sale upon the open market and they are listed on the stock exchange and other public markets. Minimum initial capital is 50,000 BAM (approx. 25,000 EUR). 2. Closed joint-stock company is a legal entity whose shares are distributed among a limited number of shareholders. Minimum initial capital is 20,000 BAM (approx. 10,000 EUR).

## OF FOREIGN LEGAL PERSONS IN B&H

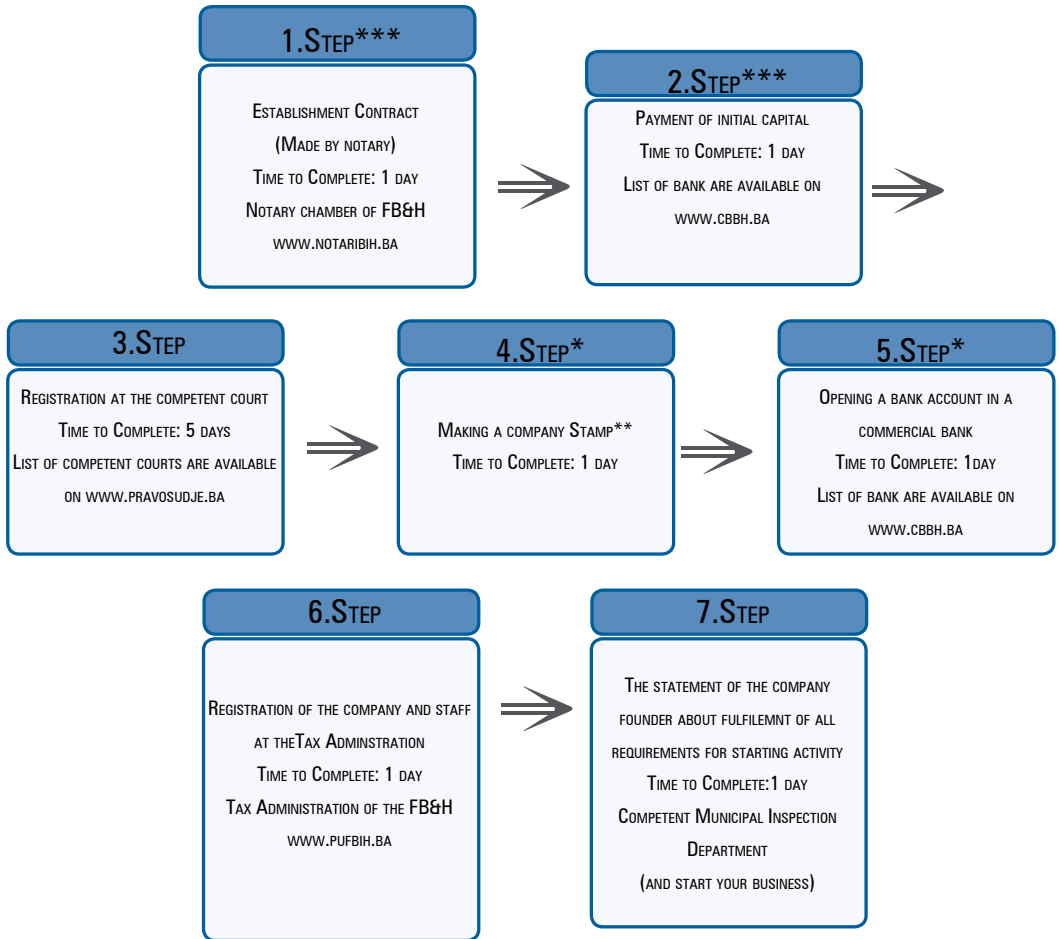
Foreign legal person can establish a Representative Office in B&H for performing market research, informative and promotional activities, and for its own representation.

The Representative Office does not have the status of a legal entity, i.e. the Representative Office can not conclude agreements in name of its founder except representative offices of foreign air transportation companies which can sell transportation documents in accordance with bilateral agreements and international conventions signed by Bosnia and Herzegovina.

The Representative Office becomes operational after entering into the Register of Foreign Representative Offices kept by the Ministry of Foreign Trade and Economic Relation B&H.

B&H Ministry of Foreign Trade and Economic Relations must adjudicate on the application for entry into the Registry within 10 days from the day of its filing.

