



INVEST IN Sarajevo Canton



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Sarajevo Canton at a Glance

Sarajevo Canton (Kanton Sarajevo - KS) is the center of the metropolitan area in which Sarajevo, the capital of Bosnia and Herzegovina (BiH) is located. Sarajevo Canton is located at the crossroads of the routes that connect it, through natural corridors and river valleys, with the directions leading from East to West (Near East – Turkey – Mediterranean – the EU) and from North to South (Scandinavian Peninsula – Central Europe – Adriatic Sea) and the market of Russia.



Total area, Population	1,276.9 km ² (4.9% of territory of FBiH, 2.5% of territory of BiH) 413,593 inhabitants <i>(Source: BiH Agency of Statistics, Final results of the 2013 Population Census)</i>
Administrative structure	Sarajevo Canton is one of the 10 cantons in the Federation of BiH, which is one of the 2 entities in BiH. Sarajevo Canton comprises 9 municipalities, of which 4 municipalities comprise the City of Sarajevo, the capital city of BiH.
Relief	The relief is diverse and belongs to the mountain type with altitudes ranging from 450 to 2,067 m, with an average altitude of 537 m.
Climate	Two climate types: <ul style="list-style-type: none"> • up to 600 m of altitude above sea level - continental climate • above 600 m of altitude – continental mountain type and Alpine climate type
Time Zone	<ul style="list-style-type: none"> • GMT+1

Invest in Sarajevo Canton

- **Low operational costs**

Ranking of fDi's European Cities and Regions of the Future per cost effectiveness:

- Bosnia and Herzegovina is within the top 10 most attractive foreign investment locations amongst mid-sized European regions of the future based on cost effectiveness: ranked number 4 for 2016/2017, and number 3 for the year 2018/2019.
- The City of Sarajevo is within the top 10 best destinations amongst mid-to-large sized European investment locations based on cost effectiveness: Sarajevo was ranked sixth for 2016/2017.¹

- **Favorable business environment, high-quality investment locations, and educated labor force**

Natural wealth – agricultural and forest land with an abundance of water sources in an ecologically preserved environment, tradition of industrial production as the foundation for application of modern technologies and transfer of know-how, excellent investment locations, and labor force with qualifications and skills at competitive labor prices, provide opportunities for investing in products and services with added value in healthy food production, metal and wood processing, tourism, IT sector, pharmaceutical industry, creative industries, and education.

- **Short transport times for transporting products and services to the markets of Europe, Near East, and Russia**

With well-developed road, rail, and air cargo transport and the vicinity of sea and river ports, it is possible to transport in a short time products and services from Sarajevo Canton to markets in Europe, Near East, Russia, and further.

- **Reform oriented Sarajevo Canton Government**

Sarajevo Canton Government is continuously working on creating better and more predictable business environment and building security and confidence for domestic and foreign investors.

- **Incentives for investors**

National treatment of foreign investors, rates of value added tax (17%), corporate income tax (10%), and personal income tax (10%) amongst the lowest in the region and Europe, and a liberal foreign trade regime, render BiH and Sarajevo Canton secure and profitable environment for doing business.



¹ fDi Magazine (Financial Times)



Geostrategic Position

Sarajevo Canton – an excellent location for investors who want to expand their business

City	State	Distance (in km)	Transport time by car (in hours)*
Zagreb	Croatia	414	7
Belgrade	Serbia	347	6
Podgorica	Montenegro	231	5
Ljubljana	Slovenia	541	8
Skopje	Macedonia	615	11
München	Germany	952	12.5
Vienna	Austria	776	10.5
Budapest	Hungary	553	8.5
Istanbul	Turkey	1,139	17
Moscow	Russian Federation	2,422	36.5

*Not including the time necessary for inspection controls at the borders. Source: <https://www.viamichelin.com/>

Sarajevo Canton is located on Corridor Vc (European Road E73) which is, as a part of the Pan-European corridor, connected with the TEN network (Trans-European Network) and integrates Sarajevo Canton and Bosnia and Herzegovina into the European transport routes on the north and the coast on the south.

Road infrastructure	<p>Corridor Vc (E73) – Budapest (Hungary) - Osijek (Croatia/EU) - Sarajevo (BiH) - Ploče (Croatia/EU), connecting the north of Europe and the future Adriatic-Ionic direction, intersecting, at the Zagreb-Belgrade highway, with Corridor X (E70), which is connecting West Europe with Central and South Europe</p> <p>M-5 – (border with Croatia/EU) - Bihać - Bosanski Petrovac – Ključ – Mrkonjić Grad – Jajce - Donji Vakuf - Travnik - Vitez - Lašva - Kakanj - Blažuj – Pale - Rogatica - Ustiprača - Višegrad - (border with Serbia)</p> <p>M-17 – (border with Croatia/EU) - Šamac - Modriča - Doboj - Maglaj - Žepče - Zenica - Kakanj - Sarajevo - Konjic - Mostar - Čapljina - Dračevo - (border with Croatia/EU)</p> <p>M-18 – (border with Serbia) – Rača – Bijeljina - Simin Han - Tuzla - Živinice - Kladanj - Olovo - Sarajevo - Trnovo – Foča - (border with Montenegro)</p>				
Rail infrastructure	<p>Railroad 11 – Sarajevo – Čapljina</p> <p>Railroad 12 – (border with Croatia/EU) Bosanski Šamac/Šamac – Sarajevo</p> <p>Both railroads are of category D4:</p> <ul style="list-style-type: none"> • Axes load 22.5 tons • Load per meter of length 8 t/m 				
Airport	<p>International airport “Sarajevo” for passenger and cargo transport</p> <p>Sarajevo International Airport with more than a million passengers per year, and more than two million kilograms of cargo traffic per year.</p> <p>Awarded the best airport with up to one million passengers in Europe at the 15th Congress of ACI – EUROPE, AIRPORTS COUNCIL INTERNATIONAL in 2005, and awarded the Company in the year 2018, according to European Manager Association for BiH, South-East and Central Europe.</p>				
Sea ports	<table> <tbody> <tr> <td>Ploče (Croatia/EU)</td> <td>197 km</td> </tr> <tr> <td>Bar (Montenegro)</td> <td>302 km</td> </tr> </tbody> </table>	Ploče (Croatia/EU)	197 km	Bar (Montenegro)	302 km
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*Not including the time necessary for inspection controls at the borders. Source: <https://www.viamichelin.com/>

Sarajevo Canton is creating a favorable business environment for successful business operations of the fast growing small and medium enterprises (SMEs)

- **Fast tracking of permits and approvals with low costs through a transparent process.**
- **Administrative fee for foreign workers' permit is BAM 0.**

In Sarajevo Canton, the grow of economic parameters, GDP by 23%, BDP p/c by 21%, export by 56% and export-import coverage by 18% was registered in 2019 compared to 2014.

Sarajevo Canton, Macroeconomic parameters in 2014 and 2019

Economic parameter	2014	2019	Index 2019/2014
BDP (000.000 BAM)	6,084,777	7,466,637	122.71
BDP per capita (BAM)	14,672	17,757	121.03
BDP per capita (EUR)	7,502	9,079	121.03
Export	917,503	1,427,496	155.58
Import	3,692,006	4,872,213	131.97
Export-import coverage (%)	24.9	29.3	117.90

Source: FBiH Institute for Statistics, Development Planning Institute of Sarajevo Canton

In 2019, the largest export markets of Sarajevo Canton were: Germany with 20.5% share in the total export, Croatia with 11.9% and Serbia with 11.9%. In 2019 comparing to 2014, the highest export growth was to Italy (+299%), Croatia (+79%) and Germany (+78%).

Sarajevo Canton, Export per countries (BAM 000) in 2014 and 2019

Country	2014	2019	Index 2019/2014
Croatia	95,121	170,633	179.4
Slovenia	50,855	50,399	99.1
Serbia	116,101	170,832	147.1
Montenegro	84,877	84,608	99.7
Italy	21,326	85,047	398.8
Germany	164,758	293,431	178.1
Hungary	22,704	-	-
Austria	19,346	-	-
Czech Republic	-	34,448	-
Turkey	-	71,301	-
Russia	62,478	91,683	146.7
Other countries	279,937	375,114	133.9
Total	917,503	1,427,496	155.6

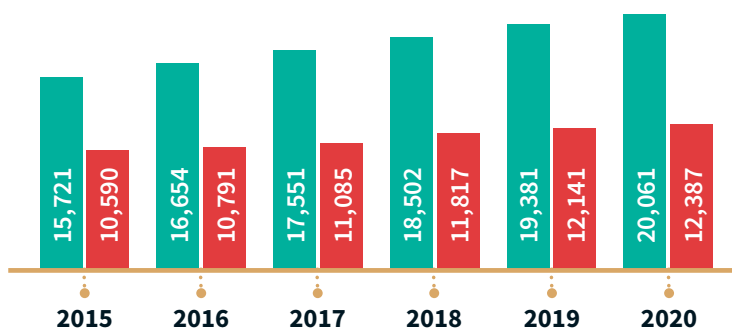
Source: FBiH Institute for Statistics, Development Planning Institute of Sarajevo Canton



In 2020 compared to 2015, the number of registered businesses increased by 28% and private entrepreneurs by 17%.

Sarajevo Canton, Registered businesses, 2015-2020

■ Legal persons
■ Private entrepreneurs



Source: FBiH Institute for Statistics

Safe and cost-effective business environment in Bosnia and Herzegovina

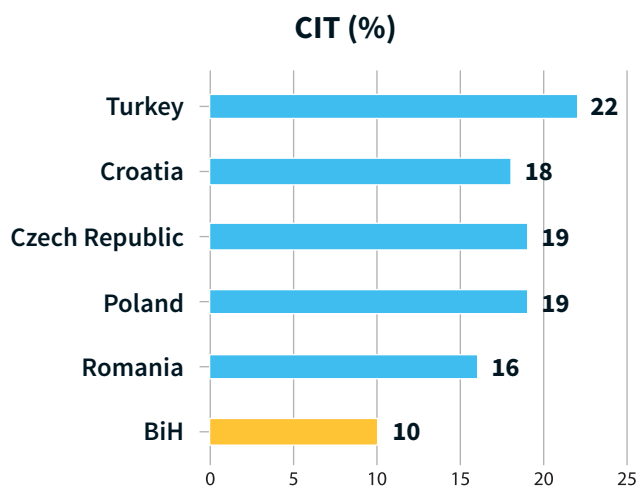
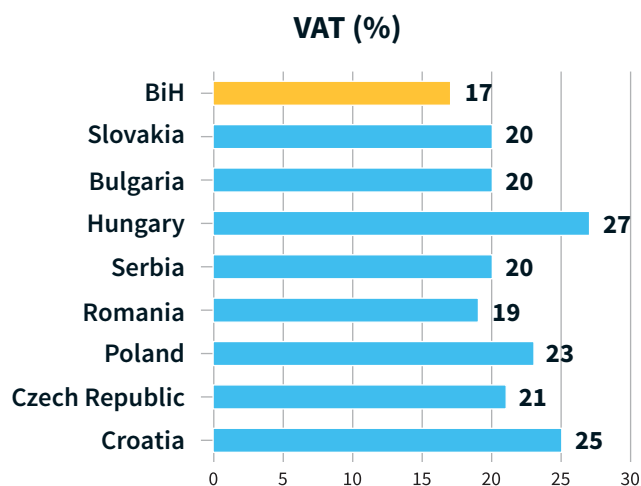
Incentives for foreign investors

- Protection and promotion of FDIs based on the national treatment of investors, i.e. foreign investors have the same rights and obligations as residents of Bosnia and Herzegovina
- Foreign investors have the same ownership rights over real estate as legal entities from BiH
- Protection against nationalization, expropriation, requisition and similar measures
- Foreign investors are entitled to transfer their profits abroad, freely and without delay, in free convertible currency
- Right to freely employ foreign nationals, subject to the labour and immigration laws in BiH
- Foreign direct investments shall be exempt from paying customs and customs duties (except for passenger vehicles, plot machines, and games of fortune)

Liberal foreign trade regime, favorable trade and other agreements of BiH

- Trade agreements: CEFTA, EFTA, Turkey
- Preferential export regimes with USA, New Zealand, Japan, Australia, member states of the Euro-Asia economic alliance (Armenia, Belarus, Kazakhstan, Kyrgyzstan and Russian Federation) and Iran
- Agreements on avoidance of double taxation with 39 countries
- Agreements on promotion and mutual protection of investments with 41 countries
- Stabilization and Association Agreement between BiH and the EU

Value Added Tax (VAT) rate of 17% and Corporate Income Tax (CIT) rate of 10% in Bosnia and Herzegovina are among the lowest tax rates in the region and Europe



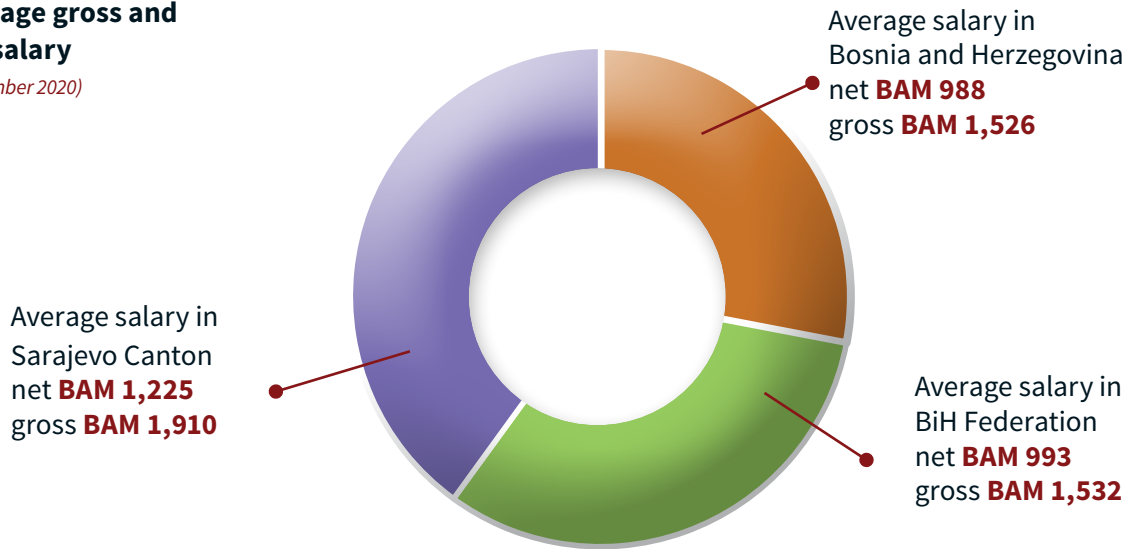
Source: Price Waterhouse Coopers, link: <https://taxsummaries.pwc.com>

Human Resources

Dynamic and educated labor force at competitive labor prices

Average gross and net salary

(December 2020)



Source: BiH Agency for Statistics, FBiH Institute for Statistics, Sarajevo Canton Bureau for IT and Statistics

Number of registered unemployed persons per qualifications in Sarajevo Canton (KS)

(December 2020)

SARAJEVO CANTON 2020	TOTAL	4-YEAR UNIVERSITY	2-YEAR COLLEGE	HIGH SCHOOL	8 th - GRADE MIDDLE SCHOOL	HIGHLY QUALIFIED	QUALIFIED	SEMI-QUALIFIED	NON-QUALIFIED
	63,496	9,521	603	20,241	250	249	16,304	281	16,047

Source: Sarajevo Canton Bureau for IT and Statistics, Bulletin for December 2020

In Sarajevo Canton, there are:

43 high schools, out of which 36 public and 7 private registered as:

- a) general education high school (gymnasium) - 9 public and 7 private
- b) vocational secondary education:
 1. art school (2)
 2. technical school and
 3. vocational school (5 + 13)
- c) secondary religious school (1)
- d) secondary school for students with special needs (1)
- e) high school center combined of two or more types of school described under a), b), c) and d) (3 + 2 gymnasiums in the system)
- f) school center with combined various grade levels within one system, according to needs of local communities (2)

4 universities:

- University in Sarajevo (UNSA)
- University Sarajevo School for Science and Technology (SSST)
- International Burch University (BURCH)
- International University in Sarajevo (IUS)



Natural Resources

Sarajevo Canton has numerous natural riches – minerals, water, agricultural and forest land, and protected areas

Mineral deposits

The territory of Sarajevo Canton is known for its natural mineral raw materials and their exploitation, dating far back, to pre-Roman times. The territory of Sarajevo Canton has at its disposal the following mineral deposits:

- **Stone quarries:** In the area of Sarajevo Canton, there are currently four active quarries with the exploitation of the mineral raw material of limestone, ie dolomite. In addition, there is a deposit of brick clay with the exploitation.²
- **Metallic mineral raw materials:** Deposits of manganese between Čevljanovići and Ozren, a deposit of mercury in Draževići, and ores of lead and zinc appearing in the area of Maine-Kitoševići. Provision of complete assessment would require additional research and complex economic evaluations of those deposits and appearances.
- **Coal:** On the right bank of river Bosna, north from Ilijaš and Podlugovi, deposits of brown coal have been identified, and are being exploited by the Dark Coal Mine of Breza.

Waters

The most significant and the most valuable resource of Sarajevo Canton are the potable waters of Sarajevsko polje (Sarajevo Field). Second in importance are the thermal waters of Ilidža and Blažuj and the thermal waters of Butmir, which should be used without it posing a threat upon their quality.

