



MONTECRISTO

INVESTMENT PROJECT PROFILE

Multi purpose business facility

Type of business facility	Multi - purpose	
Location	79260 Sanski Most, ul. Muse Ćazima Ćatića b.b., BiH	
Ownership	Montecristo BH	
Purpose of the bussines (Regulatory plan)	Industrial purpose	
Total land area (m2)	31.609 m2	
Total building area (m2)	9.480 m2	
Infrastructure	Road connection	Yes
	Electricity	Yes
	Water	Yes
	Gas	No
	Phone & Internet	Yes
	Sewage	Yes
Available area	Number of land plots	8 (According to the plan)
	Area (m2)	<ul style="list-style-type: none"> - Plot 1410/2 - 4439m2 - Plot 1410/20 - 890m2 - Plot 1410/21 - 623m2 - Plot 1410/22 - 10420m2 - Plot 1410/23 - 3796m2 - Plot 1410/24 - 7009m2 - Plot 1410/25 - 3457m2 - Plot 1410/26 - 937m2
		Total: 31609m2
Available buildings	Number of buildings	5
		<ul style="list-style-type: none"> - Building 1 (115x37m) 6013m2 - Building 2 (19x66m) 2210m2 - Building 3 (10x11) 112m2 - Building 4 (13x54) 700m2 - Building 5 (17x26) 445m2
		Total: 9480m2



The facility is **1km away from city center**, which makes it attractive for workforce.

The industrial zone is located at the city of Sanski Most. The facility is positioned:

- **2.8 km** away from the main road M-15 Sanki Most - Prijedor (5min),
- **80 km** from the border crossing with the Republic of Croatia/EU and Bosnia and Hercegovina (Jesenovac, 1h 20min), and
- **180km** away from Zagreb (2h 30min).

The location is very attractive for business and production facilities. The plot of land is **31,859 m² (8 plots)** and existing buildings (**5 buildings) of total 9480 m²**. The rest of the plot represents internal roads, parking lots, manipulative areas, open warehouses.

There is space (land surveying permission) for the construction of three more buildings (additional 5,194m²). Moreover, an additional **60,000m²** is planned for expansion of the zone with prepared conservation and regulatory plans. That would make this business zone one of biggest and most attractive in Sanski Most.

Land	Bruto m2
Plot 1 - 1410/2 - Access road	4439m2
Plot 2 - 1410/20 - Access road	890m2
Plot 3 - 1410/21 - Porter office	623m2
Plot 4 - 1410/22 - Production hall	10420m2
Plot 5 - 1410/23 - Production hall	3796m2
Plot 6 - 1410/24 - Warehouse	7009m2
Plot 7 - 1410/25 - Warehouse	3457m2
Plot 8 - 1410/26 - Land	937m2
TOTAL	31609m2

