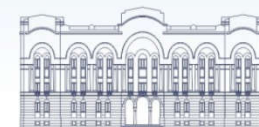


ГРАД БАЊА ЛУКА  
CITY OF BANJA LUKA

# Why to invest in Banja Luka?

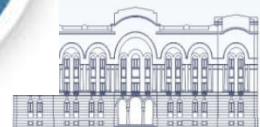
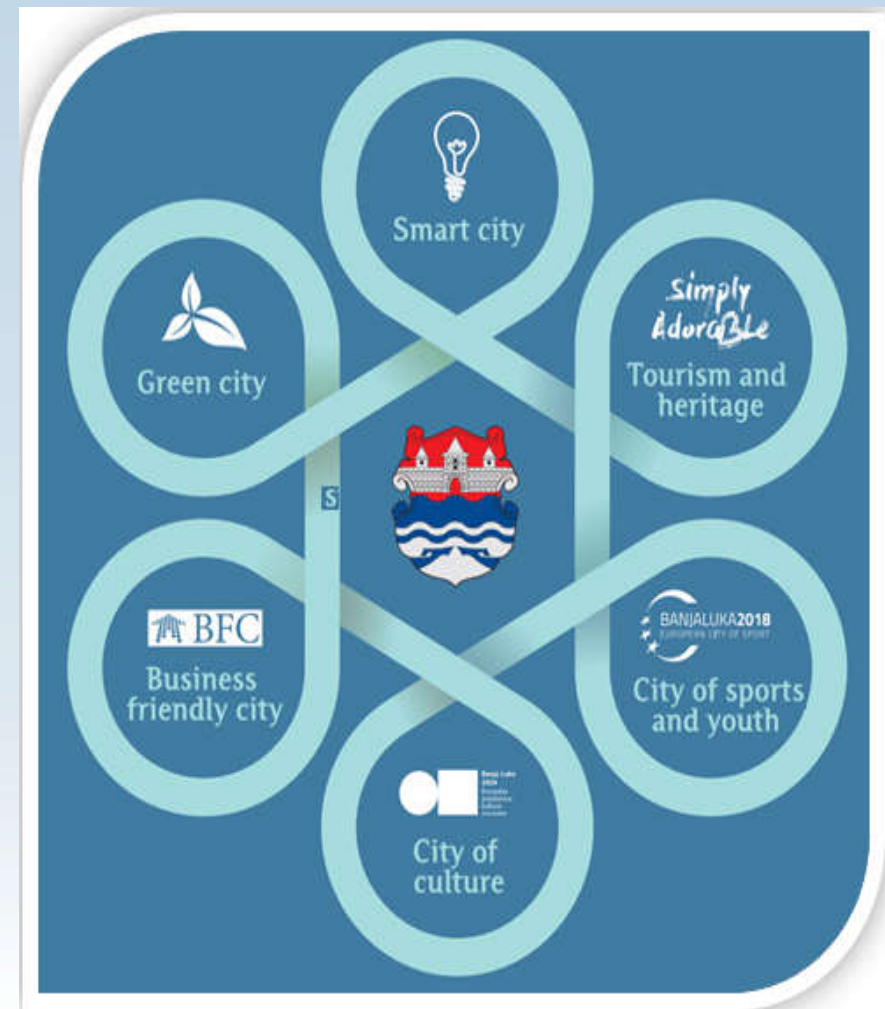


**Geostrategic position**  
**Natural resources**  
**Liberalized trade**  
**Macroeconomic  
stability**  
**Incentive tax policy**  
**Favorable treatment  
of foreign investors**  
**Human capital**  
**Good supplier base**  
**Quality of life**



# Good opportunity and a great choice for your investment

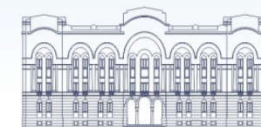
- A city with development potential; a city of active citizens,
- economically developed, with adequate infrastructure and communal services,
- City of rich cultural, sport and tourist offer,
- pleasant to live in; city with a healthy and protected environment