## STEPS FOR ESTABLISHING A BUSINESS IN FB&H



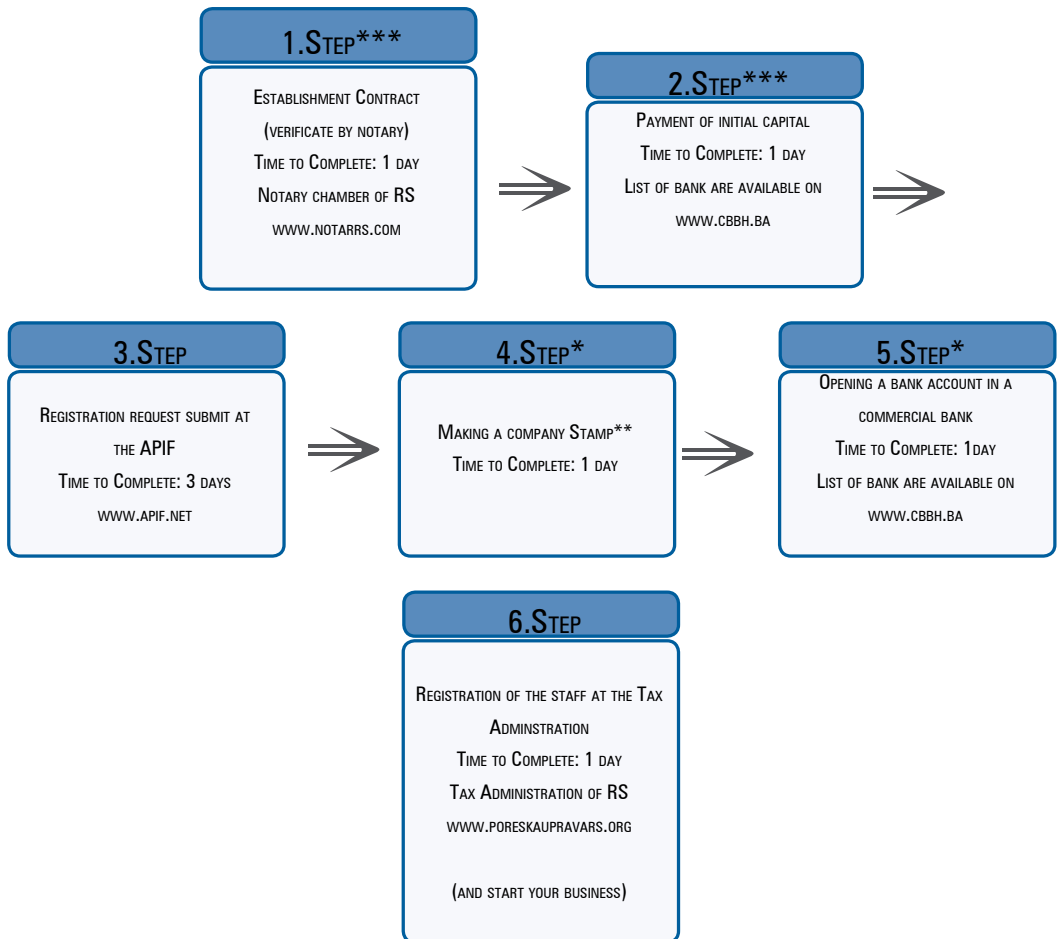
### Duration and costs of establishing a business

Duration: According to the Law, court registration takes 5 days.

The costs are as follows:

- ▶ Administrative costs: cca. 500 EUR
- ▶ Lawyer and notary costs: 500 - 1,000 EUR

## STEPS FOR ESTABLISHING A BUSINESS IN RS



### Duration and costs of establishing a business

Duration: According to the Law, court registration takes 3 days.

The costs are as follows:

- ▶ Administrative and notary costs: cca. 50 - 150 EUR (there are additional costs for second and every other registrations – i.e. fees for publishing information to the Official Gazette. In accordance to the Law on Courts of RS, the tax for the first establish company is abolished).

# INVESTMENT OPPORTUNITIES ATTRACTIVE SECTORS

TOURISM

AGRICULTURE AND FOOD PROCESSING INDUSTRY

ENERGY

WOOD

TRANSPORT

METAL PROCESSING

AUTOMOTIVE

ICT SECTOR

The economy of Bosnia and Herzegovina offers strong human and resources base, long industrial tradition, as well as favorable business environment, which enable sustainable and profitable investment in particularly export oriented businesses.

B & H implemented important economic reforms and liberalization, broadly adjusted legal and regulatory framework to the European standards, preparing favorable business environment for further substantial investments. The main goal of Bosnia and Herzegovina is EU membership and it is a potential candidate country for EU accession. In this respect, it is worth mentioning that Bosnia and Herzegovina has signed the Stabilization and Association Agreement (SAA) with the EU, establishing formal contractual relations between the EU and Bosnia and Herzegovina. Huge natural recourses and beauties, an abundance of the spare production halls and facilities, industrial zones and attractive locations, highly motivated and competitive workforce are additional motivation and warranty for profitable business ventures. In spite of the impressive development achievements within past years, there is still a huge gap between real potentials and actual performances within various sectors. Capital shortage has become a main limitation for efficient and faster activation of the powerful recourses and other production factors; what open numerous opportunities to foreign investors. To materialize these huge potentials and recourses, including strong human base, supporting infrastructure, an abundance of production facilities, B & H economy seeks for increased capital investments, new technologies and access to the new markets, what could be met with strong strategic partners and large international companies, especially in following sectors:

- Tourism
- Agriculture and Food Processing Industry
- Energy
- Wood
- Metal Processing
- Automotive
- ICT sector

Particularly large-scale development programs and huge investment projects have been prepared within energy, transportation and tourism sectors, requiring significant capital investments, which B & H alone cannot afford.

Involvement of strategic investors and applying various business and investment models, such as concession arrangements, various PPP models, financing from specialized institutions like World Bank, EBRD, etc, present a solution for achievement of these ambitious goals.

# TOURISM SECTOR

## NEW UNEXPLORED DESTINATION

With its natural beauties, good geographical location, wonderful hospitality of Bosnian people, rich heritage and history and gastronomy offerings, and its status as a still unknown tourism destination for major markets, B&H has all pre-determinants for an extremely successful tourism industry story. According to the World Tourism Organization, Bosnia and Herzegovina is defined as one of only three tourism destinations in the world with overall tourism market growth potential in excess of 10% annually through 2020. Also, Bosnia has been awarded the leisure destination in the outside world by the National Geographic.

This beautiful country has so much to offer for those people who seek different experiences, away from the crowds, whether they are lovers of skiing, rafting, hunting or patient bird-watching. Those who search for more cultural tourism will be able to relive centuries of history by visiting many vestiges and heritage dating back to Roman, even to prehistoric times.

## REASONS TO INVEST

Invest in BiH and take advantage of these opportunities:

- B&H becomes an emerging tourism destination
- Unexplored and untouched natural beauties
- Opening and construction of new tourism resorts
- Upgrading of accommodation, entertainment and recreation facilities of existing resorts
- Hotels privatisation
- Nature Parks commercialisation
- Resort operators
- Investment in tourism supporting infrastructure
- Excellent climate conditions
- Long tradition in winter tourism
- Favourable legal environment with guarantees and right protecting your investment
- Highly educated and price competitive labour force

## WINTER TOURISM

Ski and winter tourism has a long tradition, primarily referring to the two main mountain resorts in proximity of Sarajevo - Bjelasnica & Igman and Jahorina, which successfully hosted the XIV winter Olympic Games in 1984.



