

INVEST IN BOSNIAN PODRINJE CANTON - GORAŽDE

Fast growing economy

 excellent opportunity for your next investment



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BOSNIAN PODRINJE CANTON - GORAŽDE:

- 1. Goražde Town http://www.gorazde.ba/
- **2. Municipality of Foča-Ustikolina** http://www.foca-ustikolina.ba/
- **3. Municipality of Pale-Prača** http://praca.ba/

Bosnian Podrinje Canton – Goražde (BPC-Goražde) is located in the eastern part of Bosnia and Herzegovina (BiH). BPC-Goražde is the smallest of the 10 cantons – federal administrative units – comprising the Federation of Bosnia and Herzegovina (FBiH).

General Indicators of Bosnian Podrinje Canton - Goražde

Surface area	504.6 km² Surface area of the Federation of BiH - 26,110.5 km²	
Population	32.390 Source: BIH Agency for Statistics, Final Results of the 2013 Population Census	
Relief	It stretches along the eastern slopes of 3 mountains (Jahorina, Borovac, and Kleka). River Drina runs through the canton as the main transport artery in the territory of eastern BiH.	
Climate	Mild continental climate, short winters and long, hot summers	
Average altitude	345 m (Goražde Town)	
Time zone	GMT+1	
Administrative organization	BPC-Goražde comprises 3 units of local self-governance: Goražde Town and municipalities of Foča-Ustikolina and Pale-Prača. The administrative and political center of the Canton is in Goražde Town.	

Source: 2016-2020 Development Strategy of Bosnian Podrinje Canton - Goražde



REASONS FOR SELECTING BOSNIAN PODRINJE CANTON - GORAŽDE FOR YOUR NEXT INVESTMENT

- BPC-Goražde is an excellent investment destination with underutilized potentials and competitive costs in the eastern part of Bosnia and Herzegovina, the country that was ranked, by the fDi Magazine of the prestigious Financial Times, in 3rd place in the category of medium-large European regions of the future for 2018 for attracting foreign investment based on cost effectiveness. In BiH, the rates of VAT and profit tax of 10% are amongst the lowest in the region and in Europe.
- For investors, BPC-Goražde represents an excellent location for their business: a long tradition in processing industry provides a basis for application of the newest technologies with a 68.2% share in the total scope of industrial production, significant capacities, especially in metal processing industry and plastics, and business cooperation with some of the leading companies globally, such as Porsche, BMW, Audi and Toyota in auto-industry and Atomic and Fisher, manufacturers of skiing equipment.
- Fast growing economy with well-developed business infrastructure and qualified and price-competitive labor force, BPC-Goražde offers excellent investment opportunities for small, medium, and large enterprises in the sectors of processing industry, agriculture, energy, and tourism. We offer investors around 90 hectares of industrial land, of which 96.7% are brownfield zones, while 3.3% are greenfield zones.
- We are continuously working on improving the investment climate in BPC-Goražde. We cooperate closely with the private sector with a shared objective of encouraging growth, activating potentials and realizing opportunities.

Bosnian Podrinje Canton - Goražde represents an excellent investment location in which potential investors receive multifaceted support that contributes to success and excellence of their business in the Canton.



POSSIBILITIES FOR FAST TRANSPORT OF GOODS WITH LOW TRANSPORT COSTS



The distance from Bosnian Podrinje Canton - Goražde to main export markets (road transport)

	City / Country	Distance in km	Time necessary for transport*
1.	Berlin, Germany	1,375 km	17h30
2.	Vienna, Austria	754 km	11h20
3.	Washington DC, USA	7,659 km	10h30 (air transport)
4.	Belgrade, Serbia	311 km	5h40
5.	Ankara, Turkey	1,525 km	18h50
6.	Bratislava, Slovakia	711 km	10h50
7.	Ljubljana, Slovenia	612 km	8h
8.	Bucharest, Romania	762 km	12h50
9.	Prague, Czech Republic	1,038 km	13h52
10.	Budapest, Hungary	580 km	8h50

^{*} Not including the time necessary for inspection at border crossings Source: https://www.viamichelin.com



Road Transport

Transport communications connect BPC-Goražde by primary roads with Sarajevo, and then further with the western part of BiH, Croatian and Montenegrin seaside, as well as with Serbia, and facilitate fast access to regional, European, and other markets..

Primary road M20 (Goražde-Foča-Gacko-Trebinje-Ivanica-border with Croatia (EU) stretches along the route from North to South and connects BPC-Goražde with the southern part of BiH and Croatia (EU).

Primary road M5 (Bosanski Petrovac-Ključ-Jajce-Donji Vakuf-Travnik-Sarajevo-Pale-Višegrad-border with Serbia) stretches along the route from East to West and connects BPC-Goražde with central and western BiH towards Croatia (EU) on the west and Serbia on the east. Primary road M5 is a part of the European international road E761.

Primary road M18 (Bijeljina-Ugljevik-Tuzla-Sarajevo-Foča) connects BPC-Goražde with Serbia through the border crossing in Rača and with Montenegro through the border crossing in Hum. Primary road M18 is a part of the European international road E762.

Border Crossings

With Serbia: Border Crossings Rača, Uvac and Skelani

With Croatia (EU): Border Crossings Bosanski Šamac, Bosanska Gradiška, Izačići and Doljani

With Montenegro: Border Crossings Hum, Klobuk and Metaljka

International Airports

Cargo transport: Sarajevo, BiH (96 km, 1h45); Belgrade, Serbia (311 km, 5h40);

Podgorica, Montenegro (192 km, 3h55)

Passenger transport: Tuzla, BiH (175 km, 3h15)

International Ports

Sea ports: Ploče, Croatia (EU) (240 km, 4h30)

River ports: Brčko, BiH (234 km, 4h30)







FAVORABLE BUSINESS ENVIRONMENT FOR DOING BUSINESS

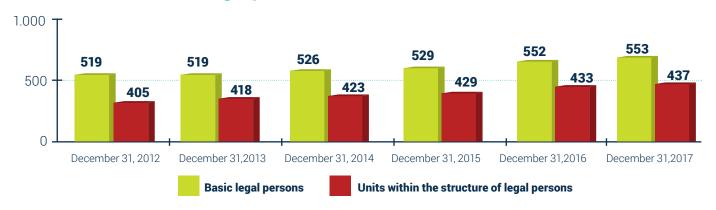
Growth and development of economy in Bosnian Podrinje Canton - Goražde is based on small enterprises, crafts, and several medium and large enterprises in the processing sector.

Business and Economic Trends

In 2012-2017, continuous growth had been recorded in Bosnian Podrinje Canton - Goražde:

- In the number of registered legal persons (6%) and subsidiaries in the structure of legal persons (8%).
- In the scope of exports from BPC-Goražde (48%) and coverage of imports with exports (25%). In 2017, deficit was recorded in all cantons in the Federation of BiH except BPC-Goražde that has recorded surplus two years in raw (BAM 61 million).
- In the number of employed persons (12.8%).
- In average net salary (3.8%).