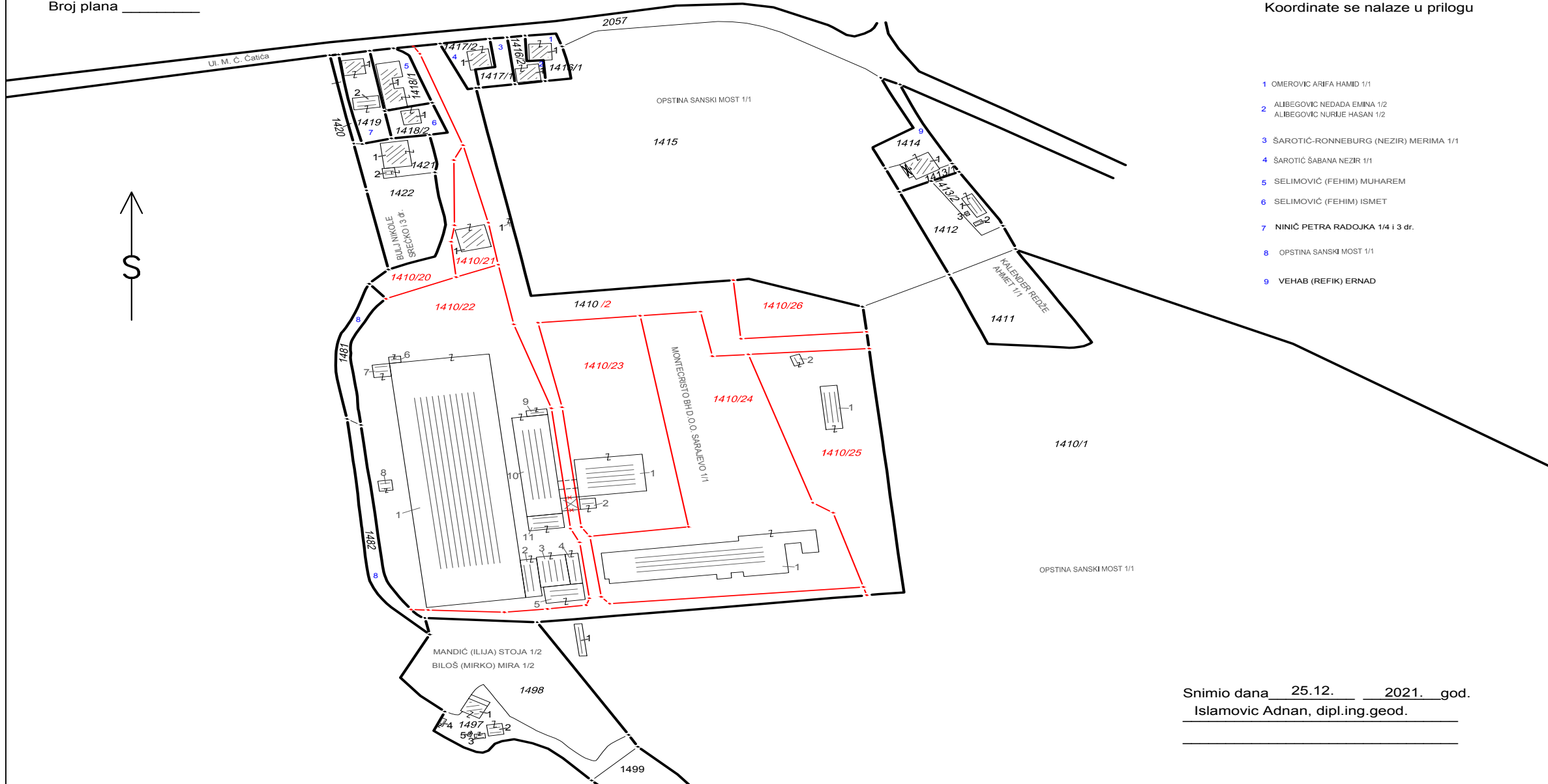


Katastarska općina Sanski Most I
Općinska geodetska uprava Sanski Most
Broj plana _____

SKICA SNIMANJA br. 37/21-1

približna razmjera 1: 2000

Detalji snimljeni GPS-om.
Koordinate se nalaze u prilogu



- 1 OMERVIĆ ARIFA HAMID 1/1
- 2 ALIBEGOVIĆ NEDADA EMINA 1/2
ALIBEGOVIĆ NURUJE HASAN 1/2
- 3 ŠAROTIĆ-RONNEBURG (NEZIR) MERIMA 1/1
- 4 ŠAROTIĆ ŠABANA NEZIR 1/1
- 5 SELIMOVIĆ (FEHIM) MUHAREM
- 6 SELIMOVIĆ (FEHIM) ISMET
- 7 NINIĆ PETRA RADOJKA 1/4 i 3 dr.
- 8 OPSTINA SANSKI MOST 1/1
- 9 VEHAB (REFIK) ERNAD

Snimio dana 25.12. 2021. god.
Islamovic Adnan, dipl.ing.geod.





Buildings	DIMENSIONS	Bruto m2	Neto m2
Building 1	37 x 115	6.013	5.652
Building 2	19 x 66	2.210	2.077
Building 3	10 x 11	112	105
Building 4	13 x 54	700	665
Building 5	17 x 26	445	423
TOTAL		9.480	9.169
Building 6	13 x 20	260	247
Building 7	24 x 73	1.752	1.664
Building 8	37 x 86	3.182	3.023
TOTAL		14.674	13.856