There are also a number of other attractive ski destinations at diverse mountain areas, among which are most prominent Blidinje, Vlasica, Kupres and Kozara.

In order to capitalize huge unused potentials, all these destinations require investments in upgrading and modernization of infrastructure (particularly vertical transportation and ski slopes) and accompanying tourism facilities for development of diversified and all year-around tourism activities including adventurous, eco and sport tourism.

## SPA TOURISM

Bosnia and Herzegovina is richly endowed with thermal and mineral springs which are the basis of spa tourism-becoming more popular each day. Due to the healing properties of the thermal and mineral waters, accompanied by mild climate, clean air and natural beauties, B&H spas such as: Fojnica, Banja Vrućica, Gradačac, Mlječanica, Aquaterm, Gata, Guber Ilidža, Kiseljak, Dvorovi Kulaši, Laktaši, Sanska Ilidža Slatina and Vilina Vlas, have been popular for centuries.

Spa resorts in Bosnia and Herzegovina are mostly located far from urban areas, within unspoiled scenery, where people will find the relaxation and tranquillity they seek. B&H spas offer a whole range of modern and high quality treatments under very moderate prices.

## CULTURAL & RELIGIOUS TOURISM

Bosnia and Herzegovina is a country of long and rich history, which cultural heritage presents a complex mixture of Mediterranean, Byzantine, Ottoman and Central European influences. This diversity distinguishes B&H as a unique cultural, historical and religious attraction.



As a meeting point of different civilizations and cultures over centuries, most of the major religions Judaism, Roman Catholics, Christian Orthodox and Islam exist in harmony in B&H, offering a number of sacred places and a unique experience to domestic and international visitors.



B&H is home to the second largest Catholic pilgrimage site in the world in Međugorje, and the largest Islamic pilgrimage site in Europe at Prusac in central Bosnia, as well as to the unique Jewish pilgrimage site located in Stolac.

In addition, numerous cultural events with international reputation became part of our tradition, such as Sarajevo Film Festival, MESS – festival of modern theatre, Jazz Fest Sarajevo, etc.

All above mentioned favorable prerequisites are only symbolically exploited, opening an array of opportunities to the potential investors for investments in different tourism facilities.

## NATIONAL PARKS, PARKS OF NATURE AND ECO TOURISM

A number of national parks and parks of nature have already been established in Bosnia and Herzegovina. Moreover, National park Sutjeska was one of the first established in Europe. There is a program for formal proclamation of new areas in national parks.

All existing national parks are characterized by extreme natural beauty and diversity, preserved and rich wilderness, even primeval forests, small and big game (grouse, roe deer, lynx, wolf, bear).

The most famous are National park Sutjeska, National park Una, National park Kozara, Park of nature Hutovo Blato, Park of nature Bardača and Park of nature Blidinje.

These areas are extremely suitable for eco, geo and ethno tourism development, particularly in cooperation with local population, oriented to the organic food production.

However, these huge recourses are modestly capitalized, seeking for potential strategic partners and investors to introduce appropriate business philosophy and models, modernize existing or construct new facilities and improve the marketing strategy.



## MARITIME TOURISM

With its 23 km of seaside and 240 sunny days every year, Bosnia and Herzegovina attracts more tourists from all over the world. Town Neum presents seaside door of B&H, and its accommodation capacities are approximately 5000 beds, out of which 2000 in three and four star hotels. With its capacities it cannot satisfy necessities of tourism season. Private accommodations are also available and pleasant pensions, restaurants and cottage houses offer unforgettable stay to the visitors.



However this resort needs investments for upgrading and modernization of existing facilities and diversification of tourism offer by construction of new facilities (like yachting marinas).

In addition, regions along south - eastern border of B&H, such as Ivanjica or Trebinje, which are approximately 10 km distant from Croatian Adriatic coast, became particularly interesting for construction of new tourist resorts and facilities due to agreeable climate and availability of free land, under competitive prices.



# AGRICULTURE AND FOOD PROCESSING INDUSTRY

## GENERAL INFORMATION

About half of the Bosnia and Herzegovina land area is agricultural land where 2.4 million hectares comprises approximately 1.2 million ha of arable land, 100.000 ha of orchards and vineyards, 500.000 ha of improved grazing land and 850.000 ha of mountain pastures.

Agriculture production in Bosnia and Herzegovina is dominated by crop production, with livestock production representing less than one third of the total output. Slight increase of this share in recent years is due to the increase in cow milk production. The economically most important sub-sector of BiH agriculture is vegetables. Of considerable importance are also fresh cow milk, maize and potatoes.

The climate is predominantly moderate continental, particularly characteristic for Central Bosnia and Herzegovina, while northern part of the country has mostly continental climate. South of the country has Sub-Mediterranean climate, characterized by long, summers and short, mild winters, with more than 200 sunny days and 1400 l/m<sup>2</sup> of rainfall per year.

## WHY INVEST IN THE B&H AGRICULTURE & FOOD PROCESSING

### INDUSTRY?

Bosnia and Herzegovina is richly endowed with natural resources and optimal climate conditions which create superb environment for agricultural production that is a great opportunity for investment with high-income based on the following main advantages:

- Abundance of fertile uncultivated and unpolluted land
- Clean water resources
- Favourable climate conditions
- Good availability of skilled low cost labour & long tradition in agriculture
- Developed education system and agronomic and veterinary support

The agriculture labor force is cheap particularly when compared to the EU. In addition, all categories of the experienced workforce (engineers, technicians, skilled workers) required in food processing industry are available under competitive prices.

The lower agricultural tariffs than all neighboring countries re-emphasize the need of B&H to increase the competitiveness of country's agriculture.