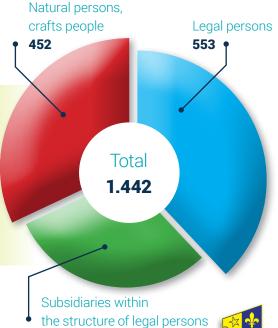
The number of registered legal persons and subsidiaries within the structure of legal persons, in 2012-2017



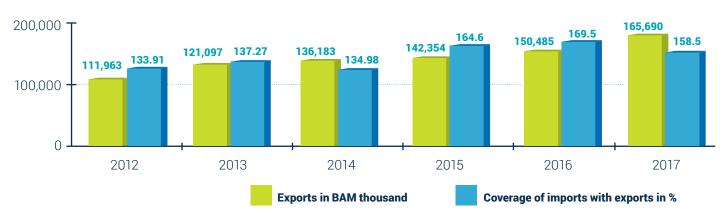




Source: Social and Economic Indicators per Municipalities in FBiH in 2017, Federal Development Planning Institute



Exports from Bosnian Podrinje Canton - Goražde in 2012-2017



Source: Macroeconomic indicators by canton for 2012, 2013, 2014, 2015, 2016, and 2017, Federal Development Planning Institute

The key export markets are Germany, Austria, the United States, Serbia, and Turkey.

Exports by Country of Intent - TOP 10

	EXPORTS, IN BAM THOUSAND				
	2014	2015	2016	2017	
UKUPNO	136,183	142,354	150,485	165,691	
Germany	64,133	62,933	64,376	69,534	
Austria	15,661	13,129	15,717	24,104	
Serbia	9,651	11,101	13,303	14,071	
US	11,977	13,233	15,887	12,756	
Turkey	6,527	5,652	9,154	10,212	
Czech Republic	5,908	2,554	2,525	3,692	
Slovakia	3,590	5,524	4,680	3,439	
Romania	2,016	2,126	3,280	3,440	
Slovenia	4,908	4,925	3,901	2,905	
Greece	-	-	1,376	2,110	
Other countries	11,790	19,799	16,291	19,428	

Source: Bosnian Podrinje Canton - Goražde in Numbers,2016,2017,2018, Federal Institute of Statistics



LABOR FORCE PROFILES IN LINE WITH LABOR MARKET NEEDS

Investors have at their disposal qualified and price-competitive labor force.

EDUCATION FOR THE FUTURE

We are implementing an education system reform with the objective of mobilizing all available human resources and talents in line with the needs in the labor market. We are tailoring the curricula to the needs of the private sector, introducing practical classes and the EU VET curricula, recognized in the EU countries.

Educational institutions

3 high schools - In the 2018/19 school year, students are being educated for the following occupations and titles:

Mixed High School "Enver Pozderović" Goražde

- · Grammar School
- Economic technician / financial accounting study group EU VET
- · Economic technician / banking and insurance EU VET
- · Agricultural technician / EU VET
- Agricultural technician / phyto-pharmacist EU VET
- · Agro technician EU VET

Technical High School "Hasib Hadžović" Goražde Vocational titles

- Mechanical technician computer based CNC machine
- Mechanical technician for CNC technology
- Road transport technician
- · PTT traffic technician
- · Selective area: Communication technologies
- Civil engineering technician / architectural technician (combined class)
- Electricity technician for energy / civil engineering technician (combined)
- Electricity technician for telecommunications / Electricity technician management for energy (combined class)
- Chemical technician-microbiologist / chemical technician of bio-technological direction (combined class)
- Chemical technologist technician
- Nurse-technician

Vocational High School "Džemal Bijedić" Goražde Vocational titles / occupations:

- Administrative and legal technician
- Hair stylist
- · CNC tool machine operator
- Rubber and plastics processor
- · Wholesale / retail technician
- Car mechanic
- Locksmith
- Welder
- Tailor
- Carpenter floor cover installer

- · Reinforced concrete installer
- Technician for car mechatronics
- Cook technologist
- · Confectioner technologist
- · Driver of engine operated vehicles
- Electronics mechanic
- · CNC operator, metal processing by cutting
- Ceramics-terrazzo setting occupation per EU VET
- Mason-facade setting-isolation occupation per EU VET

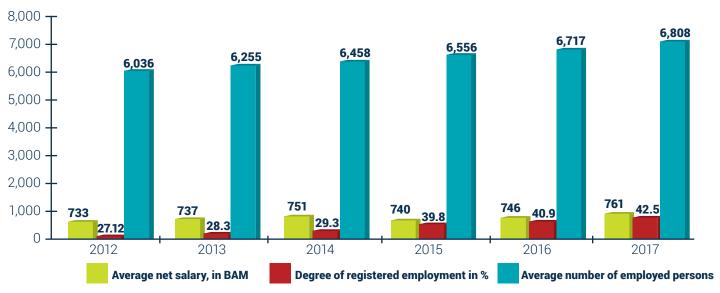
University

- · International University in Goražde
- · Students from BPC-Goražde are also studying at universities in Sarajevo, Tuzla, and others



Economic growth and development in Bosnian Podrinje Canton - Goražde ensure continuous growth in employment.

Growth in the number of employed persons, degree of registered employment in %, and average net salaries in 2012-2017



Source: Macroeconomic indicators by cantons for 2012, 2013, 2014, 2015, 2016, and 2017, Federal Development Programming Institute

Unemployment, May of 2018





Employment - April 30, 2018 7.259 persons

Source: Gorazde Canton Employment Bureau

Source: Federal Tax Administration, Gorazde Tax Office

Bosnia and Herzegovina and Bosnian Podrinje Canton - Goražde offer competitive salaries.



May 2018

Average monthly paid gross salary per employee in legal persons

Average monthly paid net salary

per employee in

legal persons

BiH

BAM 1,371

Processing industry **BAM 992**

BPC-Goražde

BAM 1,276

Processing industry

BAM 1,191

BAM 881

Processing industry

BAM 655

BAM 832

Processing industry **BAM 777**

Source: BIH Agency for Statistics—Announcements: Average monthly gross salaries of employees for May 2018; Average monthly paid net salaries of employees for May 2018; Federal Institute of Statistics - Monthly Statistical Review of FBiH per canton, August 2018



