



www.trebinje.rs.ba

Trebinje

BREEDING GROUND FOR YOUR INVESTMENTS



■ GEOGRAPHIC POSITION

The City of Trebinje is located in the southeast part of Bosnia and Herzegovina (BiH), in the entity of Republika Srpska (RS), close to the triple border between Bosnia and Herzegovina, Montenegro, and Croatia. Trebinje is the south-most city in BiH and RS, on the very border with the Republic of Croatia/European Union (EU).

In a special report, “European cities and regions for the future 2022/23” , published by an eminent magazine “Financial Times”, Trebinje along with Gradiška, Zvornik and Laktaši, was chosen in the category for the top 10 micro cities with the best FDI strategies (SDI-foreign direct investment).

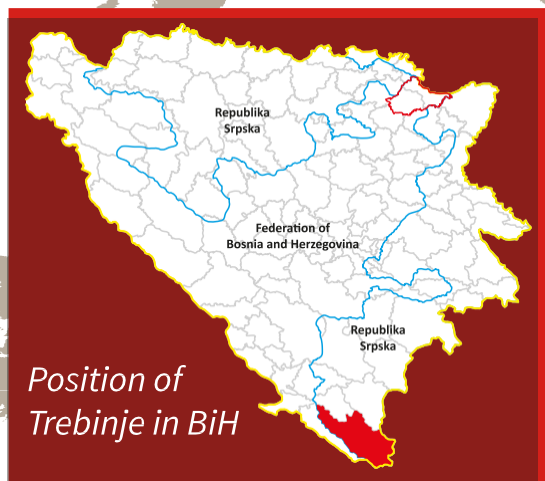
Every two years, this prestigious magazine announces a competition for the award “European cities and regions for the future”.

Tax policy in BiH and Republika Srpska is stimulative: VAT rates of 17% and profit tax rates of 10% are amongst the lowest in the region and in Europe.

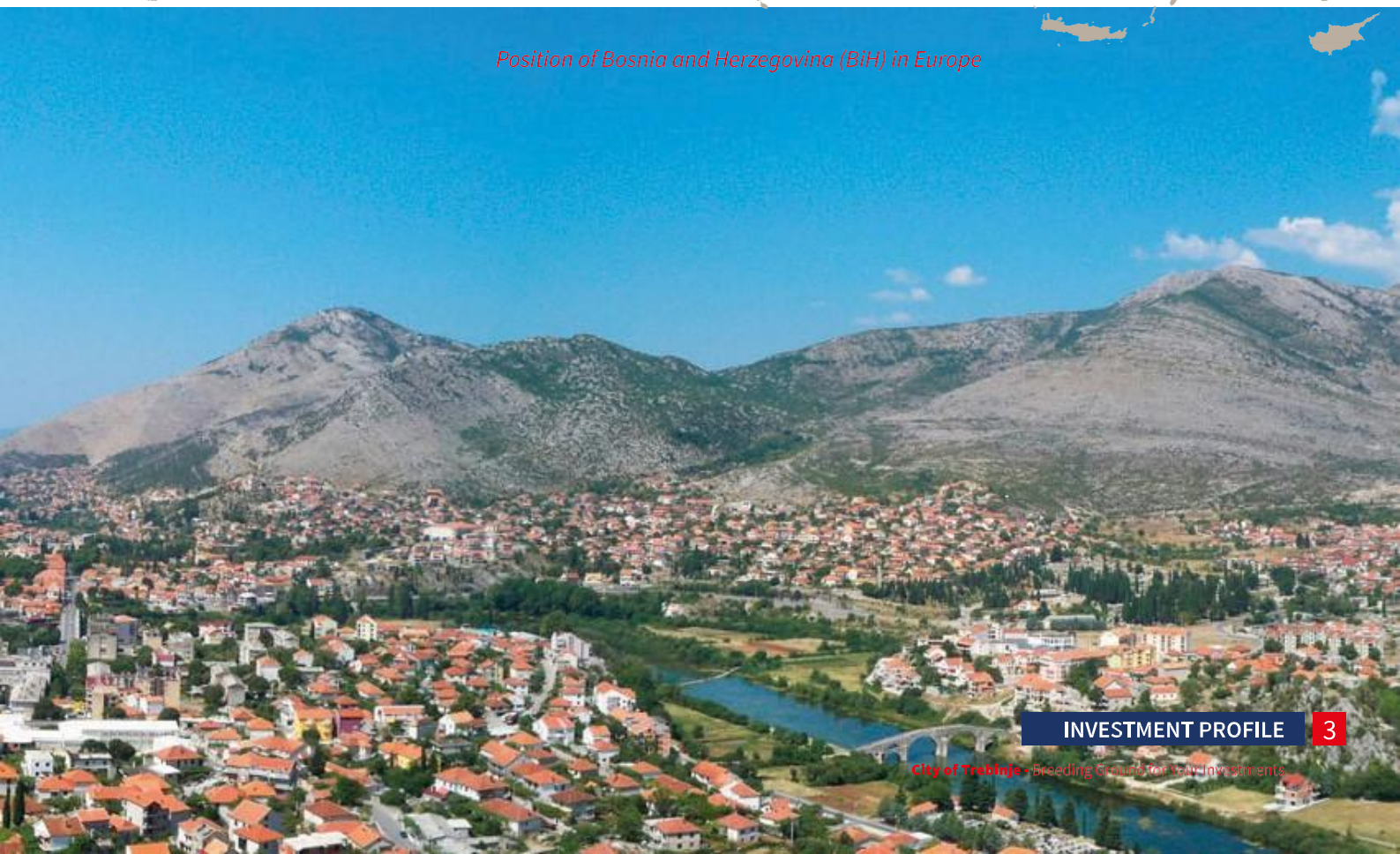
■ CITY OF TREBINJE

Surface area	904 km ²
Population	31,433 <i>(2013 Population Census Final Results)</i>
Relief	Dinarides mountain range karst with karst water springs, crevasses, caves and other forms of karst hydrology.
Climate	2 types: Mediterranean and moderate continental climate Around 260 sunny days annually
Altitude	275 m (urban part)
Time zone	GMT+1

Source: 2018-2027 Trebinje City Development Strategy



Position of Bosnia and Herzegovina (BiH) in Europe





TREBINJE

Breeding Ground for Your Investments

Excellent location of Volujac Business zone for greenfield investments

- In the immediate vicinity of M20 primary road toward the EU market (1 km), the railway (70 km), the sea port (30 km) and the airport (45 km). Surface area of 85 hectares with parcels that can both be consolidated and divided.
- Along with incentives of the city administration for construction of manufacturing plants, availability of highly qualified and price competitive workforce and favorable operating costs, it represents an attractive investment location for investments in the processing sector and other sectors.

Trebinje has mild climate, abundance of water, arable land and 260 days of sunlight annually

- Large wealth of natural resources of Trebinje that is insufficiently utilized offers opportunities for investing in the agricultural sector.
- Early spring Mediterranean fruit and vegetables in this area ripen 30 to 40 days earlier than in continental areas.

Tourism is a fast-growing sector in Trebinje

- In Trebinje, there was a continuous increase in the number of tourist arrivals (+ 203%) and overnight stays (+242%) in the period 2013-2019. In 2020, due to the new coronavirus, we had fewer arrivals of tourists by 70.10% and fewer overnight stays by 58.70% compared to 2019. In 2021, there was a significant increase in arrivals by 128.92% and an increase in overnight stays by 126.96 compared to the previous year, which was especially felt from April to November.
- City in the immediate vicinity of the Adriatic Sea, on the banks of river Trebišnjica under the mountain of Leotar with all the natural beauty, cultural and historical monuments and excellent gastronomy offer, provides excellent opportunities for investing in tourism infrastructure.

Robust energy sector

- In the energy sector, under the project of “Upper Horizons of Trebišnjica River” of the Trebišnjica Hydro Power System, it is envisaged to construct three new hydro power plants within the territory of Republika Srpska, with total installed power of 257 MW.

Environment for investments and doing business is continuously improved

- City administration is focused on service provision and cooperation with potential and current investors through proactive, transparent and efficient operations. Our objective is a continuous improvement of conditions for investments and business operations of companies.



TRANSPORT INFRASTRUCTURE

Trebinje is located at a significant intersection of roads leading from North to South and from East to West.

Roads

- **M20 Primary Road** stretches along the direction from North to South and connects Trebinje directly with Croatia/EU on the border crossing of Ivanica (Goražde-Foča-Gacko-Trebinje-Border Crossing Ivanica).
- **M6 Primary Road** connects Border Crossing Gorica with Croatia/EU and Border Crossing Klobuk with Montenegro (Border Crossing Gorica-Grude-Ljubuški-Čapljina-Stolac-Trebinje-Border Crossing Klobuk).