- **Potable water:** Sarajevsko polje, river Zujevina from D. Hadžići to Mostarsko Raskršće (Mostar intersection); river Zujevina and Krupa between the settlements of Hadžići and Zovik upstream to the settlements of Lokve and Kasatići; Faletići-Biosko; Nadgaj Podlipnik Četojevići in the Municipality of Ilijaš.
- **Mineral waters:** Blažuj, Srednje and i Jošanica-Vogošća. Close to Blažuj there are 4 springs of mineral water where it is possible to take 10-15 l/s of mineral water of excellent quality. Mineral water springs in the vicinity of Srednje were determined in two localities, they are of small capacity and of excellent quality, but explored at the minimum level.
- **Thermal waters:** Podlipnik, Butmir, and Sokolović-Kolonija. The thermal waters of Podlipnik have the capacity of 5-7 l/s, are of excellent quality, insufficiently explored and currently not in use. Total reserves of thermal waters of Ilidža, determined in boreholes, amount to 15-20 l/s and are currently used inadequately, or to a very small extent.
- **Thermal mineral waters:** Ilidža. The total capacity of the boreholes ranges around 270 l/s of waters at the temperature of 26 – 58C°. Currently only 10 l/s is being used of those extremely healing waters.

Following additional research and complex economic evaluation, approvals for exploitation shall be issued.³

Forests and forest land

Forests and forest land occupy 73,026.6 ha.⁴

Protected natural areas

The following areas within Sarajevo Canton are ranked according to natural protection value:

-
- | | | |
|--------------------------------------|----------------------------------|---------------------------------|
| 1. Natural Monument “Skakavac” | 3. Protected Reserve “Bijambare” | 5. Protected Reserve “Bentbaša” |
| 2. Natural Monument “Bosnia Springs” | 4. Protected Reserve “Trebević” | |
-

The area of protected natural reserve territories is 3,119.80 ha or 2.46% of the Sarajevo Canton total area.

Our motto is: Protection and effective management of the environment!

² Sarajevo Canton Ministry of Economy

³ Spatial Plan of Sarajevo Canton, 2003-2023

⁴ Changes and Amendments to the Spatial Plan of Sarajevo Canton (Sarajevo Canton Official Gazette, no 22/17)

Competitive Sectors

In Sarajevo Canton, we give special support to sectors and processes that produce a high degree of added value.

The manufacturing sector is a very important generator of the economy in Sarajevo Canton with a share of 10.8% in total revenue and 16.1% in the net profit of Sarajevo Canton and accounts for 12.6% of employment in KS. Agriculture and food industry, wood processing, metal processing and pharmaceutical sector stand out, based on the potentials available to investors in Sarajevo Canton.

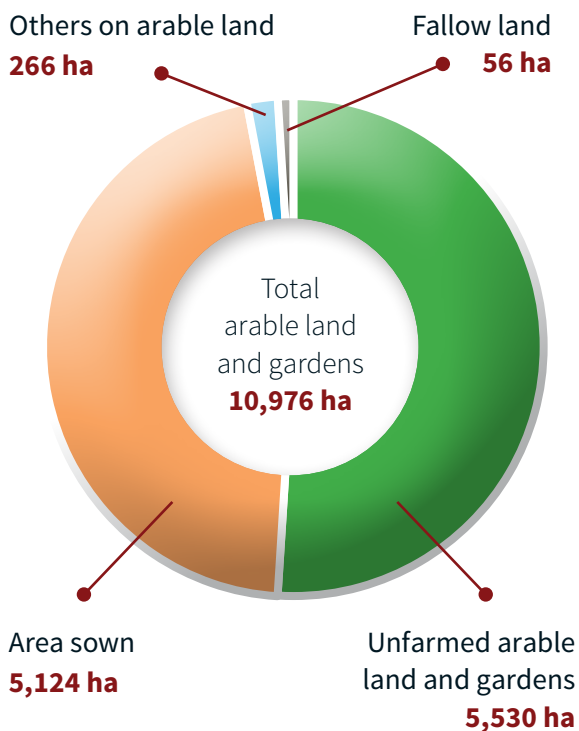
The information and communications technology and the tourism are fast-growing sectors in Sarajevo Canton with great prospects for further growth and investments.

Become part of a success story in the creative industries in the Sarajevo Canton and BiH, an environment that the world's most prestigious film awards, the Oscars and the Golden and Silver Bear, have ranked among the very top industries in Europe and the world. The city of Sarajevo is inscribed on the UNESCO List of Creative Cities.

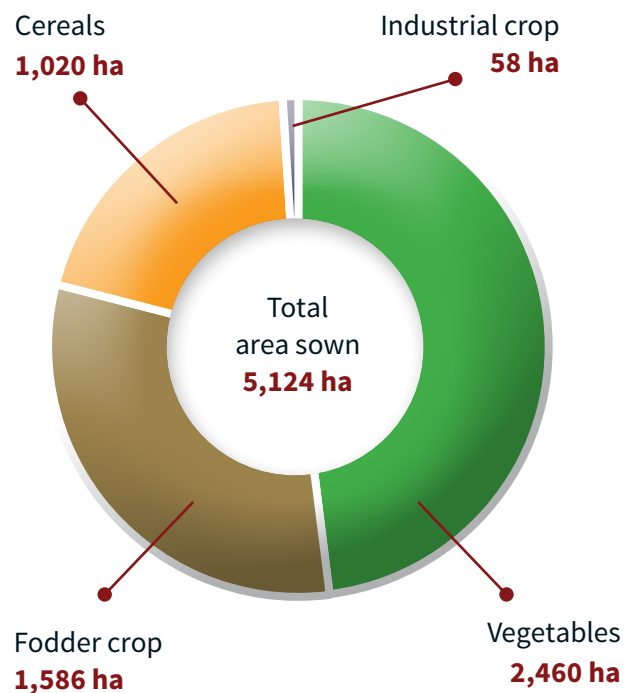
► Agriculture and Food Industry

The agricultural and food sector in Sarajevo Canton offers investors untapped opportunities and significant potential for growth and investments in the production of value-added food products.

Arable land by type of cultivation in Sarajevo Canton, 2019



Area sown in Sarajevo Canton, 2019



Source: Sarajevo Canton Bureau for IT and Statistics, Annual Statistical Review of Sarajevo Canton, 2019



- Sarajevo Canton offers investors excellent conditions for investing in agriculture and food production, especially healthy and organic food for which there is a steady increase in market demand.
- Capacities have been installed in Sarajevo Canton for: processing of meat, milk and dairy products, mineral water, juices and syrups, beer production, processing of cereals, pasta and cakes, production of confectionary, and for processing of berries, medicinal herbs and forest fruits.
- Business opportunities are based on the availability of land resources and existing capacities that are not sufficiently used and which now ensure raw materials in part from other BiH areas and from abroad.
- The market of 1 million inhabitants of the Sarajevo macro-region and the possibilities of exporting healthy food and drinking water make Sarajevo Canton an attractive location for investment in agricultural production and food processing.
- In Sarajevo Canton there are benefits for successful production of a significant number of agricultural crops: potatoes, cabbage plants, bulb vegetables, carrots, etc., and the production of meat and milk, certain types of fruits, honey and other bee products, medicinal herbs, freshwater fish etc.
- Production of cow's milk in Sarajevo Canton accounts for 6.8% of total production in FBiH in 2019, while for eggs the corresponding figure is 7.9% and for honey 8.9%.

Farming and fruit growing

- Potatoes make up about 23% of the total harvested area, which in 2016-2019 ranged from 4,600-4,700 ha.
- Plums make up about 36% of the total number of fruit trees in Sarajevo Canton, apples about 28% and pears about 22.3%. The number of fruit trees increased from 855,822 in 2017 to 892,587 in 2019, which represents an increase by 4.3%.

Livestock keeping and dairy production

In 2019 compared to 2014:

- the number of cattle increased by 8%, poultry by 35% and goats by 34%
- the number of sheep decreased by 3%, pigs by 13% and horses by 17%
- cow's milk production increased by 5%
- sheep milk production increased by 76%
- the number of milked goats increased by 16% and goat milk production increased by 54%
- the number of laying hens increased by 22% and the number of produced eggs by 25%.

Beekeeping

- In 2019 compared to 2014 the number of beehives increased by 48%, and honey production by 149%.
- In 2019 beekeepers in Sarajevo Canton possess 20,385 beehives with bees.⁵

Business opportunities: Cultivation and production of healthy food based on biotechnology. Growing fruits and vegetables. Livestock development in the hilly and mountainous area. Investments in food and beverage processing facilities. Storage, refrigeration and processing facilities for fruits and vegetables, medicinal herbs, mushrooms and beekeeping. Purchase stations and capacities for processing medicinal plants into distillates and extracts and plantation growing of medicinal species.



⁵ FBiH Institute for Statistics, Development Planning Institute of Sarajevo Canton

► Wood Industry

High quality wood raw material, experience in wood processing and skilled and experienced workforce at a competitive price make Sarajevo Canton an investment potential that many companies in the wood processing sector have already recognized.

Bosnia and Herzegovina falls into the category of the forested European countries. BiH has a century-old tradition in forestry and wood processing - the wood industry is the oldest economic sector in Bosnia and Herzegovina. Wood processing is export-oriented and environmentally friendly, and is based on the use of domestic raw materials and the engagement of domestic experts.

Forests and forest land in Sarajevo Canton	73,026.6 ha
Quantity of available wood mass	17,044,000 m ³
Wood mass ha/m ³	2,477 ha/m ³
Production of forest assortments in Sarajevo Canton in 2019	127,000 m ³ forest assortments, which represents 6.35% of the production of forest assortments in FBiH (2 million m ³)
Representation of wood stands in Sarajevo Canton by dominance	Spruce, fir, beech, oak and pine
Wood stands that are most exploited	Spruce and beech

Source: Changes and Amendments to the Spatial Plan of Sarajevo Canton (Sarajevo Canton Official Gazette, no 22/17), FBiH Institute for Development Programming, Sarajevo Canton Chamber of Commerce

Furniture as a product of higher added value recorded a growth index of physical volume of production in Sarajevo Canton of 129.8 for 2018/2019. Furniture manufacturers from Sarajevo Canton are among the companies that generate the highest revenues and profits in BiH. The most important export markets are Germany, Croatia, Serbia and Slovenia. In the future, the focus is on wood processing with the highest possible degree of finalization.

Business opportunities: Manufacturing of furniture with high export potential. Investment in capacities for manufacturing of construction joinery, furniture elements, prefabricated wooden construction, parquet, floors, stairs and sawn timber.

► Metal Industry

Competitive advantages of the metal sector are mineral ore deposits, many decades of tradition and vast experience in metal processing as a basis for the application of new technologies, know-how and management.

- The metal industry with base metal production is one of the most important sectors in BiH with high investment potentials. The metal industry participates with 38% in the total export of BiH in 2019, and the coverage of imports with exports is 66%. Over 50% of exports are placed on 4 major markets: Germany (17%), Slovenia (15%), Austria (14%) and Croatia (10%).⁶
- In BiH, there are technical capacities for mold casting, precision casting, cutting, stamping, pressing, shaping, processing and welding, all of which form the basis for the production of metal products.



⁶ Foreign Trade Chamber of BiH, Presentation 2019 Annual Analysis



- In 2014/2019, in Sarajevo Canton the production volume growth trend in the metal sector is evident. For 2018/2019, the growth index of the physical volume of production for the manufacturing of base metals is 120.4, for the manufacturing of finished metal products, excluding machinery and equipment, it is 112.7, for machines and devices it is 102.6, and for motor vehicles, trailers and semi-trailers it is 104.0.⁷
- In the automotive sector in KS, most companies are export-oriented and produce car parts for world-renowned car manufacturers BMW, Mercedes, Volkswagen, and other European car brands.
- The goal is to improve the structure of production and exports in the direction of greater share of value-added products - finished products and components.



Business opportunities: The three most promising chains for investments in the metal sector in BiH and Sarajevo Canton are: metal parts for the automotive industry, electrical industry, machines and machine parts - segments in which the greatest added value in manufacturing is realized.

► Information Communications Technologies (ICT)

Sarajevo Canton is a key generator of growth and development of the IT sector in the Federation of BiH and Bosnia and Herzegovina.

The IT sector is one of the fastest growing sectors in BiH and in the last few years has recorded a steady growth in the number of registered business entities, employees and income.

Financial indicators for companies in section J – Information and Communication, Sarajevo Canton, 2019	Increase in 2019 compared to 2018 (%)
523 legal persons (6.7% of total number of business entities in Sarajevo Canton)	2.9%
11,554 employees (10% of total number of employees in Sarajevo Canton)	8.2%
BAM 1.32 billion in revenues (6.7% share in total revenues in Sarajevo Canton)	6.7%
11.9% share in net profit in Sarajevo Canton	-

Source: Financial Information Agency – FIA, Overview of financial indicators for companies in Sarajevo Canton, 2019

IT sector is the only sector in KS where the demand for labor exceeds labor supply. Some IT companies from BiH develop their own products, which they mostly place on the domestic market. Significant number of IT companies export their IT services (business process outsourcing) or develop software for foreign clients. The approximate estimate is that over 75% of revenues within the ICT sector in BiH are realized abroad, and only a small part on the domestic market.⁸

The continuous improvement of business in the IT industry in Sarajevo Canton and IT professionals who already offer sophisticated IT solutions to large corporations and companies in the picky western market represent a huge potential for investment. BiH and Sarajevo Canton are becoming recognizable destinations for high quality products and services in the software industry for which there is a constant growth of demand on the global market.

Business opportunities: Investing in the development of technology parks, business centers of the IT industry and IT hubs. Business process outsourcing.



⁷ FBiH Institute for Statistics, Development Planning Institute of Sarajevo Canton

⁸ Development Planning Institute of Sarajevo Canton

► Tourism

Tourism is a fast-growing sector in Sarajevo Canton with significant potential for further growth and development. Sarajevo Canton accounts for 55% of the total number of arrivals and overnight stays in the Federation of BiH.

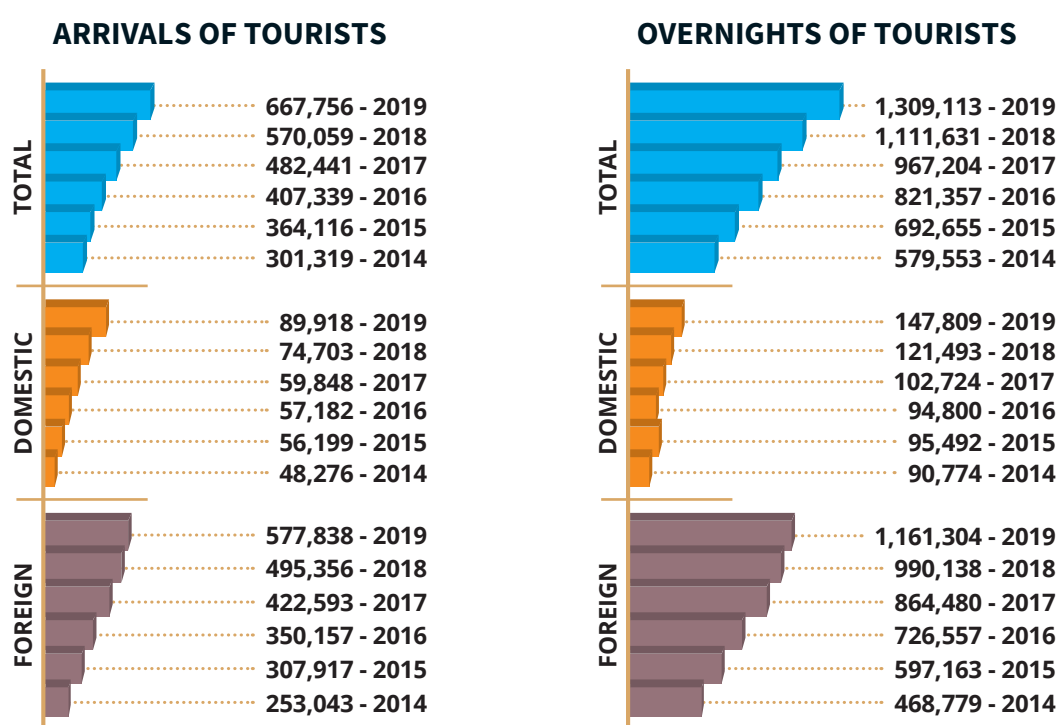
According to the World Travel and Tourism Council (WTTC), the tourism sector in BiH in 2018 achieved a total contribution of 10.2% to GDP, 12.03% to total employment and 14.4% of exports.

Sarajevo Canton is located in the center of Bosnia and Herzegovina. Here East meets West, North meets South, all reflected in the stratification of history, diversity of cultures and natural beauty, resulting in a rapid and continuous growth in the number of tourists from around the world visiting Sarajevo Canton.

Demand – Arrivals and Overnight Stays in Sarajevo Canton

In 2019 comparing to 2014, in the Sarajevo Canton, an increase was registered in the number of tourist arrivals (+ 122%) and number of overnight stays (+126%).

Number of arrivals and overnight stays of tourists in Sarajevo Canton, 2014-2019



Source: FBiH Institute for Statistics, Monthly statistical review of Federation of BiH by cantons

Number of arrivals and overnight stays of tourists in Sarajevo Canton for 2014 and 2019

	ARRIVALS			OVERNIGHT STAYS			
	2019	2014	Ratio 19/14	2019	2014	Ratio 19/14	
TOTAL	667,756	301,319	222	TOTAL	1,309,113	579,553	226
Domestic	89,918	48,276	186	Domestic	147,809	90,774	163
Foreign	577,838	253,043	228	Foreign	1,161,304	468,779	248

Source: FBiH Institute for Statistics, Monthly statistical review of Federation of BiH by cantons

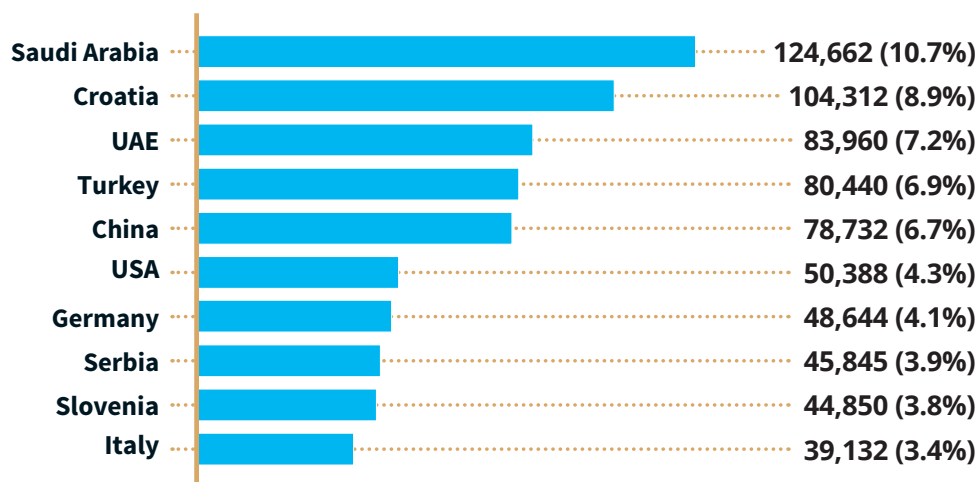


Emitting Markets

In 2019 in comparison to 2014, the increase in foreign tourist arrivals in Sarajevo Canton was 128%, and in overnight stays was 148%. In 2019, in Sarajevo Canton:

- the main emitting markets by countries (arrivals and overnight stays) are: China (11.0% and 6.7%), Croatia (10.2% and 8.9%), Saudi Arabia (8.2% and 10.7%), Turkey (8.1% and 6.9%), Slovenia (4.6% and 3.8%), the United Arab Emirates (4.5% and 7.2%), Serbia (4.4% i 3.9%) and the United States of America (4.0% and 4.3%).
- the average length of stay of foreign tourists (the ratio of the number of overnight stays and the number of tourists) was 2.1 days, and for domestic tourists 1.6 days.