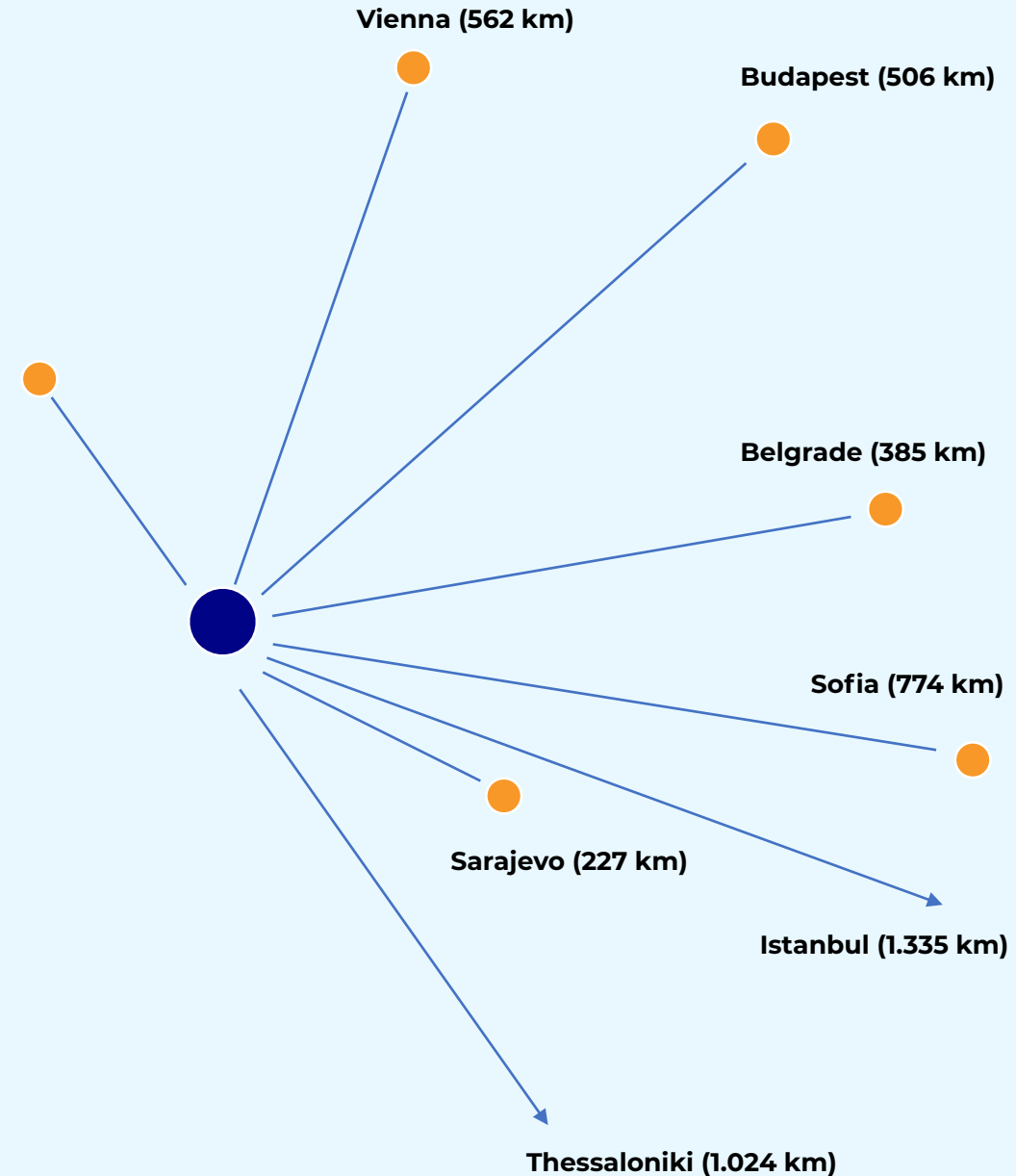


MONTECRISTO



General information about Sanski Most

- **Sanski Most** is located in the North-Western part of Bosnia and Herzegovina in close proximity to EU border (Croatia) and Corridor X.
- The City has long tradition in metal processing and available raw materials such as iron, aluminum, copper, steel, inox, providing opportunities for automotive industry development.
- Other dominant industries include civil engineering and wood processing, while favourable climate conditions and rich natural resources provide perfect environment for food processing and agriculture development, renewable energy and tourism.
- Being a certified business-friendly municipality, Sanski Most bases its future development on cooperation with existing businesses, human resource development.



Why to invest in Sanski Most?