Airports

BiH: Sarajevo (cargo)-198 km,
Mostar-114 km
Croatia/EU: Čilipi-Dubrovnik (cargo)-41 km
Montenegro: Podgorica (cargo)-117 km,
Tivat-93 km

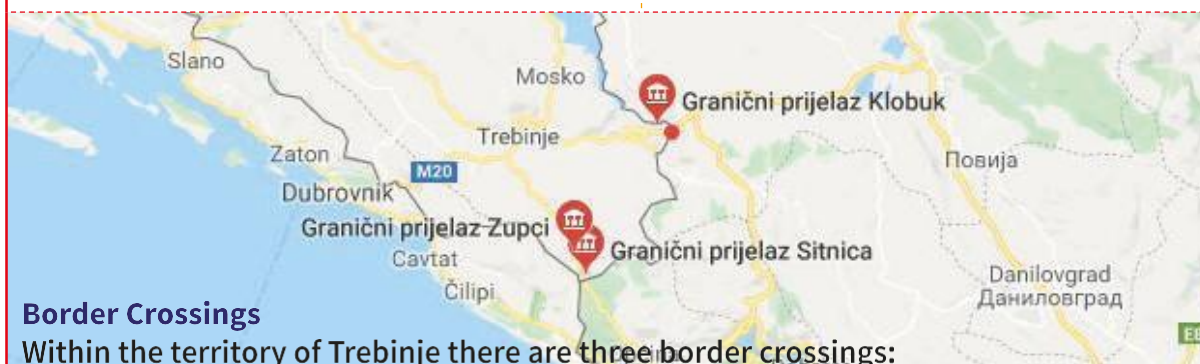
Ports

Sea ports:

Croatia/EU: Dubrovnik-31 km,
Ploče-130 km
Montenegro: Bar-120 km

River ports:

BiH: Brčko-382 km



Border Crossings

Within the territory of Trebinje there are three border crossings:

Two border crossings with Montenegro (towards Nikšić and Herceg Novi):

- Klobuk/Illino brdo - International border crossing of category I in road transport for persons, all types of goods and means of transport
- Zupci/Sitnica - International border crossing of category II

One border crossing with Croatia/EU (towards Dubrovnik):

- Ivanica – the south-most crossing of BiH towards the European Union International border crossing of category I in road transport for persons, all types of goods and means of transport

Other border crossings with Croatia/EU:

- Bijača (Ljubuški)/Nova Sela – Exit to A1 highway (Zagreb-Split-Dubrovnik)
One of two border crossings in BiH for transport of fruit and vegetables that are subject to checks for conformity with market standards and tests of health safety when transported across a common state border

Border crossings with Serbia:

- Rača/Sremska Rača
- Karakaj/Mali Zvornik
- Vardište/Kotroman

All three border crossings are international border crossings of category I in road transport for persons, all types of goods and means of transport

Source:

Decision on Determination of Border Crossings in Bosnia and Herzegovina ("Official Gazette of BiH", issue No. 39 dated May 22, 2012);
Contract between Bosnia and Herzegovina and Republic of Croatia on Border Crossings and Agreement between Bosnia and Herzegovina and Republic of Croatia on Cross-border Traffic (June 19, 2013)

Source: <http://www.viamichelin.com/>



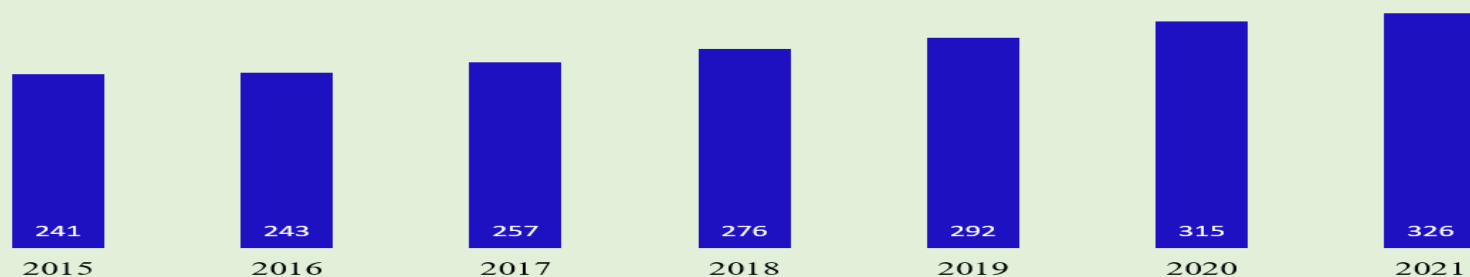
BUSINESS ENVIRONMENT

Economy of Trebinje is based on small enterprises and entrepreneurs, in addition to several medium and large enterprises.

Business and Economic Trends

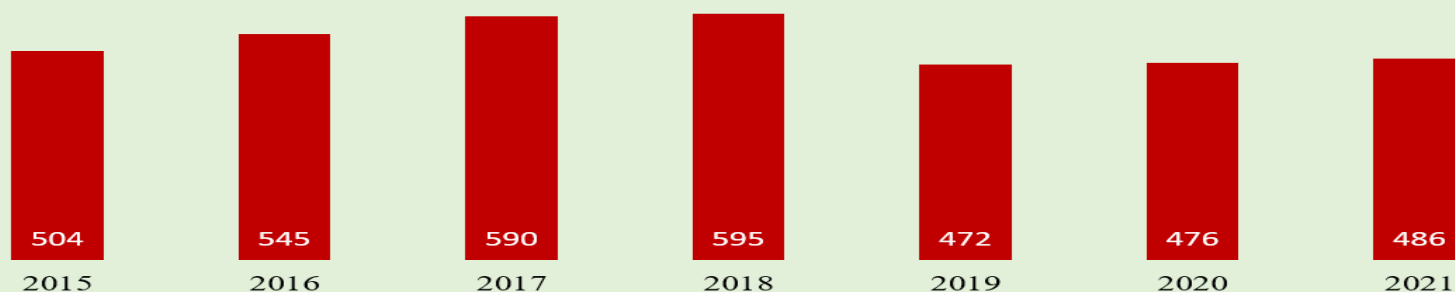
- In 2013-2021, there was a continuous growth in the number of registered business entities (+4%) and the growth in the number of registered independent entrepreneurs (+2%), compared to 2020.
- At the end of 2021, the registered number of employed persons was 8,653.
(Source: Tax Administration of the RS, Regional centre Trebinje)
- In 2021, the coverage of import by export is 154% at the City level, and compared to 2020 is higher by 26%.

Number of registered companies in Trebinje for 2015-2021



Source: 2018-2027 Trebinje City Development Strategy, APIF

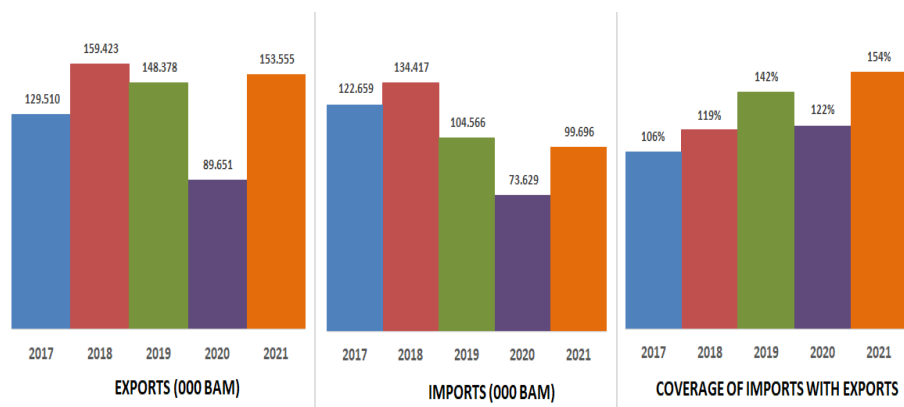
Number of registered independent entrepreneurs in Trebinje for 2015-2021



Source: 2018-2027 Trebinje City Development Strategy

Foreign trade exchange of Trebinje for 2017-2021 (in BAM thousand)

The most important products exported from Trebinje are: electricity (export around BAM 29 million), confectionary products (export around BAM 26 million) and tool for mechanical industry (export around BAM 14 million). Speaking of other export products, export of beverages and furniture increased in 2021.