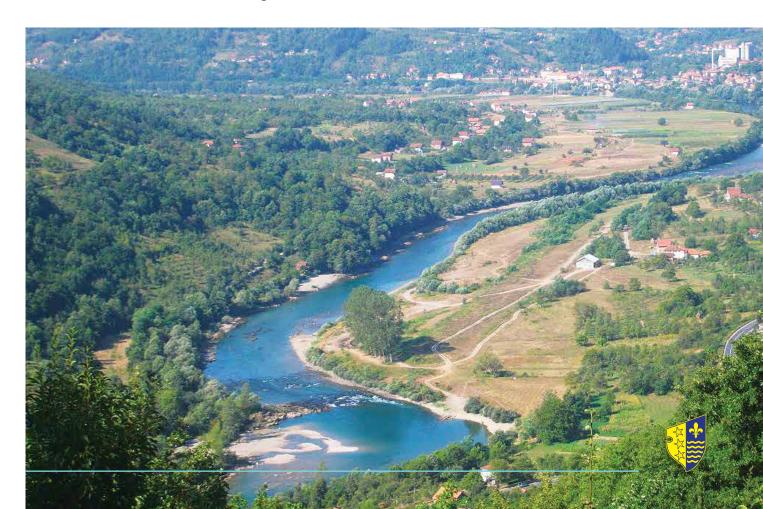
NATURAL WEALTH

- **Forests** climatic conditions are favorable for lush development of various species of trees and bushes, predominantly high and low forests of beech, oak, elm, ash, low cerium and noble deciduous trees. Of the total surface area of 56,191.73 hectares, forest grounds represent 55.9%.
- **Hydropotential** BPC-Goražde is rich with water, and River Drina represents the most significant water potential. In addition to river Drina, significant waterflows of the Canton are also rivers Prača and Čemernica.
- **Multitude of mineral resources** barite, gypsum, graphite, limonite, zinc and lead, quartz and other ores. The degree of exploration of the ores varies, while the degree of utilization is low. According to expert estimates, the gypsum from Goražde has excellent quality. Within the area of around 3.5 hectares, there are around 11 million tons of gypsum and it represents an opportunity for exploitation and construction of gypsum processing plants.
- Numerous centers of ecological diversity of flora and fauna in the river basin of River Drina, there are numerous populations of steno-endemic and endemic species of BiH, the Dinarides and the Balkans which makes this area an area of a global ecological value.
- Sources of drinking and mineral water are ideal places for the future factories for mineral water manufacturing.

BPC-Goražde is the location of the endemic fish mladica (variety of Danube Salmon, Lat. Hucho Hucho).

Rive Drina is the largest natural reserve of mladica fish in Europe.

According to the Red List of the International Union for Conservation of Nature – IUCN, mladica fish is treated as an endangered species, and it is internationally protected under the Bern convention.



COMPETITIVE SECTORS FOR INVESTING

Investors have an opportunity to invest in processing sectors, agriculture and food processing sectors, energy, tourism, and developing sectors based on resources the canton is rich in.

PROCESSING INDUSTRY

- Processing industry of BPC-Goražde represents the most developed branch of industry, which employs the largest number of workers. That, for the most part, relates to metal processing, tools, sensors and electrical components manufacturing.
- With its growth rate of 10.1% in 2017, processing industry holds significant share in growth and development of the total industrial production in BPC-Goražde.
- BPC-Goražde has, with its growth in total industrial production of 10.1% in 2017, provided the largest contribution to the growth of total scope of industrial production in FBiH (which recorded the growth rate of 3.8%).
- Processing industry employs the largest number of workers in BPC-Goražde. The number of employed workers in the canton in 2016 amounted to 6,717, with the largest number of employees working in processing industries, specifically 3,166 i.e. 47%.
- The total available quantity and power of electrical energy makes BPC-Goražde an extremely favorable location for new investments in the processing sector. The total installed power of electrical energy in BPC-Goražde currently amounts to 28 MVA.

Business opportunities:

- Manufacturing of machines, devices, and metal products
- Manufacturing of chemical products, artificial fibers, rubber, and plastics
- · Capacities for manufacturing of textiles and textile products
- Wood processing capacities with an increased degree of product finalization
- Capacities for recycling
- Other processing capacities







AGRICULTURE AND FOOD PROCESSING INDUSTRY

- Favorable climatic conditions, fertile soil, abundance of water from River Drina and other
 water flows, forested area and unpolluted environment in BPC-Goražde have facilitated
 the development of cultivation of vegetables, fruit, livestock keeping, grains, as
 well as beekeeping. Investors have at their disposal around 865 hectares of arable
 land (medium soil value, mostly categories IV and V). Agricultural and hydrotechnical
 measures increase soil productivity significantly and yields of agricultural crops could
 be doubled compared to the current levels.
- With its area surface of 10,867 hectares of meadows and pasturelands, BPC-Goražde
 has extremely favorable conditions for investing in livestock keeping. The livestock is
 dominated by sheep and cattle.
- Rich flora and bee producing plants are favorable for beekeeping and honey production.
- Plastic greenhouse production has shown rapid growth in the last 4 years, and surface
 areas of 2,000 m² got increased to 40,000 m². Modern approaches to plastic greenhouse production are applied, in addition to
 high-quality seed material. Products are sold in the BiH market.

In 2012-2016, in Bosnian Podrinje Canton - Goražde the following was produced:

- 552 t of cucumbers 2% of total production volume of cucumbers in BiH
- 5,129 t of potatoes 1% of total production volume of potatoes in BiH

Business opportunities:

BPC-Goražde represents an extremely favorable area for investing in capacities for processing of agricultural products.

- · Construction of new and expansion of existing cold storages and warehouses
- · Construction of buyout stations, processing capacities, and drying plants for fruit and vegetables
- · Health food production

The location of the broader region of BPC-Goražde, which includes municipalities located in the immediate circle of 75 km, opens up opportunities for supplying investors with additional quantities of fruit at competitive prices. Possibility of aggregation of produced quantities of fruit:*

Crop	Aggregation of produced quantities of fruits with municipalities	Total produced quantity in tons	% total production volumes in BiH
Apples	Foča, Rudo, Čajniče, Ustiprača-Novo Goražde and Kalinovik	4,873 t	9%
Plums	Foča, Čajniče, Kalinovik and Ustiprača-Novo Goražde	4,139 t	4%
Pears	Foča, Rudo, Čajniče and Ustiprača-Novo Goražde	3,539 t	14%
Berries	Pale, Foča, Ustiprača-Novo Goražde, Ilidža and Sokolac	1,684 t	12%

^{*}All data relates to average annual yields of crops for 2012-2016.

Source: World Bank Group: Investment Profile of Fruit and Vegetables Sector in Bosnia and Herzegovina, 2018

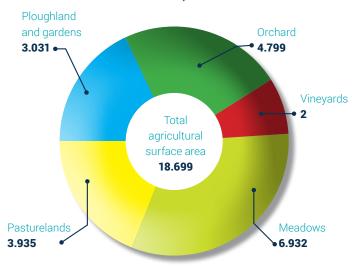






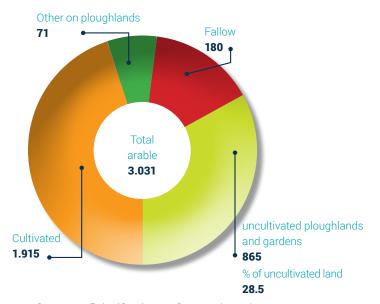
Agricultural surface area per categories of use in BPC-Goražde in hectares in 2017

Total arable surface area 14,764



Data: Federal Institute of Statistics. Data processing: Federal Development Programming Institute

Ploughland, vegetable gardens and other gardens in BPC-Goražde in hectares in 2017



Data source: Federal Development Programming Institute – Social and Economic Indicators per Municipality in FBiH in 2017

ENERGY SECTOR

Bosnian Podrinje Canton – Goražde has an abundance of energy potentials from water and sun.