Number of overnight stays of foreign tourists in Sarajevo Canton by country of origin, 2019



Number of arrivals and overnight stays of foreign tourists in Sarajevo Canton by country of origin for 2019 and 2014

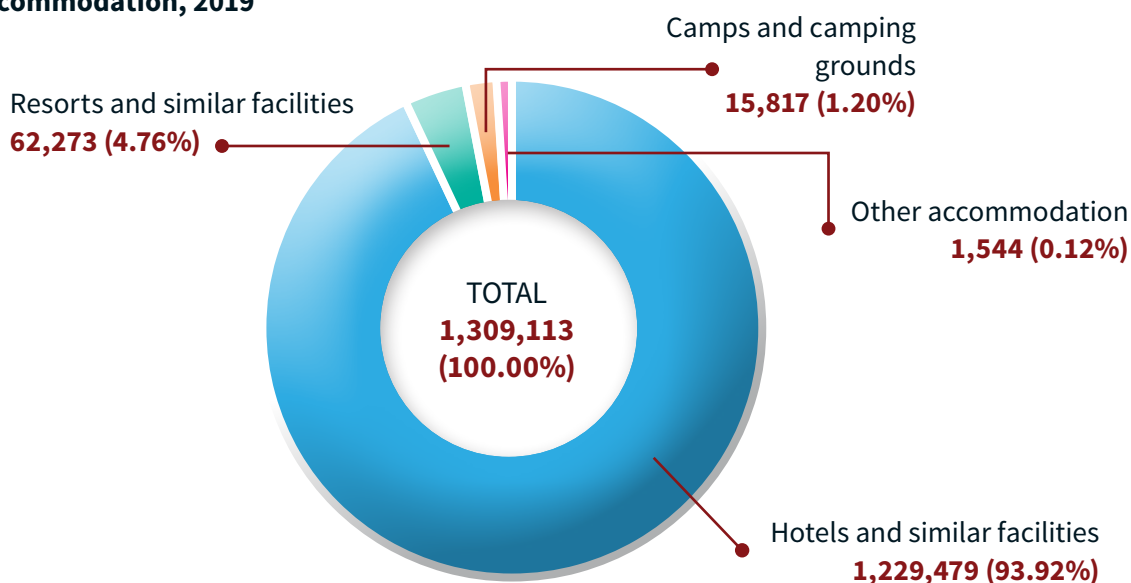
COUNTRY OF ORIGIN	ARRIVALS (Foreign tourists)			OVERNIGHT STAYS (Foreign tourists)		
	2019	2014	Ratio 19/14	2019	2014	Ratio 19/14
Total	577,838	253,043	228	1,161,304	468,779	248
China	63,627	3,893	1,634	78,732	5,808	1,356
Croatia	59,161	35,301	168	104,312	60,491	172
Saudi Arabia	47,538	3,172	1,499	124,662	8,480	1,470
Turkey	47,080	37,623	125	80,440	67,247	120
Slovenia	26,767	17,341	154	44,850	27,532	163
UAE	26,158	-	-	83,960	-	-
Serbia	25,507	11,950	213	45,845	22,694	202
USA	23,484	8,721	269	50,388	21,711	232
Germany	23,566	10,791	218	48,644	22,235	219
Italy	16,679	8,459	197	39,132	16,335	240

Source: FBiH Institute for Statistics

Offer – Accommodation Capacities in Sarajevo Canton

In 2019, Sarajevo Canton had 13,604 beds in accommodation facilities in which a total of 1,309,113 overnight stays were realized (11.29% domestic tourists and 88.71% foreign tourists).

Total overnight stays in Sarajevo Canton per type of accommodation, 2019



Types of accommodation	Total overnight stays in Sarajevo, 2019	Domestic tourists	Foreign tourists
Hotels and similar facilities	1,229,479 (100.0%)	139,123 (11.3%)	1,090,356 (88.7%)
Resorts and similar facilities	62,273 (100.0%)	7,066 (11.3%)	55,204 (88.6%)
Camps and camping grounds	15,817 (100.0%)	693 (4.4%)	15,124 (95.6%)
Other accommodation	1,544 (100.0%)	924 (59.8%)	620 (40.2%)

Source: FBIH Institute for Statistics

Booking.com has listings for 4,699 accommodation facilities in BiH, of which facilities in Sarajevo represent 25.6% of all facilities from Bosnia and Herzegovina.

Investments in hotel capacities in BiH (foreign direct investment, franchise)

1. Tarčin Forest Resort&Spa, MGallery by Sofitel, Sarajevo Canton
2. Courtyard by Marriott, Sarajevo
3. Hotel Novotel Sarajevo Bristol, Sarajevo
4. Residence Inn by Marriott, Sarajevo
5. Swissotel, Sarajevo
6. Ibis Styles, Sarajevo
7. Bosmal Arjaan by Rotana, branded deluxe apart hotel, Sarajevo
8. Hotel Malak Regency, Ilidža, Sarajevo Canton
9. Hotel Monti Igman, Sarajevo Canton



Tourist Products in Sarajevo Canton

Sarajevo Canton has exceptional preconditions for the development of tourist products, which enables tourist visits throughout the year and opens numerous business opportunities.

Cultural and historical values and cultural events, natural values and excellent gastronomy, and friendly and accommodating hosts attract growing numbers of visitors each year who consume various tourist products in attractive locations:

- ✓ cultural-historical tourism (Baščaršija - historical center of Sarajevo, Necropolis of stećak tombstones Umoljani (Trnovo) inscribed on the UNESCO World Heritage List, cultural-historical heritage, national monuments, old crafts)
- ✓ winter tourism, mountain tourism, outdoor tourism, adventurous tourism, sports tourism, rural tourism, ecotourism (natural monuments Skakavac and Bosnia Springs, protected landscapes of Bijambare, Trebević and Bentbaša, Olympic mountains Bjelašnica and Igman, Via Dinarica - Green Line, White Line, magnificent natural landscapes, ride on the Trebević cable car)
- ✓ hunting tourism (7 commercial - sports hunting grounds and one special hunting ground "Igman - Bjelašnica")
- ✓ health tourism, wellness tourism, balneological tourism (sources of healing thermal waters)
- ✓ event tourism (Sarajevo Film Festival, Jazz Festival, MESS - Theater Festival, Sarajevo Winter Festival, Baščaršija Nights Festival, Juventafest - Youth Theater Festival)
- ✓ congress and business tourism
- ✓ gastro tourism (organic food, unique specialties of local cuisine, tourists especially appreciate the delicacies ćevapčići, burek and baklava)
- ✓ dark tourism (Sarajevo assassination, war tunnel)
- ✓ scientific-research tourism (cultural-historical values, natural values)
- ✓ city-break

For more information, visit the website of the Tourist Association of Sarajevo Canton, link:

<http://visitsarajevo.ba/>

Business opportunities: Investment in accommodation and hospitality industry facilities. Investment in tourist infrastructure and services for various types of tourism.

- Sarajevo Canton – European region of 2006
- Sarajevo, as the 43rd most comfortable city to live in globally (Lonely Planet 2006)
- In 2009, the Lonely Planet Travel Guide classified Sarajevo amongst the top 10 cities around the world that one should certainly visit
- In April 2011, "Eurotrip" classified Sarajevo, Venice, Amsterdam, Granada, and Berlin amongst the five most unique cities of Europe. According to "Eurotrip", Sarajevo is a dynamic and realistic city in which culture and religion are closely connected as the source of strength and unity
- National Geographic has classified BiH as one of the ten best destinations in 2012. In addition to global destinations for rafting, mountaineering, skiing, and other sports, BiH was also selected because of the best paths for mountain biking
- National Geographic Traveller, „Best of the World“ 2013 – Sarajevo was selected among top 20 destinations to visit in 2014
- Business Insider, May 2015 – Sarajevo was listed first of top 16 unbelievable destinations not yet discovered by tourists and to be explored
- United Nations World Tourism Organization (UNWTO), January 2016 – Analyzing tourism development, UNWTO included BiH to the list of the countries with highest tourist visit annual growth. BiH is ranked 6th with an annual growth rate of 28.2%
- Sarajevo – Host of the Olympic Winter Games 1984
- Sarajevo and Istočno Sarajevo - Winter Olympic Games for Youth in 2019 (2018 Winter EYOF)
- In 2019 Sarajevo was inscribed on the UNESCO list of creative cities (UNESCO Creative cities network).
- The CNN network from the USA declared Sarajevo one of the 20 most beautiful cities in the world and compared it with Venice, Paris and Amsterdam, pointing out that the city has a richness of culture and history (2019).



► Pharmaceutical Industry

Pharmaceutical industry in Sarajevo Canton possesses capacities and highly sophisticated staff for the development of new pharmaceutical products and production.

In the current global environment caused by the Covid-19 pandemic, new growth opportunities are opening up for the pharmaceutical sector, biotechnology sector and, in general, healthcare sectors. Bosnia and Herzegovina and Sarajevo Canton have adequate preconditions for investments in these sectors, adequate regulatory mechanism, sophisticated laboratories with international accreditations, existing pharmaceutical production that operates successfully on three continents and, above all, scientists and highly professional, specialized staff who are constantly improving and harmonizing business with national and international pharmaceutical regulations and standards.

In 2018, the top 10 pharmaceutical companies in Bosnia and Herzegovina generated revenue of BAM 1,109,218,310.00 and profit of BAM 53,720,783.00. Top ranked was the company from Sarajevo Canton with the highest realized profit of BAM 12,965,375.00.⁹

The Agency for Medicines and Medical Devices of Bosnia and Herzegovina has continuous, intensive international cooperation in order to prepare for functioning in the integrated regulatory space, once Bosnia and Herzegovina becomes a member of the European Union.

Business opportunities: Investments in research and development of new products in the pharmaceutical industry, investments in the production of pharmaceutical products.



⁹ Akta.ba business portal – analysis of the top 10 pharmaceutical companies in BiH by realized profit and income in 2018



Support provided by Sarajevo Canton to investors

We are continuously working on improving the conditions for investments of the private sector and improvement of services of public institutions for the real sector. Our objective is to ensure that the investors receive documentation necessary for starting businesses in a faster and easier manner, and with lower costs.

- **The Sarajevo Canton Government has reduced/amended court and administrative fees in several areas of economy.** We abolished the administrative fee for issuing work permits for foreigners and lowered court fees for land registries.
- **We improved support for existing investors** through the Aftercare Program within the Collaboration network and **service provision for potential investors. We established the one stop shop** as a single spot for investors to obtain information on investing in Sarajevo Canton. Also, we established the systematic and transparent registry of incentives.
- **We achieved the shortening of deadlines and reduction in costs of acquiring permits** in the institutions of Sarajevo Canton and, also, established **a legally secure on-line registry of administrative procedures of Sarajevo Canton**, link: <https://ap.ks.gov.ba/>. The online registry contains data on all administrative procedures that are being implemented at the level of cantonal administration. Therefore, we have ensured facilitated access to information for users, and improved the transparency of operations of the administration. In June 2017, we adopted the new Law on Spatial Planning of Sarajevo Canton (Official Gazette of Sarajevo Canton No. 24/17), which envisages the **introduction of the one stop shop concept in the process of acquiring construction permits.**
- **We developed an internet portal with central records of regulations of Sarajevo Canton**, which facilitates searches and online access to regulations of cantonal authorities, link: <http://propisi.ks.gov.ba>
- **We listen to the voice of private sector and**, through meetings with business people and the Sarajevo Canton Chamber of Commerce, as well as business forums, we establish closer cooperation of the Sarajevo Canton Government with business people, we connect business people to assist them to meet new potential partners and exchange experience, we present investment opportunities of Sarajevo Canton, and we discuss with business people a set of issues of relevance for the private sector such as, for example, the importance of education that is in line with labor market needs.
- **Favorable loans are provided to small and medium enterprises based on the Law on Incentives for Small Business Development** ("Official Gazette of Sarajevo Canton", issue No. 29/15) to support development of centers for entrepreneurship, entrepreneurial incubators, clusters, technological parks, and zones of small scale economy. For this purpose, resources amounting from 0.5% to 2% of the Budget of Sarajevo Canton from the previous year are planned every year. In addition to securing favorable loans with a subsidized interest rate, every year the Sarajevo Canton Government allocates funds for other incentive measures for small and medium-sized enterprises.
- **Loans with subsidized interest rates are offered to business people in Sarajevo Canton within within the Credit Guarantee Fund (CGF) SERDA.** Business people have access to two credit lines: first credit line between BAM 5,000 and BAM 200,000, and second credit line between BAM 200,000 and BAM 500,000. The Ministry of Economy of Sarajevo Canton subsidizes the interest rate at the level of three (3) p.p.(percentage points) and, after subsidies, it amounts to 0.5%, with the provision of an appropriate collateral. The Credit Guarantee Fund (CGF) SERDA is a financial instrument of support to the development and strengthening of companies, craftsmen, business start-ups and farmers in the Canton Sarajevo area, in co-operation with a selected financial partner.

- **Investors have an opportunity to invest in Sarajevo Canton through concessions and public and private partnerships (PPP)**, based on the Law on Concessions ("Official Gazette of Sarajevo Canton", no. 27/11 and 15/13) and the Law on Public-Private Partnership ("Official Gazette of Sarajevo Canton" no. 27/11 and 16/17). The Concession Law enables foreign investors to invest in twenty areas of economic activities: energy, hydro-power plants, thermo-power plants, wind-power plants, tourism, agriculture, water and mineral resources, hotels and other tourist facilities, medical services, etc.
- **We initiated activities on adjusting the educational system to the labor market demands and we encourage education for business profiles that are in demand.**
- **Center for advanced technologies in Sarajevo** was established to encourage research and development in natural, technical and technological sciences.
- **The Government of Sarajevo Canton provides incentives to the private sector in Sarajevo Canton on the regular basis, including incentives for small business development and incentives in agriculture.**

Incentives for small business development

In 2020, pursuant to the Law on Incentives for Small Business Development, the Government of Sarajevo Canton adopted the "Small Business Development Program for the period 2020-2023" with the goal to stabilize economic growth by increasing number of small businesses and employment in Sarajevo Canton.

Incentives in agriculture

Financial incentives in agriculture in the Sarajevo Canton are implemented pursuant the Law on Financial Incentives in Agriculture in the Sarajevo Canton.

For 2020, the total amount of BAM 5,000,000.00 was allocated, of which BAM 4,850,000.00 for various incentives in agricultural production, including animal, plant and organic production, mushroom production and the capital investment model. The amount of BAM 150,000.00 was used to co-finance individual agriculture projects.

Incentives for COVID - 19 coronavirus pandemic emergencies

Positive trends in the economy of Sarajevo Canton from the period 2015 - 2019 were discontinued in the first half of 2020 due to Covid-19 pandemic. Because of Covid-19 pandemic, the financial turnover in Sarajevo Canton was about 22% lower in March 2020 and about 41% lower in April 2020 compared to the 2019 average. From February 29 to March 30, 2020 a total number of employees was reduced by around 5,000 or 3%. To mitigate negative economic impact on the economy of Sarajevo Canton, the Law on Mitigation of Negative Economic Results and Savings in Sarajevo Canton (Official Gazette of Sarajevo Canton, No. 18/20, 46/20 and 12/21) was adopted and, pursuant the Law, the Government of Sarajevo Canton adopted a Program of short-term and medium-term measures for mitigating the negative economic impact on the economy in the Sarajevo Canton caused by coronavirus.

About BAM 20 million were allocated for co-financing salaries from the Program of the 2020 Sarajevo Canton Budget. Also, from the Sarajevo Canton Tourist Association funds collected from the payment of sojourn tax, about BAM 1 million was paid to business entities in the tourism industry to finance part of the minimum monthly net salary in FBiH, and other operating costs for April and May 2020.

In 2021, as support to the economy, the COVID-19 response grants of BAM 41,000,000 are planned to mitigate negative consequences of coronavirus. Four most important budget items are incentives for agricultural production in the amount of BAM 6,100,000, incentives for small business development of BAM 7,000,000, fund to support the economy hit by coronavirus in the amount of BAM 21,000,000 and incentives for infrastructure development and resolving property-legal relations in business and industrial zones amounting BAM 6,000,000.

With the same goal, in the 2021 Budget, the Sarajevo Canton Government allocated initial funds of approximately BAM 21 million for the implementation of measures to assist businesses. This is based on the Program that will define and regulate the financing of full or part of the minimum monthly net salary in the FBiH, for certain months in 2021 in accordance with the provided funds, for activities which work is significantly hampered due to the coronavirus pandemic impact or which are banned by the Sarajevo Canton Government decision.