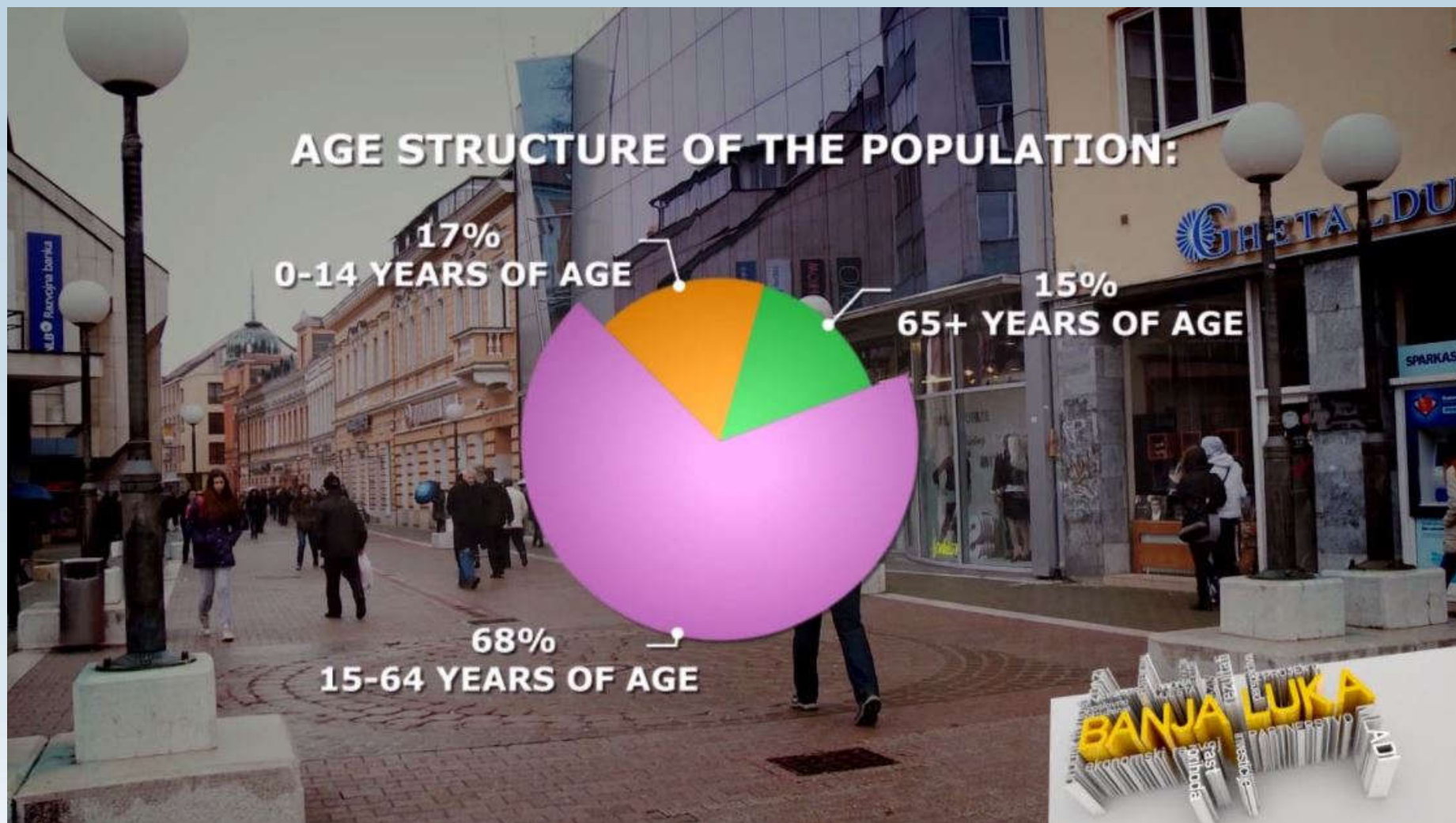
# Geostrategic position

## In the heart of Southeast Europe, connected to Corridor H!

- Banja Luka is located in the northwest of Bosnia and Herzegovina, relatively close to the border with the Republic of Croatia (EU). The proximity of the highway, and the connection with the road and railway corridor in the Republic of Croatia / EU, and the good connection with the centers within the country, define Banja Luka as a very favorable location for business.
- It is connected to Europe and Asia by the Pan-European Corridor D, which along the railway, Banja Luka International Airport, the proximity of international ports on the Adriatic Sea, makes Banja Luka an ideal strategic location for export-oriented investors.