Total economically usable water power in the territory of BPC-Goražde is assessed at 14.4 kWh billion, and it is estimated that 35% has been utilized by now.

Business opportunities:

 For greater usage of hydro potentials of BPC-Goražde, the construction of new mini hydro power plants is planned, as follows: "Ustikolina", "Kiseljak", "Jabuka", "Modro polje", "Račići" and "Tahuljići" on Kolina River, "Ljaićka rijeka" on Ljaića River, "Mazlina" on Mazlina River, "Marisolići" on Milošević stream and "Kosovska rijeka" on Kosovo River.

Results of environment impact studies represent a very important factor in decision making process on the construction of mini hydro power plants.

 Due to good insolation, in BPC-Goražde there are also potentials for development of small solar power plants. The number of hours of sunlight in a year ranges from 1,600 h to 1,750 h, and, on annual basis, the sun transfers 1,530 kWh of energy on 1m² of level surface.

In the village of Bujaci, within the territory of Goražde Town, a solar power plant was constructed with 670 panels, in private ownership, which is realizing annual generation of 200 MWh and covers the needs of around 100 households in Bujaci and neighboring villages. It is planned to increase capacities by 3,200 additional panels, as well as to connect them into a power plant. This hilly area in the territory of Goražde Town was selected because of the good insolation.

The largest hydro potential in Bosnian Podrinje Canton -Goražde is River Drina, which, from the energy point of view, belongs amongst the best in Europe.

With average precipitation of 1,100 mm/year and large inclines of between 2.2 % and 5.2 %, it provides options for cost effective generation of power and guarantees the stability of the power system. In the basin of River Drina, there are 9 reservoirs constructed, with total volume of 2,220 x 106 m³ of water, primarily for energy purposes, and, according to data, unused potential of River Drina amounts to 3,567 GWh.

Significant hydro potential is also found in rivers Osanica and Kolina, which flow through the territory of Goražde and Foča-Ustikolina. River Osanica is supplied with water from a basin with surface area of 100.7 km² and has a median annual flow of 1.45 m³/s at its estuary into River Drina. River Kolina is supplied with water from a basin with surface area of 153.80 km², with a median annual flow of 1,727 m³/s at its estuary into River Drina.



TOURISM

With its untouched nature and abundance of water, Bosnian Podrinje Canton - Goražde possesses significant potentials for the development of river based, sports and fishing, adventure, mountain, and rural tourism.

Business opportunities:

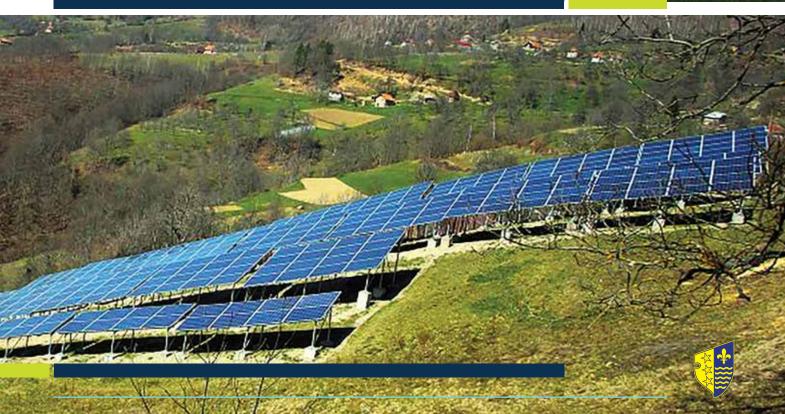
- Construction of accommodation and hospitality facilities, and facilities for fun and for service provision. There is a possibility for the construction of campsites and sports grounds along rivers Drina and Kolina, and construction of a campsite on the slopes of mountain Jahorina (locality of Grebak) for those with an affinity for mountains and mountaineering. In addition, there is a possibility of development of Jabuka outing site, and construction of mooring docks for rafts.
- Numerous centers of ecological diversity of flora and fauna in the basin area of River Drina provide options for development of educational, scientific, tourism and recreational, and servicing activities.

Meadows on mountain tops are proper air spas, and the broad areas are rich with all species of game and provide excellent atmosphere for hunters.

Hunting grounds and outing sites "Bijele vode" represent a hillside and mountain hunting ground of open type in the Municipality of Pale-Prača, equipped with numerous high observation points and ambush points. Forest mountain areas of yet untouched nature provide an ideal habitat for many species of large and small game. The entire area is extremely rich with water, and the broad pasturelands provide generous feed for the animals.







Natural landmarks

Upper course of River Drina and its tributaries (Prača, Kolina and Kolovska rijeka) are still preserved from polluters, rich with fish stocks, surrounded by natural landscapes with a mixture of forests, orchards, smaller settlements, hills, and mountain tops. It represents the most significant tourist attraction that brings a large number of tourists, especially during summer season. River Drina attracts numerous kayak and boat rowers, fishermen and many swimmers. There are plenty of beautiful beaches and places for camping (Modran, Sadba, Žanj...)

Cultural and Historical Heritage, Events

National monuments declared by the Commission for Preservation of National Monuments of BIH:

- · Neolithic settlement in Lug-Zupčići
- Necropolis with stećak type monuments in Hrančići Goršić Polje which was included into the UNESCO World Heritage in 2016
- Necropolis with stećak type monuments in the village of Kosače
- Neolithic settlement in Lug
- · Graveyard in Presjeka
- Stone bridge on Kožetina
- · Zebina forest
- Semiz Ali-pasha's grave with the mosque garden in the Municipality of Pale-Prača.

Potential for development of historical tourism.

Mountains of Crni Rajski Vrh, Klek and Borovac are ideal for mountaineering, their altitude and scenic landscapes with springs and brooks and clean air are an ideal place for stay and relaxation.

"International Friendship Festival" — an event held in Goražde each summer, for longer than a decade. Along with socializing, friendship, games, and fun, cultures of the countries of the region, Europe, and the rest of the world are represented.

Special, unique and the most attractive tourism product of Bosnian Podrinje Canton - Goražde is the rafting on River Drina. River Drina rafting has a lengthy tradition.

Old traditional crafts, the process of manufacturing of healthy, organic food, without using pesticides, field work (for example, mowing grass, milling grains in old mills etc.) as a form of recreation represent prospects for development of new tourism programmes.

"Days of Apples" – an event that promotes tourism and agricultural and cultural and historical and gastronomy offer of the Canton, renowned as an area of orchards, in which autochthonous varieties of apples are being cultivated.