Competitive Costs of Doing Business

Permits

The process of issuance of construction permit for facilities with surface area exceeding 10,000 m² is within the competence of Sarajevo Canton.

Sarajevo Canton

No.	Type of permits	Deadline for issuance	Costs	Permit issuing authority
1.	Urban development permit	The deadline for issuance of the urban development permit is 15 days from the date of submitting a regular application, with complete documentation necessary.	Tax for issuance of urban development and technical requirements - 30 BAM	Ministry of Utility Companies, Infrastructure, Physical Planning, Construction and Environmental Protection of Sarajevo Canton T: + 387 33 562 148 edina.ajdinovic@mpz.ks.gov.ba
2.	Construction permit	Construction permits are issued by the competent authority within the timeframe of 30 days from the date of receiving a regular application and collecting the necessary opinions of public utilities and other entities performing public authorities.	Tax for resolving application for issuance of a construction permit – 0.5 per mille of the value of facility, BAM 150 at the maximum	Ministry of Utility Companies, Infrastructure, Physical Planning, Construction and Environmental Protection of Sarajevo Canton T: + 387 33 562 148 edina.ajdinovic@mpz.ks.gov.ba
3.	Use permit	Use permits are issued in the form of decisions, on the basis of a positive assessment from the minutes of the commission for technical examination within the timeframe of eight days from the date of submitting the minutes on technical examination. The technical examination is being performed within the timeframe of 15 days from the date of submitting a complete application, or eight days, at the longest, from the date of appointment of the commission for technical examination.	Tax for resolving application for technical examination of facility for the purpose of issuance of use permit - BAM 150	Ministry of Utility Companies, Infrastructure, Physical Planning, Construction and Environmental Protection of Sarajevo Canton T: + 387 33 562 148 edina.ajdinovic@mpz.ks.gov.ba
4.	Environmental permit (for buildings for which that is envisaged under a special law, it is necessary to attach the environmental permit to the application for issuance of the urban development consent)	Legislated deadline - 90 days Time necessary for resolving a complete application - 90 days	Tax for the issuance of the environmental permit - BAM 50	Ministry of Utility Companies, Infrastructure, Physical Planning, Construction and Environmental Protection of Sarajevo Canton T: +387 33 562 149 dzenana.durmisevic@mpz.ks.gov.ba vesna.ilic@mpz.ks.gov.ba

- The process of issuance of construction permit for facilities with surface area of up to 10,000 m² is within the competence of municipalities and the city in Sarajevo Canton where the facility is constructed, in accordance with the Article 48. of the Law on Spatial Planning of Sarajevo Canton.

Municipality of Centar

No.	Type of permits	Deadline for issuance	Costs	Permit issuing authority
1.	Urban development permit	60 days from delivery of a complete application	BAM 30.00	Office for Urban Development and Environmental Protection
2.	Construction permit	30 days from delivery of a complete application	Tax: 0.5 per mille of the facility value, and BAM 150 at the maximum	Office for Urban Development and Environmental Protection
		<ul style="list-style-type: none"> • Fee for rent: The price of rent depends on the zone, and is calculated in such a manner that BAM 1,450.00, as the base for calculation of the level of the rent, is multiplied with the percentage for the zone and the designed useful area for the calculation. • Fee for regulation of city construction land: The price is calculated by multiplying the average price of equipment, which amounts to BAM 150.00/m² with the percentage share of preparatory works. 		
3.	Use permit	Deadline for resolving cases: Technical examination is performed at the request of the investor after receiving the construction permit. The deadline for submitting an application is not regulated under the Law. The competent authority is the Office for Urban Development and Environmental Protection of Sarajevo Center Municipality, which appoints the Commission for Technical Examination within the deadline of 7 days from the date of submitting the application. The use permit is issued after the construction permit was issued and the facility was built.		



Municipality of Hadžići

Permit issuing authority is the Office for Spatial Planning, Urban Development and Construction,
T: + 387 33 475 934, e-mail: izmirlic_irhana@hotmail.com

No.	Type of permit	Deadline for issuance	Costs	Permit issuing authority
1.	Urban development permit or Location information in compliance with the Law on Spatial Planning of Sarajevo Canton (Sarajevo Kanton Official Gazette no.: 24/17 and 1/18)	Urban development permit – 15 days from the date of submitting completed application Location information within 8 days from the date of submitting completed application with all required documentation	Tax: BAM 40.00	Office for Spatial Planning, Urban Development and Construction
2.	Construction permit	30 days from the date of submitting completed application with all required documentation	<ol style="list-style-type: none"> 1. Maximum tax BAM 150.00 2. Convenience of using city construction land (rent): zone III BAM/m² 39.90 3. Construction site regulation - according to actual costs of construction site regulation 	Office for Spatial Planning, Urban Development and Construction
3.	Use permit - Authorization for facility usage	Technical inspection is done at request of the investor, the deadline is not legally defined; Competent office nominates a commission within 7 days from the date of submitting completed application with attached required documentation	According to the price list of Hadžići Municipality	Office for Spatial Planning, Urban Development and Construction



Municipality of Ilidža

The competent authority for issuance of permits is the Office for Spatial Planning,
T: + 387 33 775 693, e-mail: info.desk@opcinailidza.ba

For information about the construction and for access to the implementation and spatial planning documentation, potential investors can contact the Permit Center.

No.	Type of permit	Deadline for issuance	Costs
1.	Urban development permit	30 days from the date of submitting completed application with all attached documentation	BAM 40
2.	Construction permit	30 days from the date of receiving completed application with enclosed required opinions of public utility companies and other public authorities	Tax: BAM 10 <ol style="list-style-type: none"> 1. Fee for convenience of using city construction land (rent) is submitted to the competent Office for Property, Legal and Residential Affairs, Geo-surveying and Real Estate Cadastre. 2. Rent price per 1 m² of usable surface area is determined annually and is dependent on the average final construction costs per 1 m² of usable surface area for the current year. 3. Fee for construction and maintenance of public shelters- 1% of the total value of construction part of the facility and internal installations (with VAT), paid only if the facility lacks its own shelter. 4. Tax on Decision on construction permit is determined based on the investment value of the facility with VAT (1 per mille), BAM 250 maximum.
3.	Use permit	Use permit is issued in the form of decision within the timeframe of 7 days, based on the positive assessment from the Minutes/ Report of Technical inspection commission due within 8 (eight) days from the day of field inspection and inspection of the facility and documentation.	Fee for the Commission for technical inspection of the facility: Costs of technical inspection are calculated based on the Price list for technical inspection of facilities (adopted on the annual basis), available on the Ilidža Municipality web site.

Given deadlines for issuance of necessary permits are in compliance with the Law on Spatial Planning of Sarajevo Canton ("Sarajevo Canton Official Gazette" number 24/17, 1/18).



Municipality of Ilijaš

The competent authority for issuance of permits is the Office for Spatial Planning and Environmental Protection, Department for Permits, T: + 387 33 580 661, e-mail: prostorno@ilijas.ba

The templates for applications, with detailed information pertaining to subject approvals, can be collected at the information desk of the Municipality of Ilijaš, directly in the competent office or electronically from the registry of applications on the website <http://www.ilijas.ba>

No.	Type of permit	Deadline for issuance	Costs
1.	Urban development permit	15 days	Tax: BAM 34
2.	Construction permit	7 days	<p>Tax for the enactment approving the erection of the constructed facility: for agricultural facilities BAM 2, for other constructed facilities BAM 3</p> <p>Tax for application for issuance of construction permit: 0.5 per mille of the value of the facility, and BAM 150 at the maximum</p> <p>Tax for notarizing technical documentation: 0.5 per mille of the investment value of the facility, and BAM 100 at the maximum</p> <p>Fee:</p> <ol style="list-style-type: none"> 1. For convenience of using city construction land (rent): from BAM 8 to BAM 48 per 1 m², classified to six zones. For manufacturing facilities, the rent is reduced by 20%. 2. For regulation of construction land: from BAM 40 to BAM 120 per 1 m², classified in six zones 3. Fee for construction and maintenance of public shelters - 1% of the total value of the constructed part of the facility and internal installations
3.	Use permit	30 days	<p>Tax (2 taxes):</p> <ul style="list-style-type: none"> • Tax for the decision: BAM 8 • Tax for application for the technical examination of the facility: 1 per mille of the value of the facility determined in the technical documentation on the basis of which the construction permit was acquired, and BAM 150 at the maximum <p>Fee for for the Commission for technical examination of the facility: from BAM 60 to BAM 500 per commission member, depending on the type of the facility</p>



Municipality of Novi Grad Sarajevo

Permit issuing authority is the Office for Urban Development, Residential, Property and Legal Affairs, Geo-surveying and Real Estate Cadastre, Department for Urban Planning, T: +387 33 291 120,

e-mail: urbanizam@novigradsarajevo.ba

Application forms with detailed information regarding permit approval process can be collected at the Information counter at the Sarajevo Novi Grad Municipality building, or electronically on the website

<https://www.novigradsarajevo.ba/services/sluzba-za-urbanizam-stambene-imovinsko-pravne-geodetske-poslove-i-katastar-nekretnina#dokumenti>

No.	Type of permit	Deadline for issuance	Costs
1.	Urban development permit	15 days from the date of submitting completed application with all attached documentation	Tax: BAM 30
2.	Construction permit	30 days from the date of submitting completed application and enclosed required opinions of public utility companies and other public authorities	Tax for construction permit: 0.5 per mille of facility value, maximum BAM 150 Fees: 1. For convenience of using city construction land (rent): from BAM 13.5 to BAM 81, classified in six zones. 2. Fee for construction and maintenance of public shelters – 1% of the total value of facility construction portion and internal installation
3.	Use permit	8 days from the date of receiving positive assessment of the Technical inspection commission in the written form	Tax: Tax for the application for technical inspection of the facilities: 1 per mille of the facility value determined in the technical documentation based on which the construction permit was issued, maximum BAM 150. Fee for the facility Technical inspection commission: Maximum BAM 20,000 for the Commission, and minimum BAM 50 per each Commission member.

Given deadlines for necessary permit issuance are in compliance with the Law on Spatial Planning of Sarajevo Canton (“Sarajevo Canton Official Gazette” number 24/17, 1/18).



Municipality of Novo Sarajevo

The competent authority for issuance of permits is the Office for Spatial Planning and Urban Development, Department for Urban Development, and the Service Center for Spatial Planning and Construction, T: +387 33 492 252 and 492 395, e-mail: urbanizam@novosarajevo.ba

The templates for applications, with detailed information pertaining to subject approvals, can be collected at the information desk of the Municipality of Novo Sarajevo, directly in the competent Office or electronically from the registry of applications on the website <http://www.novosarajevo.ba>

No.	Type of permit	Deadline for issuance	Costs
1.	Urban development permit	15 days from the date of submitting completed application with all attached documentation	Tax: 32 BAM
2.	Construction permit	30 days from the date of submitting completed application with enclosed required opinions of public utility companies and other public authorities	<p>Tax: 10 BAM</p> <p>Fees:</p> <ol style="list-style-type: none"> 1. For convenience of using city construction land (rent): from BAM 25.87 to BAM 77.62 per 1 m² of surface, classified in five zones. This amount refers to average final construction costs of BAM 1,293.70 per 1 m² of usable surface area for the year 2019, based on which the rent amount has been determined. Rent price per 1 m² of usable surface area is determined annually and is dependent on the average final construction costs per 1 m² of usable surface area for the previous year. 2. Fee for regulation of construction land – depending on the value of necessary works 3. Fee for construction and maintenance of public shelters - 1% of the total value of construction part of the facility and internal installations (paid only if the facility lacks its own shelter)
3.	Use permit	Use permit is issued based on the positive assessment of Technical inspection commission's written report within 8 (eight) days from the date of receipt of the Technical inspection report.	<p>Tax: 10 BAM</p> <p>Fee for the Commission for technical examination of the facility: the calculation is performed by m² of the usable area and depends on the investment value of the building. The individual compensation for the work of a member of the commission for technical examination of buildings amounts to BAM 50.00 at the minimum.</p>

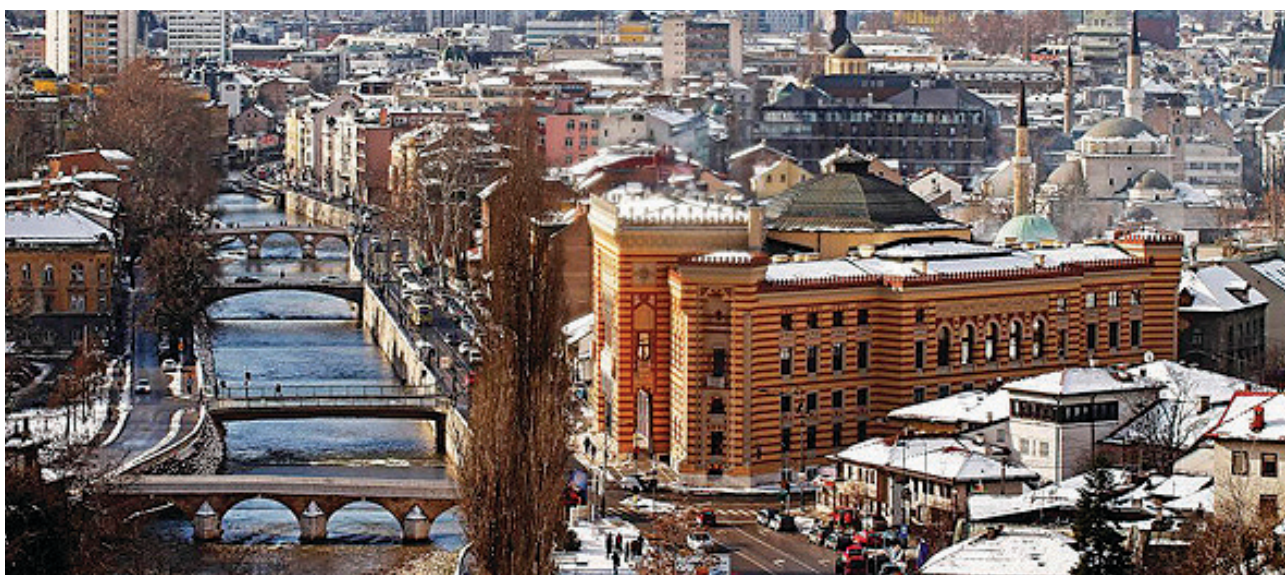


Municipality of Stari Grad Sarajevo

Permit issuing authority is the Office for Urban Development,

T: + 387 33 282 316, Fax: + 387 33 205 818, e-mail urbanizam@starigrad.ba

No.	Type of permit	Deadline for issuance	Costs
1.	Urban development permit	15 days from the date of submitting completed application with all attached required documentation	Administrative tax: BAM 30 Procedure fees: BAM 50 or BAM 80 (depending on facility type, residential or commercial)
2.	Location information	8 days from the date of submitting completed application	Administrative tax: BAM 30 Procedure fees: BAM 50 or BAM 80 (depending on facility type, residential or commercial)
3.	Construction Permit	30 days from the date of submitting completed application	Application tax for the construction permit: 0.5 per mille of the facility value, maximum BAM 150 Fee for notarizing technical documentation: 0.5 per mille of the facility investment value, maximum BAM 100 Fee for convenience of using city construction land (rent): for 2020 the fee is in the range from BAM 16.31/m ² to BAM 97.83/m ² . This item is variable given that a final average construction price of 1 m ² of living space is determined each year, that for 2020 amounted to BAM 1,630.45/m ² . For the current year, the fee amount changes in the period March/ April. Fee for construction and maintenance of public shelters – 1% of the total value of facility construction portion and internal installation
4.	Use permit - Facility usage authorization	8 days from the date of receipt of the Technical inspection commission's written report (technical inspection is to be performed within 15 days from the date of submitting completed application or 8 days at the most after the Technical inspection commission is named)	Tax for application for the technical inspection of facility: 1 per mille of the facility value determined in the technical documentation based on which construction permit was issued, maximum BAM 150 Fee for the Technical inspection commission is calculated in net amount based on the surface area and investment value of the facility: <ul style="list-style-type: none"> • buildings up to 100 m² – 1.00 % of investment value of the facility • buildings up to 100-500 m² – 0.75 % of investment value of the facility • buildings up to 500-1,000 m² – 0.40 % of investment value of the facility • buildings up to 1,000-2,000 m² – 0.30 % of investment value of the facility • building up to 2,000-3,000 m² – 0.20 % of investment value of the facility • buildings up to 3,000-5,000 m² – 0.15 % of investment value of the facility • buildings up to 5,000-10,000 m² – 0.08 % of investment value of the facility Individual fee for the work performed by each Technical inspection commission member is minimum BAM 50.00.



Municipality of Trnovo

Permit issuing authority is the Office for Urban Development, Utilites, Investments and Environmental Protection, T: + 387 33 586 714.

Application forms with detailed information regarding permit approval process can be collected at the window at the Trnovo municipality building, or electronically on the website <http://www.trnovo.ba>.

No.	Permit type	Deadline for issuance	Costs
1.	Urban development permit	15 days	Tax BAM 32
2.	Construction permit	30 days	<p>1.) Tax for the permit authorizing construction of the facility: - for agricultural facilities BAM 2 - for other buildings BAM 2</p> <p>2.) Tax for application for the construction permit: 0.5 per mille of the facility value, maximum BAM 150</p> <p>3.) Fee for notarizing technical documentation: 0.5 per mille of investment value of the facility, maximum BAM 100</p> <p>Fees:</p> <p>1.) Fee for convenience of using city construction land (rent): from BAM 13 to BAM 39 per 1 m², classified in three zones</p> <p>2.) For construction site regulation: from BAM 170 to BAM 272 per 1 m², classified in three zones</p> <p>3.) For construction and maintenance of public shelters – 1% of the total value of facility construction portion and internal installation</p>
3.	Use permit	8 days from the date of receipt of the technical inspection report	<p>Tax for the use permit: BAM 10</p> <p>Tax for application for technical inspection of the facility: 1 per mille of the facility value determined in the technical documentation based on which construction permit was issued, maximum BAM 150.</p> <p>Fee for the Technical inspection commission of the facility: from BAM 60.00 to BAM 500 per commission member, depending on the type of the facility.</p>



Municipality of Vogošća

Permit issuing authority is the Office for Urban Development and Spatial Planning,
T: + 387 33 586 428 and + 387 33 586 441, e-mail: hakija.delic@gmail.com

Applications can be collected at municipal services hall at the municipality building, or at the website: www.vogosca.ba, electronic applications.