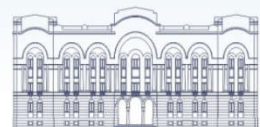






## NUMBER OF REGISTERED LEGAL ENTITIES:

**8275**

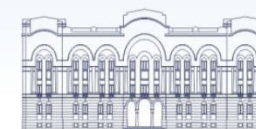
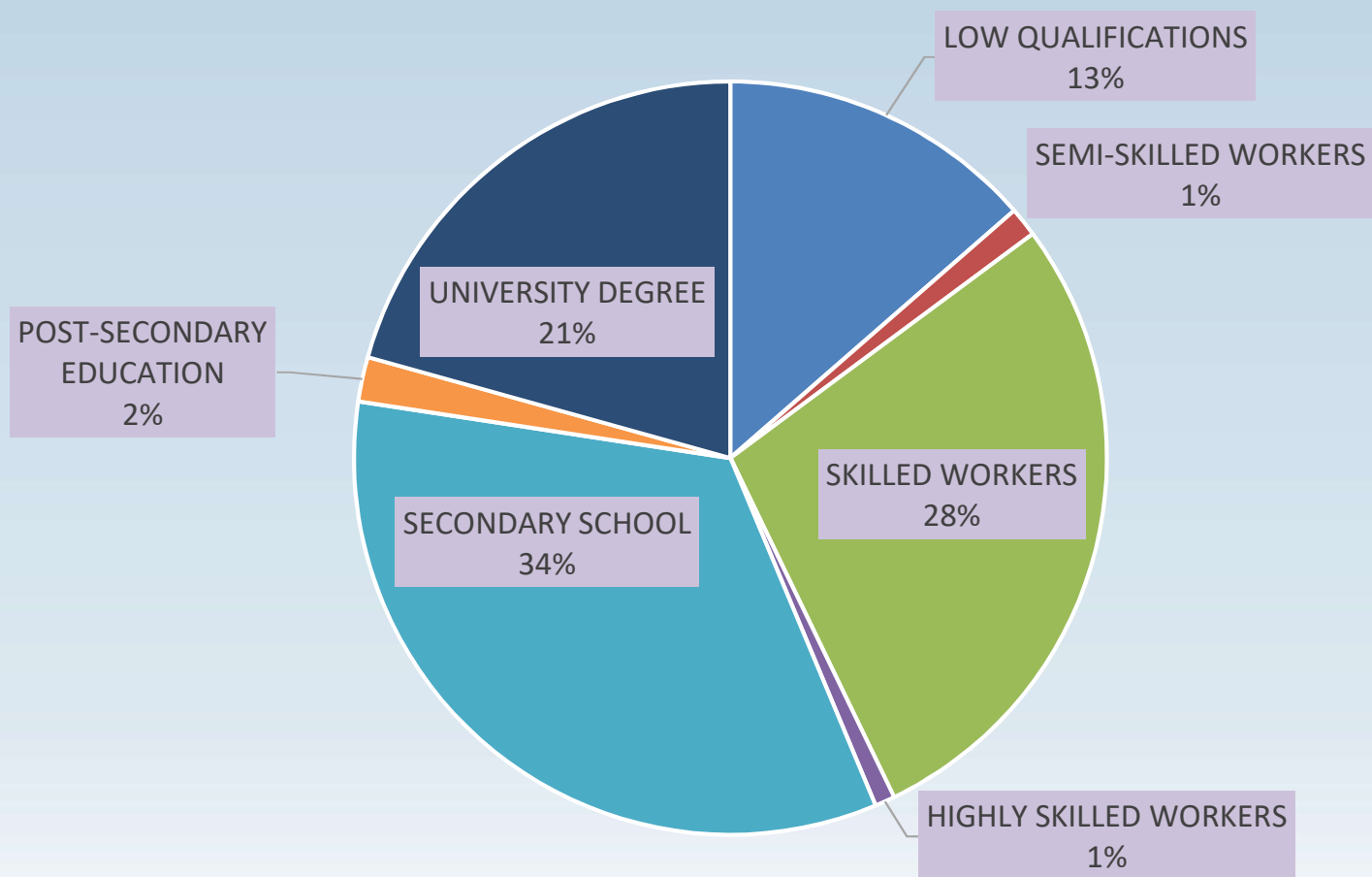


**TOTAL NUMBER OF THE UNEMPLOYED:  
5338**



■ MEN ■ WOMEN

## THE LEVEL OF PROFESSIONAL QUALIFICATIONS OF THE UNEMPLOYED:





Access to a duty-free market for 600 million consumers

Republika Srpska is a beneficiary of a free trade agreement and enjoys a preferential export regime with many countries in the region and the world:

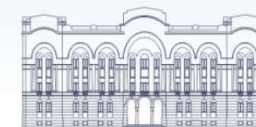
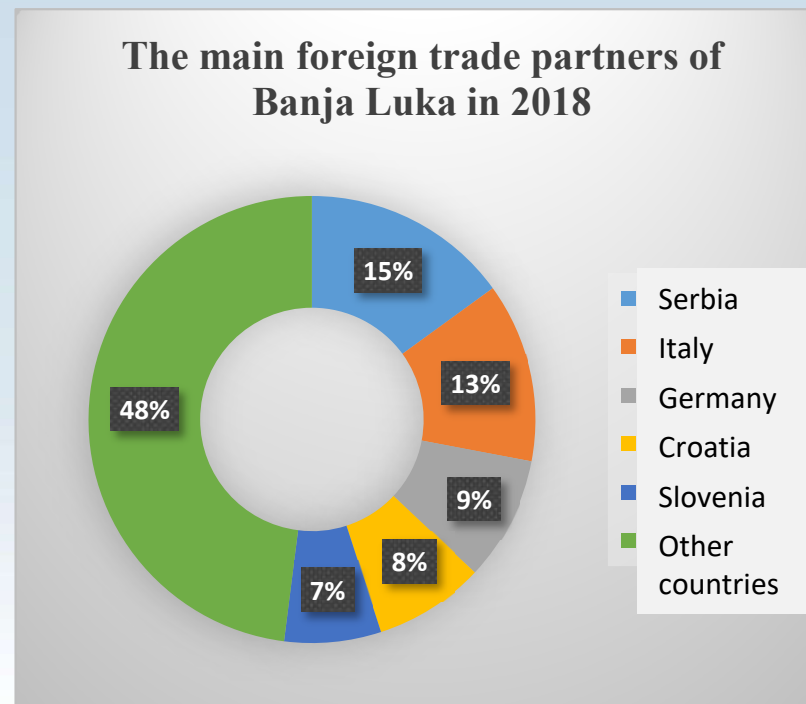
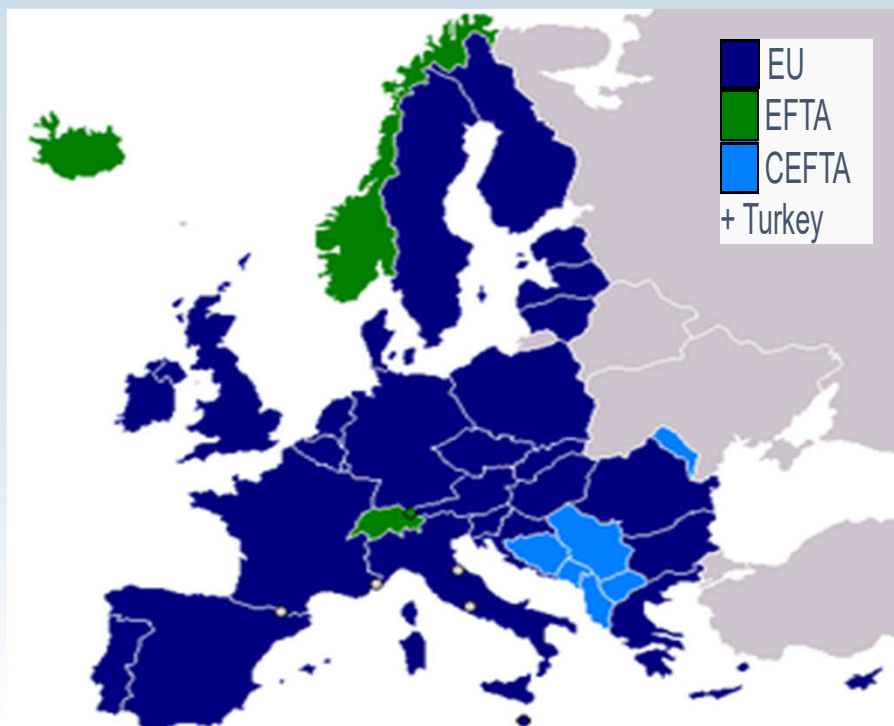
Central European Free Trade Agreements (CEFTA)

Stabilization and Association Agreement with the EU

Free Trade Agreement with Turkey

Free Trade Agreement with EFTA (Switzerland, Norway, Iceland and Liechtenstein)

Unilateral preferential treatment with the United States, New Zealand, Switzerland, Norway, Japan, Russia, Kazakhstan, Belarus, Canada and Australia



# Steps and necessary documentation for company registration

- Visit to a notary - a notary certifies the founding act, ie. certifies the signature of the founder and the authorized person;
- Verification of personal documents and signatures - visit to the municipality, and verification of a copy of the ID card / passport of the owner and the responsible person, and verification of the signature of the future responsible person;
- Company registration - one-counter system with APIF. Notary / founder / responsible person submits to APIF a request for registration with the necessary documents (notarized founding act, certified signature of the responsible person, certified copies of ID card / passport of the owner and responsible person. The registration procedure also implies that the business entity is registered with the Tax administration of the Republika Srpska, assigned with JIB number and the classification of business entities according to the classification of activities;
- Registration of companies - the court decision and notification on classification according to the classification of activities with APIF can be taken over;
- Making a stamp in an authorized stamp cutter with a copy of the court decision;
- VAT registration - visit to the Indirect Taxation Authority of BiH to perform VAT registration;
- Fiscal law procedure - a visit to one of the authorized distributors of fiscal devices / cash registers for the purpose of concluding a contract, choosing a fiscal cash register in accordance with the business needs and submitting an initial request for fiscal law procedure;
- Registration of employees - visit to the Tax Administration to register employees, picking up the PURS Registration Certificate.