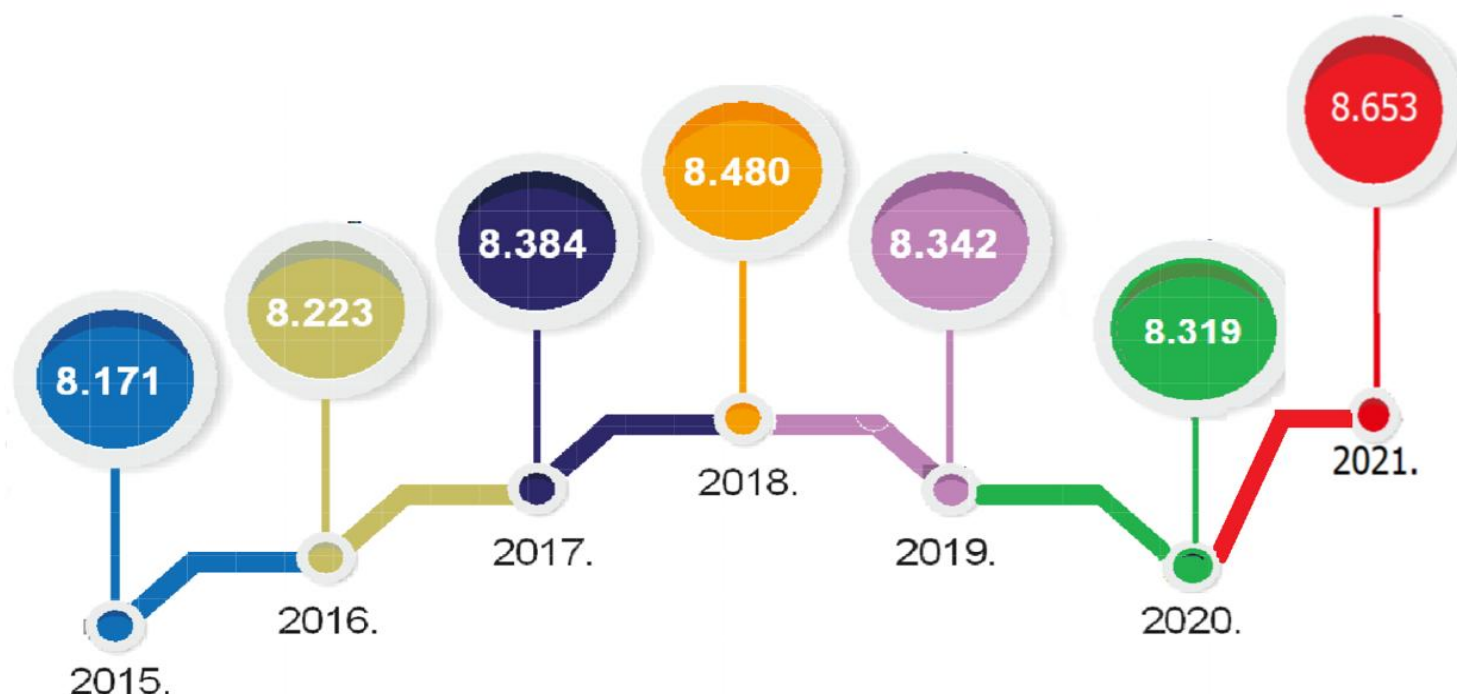


Source: Trebinje City, Data for 2021

Source: Foreign Trade Chamber of BiH, Regional Chamber of Commerce of Trebinje, IDB Portal / Economic Indicators

HUMAN RESOURCES

Employment in Trebinje in 2013-2021



Source:RS Tax Administration, Regional center Trebinje

31 December 2021

Unemployed persons who are actively seeking employment 2.228

Unemployed persons who are actively seeking employment represent the basis for workforce engagement. Persons with all degrees of professional qualifications are available. Re-training and additional training in line with requirements of an investor's business process are also possible.

Unemployed persons actively seeking employment in Trebinje

by degree of professional education, 31 December 2021

TREBINJE TOTAL	NON-QUALIFIED	SEMI QUALIFIED/ PRIMARY SCHOOL	QUALIFIED	SECONDARY SCHOOL	HIGHLY QUALIFIED	COLLEGE EQUIVALENT	UNIVERSITY EQUIVALENT
2,228	194	12	639	782	10	69	522

Source: Employment Service of the Republic of Srpska, Bulletin - Statistical review – 31 December, 2021, Table 6

Average net salary on 31 December 2021 (in BAM)

	Net salary
Bosnia and Herzegovina	998
Republika Srpska	1004
City of Trebinje	1070

Source:Republic Institute for Statistics;RS Chamber of Commerce



Educational institutions in Trebinje

Secondary Schools	<ul style="list-style-type: none">• Gymnasium “Jovan Dučić”• Technical School (electrical engineering, mechanical engineering - technician for CNC technologies, transportation and civil engineering)• Secondary School Center (Schools of Economics, Trade, Tourism, and Medicine)• Secondary Music School
University	<ul style="list-style-type: none">• University School for Manufacturing and Management is the center of knowledge and the source of staff for energy management and generation of energy for the entire region, and for processing industry.• University School for Business Engineering and Management (PiM) is a center for development of human resources for modern law practice and scientific work in economics.• College for Tourism and Hotel Industry is the regional center of knowledge and source of staff for the growing industry of relaxation and recreation.• Academy of Visual Arts contributes to the development of creative industries, which, in the new global economy (knowledge and experience economy) are exhibiting excellent potential for growth.

NATURAL RESOURCES

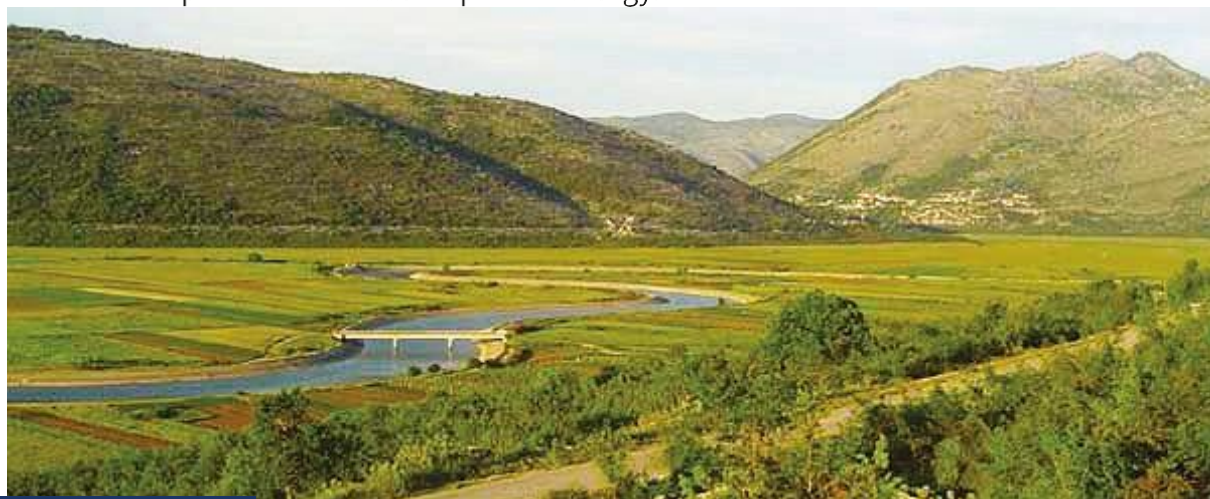
Water - Thanks to climate conditions and abundance of precipitation, the area of Trebinje is among the areas of the Balkan and Europe that are rich in water. The largest source of water is the watershed of river Trebišnjica, which was explored in detail and covers 4,457 km of surface area. Water potential is used for water supply of the population, power generation, industrial and servicing activities, and high quality irrigation of Trebinje and Popovo fields.

Land - Of the total surface area of Trebinje, 20,106 hectares represent agricultural land.

Climate - Geographic position of Trebinje provides for very favorable climatic characteristics for agricultural production and, in general, for activities and lives of people.

Construction material (stone, gravel, sand) - Significant unused wealth of Trebinje. Significant reserves of high-quality construction stone exist on 15 localities along the entire valley of river Trebišnjica – the edges of karst fields – Trebinjsko, Popovo and Zubačko field.

Medicinal and aromatic herbs - More than 2,000 medicinal plant species, with around 300 species of interest for pharmacology.



COMPETITIVE SECTORS FOR INVESTING

Trebinje offers to investors excellent opportunities for investments in sectors of agriculture, tourism, energy and processing industry.

Under Spatial Regulation Plan of Republika Srpska for the period until 2025, the city of Trebinje is envisaged as the primary regional center of the energy, agricultural and tourism region of Trebinje-Foča (with around 104,000 inhabitants).