No.	Permit type	Deadline for issuance	Costs
1.	Urban development permit	30 days	Tax: BAM 38
2.	Construction permit	15 days	<p>Tax: BAM 8, per the Law tariff number 2. Construction permit application fee 0.5 per mille of the facility value, maximum BAM 150</p> <p>Tax for notarizing technical documentation: 0.5 per mille of the facility value, maximum BAM 100</p> <p>Fees:</p> <ol style="list-style-type: none"> 1.) Fee for convenience of using city construction land (rent): from BAM 9.62 – 57.71 per 1 m², classified in six zones 2.) For construction site regulation, fee charged according to the Recommended price list, dependent on the degree of construction, infrastructure and type of locality, implementation-planning document 3.) Fee for construction and maintenance of public shelters: 1% of the total value of facility construction portion and internal installation
3.	Use permit	30 days	<p>Tax (two taxes):</p> <ol style="list-style-type: none"> 1.) Tax for Use permit: BAM 8 2.) Tax for application for technical inspection of the facility: 1 per mille of the facility value determined in the technical documentation based on which construction permit was issued, maximum BAM 150. <p>Fee for the Commission for technical inspection of the facility: according to the price list, depending on type of facility and net usable surface area of the facility. Minimum charge for the Commission is BAM 450.00 to the maximum of BAM 20,000.</p>



For other information please visit websites of the municipalities in Sarajevo Canton.

Costs of Utility Services for Legal Persons

<p>Water supply and sanitation Source: KJKP "Vodovod i kanalizacija" Ltd. Sarajevo, link: http://www.viksa.ba/</p>	<p>Costs of supply with potable water and wastewater disposal – For consumers from the category of "other users" (economic entities) the price structure is as follows:</p> <p>Variable part</p> <table border="0"> <tr> <td>Potable water supply services</td> <td>BAM 2.18/m²</td> </tr> <tr> <td>Wastewater disposal services</td> <td>BAM 0.94/m²</td> </tr> <tr> <td>VAT</td> <td>BAM 0.53/m²</td> </tr> <tr> <td>Total:</td> <td>BAM 3.65/m²</td> </tr> </table> <p>+ Special water compensation (PVN)</p> <table border="0"> <tr> <td>PVN for using water</td> <td>BAM 0.01/m²</td> </tr> <tr> <td>PVN for protection of water – polluters:</td> <td>large (BAM 0.20)</td> </tr> <tr> <td></td> <td>medium (BAM 0.10)</td> </tr> <tr> <td></td> <td>small (BAM 0.04)</td> </tr> </table> <p>Total: large (BAM 0.21), medium (BAM 0.11), small (BAM 0.05)</p> <p>+ Fixed part (depending on the profile of water meter) including 17 % of VAT:</p> <table border="0"> <tr> <td>up to 40 mm</td> <td>BAM 4.68</td> </tr> <tr> <td>from 50 mm to 100mm</td> <td>BAM 23.40</td> </tr> <tr> <td>from 150 mm and above</td> <td>BAM 46.80</td> </tr> </table>	Potable water supply services	BAM 2.18/m ²	Wastewater disposal services	BAM 0.94/m ²	VAT	BAM 0.53/m ²	Total:	BAM 3.65/m²	PVN for using water	BAM 0.01/m ²	PVN for protection of water – polluters:	large (BAM 0.20)		medium (BAM 0.10)		small (BAM 0.04)	up to 40 mm	BAM 4.68	from 50 mm to 100mm	BAM 23.40	from 150 mm and above	BAM 46.80
Potable water supply services	BAM 2.18/m ²																						
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from 150 mm and above	BAM 46.80																						
<p>Gas Source: KJKP Sarajevogas Ltd. Sarajevo, link: http://www.sarajevogas.ba/</p>	<p>Invoice price of natural gas (Selling price + 17% of VAT):</p> <ul style="list-style-type: none"> • large scale real sector BAM 0.860 • small scale real sector BAM 0.872 																						
<p>Heating Source: KJKP „Toplane - Sarajevo“ Ltd., Sarajevo, link: http://toplane-sa.co.ba/cjenovnik.php and the Decision on tariff positions, KJKP „Toplane Sarajevo“ Ltd., number 02-05-36756-9/17 dated December 28, 2017, applied as of January 1, 2018</p>	<p>1. Facilities without measurement of heat energy:</p> <p>1.1. Customers – business premises</p> <ul style="list-style-type: none"> • Business premises - price for the unit of delivered energy BAM 2.4037/m² (7 months) • Business premises - price for the unit of connected power BAM 0.8901/m² (12 months) <p>2. Facilities with installed meters</p> <p>2.1. Business facilities with installed meters in condominium residential facilities:</p> <ul style="list-style-type: none"> • Business premises - price for the unit of delivered energy BAM 0.0965/kWh (when consumed) • Business premises - price for the unit of connected power BAM 0.8901/m² (12 months) <p>2.2. Standalone business facilities with installed meters:</p> <ul style="list-style-type: none"> • Price for the unit of delivered energy BAM 0.0965/kWh (when consumed) • Price for the unit of connected power BAM 5.1958/kW (12 months) <p>The prices do not include 17% of VAT</p>																						
<p>Waste collection Source: KJKP "Rad" Ltd. Sarajevo, Collection Services</p>	<p>The price of regular waste collection – real sector:</p> <ul style="list-style-type: none"> • Business premises for hospitality industry and trade BAM 1.50/m² • Business premises for other activities BAM 0.90/m² • Administration BAM 0.20/m² <p>The prices do not include 17% of VAT</p>																						





Investment Locations in Sarajevo Canton

Investment locations in business zones, real estate and land for greenfield and brownfield investments are available to investors

Municipality of Centar Sarajevo



1. “Podgaj-Tekija“ – B3 – Residential-Commercial Facility

Location	“Podgaj-Tekija“ – B3 Airport distance 7 km, highway 8 km, railway station 1.5 km
Type of investment	Greenfield
Total area	Total surface area of the parcel is 1,084 m ²
Infrastructure	Power / water / sewage / lighting / telecommunications / road access to location available
Ownership	Municipality of Centar Sarajevo
Available parcels and planned purpose	Parcel 1,084 m ² . Construction of residential, residential-commercial or commercial facility, floors S+P+3 and S+P+4, max. structure BGP 2,770 m ² , max. net structure surface 2,216 m ² .
Investment opportunities	Land purchase (start bidding price BAM 1,084,000.00)
Valid plans, documentation necessary for investing and who is issuing it	Development plan: Architectural-urban conditions for construction of the community living structure B3 for the market sales are determined in RP “Podgaj-Tekija“ („Official Gazette of Sarajevo Canton“, number 36/10). Documentation: Urban development permit, construction and use permits issued by the Office for Urban Development and Environmental Protection of Centar Sarajevo Municipality
Contact	Municipality of Centar Sarajevo Haris Sijarić, Head of LER Department, Office for Economy T: + 387 33 562 389, F: +387 33 562 466, e-mail: haris.sijaric@centar.ba

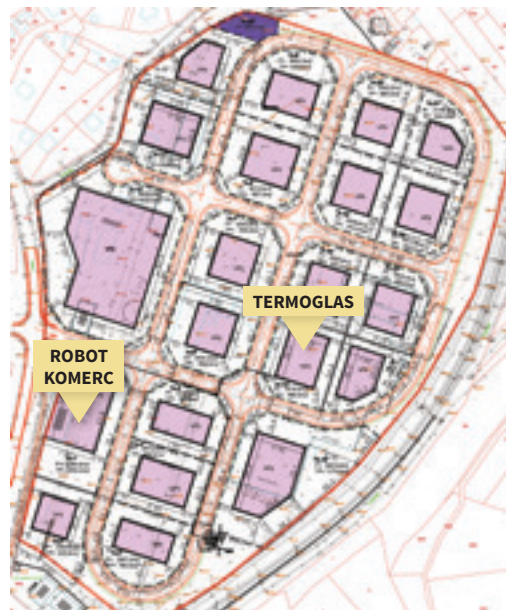


Municipality of Centar Sarajevo



2. BUSINESS ZONE ŠIP Innovation and technological park and residential and commercial facilities	
Location	Šip Distance from the airport 9 km, highway 6 km, central railway station 1 km
Type of investment	Greenfield
Total area	Total area of the business zone is 82,714 m ²
Infrastructure	Access to the location currently difficult, however the valid planning documentation envisages the construction of transport and utility infrastructure
Ownership	<ul style="list-style-type: none"> In the ownership of the Municipality (LR folio No.6748); in the ownership of the Institute for Construction of Sarajevo Canton (LR folio No.865, LR folio No.359, LR folio No.374). New settlement of Šip (parcels designated as K1-K8; K16; K22-K23) A part of land in K1, K3 i K4 and the entire K2 is within the territory of the Municipality of Vogošća and is being resolved before the competent services of the Municipality of Vogošća.
Available parcels and planned purpose	<ul style="list-style-type: none"> the purpose of the planned facility on parcel K16 is commercial, max. number of floors is SP3, max. BGP of the floors above ground is 21,430 m²; the purpose of planned facilities on parcel K1-K8 is commercial, max. number of floors is SP3, max. BGP of the floors above ground is 40,420 m²; the purpose of planned facilities on parcel K22 is residential and commercial, max. number of floors is SP3M, max. BGP of the floors above ground is 3,344 m²; the purpose of planned facilities on parcel K23 is residential and commercial, max. number of floors is SP3M, max. BGP of the floors above ground is 3,744 m²; <p>Note: the announcement for the sale of parcels K22-23 through auction is expected in 2021 or 2022.</p>
Investment opportunities	Purchase of land, lease of land
Detailed information	Contact the Municipality of Centar Sarajevo
Valid plans, documentation necessary for investing and who is issuing it	Planning enactment: Correction of Amendments and Addenda to the RP for the Business Zone of "Šip". Documentation: Urban development, construction and use permit which is issued by the Office for Urban Development and Environmental Protection of Centar Sarajevo Municipality.
Contact information	Municipality of Centar Sarajevo Haris Sijarić, Head of LER Department, Office for Economy T: + 387 33 562 389, F: +387 33 562 466, e-mail: haris.sijaric@centar.ba

Municipality of Hadžići



1. Economic Zone Hadžići	
Decision on establishing the zone	Decision on adoption of RP „Economic Zone Hadžići“ and Decision on implementation of RP „Economic Zone Hadžići“ (Official Gazette of Sarajevo Canton no: 49/17)
Investment type	Greenfield
Total area	9.3 ha
Ownership	Hadžići Municipality
Description of the location of the zone relating to transport corridors	Located nearby transportation corridors (railway and ground traffic)
Available parcels and planned purpose	In compliance with the Regulation Plan, 19 locations available (surface area from 2,000 to 10,000 m ²)
Investment opportunities	Land purchase
Selling price of the land	BAM 100/m ²
Infrastructure	Zone with complete infrastructure, with need for some reconstruction and renewing some conduits
Priority for investment in the zone	Due to the residential surrounding, the pre-condition is that an investment project is not to be a pollutant.
Procedure and terms for entering the zone	Tender for land purchase
Existing businesses in the zone	„Termoglas“ and „Robot Comerc“
Valid plans, documentation necessary for investing and who is issuing it	Permits and approvals within the authority of the Municipality and the Canton
Contact	Hadžići Municipality Municipal Mayor T: + 387 33 475 904, e-mail: ohadzici@bih.net.ba

Municipality of Ilidža

Contact

Ilidža Municipality

Office for Spatial Planning

T: +387 33 775 693

e-mail: info.desk@opcinailidza.ba

For information from the field of construction and for access to the implementation and spatial planning documentation, potential investors can contact the Permit Center.

T: +387 33 775 693



Business and Industrial zones, Ilidža Municipality

No	Name of business zone (PZ) or industrial zone (IZ)	Surface	Planning Act
1.	PZ "STUP" (Zora, Standard, Heco, Termocentar)	14.00 ha	Regulation Plan „Poslovna zona Stup“
2.	PZ "Stupex"	7.07 ha	Regulation Plan „Stari Stup“
3.	PZ "STUP I" (Simes)	19.68 ha	Regulation Plan „Stup I“
4.	IZ "ENERGOINVEST"	20.00 ha	Spatial Plan of Sarajevo Canton
5.	PZ "Bescarinska zona"	4.00 ha	Airport Master Plan
6.	IZ "Famos Hrasnica"	30.00 ha	Regulation Plan „Privredna zona Famos“
7.	PZ "Lužansko polje"	9.31 ha	Regulation Plan „Lužansko polje“
8.	PZ "Butmirska cesta"	4.61 ha	Spatial Plan of Sarajevo Canton
9.	PZ "Bosanka Blažuj"	18.00 ha	Spatial Plan of Sarajevo Canton
10.	PZ "Vlakovo I"	2.36 ha	Spatial Plan of Sarajevo Canton
11.	PZ "Vlakovo II"	22.00 ha	Spatial Plan of Sarajevo Canton
12.	PZ "Vlakovo III"	10.00 ha	Spatial Plan of Sarajevo Canton
13.	PZ "Mostarsko raskršće"	11.00 ha	Spatial Plan of Sarajevo Canton
14.	PZ "Rakovička cesta 1"	9.76 ha	Spatial Plan of Sarajevo Canton
15.	PZ "Rakovička cesta 2"	9.51 ha	Spatial Plan of Sarajevo Canton
16.	PZ "Rakovička cesta 3"	24.00 ha	Spatial Plan of Sarajevo Canton
17.	PZ "Rakovička cesta Ciglana"	14.00 ha	Spatial Plan of Sarajevo Canton
18.	PZ "Rudnik"	14.00 ha	Spatial Plan of Sarajevo Canton
19.	PZ "Vidovac"	17.00 ha	Spatial Plan of Sarajevo Canton
20.	PZ "Kovačevac"	62.00 ha	Spatial Plan of Sarajevo Canton
21.	PZ "Vinograd"	13.00 ha	Spatial Plan of Sarajevo Canton
22.	PZ "Doglodi"	24.00 ha	Spatial Plan of Sarajevo Canton

Municipality of Ilijaš



1. Industrial Zone Luka, Ilijaš	
Type of investment	Greenfield
Total area	16.6 ha
Ownership	Mixed
Description of the location of the zone relating to transport corridors	Corridor Vc – 2 km Regional road Sarajevo-Visoko – 1 km Railway reloading station – Podlugovi - 2 km
Number and area of parcels available for investments	15 parcels with the possibility of merging according to the investors' needs, 7.5 ha net surface area
Investment opportunities	Purchase of land
Sales type	Bidding
Priority sectors for investing in the zone	Metallurgy and metal processing industry, wood processing industry, food and beverages industry, small and medium enterprises
Infrastructure	The infrastructure in the Zone is developed with requirements for reconstruction and renewal of some lines
Procedure and conditions for entry into the zone are stipulated in the following documents	<ul style="list-style-type: none"> Decision on Founding of Industrial Zone Luke, Ilijaš ("Official Gazette of Sarajevo Canton", No. 36/12) Regulation Plan of Industrial Zone Luke, Ilijaš ("Official Gazette of Sarajevo Canton", No. 33/08) Law on Property Right (Official Gazette of FBiH, No.66/13, 100/13) Articles of Association of the Municipality of Ilijaš – Consolidated Text ("Official Gazette of Sarajevo Canton", issue No: 20/09) Rulebook on Proceedings of Public Tender for Disposal of Real Estate in Ownership of Federation of Bosnia and Herzegovina, Cantons, Municipalities and Cities ("Official Gazette of FBiH", No.17/14)
Existing businesses in the zone	Ama adriatic d.o.o., Sacom d.o.o., Wood Team d.o.o., POBJEDA d.o.o., Superior Group d.o.o., Ezio Inox d.o.o., Lamers d.o.o., LIMSAR d.o.o., CloudIT d.o.o., OR FAFS, KUPRO d.o.o., MUHIĆTRANS d.o.o.
Documentation necessary for investing, issuing authority	<ul style="list-style-type: none"> Implementation of the procedure for entry into the zone: Preparation of the necessary documentation for auction for the sale of the land parcel, implemented by the Services for Property Related Legal Affairs, Geodetic Affairs, and Cadaster. Decision on the manner and condition of sale of undeveloped construction land, adopted by the Municipal Council of Ilijaš. The investor has to meet the required conditions from the aspect of environment protection in compliance with the Regulation Plan and the existing legal framework. Necessary permits - proceedings are implemented by the Services for Physical Space Regulation and Housing - Utility Affairs: Urban development consent Construction permit – Construction license Use permit



Contact	<p>Ilijaš Municipality</p> <p>Merima Osmanović, Municipality Mayor Assistant – Office for Economy and Finances T: +387 33 580 650, e-mail: merima.osmanovic@ilijas.ba</p> <p>Mirza Marukić, Head of the Department for Economy and Local Development – Office for Economy and Finances T: +387 33 580 651, e-mail: mirza.marukic@ilijas.ba</p> <p>Mersa Zeković, Head of the Department for Spatial Planning and Environmental Protection – Office for Spatial Planning and Environmental Protection T: +387 33 580 661, e-mail: mersa.zekovic@ilijas.ba Fax: + 387 33 400 505</p>
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Municipality of Ilijaš

Other Locations for Investments in the Municipality of Ilijaš

Contact information: Municipality of Ilijaš or directly with the owners.