- **EXISTING FOREIGN INVESTORS** - our best reference for new investments
- **VICINITY TO FOREIGN MARKETS** - optimal link between the European East -West, as well as North-South
- **FREE TRADE AGREEMENT AMONG CEFTA COUNTRIES** - access to more than 25 million consumers
- **FREE TRADE AGREEMENT WITH TURKEY** - access to more than 70 million consumers
- **LOWER OPERATIONAL COSTS** - significantly lower than in the EU countries (electricity, utility, telecommunication, construction costs, etc.)
- **NATURAL RESOURCES** - fertile soil, forest, minerals, water, etc.
- **SIGNED STABILIZATION AND ASSOCIATION AGREEMENT** - (between BiH and EU, striving to harmonize European standards and regulations)
- **FAVORABLE LEGAL FRAMEWORK FOR FOREIGN INVESTMENT** - e.g. transfer of profit abroad is done freely and foreign investments are exempted from payment of customs duties on equipment that is a part of foreign investment
- **BUSINESS FRIENDLY CERTIFICATION** - the first Municipality in BiH awarded with an international certificate for business support
- **POLITICAL STABILITY** - The city with high level of multiethnic tolerance and understanding, strong political consensus

Business environment

- **INDUSTRIAL HERITAGE** - the rich history and tradition of doing business in various sectors
- **REGISTERED AROUND 2.500 BUSINESSES** - potential base for local suppliers and partners
- **QUALIFIED AND COMPETITIVE WORKFORCE** - the most available workforce is in the field of light industry, manufacturing and craft
- **LOCAL GOVERNMENT SUPPORT** - proACTIVE administration, accelerated procedures of registration and issuing permits
- **GREAT POTENTIAL OF EDUCATED PEOPLE** - 6 universitiys, over 60 faculties and over 25.000 students in radius of 100km

Human resources

- Total work force: 30.077
- Unemployment rate: 12,8%
- Average gross salary 2023: € 961 per month
- Average net salary 2023: € 619 per month
- Social salary contributions: 31%
- Education: 3,6% college or university degree; 59,2% high school; 37,2% elementary and lower



Local economy

- Number of businesses: 636 companies, 690 entrepreneurs
- Size of businesses: 68% small, 32% middle-sized
- Dominant industries: Metal and wood processing industry, automotive, agriculture, construction, mining,
- Promising industries in Sanski Most: Renewable energy, ICT, tourism
- Major foreign investors:



REMUS
Innovation
(automotive
industry,
Austria),



BUILDING TRUST

SIKA (metal
processing,
Austria),



HIK GmbH
(automotive
industry,
Germany)

General information about **Bosnia & Herzegovina**

Official name	Bosnia and Herzegovina (most commonly abbreviated as BiH)
Capital city	Sarajevo (population 500.000)
Other major cities	Banja Luka, Bihać, Mostar, Tuzla, Zenica
Geographic location	South Eastern Europe, borders with Croatia (932km), Serbia (312km) and Montenegro (215km)
Area	51.209 km ²
Population	3.48 million
Religions	Muslim (44%), Orthodox Christian (32%), Roman Catholic (17%), Others (7%)
Ethnic groups	Bosniaks, Serbs, Croats and others
Languages	Bosnian, Serbian, Croatian (all official)
Administrative organization	Two entities (Federation of BiH and Republika Srpska) and Brcko District of BiH
Government Structure	BiH is a parliamentary democracy with a bicameral parliament (House of Representatives and House of Peoples), a three-member rotating presidency, a Council of Ministers, and Constitutional Court
GDP	17.5 billion EUR (2020)
GDP per capita	5.038 EUR (2020)
Currency	Konvertibilna Marka (BAM-official; KM-common use)
Exchange rate	1 EUR = KM 1.95 (fixed exchange rate)