# Favorable treatment of foreign investors

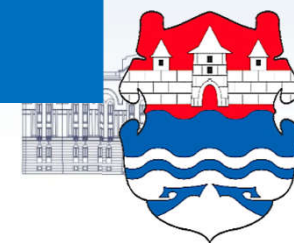
*Banja Luka,  
place to invest!*

- Liberal legislation
- National treatment of foreign investors
- Foreign capital for equipment is exempt from import duties and customs duties (with the exception of passenger cars, vending machines and gambling machines)
- Foreign investors are free to transfer abroad the profits that result from their investment in Republika Srpska
- A foreign investor may own real estate in the Republika Srpska and enjoy the same property rights in respect of real estate as citizens and legal entities of the Republika Srpska
- Foreign investors are protected from the process of nationalization, expropriation, requisition or measures with similar effects; these measures may be taken only in the public interest in accordance with the laws of the Republika Srpska
- Existence of Foreign Investor Council
- Foreign investors who are concerned about the risks of transfer restrictions, expropriation, war, civil unrest and denial of justice can be insured against these risks with the European Union Investment Guarantee Trust Fund for BiH, managed by MIGA Agency (member of the World Bank Group - Multilateral Investment Guarantee Agency)
- Agreements on promotion and protection of investments signed with 42 countries

Bosnia and Herzegovina has concluded bilateral agreements on investment promotion and protection with the following countries: Albania, Austria, Belgium and Luxembourg, Belarus, Montenegro, Czech Republic, Denmark, Egypt, Finland, France, Greece, the Netherlands, Croatia, India, Iran, Italy, Jordan , Canada, Qatar, China, Kuwait, Lithuania, Hungary, Macedonia, Malaysia, Moldova, Germany, OPEC countries, Pakistan, Portugal, Romania, USA, San Marino, Slovakia, Slovenia, Serbia, Spain, Sweden, Switzerland, Turkey , Ukraine, United Kingdom

## Double taxation agreements

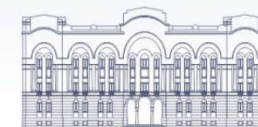
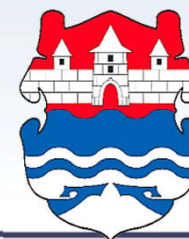
BiH has signed double taxation agreements with the following countries: Austria, Azerbaijan, Algeria, Albania, Belgium, Montenegro, Czech Republic, Egypt, France, Finland, Greece, the Netherlands, Croatia, Ireland, Italy, Iran , Jordan, Qatar, Kuwait, China, Cyprus, Hungary, Macedonia, Malaysia, Moldova, Norway, Germany, Pakistan, Poland, Romania, Serbia, Slovenia, Slovakia, Sweden, Sri Lanka, Spain, Turkey, United Arab Emirates, United Kingdom and Northern Ireland.



# Stimulating tax policy

*Banja Luka,  
place to invest!*

2019	RS	FBiH	Serbia	Croatia	Montenegro	Northern Macedonia
Income tax rate	10%	10%	10%	24% on the tax base up to HRK 210,000, 36% on the part of the tax base that exceeds HRK 210,000	9% and 11% on the amount of income above the average monthly gross salary achieved in the previous year	18% on the tax base over MKD 90,000 per month, 10% on the part up to 90,000 Macedonian denars
Non-taxable portion of income (in euros)	255	153	126	513	0	121
Dividend tax rate	-	-	20%	12%	9%	10%
Income tax rate	10%	10%	15%	12% (for revenues up to HRK 3,000,000) and 18% (for revenues equal to or greater than HRK 3,000,000)	9%	10%
VAT rate	17%	17%	20% и 10%	25%, 13% и 5%	21%, 7% и 0%	18% и 5%
Cumulative contribution rate to gross salary	33%*	41,5%	37,8%	36,5%	34,5%	27%



# The price of communal services in Banja Luka territory

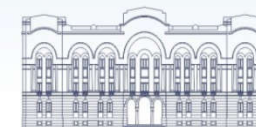
*Banja Luka,  
place to invest!*

Business consumers	Price in EUR per m3 with VAT
Water supply with Sewage	1,59
Sewage	0,82
Fee for RS water management	0,05
<b>Total</b>	<b>3,11 KM/m3</b>

Business consumers (heating supply)	Price in KM	Billing period
Business and commercial site consumers – MWh spent	170,63	7 months
Business and commercial site consumers – per unit of installed power in MWh	170,63	12 months
Business and commercial site consumers – per unit of delivered energy	170,63	When spent
Business and commercial site consumers - with distribution of per unit of installed power in MWh	170,63	When spent

Business consumers (municipal waste collection)	Price in KM
Waste bin container - one removal	146,25 KM
<b>Production venue</b>	<b>0,17 KM/m2</b>