Contact information for investors in the Municipality of Ilijaš:

Mirza Marukić, Head of the Department of Economy and Local Development – Office for Economy and Finances

T: +387 33 580 651, F: + 387 33 400 505, e-mail: mirza.marukic@ilijas.ba

Mersa Zeković, Head of the Department for Spatial Planning and Environmental Protection – Office for Spatial Planning and Environmental Protection

T: +387 33 580 661, F: +387 33 400 505, e-mail: mersa.zekovic@ilijas.ba

Name of location	Total area of the location	Ownership	Description of the location	Business opportunity	Contact information
2 brownfield industrial zones					
Industrial Zone Željezara, Ilijaš	45 ha	Mixed	2-3 parcels in private ownership. Completely infrastructurally equipped parcels.	Purchase of land, price upon request with the owner.	Municipality of Ilijaš intermediary in contact
Industrial Zone PDI Bosna/ CIPI – Colak Industrial Park Ilijaš	6.5 ha	Privately owned	12 parcels in private ownership, 6.04 ha net surface area. Completely infrastructurally equipped parcels. Link: http://www.produzieren-in-bosnien.de/	Purchase or lease of land, price upon request with the owner	Colak Ltd., Ilijaš, Bosanski put 103, 71 380 Ilijaš T: + 387 33 428 840 F: + 387 33 428 841 info@colak.eu
Facilities available for investments					
Terminals Misoča		State owned	Up to 10 smaller facilities that may be used for manufacturing activities of smaller scale, for performing crafts etc. Completely infrastructurally equipped location.	Lease of facility, on the basis of a contract signed on the lease with Terminali Federacije Ltd., Sarajevo	Terminali Federacije Ltd., Sarajevo T: +387 33 214 278 F: +387 33 214 316 protokol@terminali.ba
ASI Servis	Total area of land parcel 5,500 m ² . Total area of the facility 2,195 m ² .	Privately owned, under bank mortgage	The facility is located in the center of Ilijaš in the immediate vicinity of the Municipal Building in Ilijaš. Total area of the land parcel is around 5,500 m ² , and the total area under the facility is 2,195 m ² .	Purchase. Price upon request with the owner. Facility under mortgage, majority Hypo Alpe Adria bank Co., Mostar	Hypo Alpe Adria banka Co., Mostar, Brach Office in Sarajevo, Maršala Tita 18 T: +387 33 563 191 F: +387 33 217 285

Municipality of Novi Grad Sarajevo

Business/Industrial Zones

1. Urban Development Project “Industrial Zone Zrak”	
Decision on establishment of the zone	At the 31st session of the Municipal Council of Novi Grad Sarajevo held on October 29, 2015, a decision was made on adoption with the Decision on Implementation of the Urban Development Project for “Industrial Zone Zrak”
Name of the zone	Urban Development Project “Industrial Zone Zrak” (“Official Gazette of Sarajevo Canton” No. 44/15)
Type of investment	Greenfield - Brownfield
Total area	Total area covers 14.2 ha, of which the business and manufacturing zone on 9.54 ha
Ownership	In part state ownership, in part private ownership
Description of the location of the zone relating to transport corridors	The physical space covered by the plan occupies the complex of the pre-war military industrial enterprise “ZRAK”. Currently, the connection of the transport matrix of this area with the primary city network of transport routes is realized through Adema Buće Street, while the plan envisages transport connection of the industrial complex with the surrounding space through the existing Adema Buće Street along the south border of the catchment, and through the planned VI transversal on the northern part of the catchment border.
Number and area of parcels available for investments	The plan envisages 14 new parcels on which new facilities would be built, and for 9 existing facilities the Plan facilitates reconstruction, upgrading, expansion, and other similar interventions. The purpose of facilities – economic. A part of the subject parcels is in private ownership. Total area of above mentioned construction parcels is 67,568.40 m ² .
Investment opportunities and price	Contact the Municipality of Novi Grad Sarajevo
Infrastructure	As the previous purpose of the given locality was military and industrial, there is a network of basic utility infrastructure (water supply, sanitation, power supply), which is partially entered into the cadaster of underground installations. The plan provides concept designs that include plans for solutions for water supply, precipitation and wastewater disposal, regulation of the water stream, telecommunication network, power supply and heat/gas supply.
Priority sector for investing in the zone	Within the area of the Industrial Zone Zrak, it would be possible to perform the activities that do not pose a threat to the natural environment and the surroundings, which do not disrupt the use of neighboring facilities and contents and which are being performed in facilities constructed in compliance with the current regulations relating to activities being performed in them, i.e. which are not subject to provisions from the Rulebook on Plants and Devices that Can Be Constructed and Commissioned Only with an Environmental Permit (Official Gazette of the Federation of BiH, No. 19/04). In the course of implementation of the Plan it shall be necessary to comply with the basic obligations are provided under Article 67 of the Law on Environment (Official Gazette of the Federation of BiH, No. 33/03).
Existing businesses in the zone	Zrak d.d. Sarajevo, Ataco d.o.o. Sarajevo, Proven d.o.o. Sarajevo, Amko Komerc, Consa d.o.o., Reisswolf d.o.o. Sarajevo
Documentation necessary for investing in the zone and who is issuing it	Excerpt from planning documentation and the permits (urban development consent, construction permit, use permit) are issued by the Office for Urban Development, Residential, Property and Legal Affairs, Geo-surveying and Real Estate Cadastre of Novi Grad Sarajevo Municipality. Issuance of necessary permits is under competence of public utility enterprises and other competent institutions.
Contact information	Municipality of Novi Grad Sarajevo Office for Urban Development, Residential, Property and Legal Affairs, Geo-surveying and Real Estate Cadastre T: + 387 33 291 105, e-mail: urbanizam@novigradsarajevo.ba



Municipality of Novi Grad Sarajevo

2. Regulation Plan “Economic Zone Rajlovac”	
Decision on establishment of the zone	At the 40th session of the City Council of the City of Sarajevo, held on the date of July 22, 2008, the Decision was made on adopting the Decision on Implementation of the Regulation Plan of “Economic Zone of Rajlovac”.
Name of the zone	Regulation Plan “Economic Zone Rajlovac” (“Official Gazette of Sarajevo Canton” No. 26/08)
Type of investment	Greenfield - Brownfield
Total area	Total catchment area of the Plan is 135.4 ha, of which economic and commercial and trading zone 90.3 ha
Ownership	In part state ownership, in part private ownership
Description of the location of the zone relating to transport corridors	The catchment area of the Plan is located in the north-western part of the city, between the XII transversal in the east, Corridor VC highway and the planned regulation of Bosna river in the west and northwest, and the railway tracks on the Alipašin Most-Blažuj railroad in the south, in an immediate vicinity of a newly established custom terminal.
Number and area of parcels available for investments	In the economic and commercial and trading zone, the Plan proposes situating, at the minimum, 40 smaller or larger manufacturing, commercial, or trading facilities, i.e. 25 parcels for construction of new or reconstruction and expansion of existing capacities.
Investment opportunities and price	Contact the Municipality of Novi Grad Sarajevo
Infrastructure	Partially developed. The area is supplied with power and PTT network. The Plan provides concept project designs that plan solutions for transport, water supply, disposal of precipitation and waste water, telecommunication network, power supply and heat/gas supply.
Existing businesses in the zone and immediate vicinity	ASA ŠPED d.o.o., Veritas Automotive d.o.o. Sarajevo, Selzer Grupa, TP DC Sarajevo, Euro-Asfalt d.o.o. Sarajevo, Megamix d.o.o. Sarajevo, Vindija d.o.o. Sarajevo, Messer Sarajevo, CTS (carina), Butmir d.o.o. Sarajevo, DHL International, Rehau d.o.o. Sarajevo, Brojler d.o.o. Sarajevo, Sprind d.d. Rajlovac, Unis Fagas, Bosman d.o.o. Sarajevo, Poljooprema, Robot General Trading CO, Valuna, Euro-metali d.o.o., Dheck System, ENCO d.o.o. Sarajevo, and others
Documentation necessary for investing in the zone and who is issuing it	Excerpt from planning documentation and the permits (urban development consent, construction permit, use permit) are issued by the Office for Urban Development, Residential, Property and Legal Affairs, Geo-surveying and Real Estate Cadastre of Novi Grad Sarajevo Municipality. Issuance of necessary permits is under competence of public utility enterprises and other competent institutions.
Contact information	Municipality of Novi Grad Sarajevo Office for Urban Development, Residential, Property and Legal Affairs, Geo-surveying and Real Estate Cadastre T: + 387 33 291 105, e-mail: urbanizam@novigradsarajevo.ba



Municipality of Novi Grad Sarajevo

3. Regulation Plan “Bačići”	
Decision on establishment of the zone	At the session of the City Council of the City of Sarajevo, held on May 28, 2002, the decision was made on adopting the Decision on Implementation of Regulation Plan “Bačići”.
Name of the zone	Regulation Plan “Bačići” (“Official Gazette of Sarajevo Canton” No. 13/02)
Type of investment	Greenfield
Total area	Total catchment area of the Plan is 23.9 ha, of which industrial manufacturing zone 16.4 ha
Ownership	95% of the available space of the total catchment of the plan belongs to a private owner. The remaining part is in the ownership of the Railroad Transport Enterprise (“ŽTO”), and a portion of the area is registered as public and uncategorized roads.
Description of the location of the zone relating to transport corridors	The catchment area of this Regulation Plan is located in the western part of the city, in the territory of the Municipality of Novi Grad, between the XII transversal in the east, the Šamac– Sarajevo railroad and the land reserved by the “ŽTO” enterprise in the north, the railway branch Rajlovac-Alipašin Most-New Railway Station and the railway triangle (connection node to Mostar) in the west and the railroad branch of New Railway Station-Alipašin Most-Blažuj in the south. The location directly borders the Sarajevo bypass as a connection with the highway.
Number and area of parcels available for investments	In the industrial and manufacturing zone (the zone of economy and small enterprises) it is proposed to situate 54 smaller or larger manufacturing facilities. Taking into account the basic criteria, of the minimum size of a parcel on which a manufacturing facility can be located, and have all the technological functions and technical elements provided, would in this case result in the size of the parcel ranging from 1,100 m ² to 5,000 m ² , it is planned to identify 39 parcels for locating the above-mentioned facilities.
Investment opportunities and price	Contact the Municipality of Novi Grad Sarajevo
Infrastructure	Partially developed. The area is supplied with power and PTT network. The Plan provides concept project designs that plan solutions for transport, water supply, disposal of precipitation and waste water, telecommunication network, power supply and heat/gas supply.
Existing businesses in the zone	Securitas d.o.o. Sarajevo, Novopak-SA d.o.o. Sarajevo, Pharma-Maac d.o.o., Domavija d.o.o. Sarajevo, Drvodom d.o.o. Sarajevo, Drvosječa d.o.o. Sarajevo, Džekos d.o.o. Sarajevo, BAU CENTAR MD PROFIL d.o.o. Sarajevo, and others
Documentation necessary for investing in the zone and who is issuing it	Excerpt from planning documentation and the permits (urban development consent, construction permit, use permit) are issued by the Office for Urban Development, Residential, Property and Legal Affairs, Geo-surveying and Real Estate Cadastre of Novi Grad Sarajevo Municipality. Issuance of necessary permits is under competence of public utility enterprises and other competent institutions.
Contact information	Municipality of Novi Grad Sarajevo Office for Urban Development, Residential, Property and Legal Affairs, Geo-surveying and Real Estate Cadastre T: + 387 33 291 105, e-mail: urbanizam@novigradsarajevo.ba



Municipality of Novi Grad Sarajevo

4. Regulation Plan Economic Zone “Donje Telalovo polje”	
Decision on establishment of the zone	At the session of the Sarajevo Canton Assembly, held on May 23, 2005, the decision was made on adoption of the Decision on Implementation of the Regulation Plan for Economic Zone of “Donje Telalovo polje”.
Name of the zone	Regulation Plan Economic Zone “Donje Telalovo polje” (“Official Gazette of Sarajevo Canton” No. 18/05)
Type of investment	Greenfield
Total area	The total catchment area of the Plan is 33.6 ha, of which the zone for manufacturing capacities covers 13.24 ha, free customs zone covers 3.4 ha, and the zone for agricultural production (greenhouses, plastic greenhouses) covers 10.26 ha
Ownership	This concerns undeveloped land in private ownership, while a smaller portion is in the ownership of the Railway Transport Enterprise.
Description of the location of the zone relating to transport corridors	The catchment area of the Regulation Plan for the Economic Zone of “Donje Telalovo polje” is constrained, from the north, with the Magrinjak canal at the length of around 500 m, from south and southwest with the route of the Sarajevo bypass, in the length of around 1,000 m, and from the east with the railway tracks in the length of around 850 m.
Number and area of parcels available for investments	The Plan presents seven construction parcels in the manufacturing capacities zone
Investment opportunities and price	Contact the Municipality of Novi Grad Sarajevo
Infrastructure	Partial equipment – unsatisfactory infrastructure. The area is supplied with power and PTT network. There is the primary gas pipeline which is an integral part of the high-pressure ring 8(14.5) bars. The plan provides concept designs that plan solutions for transport, water supply, precipitation and waste water disposal, telecommunication network, power supply and heat/gas supply.
Existing businesses in the zone and immediate vicinity	DOMOD d.o.o. Sarajevo, General Logistics d.o.o. Sarajevo
Documentation necessary for investing in the zone and who is issuing it	Excerpt from planning documentation and the permits (urban development consent, construction permit, use permit) are issued by the Office for Urban Development, Residential, Property and Legal Affairs, Geo-surveying and Real Estate Cadastre of Novi Grad Sarajevo Municipality. Issuance of necessary permits is under competence of public utility enterprises and other competent institutions
Contact information	Municipality of Novi Grad Sarajevo Office for Urban Development, Residential, Property and Legal Affairs, Geo-surveying and Real Estate Cadastre T: + 387 33 291 105, e-mail: urbanizam@novigradsarajevo.ba

Municipality of Novo Sarajevo

1. Regulation Plan (RP) Centar Novo Sarajevo Construction of business facilities/Catchment Vaso Miskin Crni	
Location	Distance: airport 9 km, highway 6 km, central railway station 1 km
Type of investment	Greenfield
Potential project implementer	Private investor excluding Parcel I23 for which the project implementer is the Municipality of Novo Sarajevo/health institution/Private investor
Infrastructure	On all the parcels, there is complete infrastructure
Ownership	Private ownership
Available parcels and planned purpose	<p>Location: Kolodvorska Street</p> <ul style="list-style-type: none"> Parcel S8 - Current condition: land around 3,922 m², facility around 3,500 m²-concrete structure, envisaged for removal. Planned: commercial facility. Number of floors: underground garage P+18, maximum height 69m and P0+P+4-P+6, maximum height 27 m. Planned total area of the facility: max bgp 14,200 and 3,850 m². Parcel S9 - Current condition: land around 2,443 m², facility around 1,500 m² - old manufacturing plant, envisaged for removal. Planned: commercial facility; Number of floors: P0+P+4-P+6, maximum height 27 m; Total area of the facility: max bgp 5,600 m². Parcel S10 - Current condition: land around 2,429 m², facility around 1,000 m²-concrete structure, envisaged for removal. Planned: commercial facility; Number of floors: P0+P+4-P+6, maximum height 27 m; Total area of the facility: max bgp 10,800 m². Parcel S14 - Current condition: land around 1,710 m², facility around 500 m² - old manufacturing plant, envisaged for removal. Planned: commercial facility; Number of floors: P0+P+4-P+6, maximum height 27 m; Total area of the facility: max bgp 6,000 m². Parcel S15 - Current condition: land around 2,136 m², facility around 1,000 m² - old manufacturing plant, envisaged for removal. Planned: commercial facility; Number of floors: underground garage P0+P+4-P+6, maximum height 27 m; Total area of the facility: max bgp 7,350 m². <p>Location: Džavida Haverića Street</p> <ul style="list-style-type: none"> Parcel I11 - Current condition: land around 3,434 m², facility around 50 m²- temporary facility, envisaged for removal. Planned: commercial facility; Floors of the facility: underground garage P0+P+4-P+8, maximum height 34 m; Total area of the facility: max bgp 14,400 m². Parcel I12 - Current condition: land around 9,068 m², facility around 1,000 m² - several temporary facilities, envisaged for removal. Planned: commercial facility; Floors of the facility: underground garage P0+P+4-P+6 and P+P0+18, maximum height 27 and 69 m; Total area of the facility: max bgp 32,200 and 17,000 m². <p>Location: Kolodvorska Street</p> <ul style="list-style-type: none"> Parcel I14 - Current condition: land around 7,979 m², facility around 2,000 m² - temporary facility, envisaged for removal. Planned: commercial facility; Floors of the facility: underground garage P0+P+4-P+6, P0+P+18, P0+P+4-P+6, maximum height 27, 27 and 69 m; Total area of the facility: max bgp 16,500, 11,500 and 12,000 m². Parcel I15 - Current condition: land around 1,953 m², facility around 500 m² - temporary facility, envisaged for removal. Planned: commercial facility; Floors of the facility: underground garage P0+P+2-P+4, maximum height 20 m; Total area of the facility: max bgp 6,500 m². Parcel I16 - Current condition: land around 8,530 m², facility around 5,000 m² - building destroyed, envisaged for removal. Planned: commercial facility; Number of floors: underground garage P0+P+4-P+6, P0+P+18, maximum height 27 and 69 m; Total area of the facility: max bgp 35,000 and 17,000 m². Parcel I17 - Current condition: land around 1,866 m², facility around 500 m² - commercial facility, envisaged for removal. Planned: commercial facility; Floors of the facility: underground garage P0+P+2-P+4, maximum height 20 m; Total area of the facility: max bgp 5,900 m². Parcel I18 - Current condition: land around 4,101 m², facility around 2,000 m²-building, envisaged for removal. Planned: commercial facility; Floors of the facility: Po+P+4, underground garage planned in the basement, maximum height 27 m; Total area of the facility: max bgp 21,000 m². Parcel I19 - Current condition: land around 3,633 m², facility around 2,500 m² - commercial facility, envisaged for removal. Planned: commercial facility; Floors of the facility: underground garage P0+P+4-P+6, maximum height 27 i 69 m; Total area of the facility: max bgp 11,000 and 17,000 m².