MODERN ADMINISTRATION AT THE DISPOSAL TO INVESTORS

The Government of Bosnian Podrinje Canton - Goražde, together with the local self-governments from the Canton, the Chamber of Commerce, the Employers' Association and the Economic and Social Council, is implementing activities with the objective of improving the business environment for investors:

- Regulatory reform was implemented, which simplified procedures
 of issuance of permits and approvals within competence of the
 Canton, resulting in faster processing, lower costs, and significant
 savings for existing and new firms.
- Investors have at their disposal a transparent and legally secure on-line electronic register of administrative procedures within competence of the Canton, link: http://eregistarbpkgorazde.ba/ (on BPC-Goražde web site, www.bpkg.gov.ba/)
- For existing investors, an investor aftercare program was established, through cooperation with institutions on all the levels of government in BiH, within the framework of the Collaborative Network for Aftercare.
- A transparent on-line list of incentives being awarded to the real sector by the Government of BPC-Goražde was established, link: http://mp.bpkg.gov.ba/ministarstvo/2924/lista-poticaja
- Favorable financing line was established for the financing of commercial and craft activities in BPC-Goražde in cooperation with BBI bank.
- The Government of BPC-Goražde adopted the Law on Public and Private Partnership (Official Gazette of BPC-Goražde, issue No.: 5/13) and the List of projects of public and private partnership. One of the projects is "Manufacturing of pellets as a renewable energy source".

In BPC-Goražde concessions are awarded:

- for constructing mini hydro power plants (MHE),
- for exploration and use of gypsum in the locality of Presjeka – Municipality of Foča -Ustikolina,
- for the construction of wind power plants with capacity up to 5 MW per generation unit, as well as wind power parks,
- for solar power plants with installed power between 20 kW and 5 MW,
- as well as for other general and public wealth, contents, and services that are within the scope of competence of the Canton.

Law on Concessions was adopted in 2017 (Official Gazette of BPC-Goražde, issue No.: 7/17). In BPC-Goražde there are already in existence 7 concessions – for generation of power on our rivers with installed power of 5 MW; 1 concession – Hunting grounds "Bijela voda"; 1 water filling plant "Bijela voda" and the Fish Pong on River Oglečevska rijeka. All those concessions were approved for the period of up to 30 years



INFORMATION OF INTEREST FOR INVESTORS

- Services that local self-government units in Bosnian Podrinje Canton Goražde are providing to investors in compliance with their competencies:
 - · registration of crafts
 - issuance of usage and construction permits
 - assessment of conditions for minimum technical equipment of business premises
 - · providing assistance in registration and initiating business activities
 - · providing assistance in finding sources of financial assets
 - providing utility services and infrastructural services
 - attracting investors
 - · other services of information provision, consultations, training
 - · other services upon inquiry of investors

Business services for investors

- In BPC-Goražde, there are 8 banks, 2 notary offices, 4 law firms, and 5 accounting bureaus.
- SERDA Regional Development Agency for the Macro Region of Sarajevo. SERDA is implementing activities on improving business environment, development of economic activities and human resources and strengthening competitiveness in the region, which includes Goražde, Foča-Ustikolina and Pale-Prača. Link: https://serda.ba/
- Business associations:
 - Chamber of Commerce of BPC-Goražde http://www.pkbpk.com/
 - Employers' Association of BPC-Goražde http://www.upbpk.com/
 - Chamber of Crafts of BPC-Goražde https://okbpk.com/
 - Citizens' Association "Aldi" Agency for Local Development Initiatives Goražde https://www.aldi.ba/
- **Inventory of fiscal and non-fiscal incentives** for investments awarded to investors on all levels of government in BiH is available on the following websites:
- Bosnian Podrinje Canton Goražde
 http://mp.bpkg.gov.ba/ministarstvo/2924/lista-poticaja
- BiH Ministry of Foreign Trade and Economic Relations (MoFTER)

 http://www.mvteo.gov.ba/izviestaii_publikaciie/izviestaii/default.aspx?id=6176&langTag=bs-BA)
- Foreign Investment Promotion Agency in BiH (FIPA)
 http://www.fipa.gov.ba/informacije/povlastice/strani_investitori/default.aspx?id=141&langTag=bs-BA

Electronic registers with a detailed review of permits and licenses that are necessary to investors in BPC-Goražde, Federation of BiH and BiH, including costs, are available on the following webpages:

- Bosnian Podrinje Canton Goražde
 http://eregistarbpkgorazde.ba/ (on BPC-Goražde web site, link: www.bpkg.gov.ba/)
- Federation of BiH http://fbihvlada.gov.ba/bosanski/index.php
- BiH Ministry of Foreign Trade and Economic Relations (MoFTER) http://rap.mvteo.gov.ba/egfVwOdlukaJedinice.aspx



- Detailed information you may need in the process of preparation and realization of an investment and while doing business are available on the following links:
 - Federation of BiH Government www.fbihvlada.gov.ba
 - Foreign Investment Promotion Agency in Bosnia and Herzegovina FIPA http://www.fipa.gov.ba/
 - Foreign Trade Chamber of BiH http://komorabih.ba/
 - Federal Employment Institute www.fzzz.ba

COMPETITIVE COSTS OF DOING BUSINESS FOR INVESTORS

Prices of utilities for legal persons

Power	https://www.elektroprivreda.ba/stranica/kupci

Water supply	BAM 2.00/m³
Sanitation	BAM 0.30/m³ of water consumed
Waste collection	BAM 0.40/m²

Prices are related to BPC-Goražde and are not inclusive of 17% PDV.

Telecommunication services are provided by 3 operators. Various service packages are available which the investor can agree directly with the selected operator.

Prices of the basic package of BH Telecom for legal persons:

Ground telephone lines: BAM 19.19 Mobile telephones: BAM 17.55 Broadband Internet: BAM 19.90

Prices inclusive of 17% VAT.





• Permits in construction process

The process of the construction permit issuance for facilities of up to $3,000 \, \text{m}^2$ in surface area is within the competence of a local self-governance unit within BPC-Goražde on whose territory the facility is constructed, and for facilities with surface area exceeding $3,000 \, \text{m}^2$ it is within the competence of BPC-Goražde.