Starting of business in BiH

Type of company	Federation of B&H	Republic of Srpska
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;	Founded by the establishment act of two or more domestic/foreign natural and/or legal partners who commit to do certain activity under the same company name, with their own unlimited solidary liability for company commitments. There are no requirements for minimum or maximum contributions;
Limited Liability Company (d.o.o.)	Founded by the establishment act or establishment 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 1,000 BAM (approx. 500 EUR);	Founded by the establishment act of one to hundred domestic/foreign natural and/or legal entities. Shareholder in a limited company is not personally liable for any of the debts of the company, other than for the value of his investment in that company. Minimum initial capital is 1 BAM (approx. 0,5 EUR);
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;	Founded of two or more domestic/foreign natural and/or legal entities by the establishment act; one person at least has unlimited liability for the company, and one person at least has liability to the amount of his/her investment in the company. There are no requirements for minimum or maximum initial capital;
Joint-Stock Company (d.d. /a.d.)	Legal entities founded by the establishment contract of 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 have been 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 4 million KM (approx.. 2 mil eur) and at least 40 shareholders. Closed joint-stock company is a legal entity whose shares are distributed among a limited number of shareholders. The min. initial capital is 50,000 BAM (approx. 25,000 EUR).	Legal entity founded by the establishment act of one or more domestic/foreign natural and/or legal entities with initial capital divided into a defined number of shares. 1. Open joint-stock company is a legal entity, whose shares may be publicly traded i.e. offers its shares for sale upon the open market and they are listed on the stock exchanges and other public markets. The minimum initial capital is 50,000 BAM (25,000 EUR); 2. Closed joint-stock company is a legal entity, whose shares are distributed among a limited number of shareholders. The minimum initial capital is 20,000 BAM (10,000 EUR).

Steps for establishing business in BiH

1. STEP

Establishment Contract (by notary; estimated cost 150EUR)

2. STEP

Payment of initial capital (estimated cost 500EUR)

3. STEP

Registration at the competent court (municipality/district commercial court; estimated cost 290EUR)

4. STEP

Making a company stamp (estimated cost 20EUR)

5. STEP

Opening a bank account in a commercial bank (no charge)

6. STEP

Registration of the company and staff at the Tax Administration (no charge)

7. STEP

The statement of the company founder about fulfillment of all requirements for starting activity (submit to the competent inspection department; no charge)

TAX SYSTEM IN BIH

The basic taxation categories are:

- Value Added Tax
- Corporate income tax
- Personal income tax
- Property tax
- Social security contributions paid by employers and employees
- Excise duties, a special type of sales tax paid on some commodities like oil products, tobacco products, non-alcohol drinks, alcohol drinks, beer, wine and coffee.

CATEGORIES

- Value Added Tax
- Corporate Income Tax
- Personal Income Tax

TAX RATE

17%
10%
10%

Value added tax (VAT)

Unique VAT rate is 17%. Indirect Taxation Authority is in charge of collecting value added tax and coordinating fiscal policy issues in general. This body is also responsible for collecting customs and excises on the entire territory of BiH.

Value added tax is a comprehensive tax on consumption, assessed based on the value added to goods and services. This is a general tax applied to all commercial activities, including manufacturing and distribution of goods and providing services. It is a consumer tax because it is not paid by the company, but by the end user. It is assessed as a percentage of the cost of goods or services.

The tax amount is visible in all stages, from manufacturing to distribution chain. When paying tax liability, the taxpayer will reduce the value added tax by the tax amount he/she has already paid to other taxpayers at purchase. This ensures neutrality of taxation, regardless of the number of transactions involved.

Corporate income tax rate in BiH

- Federation BiH – 10%
- Republic of Srpska – 10%
- Brčko District – 10%

- Profits transferred from abroad are not taxed in BiH
- Profits transferred from abroad are not taxed if they were previously subject to taxation abroad.

Tax legislation

- **Corporate taxable basis**

Profits are calculated in accordance with applicable laws, by deducting (real) expenses from revenues. The tax base includes profit gained through revenues and capital gains, according to the accounting regulations. The expenditures must conform to the accounting standards.

- **Personal income tax rates**

In FBiH - Personal income tax is 10 % on net salary (in accordance with gross model).

- **Foreigners and taxes in BiH**

All foreigners with permanent residence in the Federation BiH pay personal income tax on revenues earned during a calendar year in BiH territory. Equally, all foreigners who do not reside permanently in BiH but who earn income in the Federation BiH are considered as taxpayers.

An aerial photograph of a village and industrial area, overlaid with a blue tint. The scene shows a cluster of houses on the left, a large industrial building with a corrugated metal roof on the right, and a road winding through the center. The background features rolling hills and a forested area. The text 'Thanks' is prominently displayed in the center, with 'FOR YOUR ATTENTION' below it.

Thanks

FOR YOUR ATTENTION