The soil quality and varying climatic conditions, accompanied with availability of the water, in Bosnia and Herzegovina offer wide potentials for agricultural production, both in terms of crop choice and cultivation systems, including:

## FIELD CROPS

Northern parts of the country and river valleys are particularly suitable for field crops production, including cereals, industrial crops, vegetables, feed crops etc. as well as for intensive commercial cattle breeding, and dairy production.

## LIVESTOCK & FORAGE PRODUCTION

A large part of the agricultural land in B & H , with lots of grassland, and climate conditions are favourable for cattle ( sheep and goat ) intensive and extensive breeding , milk, dairy and meat production, as well as for cultivation of silage etc.

## VEGETABLE-GROWING

The soil and climate conditions are suitable for all types of vegetable production in all regions of Bosnia and Herzegovina, along the rivers, in flat, hilly and hilly-mountainous regions, even in mountain grasslands, where could be produced a high quality potatoes and cabbage, as well as rye, barley, oat, etc.

## MEDICINAL AND AROMATIC HERBS

The biodiversity of medicinal and aromatic plants in the area of Bosnia and Herzegovina is very rich thanks to the favourable climate, geographic and soil conditions.

## FRUIT & VINE-GROWING

The most convenient fruit-growing regions are the hilly and hilly-mountainous regions and the river valleys which are abundant in sunny sites with the right type of well drained soil, as well as the Mediterranean region (Southern B&H). Currently, there are an estimated 14 million trees producing plums, pears, apples, berry and other fruit for export and fruit-juice production. The B&H grape and wine production takes place in the Mostar , Čitluk, Stolac, Ljubuški, Trebinje and Capljina municipalities area.

## FISH FARMING

Abundance of the clear, unpolluted rivers and streams that cross the country presents huge potential for both family owned and industrial size fish farming production, especially trout and carp rising.

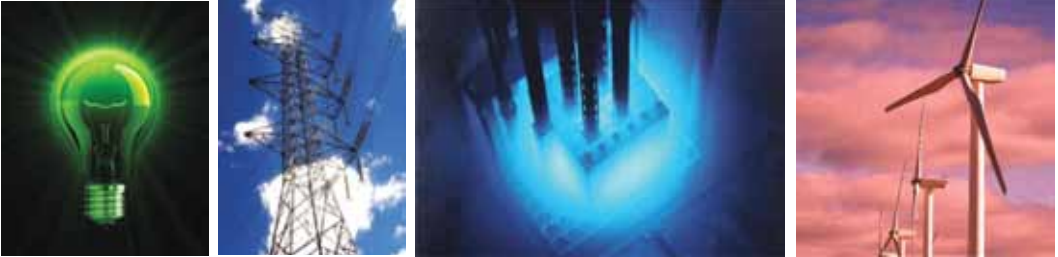
## ORGANIC FOOD PRODUCTION

The development of the B&H organic sector started in 1996 when the first B&H organization "ORGANSKA KONTROLA" became a member of IFOAM (International Organization of Organic Agriculture Movements). The scientific study made by Sarajevo Economic Institute and Washington Urban Institute, identified enormous potentials of the organic food sector for rural development generation in BiH.

## FOOD PROCESSING INDUSTRY

Currently B&H food processing industry encompasses the companies engaged in manufacturing or processing of foods and beverages for human consumption, including meat, milk, fruit, vegetable, sugar, oil and tobacco, as well as prepared feeds for animals and fowls.

## ENERGY SECTOR



### GENERAL INFORMATION

Bosnia and Herzegovina Energy Sector is one of the most powerful, with long tradition and huge potentials and opportunities for further development and investment. This sector is subject to the deep reforms, restructuring and privatization processes, with intentions to become integral part of European energy market and community.

Power generation in Bosnia and Herzegovina is exclusively related to domestic energy resources - coal and hydropower. Total installed capacity of generation facilities in BiH is 4000 MW, out of which 57% in the hydropower plants and 43% in thermal power plants. Apart from major hydropower plants and thermal power plants, the existing generation capacities in Bosnia and Herzegovina include also small hydropower and industrial plants, which are mostly connected to the distribution grid.

### WHY INVEST IN THE B&H ENERGY SECTOR?

B&H is endeavoured with various indigenous energy recourses, including:

- Considerable reserves of brown coal and lignite of 6 billion tons
- Huge hydro potential of over 4000 MW
- Significant wind energy potentials estimated at 1500 MW
- Raw material resources for the bio-mass energy are extremely favorable, including approximately
- 1.5 million m<sup>3</sup> of forest/wood industry residues
- Geo-thermal and solar as well as bio-mass energy are only symbolically in use
- Preliminary research surveys of oil and gas, had indicated the presence of promising deposits on a number of sites in B&H (reserves are estimated at about 50 million tons of oil)

## INVESTMENT PLAN

Strategic development programs of the Entities' Ministries of Energy, Mining and Industry, foreseen a significant investments in new power system facilities based on coal, hydro and renewable energy sources and expansion of existing power generation capacities , in order to meet growing electricity supply deficit within regional and larger European markets.

## LARGE THERMAL POWER GENERATION PROJECTS

There are a total of seven new coal-fired thermal power generation projects: Kongora-coalmine/power plant; Bugojno – coalmine / power plant; Stanari – power plant ; Ugljevik 2 - coalmine / power plant ; Gacko 2 coalmine / power plant ;Tuzla – G7 and Kakanj - G8. The potential electricity production capacity will be approximately 3450 MW, including both, rehabilitation and expansion of the existing facilities and construction of entirely new coal mine / power generation plant complexes.

## LARGE AND SMALL HYDROPOWER PROJECTS

Development programs identified fifteen potential new large and small hydropower projects, and four rehabilitation and expansion projects, with potential electricity production capacity of approximately over 2000 MW in total.

## MINI HYDROPOWER PROJECTS (CAPACITY OF 5 MW OR LESS)

In the river basins of B & H. there were identified over 400 potential micro locations for construction of the mini hydro power plants, enabling cumulative increase of the electricity production capacity of approximately 1000 MW.