Permits in Construction Process - Bosnian Podrinje Canton-Goražde

No.	Type of permit	Deadline for issuance	Cost	BPC-Goražde Ministry in charge of issuance of the permit
1.	Urban Permit	Deadline for issuing the urban permit is 60 days from the date of submitting complete documentation.	Fee on application – BAM 2 Fee for issuing the urban permit – BAM 50	
2.	Construction Permit	Construction permit is issued by the competent authority within the deadline of 30 days from the date of receiving complete documentation.	Fee on application — BAM 2 Fee for issuing the construction permit — 0.05% of an estimated facility value	
3.	Usage Permit	Usage permit is issued by the competent authority in the form of a decision within the deadline of 60 days. After a complete documentation is submitted, the competent authority forms the Commission for technical inspection; technical inspection must be finalized within maximum 30 days from the date of submitting a complete application, or maximum 20 days from the date of appointment of the Commission for technical inspection.	Fee on application — BAM 2 Fee for issuing the usage permit and certificate on finalization of the facility - 0.15% of an estimated facility value	Ministry of Urban Planning, Physical Space Regulation and Environment Protection of BPC-Goražde Edin Kadrić, Senior expert associate for physical space planning Telephone: + 387 38 224 257 minurbanizam@bih.net.ba
4.	Environmental Permit	The legislated deadline for issuing the environmental permit following submission of the application is 120 days. In cases an environmental impact assessment is necessary, the environmental permit is issued within 60 days from the date of submitting the Environment Impact Study.	Fee on application — BAM 2 Fee for issuing the environmental permit — BAM 100	Ministry of Urban Planning, Physical Space Regulation and Environment Protection of BPC-Goražde Mubera Ušanović, Senior expert associate for environment protection Telephone: + 387 38 224 257 minurbanizam@bih.net.ba

Permits in Construction Process - Goražde Town

The competent department in the procedure of issuance of permits in the Goražde Town Administration is the Department for Urban Planning, Physical Space Regulation, Housing and Utility Affairs and Displaced Persons.

Contact: Adžem Enver, Assistant to the Mayor

Telephone: +387 38 221 333

E-mail: adzemenver@yahoo.com

No.	Type of permit	Deadline for issuance	Price
1.	Urban Permit	60 days	Fee - BAM 52. Compensation for the operations of the Commission for facilities that are located on the town construction land - BAM 210. Fee for the transformation of agricultural land into construction land is determined depending on the class of the land. Prior water supply consent - BAM 31. Prior power supply consent - BAM 35. Prior consent for telecom services - BAM 21.
2.	Construction Permit	30 days	Fee of 0.05% of an estimated facility value. Fees: Fee for construction and maintenance of public shelters at 1% of an estimated facility value. Fee for town construction land — the base rent of BAM 917 is multiplied with percentage determined by the zone in which the town construction land is located: Zone I - 6% Zone II - 5% Zone III - 4 % Zone IV - 3% Zone V - 2 % Zone VI - 1 %
3.	Usage Permit	20 days	Fee 0.15% of an estimated facility value. Fees: Fee for the Commission for technical acceptance of facility for residential facilities of up to 50 m² amounts to BAM 185, and for more than 50 m² it amounts to BAM 220. For business entities: Costs of technical examination for buildings of up to 100 m² - 1 % of investment value For buildings from 100 to 500 m² - 0.9 % of the investment value For buildings from 500 to 1,000 m² - 0.5 % of the investment value For buildings from 2,000 to 2,000 m² - 0.4 % of the investment value For buildings from 3,000 to 5,000 m² - 0.2 % of the investment value For buildings from 5,000 to 10,000 m² - 0.15 % of the investment value For buildings from 10,000 to 20,000 m² - 0.08 % of the investment value For buildings from 20,000 to 40,000 m² - 0.08 % of the investment value



Permits in Construction Process - Municipality of Foča-Ustikolina

The competent department in the procedure of issuance of permits in the Municipality of Foča-Ustikolina is the Department for Physical Space Regulation, Utility, Geodetic and Cadastral, Housing, Real Property and Legal Affairs, and Refugees and Displaced Persons.

Contact: Redžo Bašić
Telephone: +387 38 519 400
E-mail: op.ustik@bih.net.ba

No.	Type of permit	Deadline for issuance	Price
1.	Urban Permit	15-25 days	Fee - BAM 52.
2.	Construction Permit	10-15 days	Fee for application for issuance of construction permit: 0.05% of an estimated facility value. Fee for certification of technical documentation for electrical energy facilities 0.1% of an investment facility value, BAM 1,000 at the maximum.
3.	Usage Permit	15-30 days	Fee for issuing the usage permit amounts to 0.15% of an estimated facility value Fee for the Commission for technical acceptance of the facility amounts to BAM 60 to 500 per commission member, depending on the type of the facility.

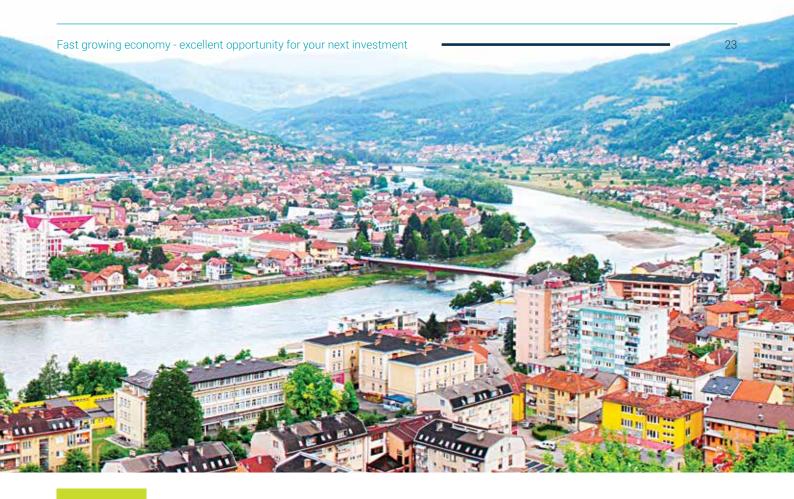
Permits in Construction Process - Municipality of Pale-Prača

The competent department in the procedure of issuance of permits in the Municipality of Prača is the Department for Geodetic, Real Property and Legal Affairs, Reconstruction and Development and Physical Space Regulation.

Telephone: +387 38 799 100 E-mail: praca@bih.net.ba

No.	Type of permit	Deadline for issuance	Price
1.	Urban Permit	24 hours upon submitting a complete application	Fee - BAM 52.
2.	Construction Permit	7 days upon submitting a complete application	Costs are determined by the value of facility being constructed, followed by the facility surface area, and the zone in which the facility was constructed, all in compliance with the Law on Fees of BPC-Goražde and the current Decision of the Pale-Prača Municipal Council.
3.	Usage Permit	15 days upon submitting a complete application	Costs are determined by the value of the facility being constructed, followed by the facility surface area, and the zone in which the facility was constructed, all in compliance with the Law on Fees of BPC-Goražde and the current Decision of the Pale-Prača Municipal Council.





ATTRACTIVE LOCATIONS FOR GREENFIELD AND BROWNFIELD INVESTMENTS IN BPC-GORAŽDE

Investment Locations - Goražde Town

Goražde Town is located in the South East of BiH and it is the distance of around 22 km from the border with Montenegro (Border Crossing Metaljka), around 45 km from the border with the Republic of Serbia (Border Crossing Vardište), while the distance from the Republic of Croatia (border with the European Union) is around 160 km (Border Crossing Ivanica-Dubrovnik). In Goražde, available to investors are investment locations in 5 zones, of which 4 are brownfield and 1 is a greenfield zone.