Available parcels and planned purpose	<ul style="list-style-type: none"> • Parcel I20 - Current condition: land around 2,244 m², facility around 2,000 m² - commercial facility, envisaged for removal. Planned: commercial facility; Floors of the facility: underground garage P0+P+4-P+6, maximum height 27 m; Total area of the facility: max bgp 9,300 m². • Parcel I21 - Current condition: land around 10,770 m², facility around 3,000 m² - old manufacturing plant, envisaged for removal. Planned: commercial facility; Floors of the facility: underground garage P0+P+4-P+6, P0+P+18, maximum height 27 and 69 m; Total area of the facility: max bgp 75,000 and 17,000 m². • Plot I22 - Existing condition: building with floors P+1 intended for removal. Planned: business facility with floors Po+P 4, max height 20m, bgp 2,100 m², plot area 898.0 m². • Parcel I23 - Current condition: land around 732 m², facility around 500 m² - old manufacturing plant, envisaged for removal. Planned: health institution.
Investment opportunities	Purchase of land from the owner for all the parcels excluding parcel I23 (planned type of facility: health institution) for which the investment opportunity is the purchase of land from the owner or establishing the right to construct, concession, public and private partnership
Selling price	Contact the Municipality of Novo Sarajevo
Valid plans, documentation necessary for investing and who issues it	Physical space planning documentation adopted Documentation: Urban development, construction and use permit issued by the Municipality of Novo Sarajevo
Contact information	Municipality of Novo Sarajevo T: +387 33 492 100; F: +387 33 644 559; e-mail: novosarajevo@novosarajevo.ba

Municipality of Novo Sarajevo

2. RP Centar Novo Sarajevo, RP Paromlinska Street, RP Pofalići Construction of commercial facilities and residential and commercial facilities	
Location	Distance from the airport 9 km, highway 6 km, central railway station 1 km
Type of investment	Greenfield
Potential project implementer	Private investor
Infrastructure	Complete infrastructure is present at all the parcels excluding the following parcels that are not infrastructurally equipped: <ul style="list-style-type: none"> • K5 (Bugojanska Street) • I1 (Šprečanska Street) • I5 (Goraždanska Street) • SP27 (Igmanska Street) • Location: Drinska Street
Ownership	Private ownership excluding 2 parcels in which the land is in mixed ownership (Private and municipal): <ul style="list-style-type: none"> • K1 (Location: Neretvanska Street) • K5 (Location Bugojanska Street)
Available parcels and planned purpose	RP Centar Novo Sarajevo <ul style="list-style-type: none"> • Parcel K1 – Location: Neretvanska Street. Current condition: land around 1,707 m² (private ownership) and 111 m² (municipal ownership), facility around 500 m² (private ownership) - individual residential facility, envisaged for removal. Planned: residential and commercial facility. Floors of the facility: P0+P+6, maximum height 23 m. Planned total area of the facility: max bgp 6,300 m². • Parcel K2 – Location: Kalesijska Street. Current condition: land around 1,784 m², facility around 2,000 m² - building and individual residential facilities, envisaged for removal. Planned: residential and commercial facility. Floors of the facility: Po+P+6-P+8, maximum height 29 m. Planned total area of the facility: max bgp 6,000 m². • Parcel K3 – Location: Sakiba Nišića Street. Current condition: land around 1,525 m², facility around 2,500 m² - building and individual residential facilities, envisaged for removal. Planned: residential and commercial facility. Floors of the facility: P0+P+4-P+6 maximum height 23 m. Planned total area of the facility: max bgp 3,500 m². Planned: garage in the basement. • Parcel K5 – Location: Bugojanska Street. Current condition: land around 1,091 m² (private ownership) and 480 m² (municipal ownership). Planned: commercial facility. Floors of the facility: PM-P+2 maximum height 10 m. Planned total area of the facility: max bgp 1,060 m², area of the parcel 1,371 m².

Available parcels and planned purpose

- **Parcel K6-7** – Location: Zenička Street. Current condition: land around 946 m², facility around 500 m²- temporary facilities, envisaged for removal. Planned: business and commercial facility. Floors of the facility: P0+P+3, maximum height 14 m. Planned total area of the facility: max bpg 1,850 m².
- **Parcel I1** – Location: Sprečanska Street. Current condition: land around 1,146 m², facility around 300 m²- temporary facilities, envisaged for removal. Planned: commercial facility. Floors of the facility: P0+P+3 maximum height 17 m. Planned total area of the facility: max bpg 2,500 m².
- **Parcel I5** – Location: Goraždanska Street. Current condition: land around 586 m². Planned: commercial facility. Floors of the facility: P0+P+3 maximum height 17 m. Planned total area of the facility: max bpg 1,500 m².
- **Parcel I6** – Location: Goraždanska Street. Current condition: land around 336 m², facility around 200 m²- individual residential facilities. Planned: commercial facility. Floors of the facility: P0+P+3 maximum height 17 m. Planned total area of the facility: max bpg 1,200 m².
- **Parcel I7** – Location: Goraždanska Street. Current condition: land around 630 m², facility around 500 m²- individual residential facility, envisaged for removal. Planned: commercial facility. Floors of the facility: P0+P+3 maximum height 17 m. Planned total area of the facility: max bpg 2,100 m², area of the parcel 630 m².
- **Parcel I8** – Location: Paromlinska Street. Current condition: land around 2,264 m², facility around 500 m²- commercial circle (JKP VIK), envisaged for removal. Planned: commercial facility. Floors of the facility: P0+P+3 maximum height 17 m. Planned total area of the facility: max bpg 3,800 m², area of the parcel 2,364 m².
- **Parcel I9** – Location: Paromlinska Street Street. Current condition: land around 1,712 m², facility around 500 m²- commercial circle (Sarajevostan), envisaged for removal. Planned: commercial facility. Floors of the facility: P0+P+3 maximum height 17 m. Planned total area of the facility: max bpg 3,300 m², area of the parcel 1,712 m².
- **Parcel I10** – Location: Paromlinska Street. Current condition: land around 4,000 m², facility around 3,000 m²- commercial circle (Sarajevostan), envisaged for removal. Planned: commercial facility. Floors of the facility: P0+P+3 maximum height 17 m. Planned total area of the facility: max bpg 8,400 m², area of the parcel 4,000 m².

RP Paromlinska

- **Parcel SP 15** – Location: Butmirska Street/Alojza Benca Street. Current condition: land around 1,498 m², facility around 500 m²- auxiliary and individual residential facility, envisaged for removal. Planned: residential and commercial facility. Floors of the facility: P6 and P8, bpg of the facility 7,231 m².
 - **Parcel SP 16** – Location: Butmirska Street. Current condition: land around 296 m², facility around 300 m²- commercial facilities, envisaged for removal. Planned: residential and commercial facility. Floors of the facility: P4, bpg of the facility 860 m².
 - **Parcel SP 22** – Location: Sakiba Nišića Street. Current condition: land around 676 m², facility around 200 m²- auxiliary and individual residential facility, envisaged for removal. Planned: residential and commercial facility. Floors of the facility: P6, bpg of the facility 2,240 m².
 - **Parcel SP 24** – Location: Marka Marulića Street. Current condition: land around 1,218 m², facility around 1,000 m²- temporary facilities and parking, envisaged for removal. Planned: residential and commercial facility. Floors of the facility: P6 and P8, bpg of the facility 8,414 m².
 - **Parcel SP 25** – Location: Sakiba Nišića Street. Current condition: land around 4,226 m², facility around 5,000 m², envisaged for removal. Planned: residential and commercial facility. Floors of the facility: P2, P8 and P20, bpg of the facility 13,998 m².
 - **Parcel SP 26** – Location: Marka Marulića Street. Current condition: land around 883 m², facility around 1,000 m²- petrol pump, envisaged for removal. Planned: residential and commercial facility. Floors of the facility: P1 and P10, bpg of the facility 4,238 m².
- Note: above-ground facilities on parcels SP 24, SP 25 and SP 26 can be developed only after the development of the underground garage G3 for 478 p.m.*
- **Parcel SP 27** – Location: Igmanska Street. Current condition: land around 3,088 m². Planned: residential and commercial facility. Floors of the facility: parking 140 p.m., P6, P10, P14, P18, bpg of the facility 18,848 m² and the underground garage G4 with 190 p.m.
 - **Parcel SP 28** – Location: Igmanska Street. Current condition: land around 375 m², facility around 100 m²- individual residential facility, envisaged for removal. Planned: residential and commercial facility. Floors of the facility: P3 Pt, bpg of the facility 630 m².
 - **Parcel SP 29** – Location: Igmanska Street. Current condition: land around 398 m², facility around 100 m²- individual residential facility, envisaged for removal. Planned: residential and commercial facility. Floors of the facility: P3 Pt, bpg of the facility 630 m².
 - **Parcel SP 30** – Location: Igmanska Street. Current condition: land around 327 m², facility around 100 m²- individual residential facility, envisaged for removal. Planned: residential and commercial facility. Floors of the facility: P3 Pt, bpg of the facility 630 m².



Available parcels and planned purpose	<ul style="list-style-type: none"> • Parcel SP 36 – Location: Krupska Street (Interšped). Current condition: land around 9,516 m², facility around 3,500 m²- commercial facilities, envisaged for removal. Planned: residential and commercial facility. Floors of the facility: P1, P2, P4, P5, P6, P7, P8, P11, P12, P13, P14, P21, P23; bgp of the facility 73,825 m². <p>RP Pofalići</p> <ul style="list-style-type: none"> • Location: Drinska Street. Current condition: land around 875 m². Planned: residential and commercial facility. Floors of the facility: SP2 – SP2Pt. • Location: Drinska Street. Current condition: land around 935 m². Planned: residential and commercial facility. Floors of the facility: SP2 – SP2Pt.
Investment opportunities	Purchase of land from the owner
Selling price	Contact the Municipality of Novo Sarajevo
Valid plans, documentation necessary for investing and who is issuing it	Physical space planning documentation adopted Documentation: Urban development, construction and use permit issued by the Municipality of Novo Sarajevo
Contact information	Municipality of Novo Sarajevo T: +387 33 492 100; F: +387 33 644 559; e-mail: novosarajevo@novosarajevo.ba

Municipality of Novo Sarajevo

3. RP Centar Novo Sarajevo, RP Hrasno I, RP Hrasno II, RP Kovačići Construction of garages	
Location	Distance from the airport 9 km, highway 6 km, central railway station 1 km
Type of investment	Greenfield
Potential project implementer	Municipality of Novo Sarajevo/ Private investor except for the location: <ul style="list-style-type: none"> • Hrasno II: City of Sarajevo/ Municipality of Novo Sarajevo/ Private investor • Radnička Street/Zagrebačka Street: Municipality of Novo Sarajevo/ Private investor/ socially responsible companies
Infrastructure	Does not exist
Ownership	Private ownership in location: <ul style="list-style-type: none"> • Parcel G1 Municipal ownership in locations: <ul style="list-style-type: none"> • Trg Heroja (Heroes' Square) • Near Robot Mixed private and municipal ownership in locations: <ul style="list-style-type: none"> • Green market in Hrasno • On the west from Loris building • Hrasno II • Radnička Street/Zagrebačka Street • Grbavička Street
Available parcels and planned purpose	<p>RP Centar Novo Sarajevo</p> <ul style="list-style-type: none"> • Parcel G1 – Location: Nedima Filipovića Street. Current condition: land around 5,365 m² (private ownership), facility around 3,000 m² (private ownership)-garages, envisaged for removal. Planned: multilevel garage. Floors of the facility: maximum height 13 m. Planned total area of the facility: max bgp 24,300 m². Floors of the facility: P+4. • Parcel G2 – Location: Sakiba Nišića street. Current condition: three residential facilities (baracks) envisaged for removal. Planned: parcel of the area of 1,863 m² envisaged for underground garage bgp 1,632 m² with one underground floor and with universal surface/ playground on the ground floor. <p>RP Hrasno I</p> <ul style="list-style-type: none"> • Trg Heroja – Location: Trg Heroja. Current condition: land around 2,776 m² (municipal ownership), facility around 500 m² (municipal ownership)-monument, envisaged for return into original condition. Planned: underground garage. Floors of the facility: one floor (total of 122 g.m.).

<p>Available parcels and planned purpose</p>	<ul style="list-style-type: none"> • Green market Hrasno – Location: Green market in Hrasno. Current condition: land around 2,456 m² (private ownership) and around 2,294 m² (municipal ownership), facility around 2,000 m² (private ownership)-facility of the green market, envisaged for removal. Planned: facility with floors P+2 with garage in two underground floors for total of 460 g.m. and parking on the ground floor with 72 p.m. • West from Loris building – Location: Zvornička Street. Current condition: land around 5,440 m² (municipal ownership), facility around 150 m² (private ownership)-temporary facilities and parking, envisaged for removal. Planned: underground garage with two underground floors (total 550 g.m) with an open parking space on the ground floor level with 48 p.m. • Porodice Ribar – Underground garage with two underground floors for total 200 g.m. and an open parking space on the ground floor level. <p>RP Hrasno II</p> <ul style="list-style-type: none"> • Near Robot – Location: Azize Šaćirbegović Street. Current condition: land around 2,000 m² (municipal ownership). Planned: one floor underground garage with an open parking space on the ground floor level with 19 p.m. • Hrasno II – Location: Milana Preloga Street. Current condition: land around 1,695 m² (private ownership) and around 5,010 m² (municipal ownership), facility around 500 m² (private ownership)-temporary facilities and parking, envisaged for removal. Planned: underground garage. Floors of the facility: three floors (total of 810 g.m.). <p>RP Kovačići</p> <ul style="list-style-type: none"> • Location: Radnička/Zagrebačka Street. Current condition: land around 2,280 m² (municipal ownership), facility around 1,000 m² (private ownership)-garages and individual residential facilities, envisaged for removal. Planned: multilevel garage. Floors of the facility: garage - two floors (total of 146 g.m.). <p>RP „Kovačići-Centar“</p> <ul style="list-style-type: none"> • Location: Grbavička Street. Current condition: land around 3,610 m² (municipal ownership), facility (private ownership)-temporary facilities and parking, envisaged for removal. Planned: underground garage. Floors of the facility: four floors (total of 188 g.m.).
<p>Investment opportunities</p>	<p>Purchase of land from the owner or establishing the right to construct, concession, public and private partnership</p>
<p>Selling price</p>	<p>Contact the Municipality of Novo Sarajevo</p>
<p>Valid plans, documentation necessary for investing and who is issuing it</p>	<p>Adopted physical space planning documentation Documentation: Urban development, construction, and use permit issued by the Municipality of Novo Sarajevo</p>
<p>Contact information</p>	<p>Municipality of Novo Sarajevo T: +387 33 492 100; F: +387 33 644 559; e-mail: novosarajevo@novosarajevo.ba</p>



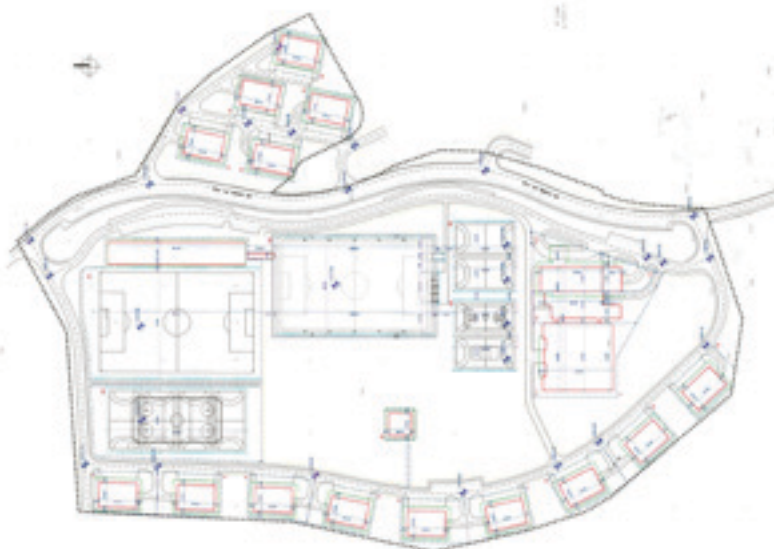
Municipality of Stari Grad Sarajevo

For available investment locations in the Municipality of Stari Grad Sarajevo, please contact the Municipality.