## WIND ENERGY POTENTIALS

Systematic wind measurements on larger number of locations on the area of Herzegovina in the period of 2004-2005 shown wind speed in the range of 7 to 9 m/s.

The application of extrapolation models and the use of long-term scaled data sets on these locations result in expected average annual wind speed in the range of 6 to 8 m/s 50m a.g.l.

Currently there are many macro and micro locations for wind power plant construction that are evaluated as advantageous for wind power plant construction.

## WOOD SECTOR



Bosnia and Herzegovina has a long tradition in forestry and wood processing, going back to the second half of the 19th century. The abundance of both hard and softwood, as well as the competitive and skilled workforce, make this sector attractive for investment, particularly in export-oriented production programs.

Of all the natural resources of Bosnia and Herzegovina, its timber is best known; 53% of the country is covered in forests that can serve both the furniture and the construction industry. These forests have the potential to provide nearly 7 million m<sup>3</sup> round-wood per year on a sustainable basis. Beech, oak, ash, pine and fir as well as more specialised woods such as walnut, apple and cherry, are exported as raw material, half fabricates and finished products.

Over 60% of B & H wood sector production is exported, where the finished furniture is becoming more and more important export product. Currently, the largest markets for these producers are Western Europe, USA and Middle East, but the potential to export to other countries is enormous. Nevertheless, the wood processing sector is characterized by a large gap between its current performances and its real potential.

Targeted investments have the potential to bridge the mentioned gap and improve the substantial value-added outcome, starting new companies or modernizing existing ones, with some capital investments or introduction of the new technologies and equipment.

### Forest resources – raw materials

B & H forestry provides reliable resource base (volume, species, quality) related to the supply of various high quality raw materials (beech, oak, ash, pine and fir, as well as walnut, apple, cherry etc.), to the wood processing industry, on long term basis.

Around 53% of B & H territory is covered by forests, where deciduous trees (hardwood) are predominant (over 60 %, mainly beech and oak). „Bosnian beech” is particularly famous worldwide, due to its high quality. The B & H forests (80.7% state owned) have the sustainable potential to provide nearly 7 million m<sup>3</sup> round-wood per year. Bosnia and Herzegovina has favorable demographics and consistent investment in education provide sustainable supply of flexible, adaptable, innovative, foreign language spoken and productive young workforce. There is well-developed university education system, providing sufficient qualifications for entry to professions with high skilled requirements. In addition there is abundance of labor of all categories, under competitive prices, being app. 20% of West Europe and USA wages.

## Market potentials

The most attractive products in the view of market potential for B & H would be: pulp and paper mills, edge glued panels, veneer / hardwood plywood, parquet, furniture (preferably solid wood), medium density fiberboard, particleboard, joinery, biomass (briquette, pellets, heat generation).

## Most promising options

The most promising options for potential investors in B & H forestry / wood industry lie in processing of sawn wood to edge glued panels (EGP), veneer, parquet and furniture, especially as there are small and medium companies which may be suitable for joint ventures. In addition, there is potential for investment in one MDF and one particleboard mill of global market competitive size.

Wood sector offers an array of opportunities by:

- Introducing better technologies and machinery
- Modernizing product design
- Long tradition of manufacturing and forestry
- High quality raw material - relative ease of access
- High level education / professional forestry and wood processing experts at all levels
- Skilled labour force at reasonable cost
- Attractive and competitive costs
- Geographical location
- Growing international demand for final and semi-final (especially hard-wood) products

## TRANSPORT SECTOR

Transport sector in Bosnia and Herzegovina became one of the most active and vibrant sectors within B & H economy, due to the ambitious physical and institutional development programs – covering roads, railways, aviation, inland waterways and urban transport - adopted by B & H governments, and supported by various international, predominantly financial institutions (World Bank, EBRD, etc.).



Main comparative advantage of Bosnia and Herzegovina is a favorable geographical position, which is the main basis for the future development of the whole transport sector. Recognizing efficiency and quality of transportation system and infrastructure as one of the key factors for faster transitional changes, regional and international integrations of B & H, as well as for overall economical development, adopted Strategy, Policy and Sector development scenario by 2020, encompassed considerable investments in transportation infrastructure, respecting the principles of liberalization and privatization.

Numerous infrastructure projects are already underway, which aims are to improve the performance of Customs and removing impediments to international road transport, including greatly increasing the efficiency of road border crossing points, implementation of the Road Management and Safety Project, with the objective to improve traffic flows and reduce accident rates on the country's road network through reconstruction and modernization of priority roads, as well as construction of new roads and motorways etc.

All these development programs aim to increase the density of high quality transportation facilities within the country, and to upgrade existing infrastructure, which encompasses at present, as follows:

### ROADS

The road network of Bosnia and Herzegovina consists of approximately 22,600 km, with 3,788 km of main roads, 4,842 km of regional roads and 14,000 km of local roads.

European roads (E-roads) length amounts to 995 km, which do not provide sufficiently fast traffic operations. Therefore large scale development programs comprise reconstruction of approximately 850 km of main roads, as well as construction of the new motorways, using funds of international financial institutions, B & H funds, as well as other financing forms, such as concessions, Build-Operate-Transfer, PPP and other financial arrangements.

Main projects identified by road development program are:

- Motorway at Corridor Vc,
- Motorway Gradiška - Banjaluka - Mrkonjić Grad - Šipovo – Kupres,
- Motorway Prijedor – Banja Luka - Doboј - Šamac - Bijeljina (Serbian border),
- Motorway Tuzla – Orašje (Croatian border),
- Highway D. Vakuf – Lašva,
- Highway B&Hać – Izačić (Croatian border),
- Highway modernization / reconstruction Sarajevo – Tuzla, etc.

## CORRIDOR Vc

Corridor Vc, as a part of Pan-European Corridor, connected to TEN Network, was recognized as main regional project, going from Budapest (Hungary), via Osijek (Croatia), Sarajevo (Bosnia and Herzegovina) to the Port Ploce (Croatia).