Brownfield zones

Contact information for 4 brownfield zones

Contact: Edin Kadrić, Expert Associate for Physical Space Planning, Goražde

Telephone: +387 38 221 139

Contact: Adžem Enver, Assistant to the Mayor, Goražde Town

Telephone: +387 38 221 333

E-mail: adzemenver@yahoo.com



1. INDUSTRIAL ZONE VITKOVIĆI

No.	Type of information	Information
1.	Has the Municipal Decision on establishment of the zone been adopted? Date of the Decision.	Yes, Decision on Founding of Business and Industrial Zones in the territory of the Municipality of Goražde, No. 01-02-1-1595 dated March 31, 2014
2.	Name of the Zone	Industrial Zone Vitkovići
3.	Type of investment (greenfield, brownfield)	Brownfield (existing)
4.	Surface area	20.9 hectares
5.	Ownership	Private
6.	Description of the zone location relating to transport corridors	105 km away from Sarajevo, on Road M20
7.	Business opportunity: purchase of land, lease of land in the zone	In agreement with the owner
8.	Price of purchase or lease of land in the zone	Market (in agreement with the owner)
9.	Infrastructure	Yes, compete infrastructure exists
10.	Priority sectors for investing in the zone	Processing industry
11.	Existing economic entities in the zone	Prevent Safety, Prevent Goražde, Prevent components, Emka Bosnia, Janjina d.o.o, Tanjo-trans d.o.o.,
12.	Documentation necessary for investing in the zone and who is issuing it	Town Administration issues: urban permit and construction permit





2. INDUSTRIAL ZONE BEKTO PRECISA

No.	Type of information	Information
1.	Has the Municipal Decision on establishment of the zone been adopted? Date of the Decision.	Yes, Decision on Founding of Business and Industrial Zones in the territory of the Municipality of Goražde, No. 01-02-1-1595 dated March 31, 2014
2.	Name of the Zone	Industrial Zone Bekto Precisa
3.	Type of investment (greenfield, brownfield)	Brownfield (existing)
4.	Surface area	10.5 hectares
5.	Ownership	Private
6.	Description of the zone location relating to transport corridors	100 km away from Sarajevo, 1 km away from Primary Road M20
7.	Business opportunity: purchase of land, lease of land in the zone	In agreement with the owner
8.	Price of purchase or lease of land in the zone	Market (in agreement with the owner)
9.	Infrastructure	Yes, compete infrastructure exists
10.	Priority sectors for investing in the zone	Processing industry
11.	Existing economic entities in the zone	Bekto Precisa d.o.o.
12.	Documentation necessary for investing in the zone and who is issuing it	Town Administration issues: urban permit and construction permit



3. INDUSTRIAL ZONE POBJEDA

No.	Type of information	Information
1.	Has the Municipal Decision on establishment of the zone been adopted? Date of the Decision.	Yes, Decision on Founding of Business and Industrial Zones in the territory of the Municipality of Goražde, No. 01-02-1-1595 dated March 31, 2014
2.	Name of the Zone	Industrial Zone Pobjeda
3.	Type of investment (greenfield, brownfield)	Brownfield (existing)
4.	Surface area	23.9 hectares
5.	Ownership	Private
6.	Description of the zone location relating to transport corridors	100 km away from Sarajevo, 1.5 km away from Primary Road M20
7.	Business opportunity: purchase of land, lease of land in the zone	In agreement with the owner
8.	Price of purchase or lease of land in the zone	Market (in agreement with the owner)
9.	Infrastructure	Yes, compete infrastructure exists
10.	Priority sectors for investing in the zone	Metal processing
11.	Existing economic entities in the zone	GINEX d.d., Pobjeda Rudet d.d., Pobjeda Tehnology d.d. Tvornica alata d.d., Pobjeda Sigurnost d.o.o., BTF d.o.o.
12.	Documentation necessary for investing in the zone and who is issuing it	Town Administration issues: urban permit and construction permit





4. BUSINESS ZONE RASADNIK

No.	Type of information	Information
1.	Has the Municipal Decision on establishment of the zone been adopted? Date of the Decision.	Yes, Decision on Founding of Business and Industrial Zones in the territory of the Municipality of Goražde, No. 01-02-1-1595 dated March 31, 2014
2.	Name of the Zone	Business Zone Rasadnik
3.	Type of investment (greenfield, brownfield)	Brownfield
4.	Surface area	2.3 hectares
5.	Ownership	Town
6.	Description of the zone location relating to transport corridors	105 km away from Sarajevo, on Road M20
7.	Number and surface area of the parcels that are free and available for investing	4 parcels
8.	Business opportunity: purchase of land, lease of land in the zone	Purchase of land, lease of land in the zone
9.	Price of purchase or lease of land in the zone	Market (public announcement)
10.	Infrastructure	Yes, compete infrastructure exists
11.	Priority sectors for investing in the zone	Commercial-wholesale and retail and crafts facilities
12.	Existing economic entities in the zone	Bingo Tuzla, Cronix (facility in construction)
13.	Documentation necessary for investing in the zone and who is issuing it	Town Administration issues: urban permit and construction permit

Greenfield zone

1. INDUSTRIAL ZONE HALDIŠTE

No.	LAND / Type of information	Information
1.	Name of location of the land free for investing	Industrial zone of Haldište
2.	Enter is it agricultural or construction land	Construction land
3.	Type of investment (greenfield, joint investment)	Greenfield
4.	Surface area of the land, is all the available land in one single location or in several locations	In one single location
5.	Ownership	Town
6.	Description of the zone location relating to transport corridors	105 km away from Sarajevo and 2 km away from Primary Road M20. Upon construction of a bridge (which is ongoing) distance will be reduced to 0.5 km.
7.	Business opportunity: purchase of land, lease of land, concession	Purchase of land, lease of land, concession
8.	Price of purchase or lease of the land	Market (public announcement)
9.	Infrastructure	No
10.	Purpose of land	For industrial activity
11.	Contact	Town Administration, Services for Urban Planning, Physical Space Regulation, Housing and Utility Affairs and Displaced Persons / Telephone: +387 38 22 13 33



Investment Locations - Foča-Ustikolina

In the Municipality of Foča-Ustikolina, available to investors are investment locations in 4 zones, of which 1 is a mixed zone and 3 are brownfield zones.