Municipality of Stari Grad Sarajevo, T: + 387 282 300 Switchboard; F: + 387 33 205 777

Municipality of Trnovo

1. Business-Sport Center Trnovo	
Type of investment	Greenfield
Total area	11.21 ha
Ownership	Ownership of Trnovo Municipality
Description of the location of the zone relating to transport corridors	Situated along the regional road Gornja Grkarica - Sinanovići
Number and area of parcels available for investments	Contact Trnovo Municipality
Investment opportunities and price	Purchase
Price of land sale	Contact Trnovo Municipality
Infrastructure	Actual availability of infrastructure: <ul style="list-style-type: none"> • Road infrastructure: macadam • Electricity: construction of a substation agreed with Elektrodistribucija • Water: construction work contracted • Gas: Sarajevogas will lay the gas infrastructure in the center • Rain sewage: construction work contracted • Fecal sewage: construction work contracted • Phone: BH Telecom will place the optical cable • Internet: BH Telecom will place the optical cable • Garbage disposal: KJKP Rad Public Utility Company transports solid waste
Valid plans, documentation necessary for investing and who is issuing it	Permits and consents under jurisdiction of the municipality and canton
Contact	Municipality of Trnovo Osman Smječanin, Assistant Mayor for Urban Development, Utilities, Investments and Environmental Protection T: +387 33 586 712



Municipality of Vogošća

1. Business Zone UNIS	
Decision on zone establishment	Adopted in 2018 and 2021
Type of investment	Greenfield
Total area	13.5 ha
Ownership	Private
Description of the location of the zone relating to transport corridors	Located 1.5 km from the center of the Municipality, with connection to the M18 primary road
Number and area of parcels available for investments	0
Investment opportunities	Leasing is possible from the current owners
Price of lease of the land	In agreement with the current owners
Infrastructure	Complete infrastructure exists (power, water, sanitation, lighting, telecommunications, access roads – connection to the roundabout over the bridge on Vogošća river should be built)
Priority sectors for investing in the zone	Manufacturing and servicing activities
Procedure and conditions for entry into the zone	The parcels in the Zone had initially been sold on a public tender, and after the payment of the compensation for the land, the owners, i.e. investors have the obligation to settle the costs of rent and use permit
Existing businesses in the zone	17 companies
Documentation necessary for investing in the zone and who is issuing it	The Office for Urban Development and Spatial Planning, in compliance with legislated procedure, implements the procedure of issuance of construction and use permit, which is preceded by the delivery of complete technical documentation, projects, and necessary permits
Contact information	Municipality of Vogošća Office for Economy, Integrated Local Development and Social Affairs Dženana Bešlija, Head of the Office T: + 387 33 586 420, e-mail: dzenana.beslija@vogosca.ba kabinetvogosca@hotmail.com



Municipality of Vogošća

2. Old Industrial Zone PRETIS	
Decision on zone establishment	Has not been adopted
Type of investment	Brownfield
Total area	144 ha
Ownership	Private
Description of the location of the zone relating to transport corridors	Located 2 km from the center of the Municipality of, with connection to the M18 primary road
Number and area of parcels available for investments	Unknown
Investment opportunities and price	Purchase of land and lease of land in the zone, lease and purchase of business facilities
Price of lease of the land	Market price
Infrastructure	Complete Infrastructure exists (power, water, sanitation, lighting, telecommunications, access roads)
Priority sectors for investing in the zone	Manufacturing, services and all other activities Warehouse, whole trade, oil storage
Procedure and conditions for entry into the zone	Contract on purchase and sale of the land or facility, or lease of commercial premises
Existing businesses in the zone	60 businesses
Documentation necessary for investing in the zone and who is issuing it	In case of purchase of the land with the facility, the consent by the municipal Office for purpose of the space is required (if the investor has already been registered). If the bought or leased premises are being reconstructed, in addition to the technical documentation (project design), it shall be necessary to acquire from the municipal Office the urban development, construction, and use permit with all the necessary permits.
Contact information	Municipality of Vogošća Office for Economy, Integrated Local Development and Social Affairs Dženana Bešlija, Head of the Office T: + 387 33 586 420, e-mail: dzenana.beslija@vogosca.ba kabinetvogosca@hotmail.com



Municipality of Vogošća

3. Business Zone Semizovac Military Barracks	
Type of investment	Brownfield and joint venture
Total area and description of the facility	150 dunums with several dozen facilities with 1-2 floors in average, fully equipped.
Ownership	State ownership, awarded to the Municipality of Vogošća for the period of 10 years, under a Decision of the FBiH Government
Description of the location of the facility relating to transport corridors	Fully equipped parcels. The location is situated along the M18 primary road Sarajevo-Tuzla. very accessible location on a flat surface, along the railroad tracks. Distance from the airport 10 km. In the vicinity of all the centers of purchasing power.
Investment opportunities	Lease of facilities
Price of lease	Contracted, currently unknown
Infrastructure	Power, water, sanitation, lighting, telecommunications, access roads. It would be necessary to activate existing connections (water, power, telephone, gas, etc) in the facilities.
Purpose of the facility	Manufacturing and services (trade, hospitality industry, crafts, services, warehousing, auto-camp, etc). Also suitable for agriculture.
Documentation necessary for investing in facility, issued by	Contact the Municipality of Vogošća for details Decision and rulebook for renting land and business facilities should be adopted
Contact information	Municipality of Vogošća Office for Economy, Integrated Local Development and Social Affairs Dženana Bešlija, Head of the Office T: + 387 33 586 420, e-mail: dzenana.beslija@vogosca.ba kabinetvogosca@hotmail.com



Industrial/Business Zones

In Sarajevo Canton, industrial/business zones are located in six municipalities: Hadžići, Ilidža, Ilijaš, Novi Grad Sarajevo, Novo Sarajevo and Vogošća. The basic resources of the municipalities in which industrial/business zones are located are ore deposits, forests, thermal waters, and tourism potentials. Economic sectors are the wood processing, metal processing, agriculture and food processing, pharmaceutical industry and others.

Every year, the Government of the Sarajevo Canton adopts the Program for allocation of financial resources for infrastructure development and resolution of property - legal relations in the business zones in the Sarajevo Canton. On this basis including the Support to development and incentives for industrial production, the Ministry of Economy paid BAM 7,749,509.65 to the municipalities in Sarajevo Canton for the period January 1, 2016 to December 31, 2020.

Municipalities in Sarajevo Canton	Industrial/Business Zones	
Municipality of Hadžići	Economy Zone Hadžići	
	Mostarsko raskršće (Mostar intersection)	
	Garovci – Donji Hadžići	
	Boce - Binježevo	
	Merđanović polje Donji Hadžići	
	Tehničko remontni zavod – TRZ Hadžići	
Municipality of Ilidža	PZ “STUP” (Zora, Standard, Heco, Termocentar)	PZ “Vlakovo III”
	PZ “Stupex”	PZ “Mostarsko raskršće”
	PZ “STUP I” (Simes)	PZ “Rakovička cesta 1”
	IZ “ENERGOINVEST”	PZ “Rakovička cesta 2”
	PZ “Besçarinska zona”	PZ “Rakovička cesta 3”
	IZ “Famos Hrasnica”	PZ “Rakovička cesta Cigłana”
	PZ “Lužansko polje”	PZ “Rudnik”
	PZ “Butmirska cesta”	PZ “Vidovac”
	PZ “Bosanka Blažuj”	PZ “Kovačevac”
	PZ “Vlakovo I”	PZ “Vinograd”
PZ “Vlakovo II”	PZ “Dogłodi”	
Municipality of Ilijaš	Luka Ilijaš	
	Željezara Ilijaš	
Municipality of Novi Grad Sarajevo	IZ Zrak	
	PZ Rajlovac	
	PZ Donje Telalovo Polje	
	PZ Bačići	
Municipality of Novo Sarajevo	Small scale economy zones (locations of “Klas” and “Vaso Miskin Crni” ex-factory) No planned industrial zones for investments	
Municipality of Vogošća	Business Zone UNIS	
	Old Industrial Zone PRETIS	
	Business Zone Semizovac Military Barack	

Source: Investment Guide for Sarajevo Canton, review of industrial zones in Sarajevo Canton, Ministry of Economy of Sarajevo Canton

Investments and success stories



In our entrepreneurial philosophy, we have set ourselves the task that, as an economic community, we improve consumer needs of our customers and, also, in our community we act as a role model and encouraging. During 15 years of doing business in Bosnia and Herzegovina, through continued work and investments, dm drogerie markt company significantly contributes to the market development and the country's economy. Despite often the inconsistent political action and a lack of incentives for investors, Bosnia and Herzegovina and Sarajevo Canton as its administrative center, offer potentials for the company's growth and development. Therefore, in 15 years of our business, we have invested BAM 79,673,000, of which about BAM 28,726,000 or 36.05% in the Sarajevo Canton as the strongest economic and demographic center in BiH. Sarajevo Canton offers developed infrastructure and projects that contribute to its development, therefore it is a host of the largest number of our stores (15), distribution center and headquarters, which currently employs 398 employees. Part of the investment goes to the improvement of working conditions for our employees, so in the past 15 years, in addition to shops, we have invested in the expansion of distribution center and headquarters. All of this contributes to the development of our business network and the community in general, the quality of cooperation with our business partners, and ultimately a better offer of products and services for our customers.

Damir Šlošel, Director, dm drogerie markt d.o.o. in Bosnia and Herzegovina



Infobip started spreading in Bosnia and Herzegovina by opening an office in Sarajevo in 2010, and in 2019, an office was opened in Tuzla. At the very beginning of the work in BiH, the focus was on finding the right staff for working in the sale and in the development of software and platform.

Nowdays, Infobip has over 200 employees who contribute to the company's operations and development with a wide range of knowledge and skills through various business functions.

Infobip in BiH consists of young, agile BH talents who had improved their knowledge and experience along with the company's growth. Employees in BH offices have the opportunity to cooperate with colleagues from many countries in Europe and the West, but also clients from the Middle East, North Africa and Asia.

Despite difficulties with bureaucratic processes, outdated Labor Law (FBiH), high taxes and contributions on salaries, as well as numerous other obstacles, Infobip recognizes the enormous value of its current and future employees, therefore it continues investing in Sarajevo Canton and BiH. Infobip has proven its intentions with a long-term investment - the purchase of land for a campus construction in Sarajevo Šip settlement.

Through this and similar investment projects, the company wants to give young people the opportunity to apply their knowledge in Bosnia and Herzegovina and contribute to the development and improvement of the IT sector in this country, and the society in general.

Dino Ibrahimović, Infobip, Managing Director MENA



In 1997, Messer Group founded its first company in Mostar called Messer Mostar Plin and ever since we have been developing our operations throughout Bosnia and Herzegovina. We have spread from Mostar in the south to Bihać in the north, for us none, also not entity borders represented an issue but a motive.

Here in Bosnia and Herzegovina, we are certainly among the first foreign companies that took decision to unite own modern technology and infrastructure with local intelligence and human resources. Such a policy proved to be correct and therefore we are here today - in Sarajevo, the capital of BiH, our headquarters where the strategy of successful business is being developed. And we plan to stay a long time.

During these more than twenty years, we have employed more than 100 workers, invested over BAM 100 million in construction, infrastructure and logistics, built several distribution centers and bottling plants, with which we significantly improved the business environment in BiH and we remained consistent with our strategy of investing today for better tomorrow. We thought and still think that it makes sense, that results worth mentioning can be made in BiH. And we managed to demonstrate that nothing is impossible with wish, work, perseverance, good intentions and vision.

Valentin Ilievski, Senior Vice President of Messer Group in Southeastern Europe, Managing Director

The companies that provided the statements are members of the Foreign Investors Council (FIC)



Information investors want to know

Business registration

In Sarajevo Canton, business registration is under competence of Sarajevo Municipal Court:

<http://oss.ba/index.php/odjeljenje-registra-za-upis-pravnih-lica>

► Steps for establishing a business in BiH

Federation of BiH

- 1. STEP** Establishment Contract
(by notary)
- 2. STEP** Payment of initial capital
- 3. STEP** Registration at the competent court
(municipality/district commercial court)
- 4. STEP** Making a company stamp
- 5. STEP** Opening a bank account
in a commercial bank
- 6. STEP** Registration of the company and
staff at the Tax Administration
- 7. STEP** The statement of the company founder about
fulfilment of all requirements for starting activity
(submit to the competent inspection department)

► Duration and costs of establishing business

According to the Law, the court registration procedure of establishing a business takes 5 days.

Costs per steps

No.	Steps	Cost
1.	Establishment Contract/Decision (has to be made/verification by notary)	BAM 300
2.	Payment of Basic Capital at a Bank (bank by choice of founder)	BAM 1,000
3.	Registration of the Company at the Competent Court	BAM 450 (registration fee) + BAM 150 (publishing fee of an advertisement in the Official Gazette of the Federation of Bosnia and Herzegovina)
4.	Manufacturing the Stamp	BAM 20-50
5.	Opening a Bank Account	no charge
6.	Registration at the Tax Administration	no charge
7.	Starting Activity Through the Municipality Notification	BAM 15 (administrative fee)
8.	Lawyer Costs	BAM 600

Source: BiH Foreign Investment Promotion Agency (FIPA)

► Types of companies

The Company Law of the Federation of BiH (Official Gazette of FBiH No. 81/15) and the Company Law of Republic of Srpska (Official Gazette of RS No. 127/08, 58/09,100/11, 67/13 and 100/17) regulate the establishment, operations and termination of businesses in BiH.

Type of company	Federation of BiH
Unlimited Joint Liability Company (d.n.o./o.d)	Founded by the establishment contract of two 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.
Limited Liability Company (d.o.o.)	Founded by the establishment act or establishment contact by one or more domestic/foreign natural and/or legal entities with initial capital divided in a parts. A member in a limited company is liable for the value of his investment in that company. Minimum initial capital is BAM 1,000 (approx. EUR 500).
Limited Partnership (k.d.)	Company founded by the establishment contract of two 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.
Joint-Stock Company (d.d.)	Legal entities founded by the establishment contract of one or more domestic/foreign natural or legal shareholders with initial capital divided into shares. Joint stock companies may be open or closed. Open joint stock companies are companies whose shares were issued by means of public offering and which meet one of the following criteria: a) they are banks or insurance companies, or b) they have share capital at least in the amount of BAM 4 million (approx. EUR 2 million) and at least 40 shareholders. Closed joint-stock company is a legal entity whose shares are distributed among a limited number of shareholders. The minimum initial capital is BAM 50,000 (approx. EUR 25,000).

Source: BiH Foreign Investment Promotion Agency (FIPA)

► Representative Offices of Foreign Persons in BiH

Foreign person can establish a Representative Office in BiH 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 BiH Ministry of Foreign Trade and Economic Relations.

The BiH 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.

Detailed information on starting business in BiH:

http://www.fipa.gov.ba/informacije/posao/vrste_preduzeca/default.aspx?id=133&langTag=bs-BA

Business register in BiH:

<https://bizreg.pravosudje.ba/pls/apex/f?p=183:20:965890580998531>



Business services for investors in Sarajevo Canton

In Sarajevo Canton available business services for investors are: set of financial institutions services (banks, insurance companies, microcredit organizations), notaries, lawyers, accounting and auditing services, consulting firms, marketing agencies, transporters in domestic and international transport, freight forwarders, express postal services, translation agencies, IT services and other business services.

Electronic registries with a detailed overview of permits and licenses investors need in the Federation of BiH and Sarajevo Canton are available on the institutions' websites.

Detailed information about business environment in BiH

BiH Ministry of Foreign Trade and Economic Relations <http://www.mvteo.gov.ba/>

BiH Ministry of Foreign Affairs <http://www.mvp.gov.ba/>

BiH Foreign Investment Promotion Agency (FIPA) <http://www.fipa.gov.ba/>

FBiH Ministry of Development, Entrepreneurship and Craft <https://www.fmrpo.gov.ba/>

FBiH Ministry of Trade <https://www.fmt.gov.ba>

FBiH Ministry of Agriculture, Water Management and Forestry <https://fmpvs.gov.ba/>

FBiH Ministry of Energy, Mining and Industry <https://fmeri.gov.ba/>

FBiH Ministry of Environment and Tourism <https://www.fmoit.gov.ba>

BiH Foreign Trade Chamber <http://www.komorabih.ba/>

FBiH Chamber of Commerce <http://www.kfbih.com/>

Sarajevo Canton Chamber of Commerce <http://pksa.ba/>

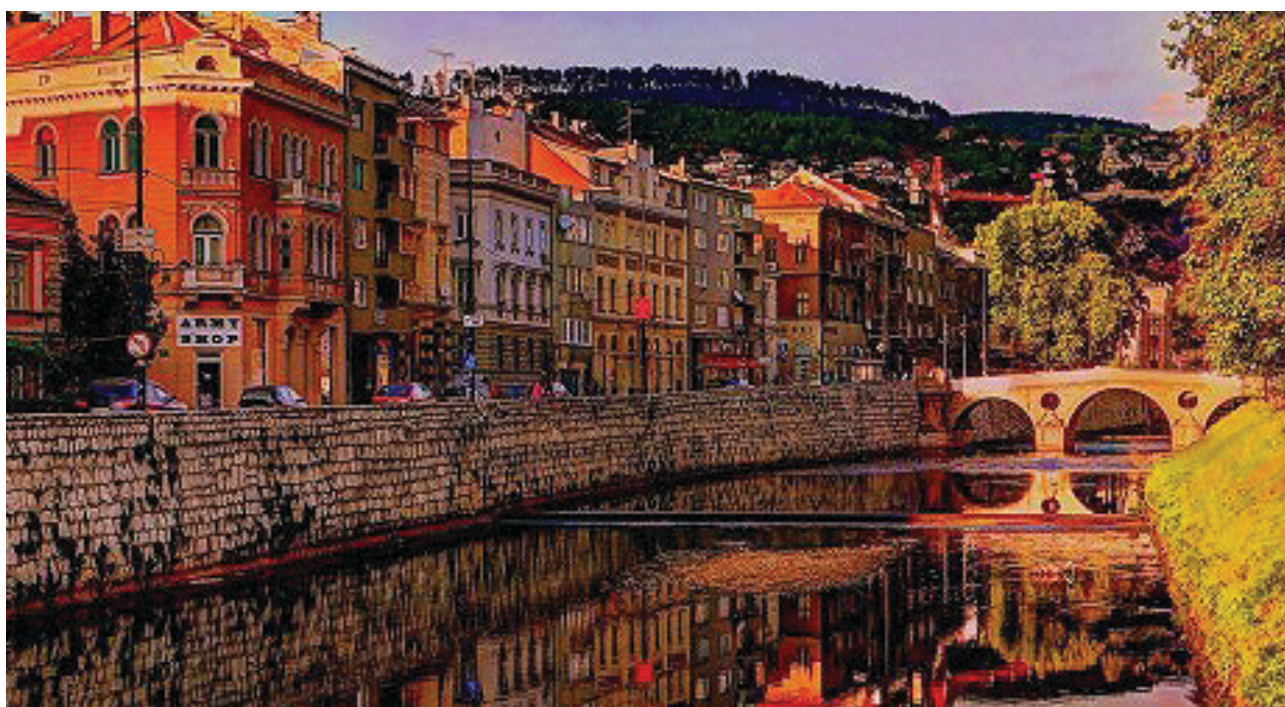
BiH Agency for Labor and Employment <http://www.arz.gov.ba/>

FBiH Employment Bureau <http://www.fzzz.ba/portal>

Sarajevo Canton Employment Bureau <https://szks.ba/>

BiH Indirect Taxation Authority <http://www.uino.gov.ba/>

FBiH Tax Administration <http://www.pufbih.ba/>





Contact information for investors in Sarajevo Canton

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