The transport Corridor Vc through Bosnia and Herzegovina includes:

- Motorway - E-road E-73 Samac- Sarajevo - Mostar - Croatian border, with exit to the Adriatic Sea (Port Ploce),
- The railway Samac - Sarajevo - Mostar - Croatian border, with exit to the Adriatic Sea (Port Ploce),
- Sarajevo and Mostar Airports,
- Waterways and quays on the Sava, Bosnia and Neretva Rivers,

Length of the Corridor Vc Motorway, from the North (Sava River to the South Croatian border) divided by sections is approximately 330 km.

Completion of the motorway at Corridor Vc will initiate new and encourage total economic activities, especially inside the central gravitation area, but also in Bosnia and Herzegovina as a whole, accelerating the economic growth and enhancing development of the other sectors from industry, trade to tourism. According to the current schedule of works on Corridor 5C, it is realistic to expect that by the end of this year we will have 102 kilometers of highway.

## RAILWAYS

The B & H railway infrastructure consists of 1,042 km of track, most of which is electrified. Main railway network encompasses the north-south route (Pan European Corridor V) and the east-west route (Parallel to Pan European Corridor X).

The proposed project comprises priority rehabilitation works of infrastructure, covering track, signaling and telecommunications, on the country's main railway network on the north-south route (Pan European Corridor V) and the east-west route (Parallel to Pan European Corridor X), which do not provide sufficiently fast traffic operations.

Therefore, considerable modernization and reconstruction project of complete B & H railway system have been foreseen by development programs, including:

- modernization / reconstruction of track for speed 160 km/h, with replacement of superstructure and substructure,
- modernization of signalization, with introduction of remote control,
- modernization of overhead contact line to new designed solution,
- modernization and increasing of the fleet sufficient for multiple traffic increase,
- reform and development of the overall subsector in compliance with new Law on Railways.

## AVIATION

B & H has four main airports, compliant to the ICAO standards, all of which serve international air traffic, where Sarajevo serves approximately 90% of the total traffic.

All airports has development programs related to the modernization and expansion of existing capacities, including upgrading of the navigation equipment and other facilities, such as terminal buildings, runways etc.

## INLAND WATERWAY SUBSECTOR

The Sava River, with two main ports Šamac and Brcko, being a tributary of the Danube (part of TEN Corridor VII), is the only navigable waterway, and runs for 333 km along the border with Croatia and the border with Serbia.

Both ports have the ambitious development programs related to the modernization and expansion of the existing facilities and capacities, with intention to become important international industrial zones.

## INVESTMENT OPPORTUNITIES

Completion of all before identified huge infrastructural projects requires significant capital investments, which B & H alone can not afford. Therefore, attracting investors and reliable strategic partners is one of the most important preconditions for the successful development of the B & H transportation sector, applying various business and investment models, such as:

- involvement of strategic investors on Build-Operate-Transfer concession basis,
- financing from specialized institutions (World Bank, European Investment Bank),
- engagement of B & H investment funds,
- PPP arrangements,
- privatization, etc.

## MINING AND METAL PROCESSING SECTOR

Mining sector that includes exploration, exploitation, metal processing and processing of the other indigenous mineral resources, has a long tradition in Bosnia and Herzegovina, as well as huge potentials. Bosnia and Herzegovina is endeavored with significant and diverse indigenous natural energy resources that are still untouched or only partly exploited.



Most important motives for foreign investors to invest in mining and metal processing sectors in B&H are:

- natural resources / low cost sourcing of input / low cost of production,
- qualified, trained, motivated and at a price competitive labor force,
- available infrastructure and inputs,
- good export opportunities including geographic position and incentives,
- sector supported universities, research and development institutions, design and engineering companies.

### MINING

Bosnia and Herzegovina is abundant in various natural mineral resources, particularly in large deposits of coal, bauxite, iron and limestone.

The main energy resource of B&H is coal (brown coal and lignite), with estimated reserves of 6 billion tons. Coal is one of the most important energy resources in Bosnia and Herzegovina. Major deposits of lignite and brown coal are sited all around B&H. B&H has an estimated 653 million tons of iron ore deposits concentrated around Ljubija and Jablanica. Total bauxite deposits are estimated at 120 million tons, with over 30 million tons of accessible reserves which are scattered throughout B&H and particularly around Vlasenica and Jajce as well as in the regions of Mostar, Čitluk, Posušje, Stolac, Tomislavgrad, Žitomislići, and Bosanska Krupa.

Zinc and lead reserves are estimated at 56 million tons and located around Olovo, Vareš and Srebrenica. Reserves of magnetite are estimated at approximately 2 million tons that are predominantly concentrated around Kladanj (with 20% of magnetite content). Reserves estimated at approximately 2.5 million tons of manganese are concentrated in the area of Bužim and Konjic, and around 200.000 tons of chromium in Vareš area. Reserves of silver, arsenic, and barite are also detected in Olovo, Vareš, Kladanj, Srebrenica and other mines.

B&H has significant deposits of non-metal and other industrial minerals, such as salt, limestone, asbestos, pyrophyllite, kaolin, gypsums, clays, (china clay), dolomite, silica sand, stones, gravel (aggregates), sand, and other minerals.

In order to benefit from those huge potentials mining sector requires substantial reforms and restructuring as well as modernization of all exploration and exploitation segments. It could be achieved through the introduction of new technologies. It requires significant investments and opening an array of investment opportunities for both strategic partners and reliable investors.