Source: 2018-2027 Trebinje City Development Strategy

Agricultural Sector

An advantage Trebinje has for investments in the agricultural and food processing sector is the possibility of irrigation of each part of arable land.

Thanks to the mild climate and wealth of water, it is possible to grow various crops in Trebinje throughout the year, and especially Mediterranean crops: tobacco, spring vegetables and fruit and specific species of citrus fruit.

In Trebinje 5.222 ha of arable land is available to investors in the agricultural sector, mostly alluvial soil, out of which in 2021, 1.000 ha were cultivated.

During that year, 155 ha of arable land was leased to registered agricultural producers. The RS Ministry of Agriculture, Forestry and Water Management has given under a concession, 695 ha of land to registered agricultural Producers in the City of Trebinje. The vast majority of this land under concession is located in the area of Popovo polje.

Trebinje cheeses, škripavac, cheese from bellows and cheese from oil, along with wines, are an inescapable part of the gastronomic offer.

- In 2021, the cultivation of Mediterranean fruit crops was on the rise, for which this area has favorable agro-ecological conditions.
- In 2021, there were aver 6,000 olive trees, over 10,000 fig trees, over 8,000 pomegranate trees, over 3,000 tangerine trees and 2,000 trees of kiwi in the City.
- The most common stone fruits were cherries, with over 200,000 trees. They are followed by cherries with over 7,000 trees, and plum trees with over 6,000 trees.
- The cultivation of continental apples and pear species s stagnating, while this is not the case with quince, whose cultivation is expanding due to alcoholic products.
- Viticulture was within the framework of previous years in 2021. Experience and tradition in the cultivation of vines exist especially in the locality of Popovo polje, Petrovo polje and Lastva. In 2021, according to the available data, there were about 20 registered wineries in the City, and a large number of private households were engaged in the production of wine and other distillates.
- In 2021, in the area of the City, the cultivation of medicinal plants was abandoned, so a large number of areas that were under medicinal plants were plowed and sown with field crops and fodder plants. The state of cultivation of medicinal plants is the same in the municipalities of the region.
- With an area of about 34,000 ha of meadows and pastures, Trebinje has excellent conditions for investments in livestock.
- Livestock production as the main activity has recently stagnated, in terms of total agricultural production. There are several reasons for that. The main are: imports, insufficient subsidies, depopulation of rural areas, elderly households, etc. Given the cost of meat and dairy products as well as the demand for these products, there is a need for revitalization of this branch of agricultural production in the City of Trebinje. This is supported by the large number of arable (neglected) areas on which fodder plants could be grown for livestock breeding, i.e. large areas under pastures suitable for this type of production.
- Unpolluted land, with medicinal wild plants is favourable for beekeeping production. In the recent years, beekeeping has expanded in the area of the City of Trebinje. An increasing number of young people choose this type of production. It is estimated that there are over 25,000 bee colonies in the city. Honey and other bee products are in demand both in the region and beyond.

In 2021, there was an increase in revenue by 7% in the agricultural sector, compared to 2020.

The number of employees decreased by 32%, and the average gross salary increased by 48%.





In 2021, in the agricultural sector, compared to 2020, there was an increase in income by 7%, the number of employees decreased by 32%, and the average gross salary increased by 48%.

Source: Trebinje City

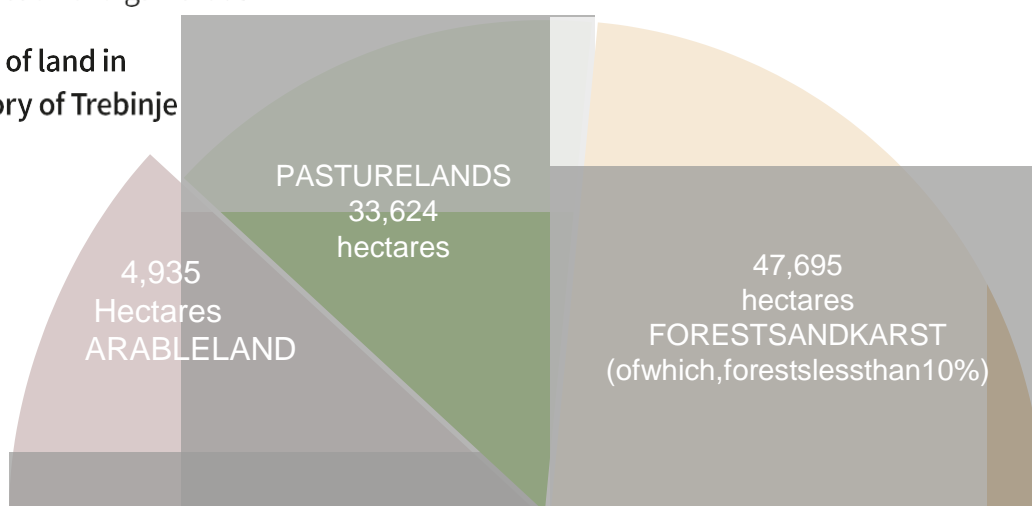
Branding the autochthonous products of the Herzegovina area, the cheese, the honey, and of the fruit species - figs, pomegranates, cherries etc. is ongoing.

On 70% of agricultural land there is an irrigation system that enables the irrigation for plants in the dry periods.

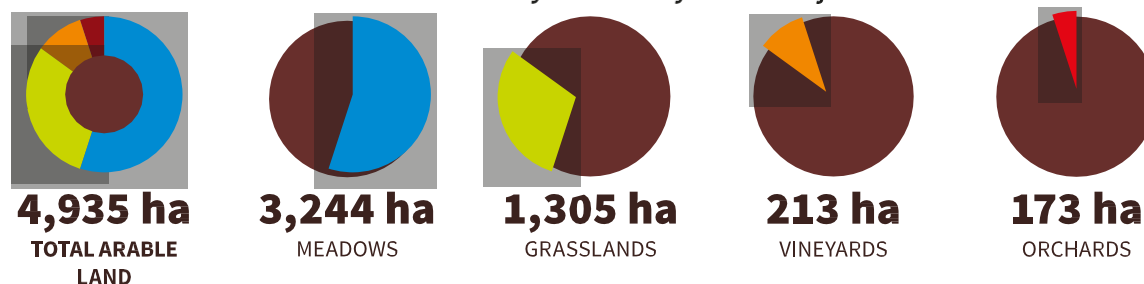
Business opportunities:

- Construction of new and expansion of existing cold storages and warehouses
- Construction of collection stations, processing capacities and drying plants for fruit and vegetables
- Production of organic food

Structure of land in the territory of Trebinje



Structure of arable land in the territory of the city of Trebinje



Source: 2018-2027 Trebinje City Development Strategy

Environmental protection

City of Trebinje recognized the importance of environment preservation, thus in the 2018-2027 Trebinje City Development Strategy the environmental protection measures were marked as exceptionally important. The local community assesses ecological potentials and promotes ways of use that ensures improvement of the local population life and, simultaneously,

protection of the ecologically clean Mediterranean environment.

To this end, the Trebinje City Assembly adopted the 2018-2027 Local Environmental Action Plan identifying priority areas with specific activities that are continuously implemented to ensure the environmental quality remains at high level.



Tourism

Trebinje is exceptionally attractive tourism destination whose offer attracts a growing number of tourists each year. This is evidenced by the fact that Trebinje is the first city to receive the status of a tourist place in the Republic of Srpska in 2018. It is situated in the very south of the Republic of Srpska, at the crossroads between cities under the UNESCO protection: Dubrovnik (28km), Kotor (90km), and Mostar (120km).

Tourism is a fast-growing sector in Trebinje, which in 2013-2019 recorded continuous increase in the number of tourist arrivals (+203%) and overnight stays (+242%). In 2020, due to the new coronavirus, we had fewer arrivals of tourists by 70.10% and fewer overnight stays by 58.70% compared to 2019.

In 2021, there was a significant increase in arrivals by 128.92% and an increase in overnight stays by 126.96% compared to the previous year, which was especially felt from April to November.

In the sector of accommodation provision, preparation and serving food, hotel industry and catering, revenues increased by 29%, in 2021 compared to the previous year, the number of employees decreased by 4% and the average gross salary remained approximately the same compared to 2020.

Trebinje offers:

- abundant and well-preserved nature
- diverse cultural and historic monuments and cultural events
- healthy food, excellent wine and traditional Herzegovina food

2019, the tenth year of sustainable growth in the tourism sector in a row since 2009

In 2021, in Trebinje there was fewer arrivals of tourist by 31.57% and fewer overnight stays by 6.28 % compared to 2019.

Global tourism experienced a mild 4% upturn in 2021, with 15 million more international tourist arrivals (overnight visitors) than in 2020 but remained 72% below the levels of pre-pandemic year 2019 according to preliminary estimates.