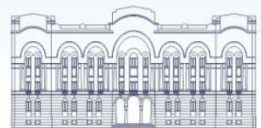
Business consumers	Unit	Average price in EUR per kWh with VAT
Electricity price rate for business consumers, (higher daily rate)	kWh	0,1058 (winter rate) 0,08139 (summer rate)
Electricity price rate for business consumers, (lower daily rate)	kWh	0,0529(winter rate) 0,0469 (summer rate)





## INCENTIVES

- Support program for investors in Business zone “Ramići-Banjaluka”
- Reduction of municipal fees
- Facilitating the costs for arranging urban construction land and annuities for industrial activities
- Exemption from the payment of utility fees for companies in the first year of its establishment



# BUSINESS ZONE “RAMIĆI-BANJALUKA

*Banja Luka,*  
*place to invest!*



Current area: **24,5 ha (planned 220 ha)**

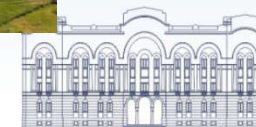
Highway distance: **2 km**

Direct access to the railway

Airport distance: **25 km**

Distance to City center: **7 km**

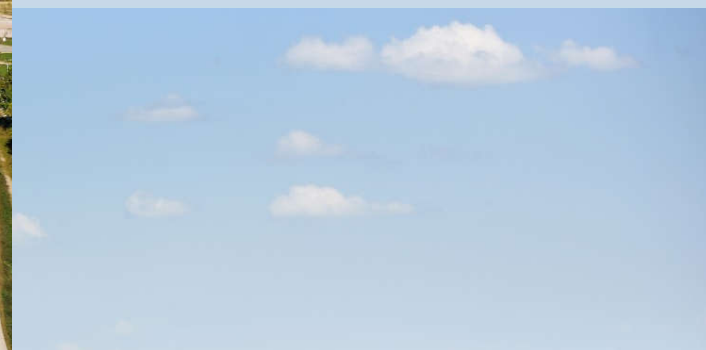
Purpose: **INDUSTRIAL/PRODUCTION**





# BUSINESS ZONE “RAMIĆI-BANJALUKA

*Banja Luka,  
place to invest!*

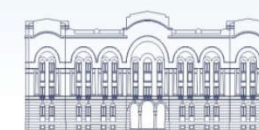






**COMPANIES IN OWNERSHIP  
OF THE PLOTS IN BUSINESS  
ZONE – OPERATING IN  
BUSINESS ZONE „Ramići – Banja  
Luka“**

**ROLOFLEX  
21. MAJ  
TRI BEST  
SEPL  
MESSER  
SIM IMPEX  
NORA PLAST  
ELAS  
MADACO  
MODUL  
TEHNOMERKUR  
TENZO  
JAĆIMOVIĆ  
ETMax  
TENEN  
TERMOMONTAŽA**





## Planned expansion of business zone “Ramići-Banjaluka”

**Investment:** Greenfield;

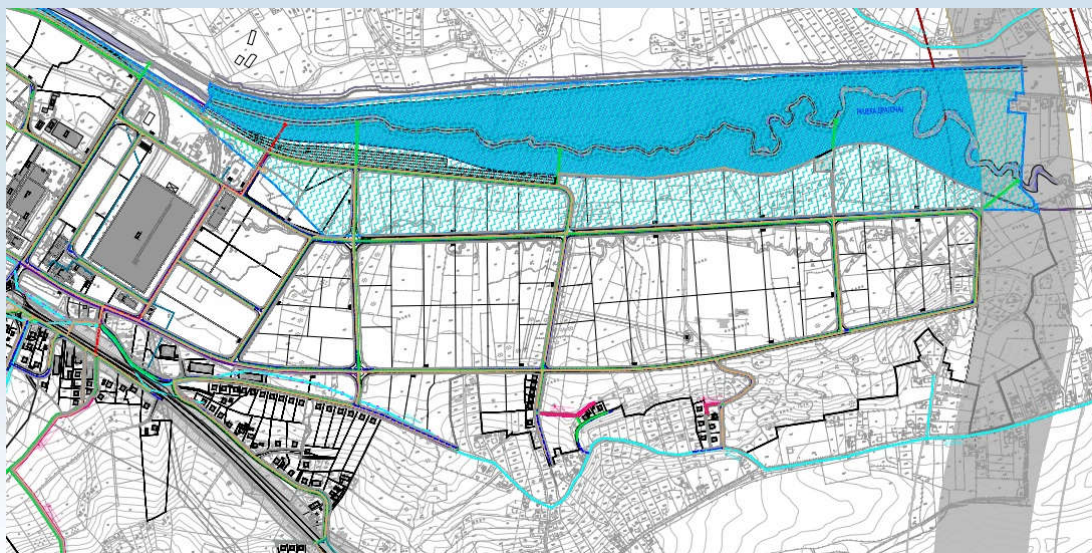
**Plot area:** 92 056 m<sup>2</sup>

**Ownership:** City of Banja Luka, initiative for determination of the public interest for implementing the expropriation procedure for privately owned plots.