## METAL PROCESSING SECTOR

Metal production sector in Bosnia and Herzegovina is one of the most important industrial sectors in the country with the tradition longer than a century. Metal sector is particularly export oriented sector with the total export share of about 35 - 40 % of the total revenues proved by the main indicators of the sectors showed in the next table–

Actual situation and main indicators for the sector show the following:

Indicators u MS	2010	2011	2012	2013	2014
GDP Share	2.92%	2.96%	2.87%	3.30%	-
Export Share	34.5%	31.27%	32.40%	30.04%	30,4%
No. of companies	1,119*	1,197**	1,236**	1,249**	1,111***

Source: www.bhepa.ba – Export strategy of the MS for 2010; 2011 and 2012 BHAS \*\*Number of active companies of the metal processing sector, BHAS statistic business register

Investment opportunities of the sector could be analyzed through the following data

- Evident cumulative increase from 2009 - 2011 was recorded in Bosnia and Herzegovina presenting 42 % while in Serbia it was 33% and Croatia 12%.
- As the most important export sector in the country, viewed analytically, B&H companies in the metal sector realized 51,5 % of the total revenue in its respective economy resulted by the greater absorption power of the market in Croatia and Serbia.
- Looking through the grave economic crisis that has hit the economies of almost all European countries it is evident that the degree of progress is going to be higher as well as the number of foreign investments.
- Export results as one positive sample is that the metal sector export share is increasing year by year

Resources and key opportunities of the sector are:

- Strategic location
- One century long tradition in the metal transformations
- Export orientation that is about 40 % of the total export
- Competitively priced skilled labor
- Large scale labor intensive projects could easily be satisfied
- Available locations within industrial zones
- Tax incentives (B&H stands to be one of Europe's lowest tax rates and reliefs)
- Opened market to EU

Market	Trade Regime	No. of Inhabitants
European Union	Free Trade Agreement	502,480.000
USA	GSP	313,499,452
CEFTA	Free Trade Agreement	22,839,686
EFTA	Free Trade Agreement	16,660,623
Turkey	Free Trade Agreement	74,724,269
Switzerland and Canada	GSP	38 000.000
Total		968,204.030

FDI in metal sector	
Spare parts for motor vehicles	36,1%
Base metals manufacturing	23,6%
Manufacturing of the metal products	23,6%
Manufacturing machines and equipment	16,7%
Total amount of FDI in metal processing and production industry by the end of 2011 was about 240 million EURO, presenting 4,3 % of the total FDI in B&H	

At present the most popular foreign investors of the metal sector in B&H are:

**Becto BiH**

The company office building, production facilities and storage areas cover well over 50.000m<sup>2</sup>.

**ArcelorMittal**

ArcelorMittal Prijedor is the iron ore mine in north-west of Bosnia that mainly supplies ArcelorMittal subsidiaries in Europe.

**Bogner**

Bogner Edelstahls excellence and good management was crowned by ISO 9001-2008 QUALITY MANAGEMENT CERTIFICATE, issued in line with the European standards of Quality Austria.

If Bosnia and Herzegovina - country under transitional process – is compared to Croatia that became EU member since July 2013 and Serbia that have started the EU negotiation process, in their revenue, number of employees and the total number of companies by the end of 2011, it is evident that B&H steps forward towards EU trends, but still need a time to reach their market potentials. Geographically B&H market and the whole country are much lower than the market of the other two countries so difference in those numbers should not be confusing. Below table shows progress looking through the final result.

METAL SECTOR	B&H	Croatia	Serbia
Total number of companies in 2011	1219	4099	3617
Total number of employees in 2011	31 593	72 329	98 484
Total revenue in 2011 /EURO	2. 185.300.000	5.411.000.000	4.457.000.000

Key steps that need to be taken in order to improve business environment of the MS

- Infrastructure development
- Support to micro and SME companies through the different financial funds
- Metal sector policy strategy
- Home based competitive advantages
- Investor based competitive advantages
- Local company based competitive advantages

## AUTOMOTIVE INDUSTRY

Auto motive industry of Bosnia and Herzegovina has a long tradition that lasts for more than one century and in a combination with the new factories established by the foreign investors and traditional home/owned companies that passed the tests of modern automotive components production; those brands are ready for New Age of the car industry.



Why to invest in automotive sector:

- Strategic location and geographic position
- Export oriented sector / after metal sector (export markets oriented towards CEFTA, EU and Serbia that produces FIAT vehicles)
- Closeness of the European market and borders with Croatia
- 6000 Employees in auto component manufacturing
- Plenty of available labour with skills in particularly metal sector
- Total number of graduated engineers in Bosnia and Herzegovina is app.1000 per annum (according to the statistical agencies)
- Auto component production growth in last two years has increased by 25,6%
- Lowest net wage in the region

You should know that Bosnia and Herzegovina has all the parameters important for successful investment and offers you with:

- Modern technology manufactories and innovations
- Know-how knowledge
- Available production capacities (Sarajevo, Mostar, Banja Luka, Zenica, Tuzla, Bileća, Mrkonjić Grad etc...)
- Prospective auto components supply chain and access to the new markets
- Signed bilateral and multilateral trade regimes and free trade agreements

- Subventions for export oriented companies and those who employ domestic labour force
- Tax exemptions under special conditions...

Overall sector preferences are as follows:

Main activities of auto components manufacturers in B&H

- Engines - gears and their parts
- High/quality metal precision parts and systems
- Pumps and filters
- Automotive electric parts (signals, relays, electronic switches)
- Textile and leather products
- Plastic injection parts
- Aluminium wheels and car batteries
- Small parts such as springs, screws, hoses and metal, rubber and plastic components...