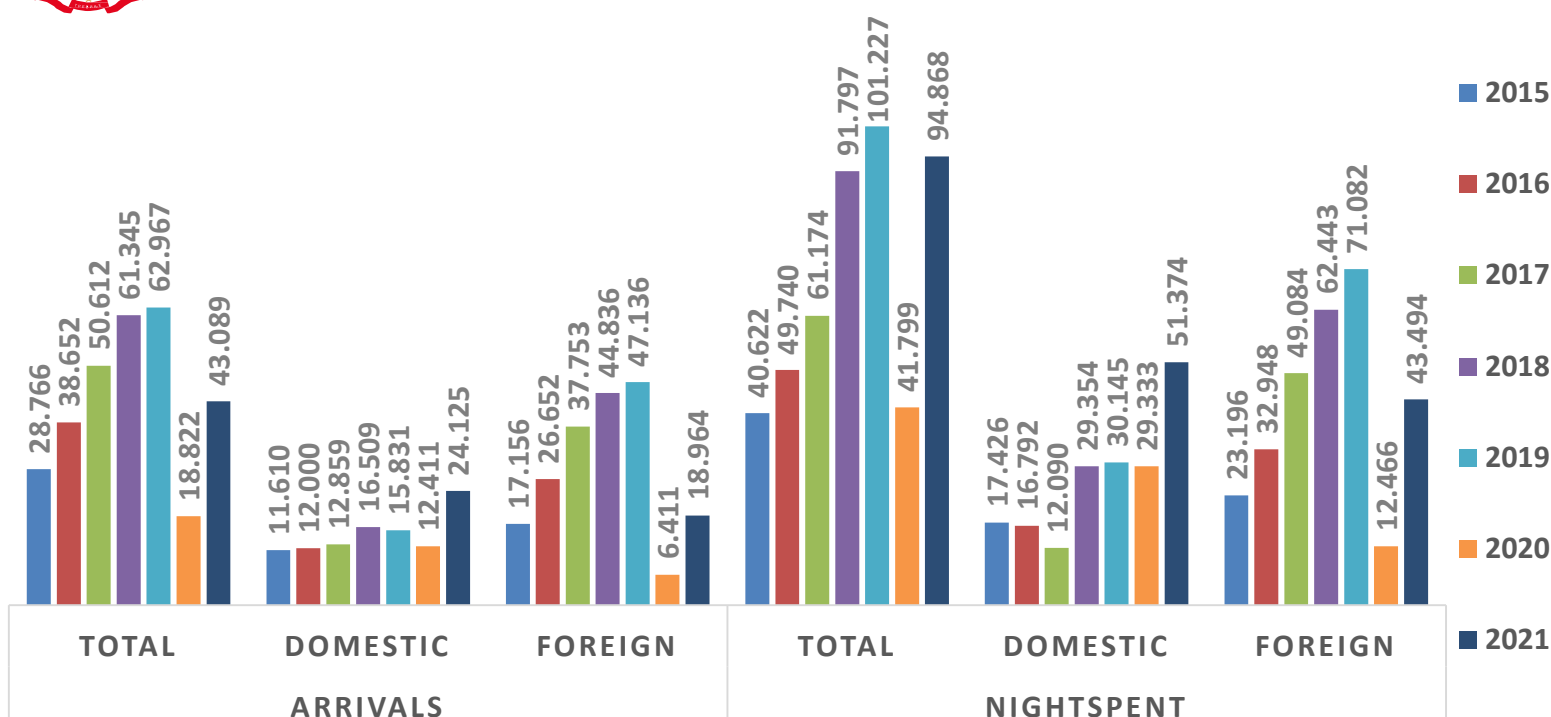
Europe and the Americas recorded the strongest results by region relative to 2020 with arrivals up 19% and 17% respectively, though they remained 62% and 63% below 2019 levels.

Source: United Nations World Trade Organization (UNWTO),
Publication: World Tourism Barometer, Volume 20 ,
Issue 1, January 2022, Excerpt





TOURIST ARRIVALS AND OVER NIGHT STAYS IN 2015-2021



Source: Republika Srpska, Republic Institute of Statistics, Cities and Municipalities of Republika Srpska, 2020; Trebinje City

Business opportunities:

- Investments in tourism infrastructure and services for various types of tourism: adventure, recreational, sports, educational, congress, cultural and historical tourism, and religious tourism

TREBINJE

NATURAL ATTRACTIONS	CULTURAL AND HISTORICAL MONUMENTS EVENTS
<ul style="list-style-type: none"> Trebišnjica River (98 km), at one time the longest underground river in Europe, flows, in its most beautiful part, through the very city. Because of its calm flow it is favorable for holding sports events in many disciplines, and because of the large abundance of fish it is a large attraction for fishermen. “White human fish”, the only amphibian in Europe that lives in caves, can be found in 46 underground locations in Trebinje. Trebinje possesses the first and only observatory for observation of human fish in the world. Vjetrenica, the most famous cave in Bosnia and Herzegovina, protected natural monument with the total of 6,700 m of underground channels discovered. Area of the Orjen massive is recognized as the most attractive for “active relaxation” – spending time in nature, hiking and mountaineering, and for speleological activities (exploration of crevasses and caves). It is declared a nature park in 2020. 	<ul style="list-style-type: none"> Cultural and historical monuments – Old town of Kastel, Hercegovina Museum, Perovića (Arslanagića) bridge; gifts of the poet Jovan Dučić to the city: monument to fallen soldiers of World War I, figure of Jelena Anžuska, Cupid’s fountain in the park, Dučić drinking fountain, lion figures, monument to Njegoš Religious facilities – monasteries of Tvrdoš, Petropavlovski, Duži, Zavala, Temple of Holy Mother of God – Hercegovina’s Gračanica; churches of Holy Transformation, Holy Kliment and Holy Arhandel; Catholic Cathedral; Osman-pasha Mosque and Emperor’s Mosque Plane trees are one of the most recognizable symbols of Trebinje. For many visitors of the city, the summer garden of plane trees represents an oasis in hot days where they can get refreshed in the shade of trees more than 120 years old. Dučić evenings of poetry is the cultural event that has, traditionally, been held in Trebinje for 51 years and gathers the most prominent artists from BiH and the region. It is devoted to Jovan Dučić, Serbian and Bosnian-Herzegovinian poet and diplomat born in Trebinje. On this occasion, poetry nights are held, in addition to theatre shows, visual arts exhibitions, and “poetry for the youngest generations” gatherings. Visual arts colonies Lastva and Kolo Festival of Mediterranean and European film Trebinje cultural summer Motorcycle gathering – Motorijada Summer school of sports

Tourist organization of Trebinje www.gotrebinje.com

Energy Sector

Hydro Power

Thanks to climate conditions and wealth of precipitation, the area of Trebinje is among the areas in the Balkans and in Europe that are rich in water.

The largest source of water is the watershed area of Trebišnjica river with total surface area of 4,457 m². The concept adopted for the construction of the Hydro Power System of Trebišnjica pointed to the possibility to construct seven hydro power plants and six reservoirs in the entire system. To this day, 4 hydro power plants have been constructed as part of the project of "Lower Horizons" (Trebinje I and II, Dubrovnik-Plat and HE Čapljina).



In Trebinje, the head-quarter of **MH "Elektroprivreda" Republika Srpska** is located.

Contact for information:

Tel: +387 59 277 101; Fax: +387 59 277 120

Web: <http://ers.ba/>

Business opportunities:

The Project of "Upper Horizons of Trebišnjica River", which includes the unconstructed part of the hydropower system upstream from the "Bileća" reservoir is, in its essence, a very complex project that treats the entire area as a single water management unit. The energy part of the project involves the construction of three new hydro power plants in the territory of Republika Srpska: HPP Nevesinje (61 MW), HPP Dabar (160 MW) and HPP Bileća (36 MW). HPP Dabar is in the initial phase of construction.