Greenfield-brownfield zones

Contact

Zijad Kunovac, Mayor of the Municipality of Foča-Ustikolina

Telephone: +387 38 519 400; Fax: +387 38 519 402

Email: op.ustik@bih.net.ba

1.ENTREPRENEURIAL AND AGRICULTURAL ZONE "CVILIN" USTIKOLINA

No.	Type of information	Information
1.	Has the Municipal Decision on establishment of the zone been adopted?	June 20, 2012. Decision Number: 01-21-834/12
2.	Name of the Zone	Entrepreneurial and Industrial Zone "Cvilin" Ustikolina
3.	Type of investment (greenfield, brownfield)	Brownfield
4.	Surface area	174.926 m ²
5.	Ownership	146,968 m² municipal land 27,958 m² private land
6.	Description of the zone location relating to transport corridors	The Zone is located 0.5 km away from Primary Road M20
7.	Business opportunity: purchase of land, lease of land in the zone	Purchase / lease of land
8.	Price of purchase or lease of land in the zone	Municipal land – Public announcement Private land – In agreement with the owner
9.	Infrastructure	Power, water, irrigation system, lighting, access roads
10.	Priority sectors for investing in the zone	Manufacturing and processing plants
11.	Existing economic entities in the zone	Agricultural nursery





2. ENTREPRENEURIAL AND CRAFTS ZONE "VRBNIČKI POTOK" USTIKOLINA

No.	Type of information	Information
1.	Has the Municipal Decision on establishment of the zone been adopted? Date of the Decision.	June 20, 2012. Decision No.: 01-21-832/12
2.	Name of the Zone	Entrepreneurial and Crafts Zone "Vrbnički potok" Ustikolina
3.	Type of investment (greenfield, brownfield)	Brownfield
4.	Surface area	176,462 m²
5.	Ownership	Military property without perspectives, decision pending on transfer of ownership to the Municipality
6.	Description of the zone location relating to transport corridors	The Zone is located 2 km from Primary Road M20
7.	Business opportunity	Land lease for up to 2 years
8.	Price of lease of land in the zone	Public announcement
9.	Infrastructure	Access roads and utility infrastructure that needs reconstruction to increase capacity or expand the network
10.	Priority sectors for investing in the zone	Manufacturing plants
11.	Existing economic entities in the zone	Penitentiary and correctional institute Sarajevo – Department in Ustikolina
12.	Other information	Available upon inquiry every day from 8:00 to 16:00

3. ENTREPRENEURIAL AND CRAFTS ZONE "NJUHE" USTIKOLINA

No.	Type of information	Information
1.	Has the Municipal Decision on establishment of the zone been adopted? Date of the Decision.	June 20, 2012. Decision No.: 01-21-833/12
2.	Name of the Zone	Entrepreneurial and Crafts Zone "Njuhe" Ustikolina
3.	Type of investment (greenfield, brownfield)	Greenfield/ brownfield
4.	Surface area	8,272 m ²
5.	Ownership	Private
6.	Description of the zone location relating to transport corridors transport corridors	The Zone is located along Primary Road M20
7.	Number and surface area of the parcels that are free and available for investing	2 parcels with total surface area of 2,579 m ²
8.	Business opportunity: purchase of land, lease of land in the zone	Land purchase / lease
9.	Price of purchase or lease of land in the zone	In agreement with the owner
10.	Infrastructure	Power, water, lighting, telecommunications, access roads
11.	Priority sectors for investing in the zone	Petrol station
12.	Existing economic entities in the zone	"Fekry"

4. ENTREPRENEURIAL AND CRAFTS ZONE "MLIN" USTIKOLINA

No.	Type of information	Information
1.	Has the Municipal Decision on establishment of the zone been adopted? Date of the Decision.	June 20, 2012. Decision No.: 01-21-835/12
2.	Name of the Zone	Entrepreneurial and Crafts Zone "Mlin" Ustikolina
3.	Type of investment (greenfield, brownfield)	Brownfield
4.	Surface area	25.049 m²
5.	Ownership	6.289 m² municipal land (military property without perspectives) 16.128 m² private land
6.	Description of the zone location relating to transport corridors	The zone is located 0.5 km from the Primary Road M20
7.	Business opportunity	Land lease for up to 2 years
8.	Price of purchase or lease of land in the zone	Municipal land – Public announcement Private land – In agreement with the owner
9.	Infrastructure	Power, water, lighting, access roads
10.	Priority sectors for investing in the zone	Manufacturing and processing plants
11.	Existing economic entities in the zone	MPI "Mlin" d.d. Ustikolina; Cold Storage "Herbos-Natura"



Investment Locations - Pale-Prača

In the Municipality of Pale Prača, available to investors are investment locations in 1 greenfield zone.

Greenfield zone

Contact

Munir Radača, Municipality of Pale-Prača, Department for Physical Space Regulation

Moby: +387 62 279 476; Telephone: +387 38 799 100; Fax: +387 38 799 112

Email: <u>praca@bih.net.ba</u>

1. INDUSTRIAL ZONE OF HRENOVICA

No.	LAND / Type of information	Information
1	Has the Municipal Decision on establishment of the zone been adopted? Date of the Decision.	Yes. October 2010.
2	Name of the Zone	Industrial zone of Hrenovica
3	Type of investment (greenfield, brownfield)	Greenfield
4	Surface area	10 hectares
5	Ownership	State owned, Government of FBIH
6	Description of the zone location relating to transport corridors	Connected with the primary road M5 Višegrad-Sarajevo-Bihać in the settlement of Hrenovica. 40 km away from Sarajevo and 80 km from Višegrad. Distance from the border with Serbia 102.5 km (Border Crossing Kotroman), with Montenegro 120 km, and from the closest border with Croatia / EU 260 km (Border Crossing Brod).
7	Number and surface area of the parcels that are free and available for investing	5 hectares free
8	Business opportunity: purchase of land, lease of land in the zone	Land lease
9	Price of purchase or lease of land in the zone	In agreement with the Municipality of Pale-Prača. Decision on awarding the space shall be adopted by the Pale-Prača Municipal Council without implementing the public invitation process, pending prior determination of information on the purpose and type of production, number of employed workers etc.
10	Infrastructure	Power, water, sanitation, lighting, telecommunications, access roads – all infrastructure exists, contracts on use need to be concluded.
11	Priority sectors for investing in the zone	Food manufacturing, wood processing plants, metal processing industry and other environmentally acceptable production.
12	Procedure and conditions for entering the zone	Contract on awarding space. Concluded with a competent municipal department pending prior approval of the Municipal Council.
13	Existing economic entities in the zone	Wood processing plant, French fry factory
14	Documentation necessary for investing in the zone and who is issuing it	Depending on the type of production, permits and documentation are issued by Federal ministries, cantonal ministries, and the Municipality of Pale-Prača.
15	Other information	Available upon inquiry every day from 8:00 to 16:00





CONTACT FOR SUPPORT TO INVESTORS

With an economic tradition, high-quality labor force, unutilized resources and potentials, and local and cantonal authorities focused on improving business environment, Bosnian Podrinje Canton - Goražde represents an excellent location for investing, in which potential investors are offered a set of support services that will contribute to success and excellence of their business.

CONTACT US WITH FULL CONFIDENCE!

Ministry for Economy of Bosnian Podrinje Canton - Goražde

Maršala Tita 13

73 000 Goražde, Bosnia and Herzegovina

Telephone: +387 38 221 772 Fax: +387 38 240 400

Contact person: Melida Hadžiomerović e-mail: melida.hadziomerovic@bpkg.gov.ba

Bosnian Podrinje Canton - Goražde

1. Slavne višegradske brigade 2a 73000 Goražde, Bosnia and Herzegovina

Telephone: +387 38 221 212 Fax: +387 38 224 161 **Contact person: Anka Ćurovac**

e-mail: info@bpkg.gov.ba







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.