FDI in automotive sector

Bright sample of the fast expansion and good innovation supported through the cooperation with the great European manufacturers where some of the contractual segments were awarded to bh strongest investors such as Prevent, Cimos, Fad Jelah and Mann and Hummel

## FLASH NEWS – LATEST INVESTMENTS

- Main business partners of bh automotive companies are from Germany since earlier in former Yugoslavia a number of auto components were produced not only for our industry but also for the constructing authority such as Mercedes and Volkswagen.
- 2013 new „Hyundai“ centre and service has been opened by the German investor called HYUNDAI-AUTO BH d.o.o. as a part of „Hyundai Europe“
- Respectable Consultant Company from Japan Roland Berger made a study for potential investors from Japan / second largest industry in the world that concludes that this market development is expected to lead to stable profitability of around 6% average EBIT in the next 2-3 years

- Austrian company Remus Innovation is recorded as a new investment in 2013 in Sanski Most producing mufflers for cars planning to expand its production by employing 30 new employees.
- German Mann Hummel RED 92 plans to expand its manufacturing in B&H by opening a new drives in Jelah and Tesanj by the end of 2013 by dislocating its production capacities from Germany to Tešanj as well as building a new manufacturing plant in Jelah – size 26 000 m<sup>2</sup>.
- “VERITAS AUTOMOTIVE” d.o.o., Sarajevo – German investor has increased its investment for production of motor vehicles.
- Company IAM d.o.o. from Korea in 2012. in Sarajevo opened a new car dealerships SsangYong, FIAT, Alfa Romeo and Lancia.
- At present the most popular foreign investors of the automotive sector in B&H are

#### Prevent BiH

Our relationship to the environment and define ourselves. Thinking exactly the kind of thing Prevent working intensively on the environment, the health care staff and the wider community.

#### Cimos BiH

Under the Cimos brand different development services and production of components for the automotive market are subject to marketing activity. Cimos brand is recognised as a quality and reliable brand.

#### The Car Trim Group

The Car Trim Group develops and produces high-quality components for the automotive and aviation industries and is an established supplier of premium leathers for the automotive industry.

## ICT SECTOR

### NEW OFFSHORE SERVICES DESTINATION

Despite the recent economic crisis, the ICT industry in Bosnia and Herzegovina is growing. The evolution of IT companies in Bosnia and Herzegovina has been going on at a tremendous speed lately, many of them now offering highly advanced IT and media experts, eager to prove and with a European mindset.

ICT companies from Bosnia and Herzegovina are successfully implementing different joint projects with companies abroad of all sizes in the development of particular product components, as subcontractors for product development, or as implementers of software products. B&H's ICT companies have a rich and diverse experience in providing Software Development, Outsourcing, Project Management and Consulting. They are highly educated (B.Sc./M.Sc. in Software Engineering and Mathematics) and skilled, certified, but more importantly battle tested.

Some of offshore projects include the world's leading companies such as HERE (NAVTEQ, NOKIA), Apple Inc. Cupertino CA USA, Reactor8 Inc. Palo Alto CA USA, The Map Network Washington DC USA, Acision, Waterfall Mobile, Fides Health Care, oLyfe, Black Moose Norway, Raiffeisen Bank Austria and other companies from USA, Turkey, Norway, Sweden, UK, Netherlands etc..

ICT companies from Bosnia and Herzegovina successfully implemented a set of requirements in order to establish an ISO certified quality management system within the organization.

The revenues of large ICT companies are growing. Estimated total revenue from all telecommunication services for 2012. was 690,3 mill EUR.

Thus, the year 2012 recorded approximately 1.000 IT companies, while this number was approximately 300 in 2003.

### HUMAN CAPITAL

Bosnia and Herzegovina possesses a labour force skilled in various aspects of ICT design, management, and applications. Young, educated and innovative workers from B&H are participating in international project and companies.

According to the latest Global Competitiveness Index of the World Economic Forum (WEF) 2013-2014 which focuses on the quality of teaching in mathematics and natural sciences in schools, the best positioned among Balkan countries and beyond is B&H. Bosnia and Herzegovina at the WEF list for the quality of teaching in mathematics and

natural sciences, or quality mathematicians and scientists, is on the 13th place out of 148 countries, so is qualified in the top world list in this area. From countries of the region after B&H comes Croatia, which is on the 22nd place in the field of quality education in mathematics and science, and on the 23rd place of WEF list is Montenegro. Macedonians are on 51st place, Albanians on the 54th, while Serbia is on 55th place.

Bosnia and Herzegovina's Quality of management schools Index for 2013 is 4.7, which gives the country a rank of 41 out of 148 countries (also, the best rank in Region). Slovenia is on the 74th place, Croatia is on the 78th, Albania 85th, Macedonia 99th and Serbia is on the 114th place.

# FIPA SUPPORT

Are you interested in investing in Bosnia and Herzegovina?

FIPA will be pleased to assist you, our services are confidential and free of charge!

Established in 1998, FIPA - Foreign Investment Promotion Agency of Bosnia and Herzegovina is the main governmental institution supporting foreign direct investment in B&H.

FIPA will help you seize business opportunities in Bosnia and Herzegovina by:

## PROVIDING CURRENT DATA AND INFORMATION ON THE BUSINESS CLIMATE AND INVESTMENT ENVIRONMENT:

- ▶ Advice on the legal framework concerning Foreign Direct Investment (FDI) in B&H
- ▶ Macroeconomic data / indicators
- ▶ Investment incentives

## PRESENTING INVESTMENT OPPORTUNITIES IN B&H:

- ▶ Available investment projects
- ▶ Companies in the process of privatization
- ▶ B&H companies seeking partners

## PROVIDING RELIABLE ASSISTANCE, INCLUDING:

- ▶ Effective networking with the public and private sectors
- ▶ Links with governmental and non-governmental institutions

We provide client orientated research & services helping you to make your business in Bosnia and Herzegovina a "success story"!

FOREIGN INVESTMENT PROMOTION AGENCY  
GRBAVIČKA 4, 71 000 SARAJEVO, B&H  
PHONE: + 387 33 278 080, FAX: + 387 33 278 081  
E-MAIL: [fipa@fipa.gov.ba](mailto:fipa@fipa.gov.ba), WEBSITE: [www.fipa.gov.ba](http://www.fipa.gov.ba)

# FIPA



FOREIGN INVESTMENT PROMOTION AGENCY  
OF BOSNIA AND HERZEGOVINA