Technical indicators of constructed hydro power plants in the system of Hydro Power Plants on Trebišnjica river:

Name of HPP	No. of agr.	Nominal power		Power on threshold	Average annual generation	Median annual flow	Useful volume of reservoir	Maximum gross slope
		MVA	MW	MW	GWh	m ³ /s	mil.m ³	m
Trebinje I	3	3×67	3×60	180	479.4	71	1 082.3	104.15
Trebinje II	1	10	8	7.6	12.5	82.9	9.3	22
Dubrovnik	2	2×120	2×108	2×105	1 391.1	82.9	9.3	295
PHE Čapljina	2		2×220	440	451	28.9	6.5	227

Source: Republika Srpska Power Company, River Basin of Trebišnjica, link: <https://ers.ba/ers/investicije-i-razvoj/hidroenergetski-potencijal/sliv-trebnjice/>

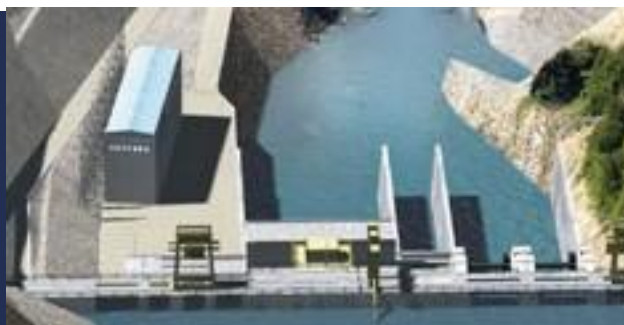
Contact for information:

Hydro Power Plants on Trebišnjica-HET

Telephone: +387 59 260 213

e-mail: het@henatrebisnjici.com

Web: <https://henatrebisnjici.com>





Solar energy

Trebinje is located in the sunniest part of Bosnia and Herzegovina. Solar insulation is at the level of 1,800 kWh of heat energy per m², which classifies Herzegovina and Trebinje amongst the most favorable locations in the region and Europe for investing in renewable sources of energy from the sun.

Business opportunities

- Investments in power generation from solar energy for own needs and delivery of energy surpluses into the system

Contact for information:

Regulatory Commission for Energy of Republika Srpska

Telephone: +387 59 272 400

E-mail: regulator@reers.ba

Web: <http://www.reers.ba>

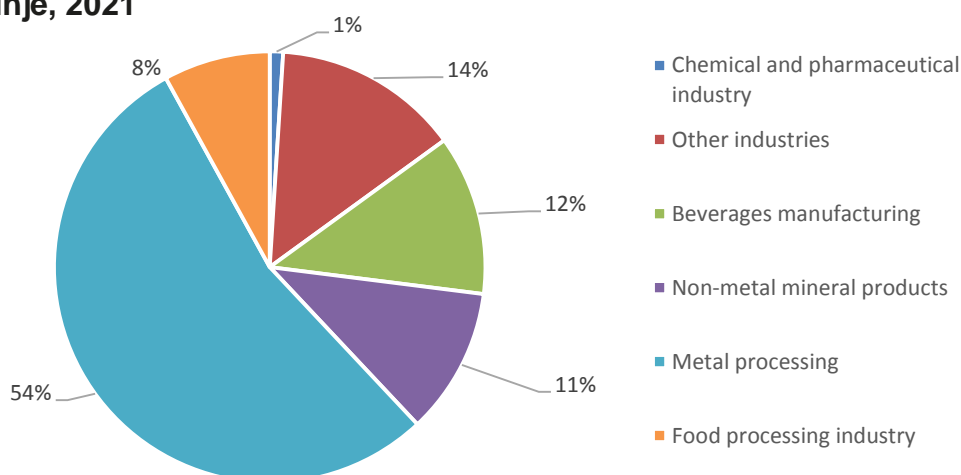
Processing sector

Processing industry has a long tradition in the economy of Trebinje and East Herzegovina and the sector changes and adjusts to modern economy and growth of demand in the market.

In recent times, the focus of processing industry in Trebinje is on the food processing sector, which is dominated by confectionery products and production of wine, but also the metal processing,

In the structure of total revenues by activities in 2021 in Trebinje, the processing sector participates with 3 %.

Structure of total revenues in processing industry in Trebinje, 2021



Source: 2018-2027 Trebinje City Development Strategy; Trebinje City

Revenue in processing industry increased by 18 %, the number of employees increased by 2% and the average gross salary decreased by 2% in 2021 compared to 2020.

Business opportunities:

- In the food processing sector, unused potentials exist in final fruit and vegetable processing and production of dried fruits and vegetables.
- Non-polluted environment, Mediterranean climate, construction of the irrigation system in Petrovo and Trebinje field and significant unused agricultural areas in Popovo field represent excellent opportunities for investing in production and processing on the basis of natural resources.

Other sectors

- In the trade sector, in 2021 there was an increase in revenue by 10%, the number of employees increased by 1%, and the average gross salary increased by 1 %, compared to 2020.
- In the construction sector in 2021 ,compared to 2020 ,revenues increased by 9% ,the number of employees decreased by 3% and the average gross salary increased by 6 %.
- In the transport and storage sector in 2021 compared to 2020 ,revenues increased by 40% ,the number of employees increased by 1% ,and the average gross salary increased by 13%.
- In the sector of information and communication in 2021, ,compared to 2020 ,revenues increased by 50%, the number of employees increased by 21 % and the average gross salary increased by 30 %
- In the field of health care and social work in 2021 , compared to 2020 , revenues increased by 25 %, the number of employees increased by 1%, and the average gross salary increased by 5 %.

COSTS OF DOING BUSINESS FOR INVESTORS

Favorable operational costs

Permits in the process of construction within competence of Trebinje City Administration

- Time and costs of issuance of location requirements, construction permit and usage permit

Applications for issuance of permits are submitted to the Department for Spatial Development of the City of Trebinje.

Contact: Vedran Furtula, Head of Department

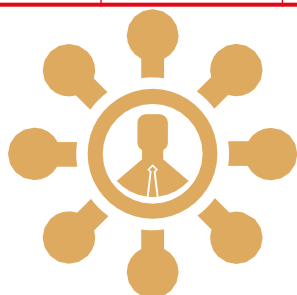
Telephone: +387 59 273 471

E-mail: prostornouredjenje.nacelnik@trebinje.rs.ba

Costs in 2021

No.	Type of permit	Deadline for issuance	Costs – summer and winter gardens - BAM 50,
1.	Location requirements	5 days (3 days for review whether the application is complete)	<ul style="list-style-type: none"> • City administrative fee for issuance of the location requirements amounts to BAM 20 • Fee for preparation of urban and technical requirements and issuance of the location requirements: <ul style="list-style-type: none"> – business facilities with surface area of up to 50 m² - BAM 100, – business facilities with surface area of up to 100 m² - BAM 150, – business facilities with surface area of between 100 m² and 400 m² - BAM 200, – individual residential facilities up to F+1 – BAM 50, – individual residential and commercial facilities over F+1 – BAM 100, – weekend houses - BAM 100, – billboards, advertisements - BAM 50, – summer gardens – BAM 50, – stalls - BAM 30, – kiosks - BAM 50, – petrol pumps - BAM 500, – infrastructural facilities (transport, energy, water supplies and sanitation, telecommunications and similar) - BAM 300, – reconstruction, expansion, extension and change of purpose of the facility - BAM 80, – facilities referred to in Article 125 of the Law on Spatial Development and Construction - BAM 40, – construction of temporary business facilities - BAM 80. <p>Investors pay 50% of determined amounts for changing the urban and technical conditions. Fee for the location requirements for facilities for which the urban and technical conditions, i.e. expert opinion, are prepared by legal persons authorized for development of spatial planning documentation amounts to BAM 50.</p>