**Opportunity:** land purchase

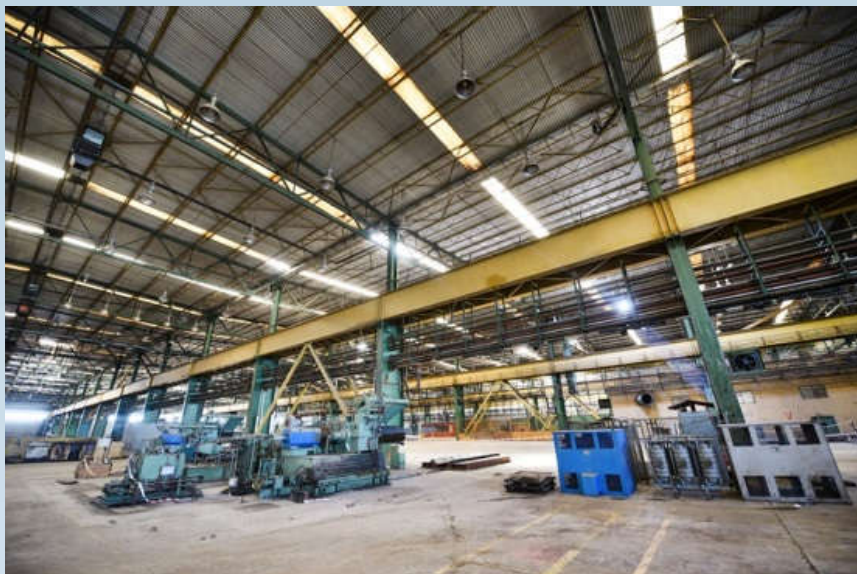
The exact initial selling price will be specified after an appraisal of the market value by a certified court appraiser

**Investment sector:** Production





## ROLLING MILL FACILITY IN THE BUSINESS ZONE „RAMIĆI – BANJA LUKA“



**Investment:** Brownfield;

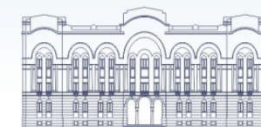
**Area:** 30,413.00 m<sup>2</sup> - tin roof and facade, insulated panel walls, concrete floor base, with cca 20,400.00 m<sup>2</sup> lot

**Ownership:** City of Banja Luka

**Infrastructure:** all, airport distance 25 km, direct access to railway.

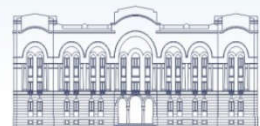
**Purpose:** industrial

Venue consists of administrative offices with toilets, 8 cranes with a capacity of 30 tons each, railway access through two tracks, and installed main power mill of 20,000 V with transformer substation. The building has all the necessary permits and technical documentation.



# ROLLING MILL FACILITY IN THE BUSINESS ZONE „RAMIĆI – BANJA LUKA“

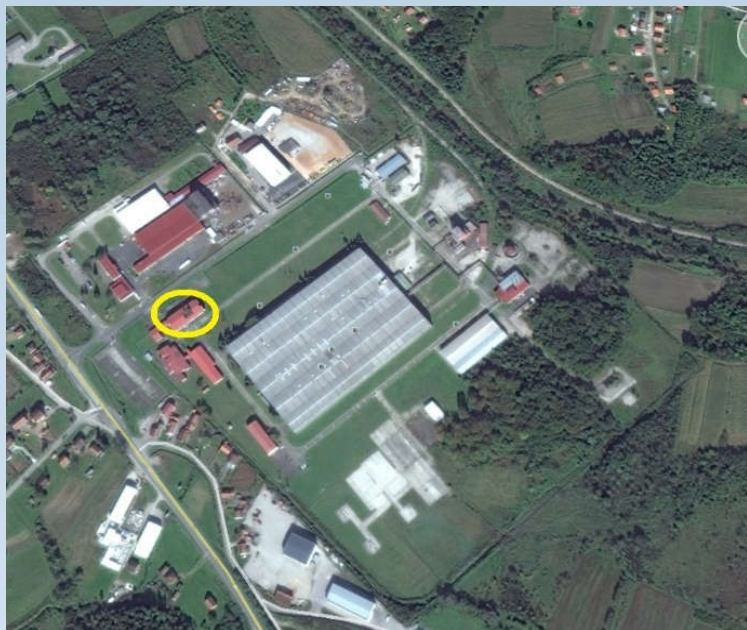
- **Opportunity:** land and venue purchase or rent
- **Price:** 5.979.995,00 KM (according to current evaluation)
- **Sale under specific conditions** Is possible, 50% of the estimated value of the property, in order to implement an investment project of particular importance for local economic development.
- **Projects of particular importance for local economic development** are those whose implementation increases the number of employees by a minimum of 30 workers for a period of 4 years.
- The sale is made through a public tender.