No.	Type of permit	Deadline for issuance	Costs
2.	Construction permit	5 days (3 days for review whether the application is complete)	<ul style="list-style-type: none"> • Contribution for surveying and establishment of the real estate cadaster-0.3% of an estimated value of construction works • City administrative fee for issuance of decision on the approval for construction-0.3 tens of percentage point of an estimated value of the construction and crafts works, the fee cannot amount to less than BAM 20 • Rent: average final construction price of m² of useful surface of residential and commercial space amounts to BAM 1.128,16. Zone I 6% of average final construction price -BAM 81,23/m², Zone II 5% of average final construction price -BAM 56,41/m², Zone III 4% of average final construction price -BAM 45,13/m², Zone IV 3% of average final construction price -BAM 33,84/m², Zone V 2% of average final construction price -BAM 22,56/m², Zone VI 1% of average final construction price -BAM 11,28/m², • Fee for development of city construction land: Zone I-BAM 98.48/m², Zone II-BAM 91.45/m², Zone III-BAM 84.41/m², Zone IV-BAM 70.35/m², Zone V-BAM 56,28/m², Zone VI-BAM 42.21/m².Outside the city zone BAM 42,21/m². • Fee for staking out the facility: <ul style="list-style-type: none"> - business facilities of any purpose with surface area of up to 50m²-BAM 100, - business facilities of any purpose with surface area of up to 100m²-BAM 150, - business facilities of any purpose with surface area between 100m² and 400m²- BAM 150, - petrol pumps-BAM 250, - infrastructural facilities (transport,energy,water supplies and sanitation)-BAM 250, - expansion of facilities-BAM 40, - facilities referred to in Article 125 of the Law on Spatial Development and Construction - BAM 40, - construction of temporary business facilities - BAM 80.
3.	Usage permit	15 days for technical examination of the facility, 8 days for report of the expert commission and 5 days for issuance of the usage permit (3 days for review whether the application is complete)	<ul style="list-style-type: none"> • City administrative fee for issuance of the usage permit – 0.3 tens of percentage point of an estimated amount of construction and crafts works, the fee cannot amount to less than BAM 20 Costs of the Technical Inspection Commission (when it is appointed by the decision of the authority): <ul style="list-style-type: none"> - business facilities, i.e.premises up to 50 m² - BAM 150 - business facilities, i.e.premises between 50 and 100 m² - BAM 200 - multistory residential spaces - BAM 2/m² - multistory residential and commercial facilities – BAM 2,50/m² - facilities referred to in Article 125 of the Law on Spatial Development and Construction – BAM 60/m² - petrol pumps 0.50% of the facility investment value, - infrastructural facilities (transport, energy, postal services and telephones, water supplies and sanitation) and development of the surroundings: <ul style="list-style-type: none"> • up to BAM 100,000–0.60% of investment value, • between BAM 100,000.00 and BAM 200,000.00 – 0.50% of investment value, • between BAM 200,000.00 and BAM 500,000.00 – 0.40% of investment value, • between BAM 500,000.00 and 1,000,000.00 – 0.30% of investment value, • exceeding BAM 1,000,000.00 – 0.20% of investment value, • bridge construction, tunnel construction, dams – 0.50% of investment value, • boiler rooms - BAM 600.



- Time and costs of issuance of agricultural approval for changing use of agricultural land

The competent authority is the Department of Tourism, Agriculture and Entrepreneurship

Contact: Bojan Vučurević, Head of Department

Telephone: +387 59 273 485

E-mail: tpp@trebinje.rs.ba

No.	Type of permit	Deadline for issuance	Costs
1.	Agricultural approval for changing use of agricultural land	5 days (3 days for review whether the application is complete)	<ul style="list-style-type: none"> • Fee for converting agricultural into non-agricultural land: fee depends on the land class and is calculated in such a manner that the cadaster revenue is increased: <ul style="list-style-type: none"> a) 500 times for land class I, b) 400 times for land class II, c) 300 times for land class III, d) 200 times for land class IV, e) 100 times for land classes V, VI, VII, VIII. <p>If it concerns a temporary facility, fee is reduced by 50% compared to a permanent change of land use.</p>

Utilities

Costs of utility services

Type of service	Unit of measurement	Average price in EUR (including VAT)
Water supply including sanitation	m ³	1.59
Waste collection	m ²	0.28
District heating	MWh	102.07
Power	kWh	Higher tariff 0.067 Lower tariff 0.047-0.123
Telephone	Connection	Subscription for land line 8.91-11.34 Land line 0.02-0.18 per minute Subscription for mobile phones 5.98-53.84 Mobile 0.08-0.14 per minute
Broadband Internet	Subscription	12.56-131.61 Mobile Internet 5.98-23.93



SUPPORT FOR INVESTORS PROVIDED BY TREBINJE CITY ADMINISTRATION

Reforms for improvement of business environment

- The city administration of Trebinje implemented a regulatory reform, resulted in simplified procedures for issuance of permits and licenses under competence of the City, faster processing, lower costs, and significant savings for investors.
- Transparency of operations of the administration was increased through the establishment of the electronic register of administrative procedures and electronic register of incentives awarded by the City to investors.
- Aftercare program for existing investors was established, through cooperation with higher government levels within the Collaborative Network.
- Work of the Economic Council was improved aiming at higher quality public and private cooperation and dialogue on all topics of importance for the private sector.
- Department for Local Economic Development, Investments and Energy Efficiency provides support to investors in the implementation of their investment projects.
- Development Agency of the City of Trebinje was established to support potential entrepreneurs and enterprises in development.
- Office for Entrepreneurship – the goal and focus of the office is to help already registered entrepreneurs as well as the new independent entrepreneurs to register and provide informative and advisory approach. The desire (but also the obligation according to the BFC standard) of the City Administration is to enable the start of entrepreneurial activity within 24 hours from the moment of submitting the request for activity registration.
- For the private sector, the city administration provides several programs of support and incentives with the objective to develop business operations and the overall local economy.
- During the period 2018-May 2022, over 154 ha of agricultural land was awarded to local agricultural producers through the lease for a period of 10 to 20 years through the public call, that makes additional potential for developing base of agricultural – processing capacity.
- The Agrarian Fund of the City of Trebinje was established to support local agriculture producers to accelerate the agricultural production development, and potential entrepreneurs and companies in this sector.
- Trebinje has BFC standard, which guarantees that the City is an investor friendly business environment.



PRACTICAL INFORMATION FOR INVESTORS

Business registration

- Business registration is under competence of the Commercial Court in Trebinje. Detailed information on the process of business registration is available on the following link: www.preduzetnickiportal.rske.net/registracija/privredno-drustvo/
Intermediary in registration is the Agency for Intermediary, Information Technology and Financial Services, APIF, link: www.apif.net
- The Department of Tourism, Agriculture and Entrepreneurship is in charge of the registration of independent entrepreneurs. The city administration adopts a decision on registration within the deadline of 2 days from the date of receiving a complete application.

Business services

Available to investors are: nine banks, six microcredit organizations, ten insurance firms, notary offices, law firms, agencies for accounting services.

- **Electronic registers** with detailed lists of permits and licenses necessary for investors in BiH, Republika Srpska and the City of Trebinje, including costs, are accessible on the following websites:

Trebinje City

<https://eregistartrebinje.com/>

Republika Srpska Government

<http://www.regodobrenja.net/index.php?jezik=1>

BiH Ministry of Foreign Trade and Economic Relations

<http://rap.mvteo.gov.ba/egfVwOdlukaJedinice.aspx>

- **Lists of investment fiscal and non-fiscal incentives** on all levels of government in BiH are accessible on the following links:

Trebinje City

<http://www.trebinje.rs.ba/bs/lista-podsticaja/>

Republika Srpska Government /Invest Srpska

<http://www.investsrpska.net/index.aspx?PageID=436&menuID=215&langid=3>

BiH Ministry of Foreign Trade and Economic Relations

http://www.mvteo.gov.ba/izvjestaji_publicacije/izvjestaji/default.aspx?id=6176&langTag=bs-BA

BiH Foreign Investment Promotion Agency (FIPA)

http://www.fipa.gov.ba/informacije/povlastice/strani_investitori/default.aspx?id=141&langTag=bs-BA



List of institutions and organizations that may be useful in the process of preparation and realization of investment and during business operations:

- Republika Srpska Government /Invest Srpska <http://www.investsrpska.net/>
- BiH Foreign Investment Promotion Agency (FIPA) <http://www.fipa.gov.ba/>
- Foreign Trade Chamber of BiH <http://komorabih.ba/>
- Republika Srpska Chamber of Commerce <https://komorars.ba/>
- Republika Srpska Chamber of Commerce / Regional Chamber of Commerce in Trebinje <http://tb.komorars.ba/>
- Republika Srpska Employment Institute <http://www.zzrs.org/>
- Agency for Development of Small and Medium Enterprises of the City of Trebinje <http://msptb.net/>
- Agrarian Fund of the City of Trebinje <https://agrarnifond.com/>
- Department for Economic Development, Investments and Energy Efficiency <https://www.trebinje.rs.ba/>

ATTRACTIVE INVESTMENT LOCATIONS AT THE VERY BORDER WITH EU

Available to investors in Trebinje are Business zone Volujac, parcels for greenfield investments and former “Novoteks” facility for brownfield investments.