## MANAGEMENT ADMINISTRATIVE BUILDING IN BUSINESS ZONE „RAMIĆI – BANJA LUKA“

*Banja Luka,  
place to invest!*



**Investment:** Brownfield;

**Area:** 2 017 m<sup>2</sup> - monolith, tin roof, insulated brick walls, ceramic tile floor.

**Ownership:** City of Banja Luka

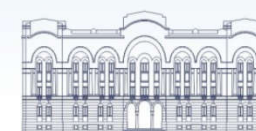
**Opportunity:** investment in enterprise

**Infrastructure:** all, airport distance 25 km, direct access to railway

**Purpose:** office, business incubator

**Required documentation:** permit for reconstructed part of facility, after establishing the specific purpose

**Existing building permit for reconstruction is valid.**





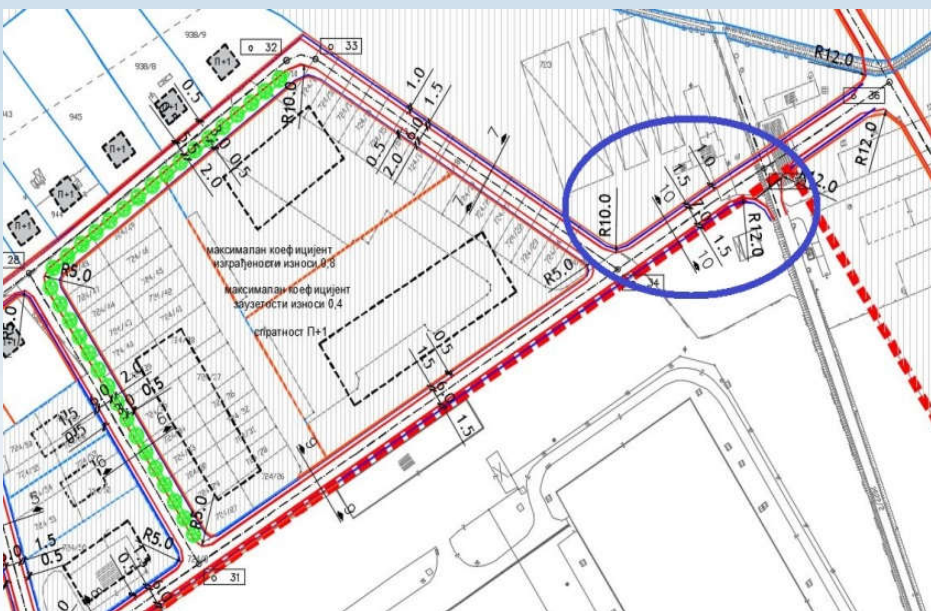
## **PLOT 05 - near business location „Jelšingrad“**

**Investment:** Greenfield;

**Area:** 28 695 m<sup>2</sup>

**Ownership:** City of Banja Luka

**Opportunity:** land purchase

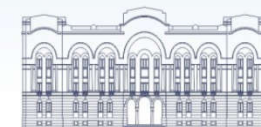


The exact initial selling price will be specified after an appraisal of the market value by a certified court appraiser. (current estimated price evaluation by Tax administration of RS is 96,21 KM/m<sup>2</sup>).

**Infrastructure:** without infrastructure, but with partly prepared technical documentation (in progress).

Airport distance 25 km, highway distance 4 km, city center 1km

**Purpose:** industrial







## **PLOT 06 - near business location „Jelšingrad“**

**Investment:** Greenfield

**Area:** 16,198.00 m<sup>2</sup>

**Ownership:** City of Banja Luka

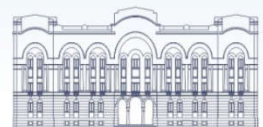
**Opportunity:** land purchase

The initial selling price is 80,00 KM/m<sup>2</sup> specified by appraisal of the market value by a certified court appraiser.

**Infrastructure:** without infrastructure

Airport distance 25 km, highway distance 4 km, city center 1km

**Purpose:** industrial





# THANK YOU FOR YOUR ATTENTION!

REPUBLIKA SRPSKA  
CITY of BANJALUKA  
MAYOR  
CITY ADMINISTRATION  
DEPARTMENT OF ECONOMY AND LOCAL ECONOMIC  
DEVELOPMENT

E-mail: [privreda@banjaluka.rs.ba](mailto:privreda@banjaluka.rs.ba)

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