Locations for greenfield investments

Contact for inquiries for greenfield locations:

Department for Spatial Development of the City of Trebinje

Contact: Vedran Furtula, Head of Department

Telephone: +387 59 273 471

E-mail: prostornouredjenje.nacelnik@trebinje.rs.ba

Volujac Business Zone



No	Type of information	Information
	Name of the zone	Volujac Business Zone
2	Type of investment (greenfield, brownfield)	Greenfield
3	Surface area	85 hectares
4	Ownership	Ownership over parcels for construction: 55% of the City and 45% private (expropriation possible)
5	Description of the zone's location in relation to transport corridors	It is around 5 km from the city center, immediately along the M20 Primary Road (Trebinje-Dubrovnik, Croatia/EU). The distance of the Business Zone from the M20 Primary Road is 1 km, from the railway 70 km, from the sea port 30 km, and from the airport 45 km. There is an adopted Regulation Plan.
6	Number and surface area of parcels that are free and available for investing	Construction parcels are planned in such a manner that their size can be tailored to needs of an investor. In the course of development of the Regulation Plan (RP), care was taken of the fact that in that moment in time it was not possible to fully analyze needs of future investors, so the RP envisages the possibility of consolidation, i.e. division of construction parcels.
7	Business opportunity	Purchase of land
8	Price	The price of 1 m ² of construction land in the Volujac Business Zone amounts to BAM 12. Costs of construction land development amount to BAM 38.37/m ² , rent amounts to BAM 19.66/m ² . The City facilitates a reduction in the rent and costs of development for constructing manufacturing plants in the Business Zone, specifically: 99% for the rent and 25% for the costs of development.
9	Infrastructure	35/10 kV substation, possibility of connecting to the low voltage network. Water supply infrastructure is developed (pipes with diameter of 100 mm). Road in the Business Zone is partially constructed, and in 2018 the construction of roads in the Business Zone will be continued.
10	Priority sectors for investing in the zone	Within the Business Zone construction of manufacturing plants (clean industry), trade and warehousing facilities is envisaged.
11	Existing companies in the zone	In the Volujac Business Zone, 5 enterprises currently operate.
12	Documentation necessary for investing in the zone and who is issuing it	There is an adopted Regulation Plan



Other available land for greenfield investments

The City of Trebinje also has available parcels that are envisaged for construction of commercial and business facilities.



Locations for brownfield investments

Contact for inquiries for brownfield location:

Department of Tourism, Agriculture and Entrepreneurship of the City of Trebinje

Contact: **Bojan Vučurević**, Head of Department

Telephone: +387 59 273 485

E-mail: tpp@trebinje.rs.ba

The City of Trebinje offers to investors one facility for brownfield investments. It is a part of the facility of former "Novoteks" (actual facility name is Tini Business Center). Around 3,000 m² of commercial / manufacturing space is available for investors. The facility is connected to utility infrastructure and is located immediately next to the city bypass, around 2 km from the city center. It was built in the 1980s, purposefully for manufacturing and warehousing in textiles industry.

TESTIMONIES OF INVESTORS IN TREBINJE

Director of POROBIC Ltd Trebinje, Mr Zoran Porobic:

"The cooperation of the City of Trebinje and the company POROBIC Ltd Trebinje is primarily focused on joint deployment on the construction of numerous infrastructure projects, which are the result of the accelerated urban and economic development of the City in the last decade. Successful cooperation is characterized by a high degree of mutual operability with the application of modern approaches in construction, and the sharing of ideas with the creation of adequate solutions, while respecting the urban and aesthetic characteristics of the City. Through the public calls that the City of Trebinje has been announcing, as support programmes for employment, it is successfully dealt with the growing problem of a lack of human resources. The progressive economic and urban development of the City significantly contributes to the growth and development of all economic operators, including our companies."

SIGNIFICANT COMPANIES IN TREBINJE

Agriculture, forestry and fishing

- **"Popovo polje", joint-stock company** - Production of fruit - apples, cherries, and grapes. The firm was founded in 1977. Upon intensive investments of the shareholders the firm was modernized, and the production was harmonized with the most up-to-date global standards, along with continuous increase in the volume of production. Under the slogan "I love fruit" the company is successful in cultivation and selling high-quality fruit both in the country and abroad. <http://www.popovopolje.com/index.php/sr/onama>
- **"Agrofin", Ltd** - Production and sale of wine grape. Black varieties offer: vranac, merlot and cabernet. White varieties offer: žilavka, chardonnay and smederevka. E-mail: agrofindoo@gmail.com

Processing sector

- **"Swisslion", Ltd Trebinje** - The Sweet house is a retail chain specializing in promotion and selling of salty and sweet products of Swisslion-Takovo. The sale networks consists of 112 retail shops in Serbia, Croatia, Bosnia and Herzegovina, the Former Yugoslav Republic of Macedonia and Montenegro. <http://www.swisslion-takovo.com/o-nama/>
- **"Swisslion IAT"** - "Swisslion IAT" - Tool Industries in Trebinje is manufacturing cut tools for more than 55 years and is amongst the largest producers in Europe. Tools are produced from the highest quality steel (Molybdenum, Cobalt and other alloy fast cutting steel). <https://www.ecomex.co.rs/rezni-i-brusni-alati/iat-swisslion-iat/150-industrija-alata-trebinje.html>
- **"Monting-energetika", Ltd** - One of modern privately owned metal processing companies in Herzegovina founded in Trebinje in 2001. The company's business activities are the production and installation of process equipment, metal structures and spare parts for various industrial facilities. By quality improvement, it is increasingly becoming a recognizable company in its sector. E-mail: montinge@teol.net
- **"Vukoje Wine Cellars 1982"** - For the fourth decade already the company's business activity is a limited production of premium wines and alcoholic beverages. The winery relies on modern technologies, controlled fermentation processes and the traditional method of wine aging in oak barrique barrels in basements located eight meters below the surface of the earth. The company is a winner of over 150 gold medals at domestic and international wine competitions; it won 10 gold and silver medals in AWC Vienna 2015, the most significant and officially the biggest World Wine Contest, and was declared the best national producer in BiH. E-mail: podrumvukoje@gmail.com



- **"Tvrdoš Monastery Wine Cellars"** - Monastery has two wine cellars. In the old stone cellar from the 15th century, in centennial oak barrels "vranac" ages, and only 10 meters away, along the Trebišnjica river, a new wine cellar has been dug, equipped with the latest technology, but perfectly integrated into the existing complex. Modern technological solutions include the gravitational transport of wine during processing, enabled by height differences between various levels of cellars. Tvrdoš Monastery winery has achieved great success at this year's wine competition in London, winning 1 gold and 2 bronze medals for its wines. Monastery Tvrdoš wine "Velika Rezerva" won gold medal in a very strong competition of more than 16,900 wines from around the world, and wines "Vranac" and "Hum" (*Cabernet Sauvignon*) won bronze medals. This award is the biggest success so far for all wines and wineries from the Republic of Srpska. The great success at the global level, at the strict and demanding Dekanter world wine awards, is just one of many confirmations of a continuous premium quality of Monastery Tvrdoš wines, and ranks the winery among the most successful and famous in the region. E-mail: tpodrumi@teol.net

- The company was established in 2006. Since its establishment, they have been engaged in the production of plate material, and later have completed their design and interior equipment, from the conceptual design, 3D visualization to the final production. Production and sales program of the company Dineco Ltd Trebinje consists of: Business unit: Production of furniture from panel material; Business unit: processing of natural marble and granite and Business unit- Retail of office chairs and furniture. E-mail: dineco.co.ba@gmail.com.

Construction

- **"Herc invest"**, Main business activity is investment and sale and purchase of real estate. Business activities: selection and purchase of construction land, design of facilities, planning and organization of construction, and performing construction work as per turn-key system with the main goal to satisfy customers' wishes within deadlines and quality. E-mail: hercinvest.rs@gmail.com
- **"Hercegovinaputevi", joint-stock company** - Company for roads' maintenance and protection.
- **"Luč invest", Ltd** - Specialized partner company for engineering and investing in construction of business and residential facilities. www.luc-invest.com
- **„SEGMENT", Ltd** - Company main activity of the company is performing all kinds of wirings, electro - supplies wholesale and retail, lighting fixtures as well as the sale and installation of systems for technical security of facilities and cars. Email: nstarovic@segment.rs.ba
- **"ABV SISTEM", Ltd** - Main business activity is material sale and equipping the interiors with suspended ceilings and lightings. Offer also includes great and wide selection of floor-coverings, laminates and parquets, and other elements of interior design. ABV system is the authorized distributor of BOHOR company from Užice, Serbia, one of leading manufacturers of metal constructions for suspended ceilings and partition walls, metal ceilings and lighting elements. ABV system relies on BOHOR's rich long-standing experience in the installation and construction. E-mail: abvsistemis@teol.net
- **„PAVIČEVIĆ", Ltd** - The company for construction, trade and export-import. E-mail: pavicevic@teol.net
- **„SIGA", Ltd** - Company main field of work is construction of buildings (architectural engineering) and construction of civil engineering facilities. E-mail: sigageo@gmail.com
- **"POROBIĆ", Ltd** - Company main activity is construction of buildings, other facilities or their sections and installation works. E-mail: porobicdoo@gmail.com
- **"LEOPLASTIK" Ltd** Trebinje was established in 1999. For many years it has been successfully engaged in the construction and sale of the apartments and business premises in the city. In addition to the above, the Industrial Bakery has been operating within the company since 2013.

Trade

- **"Swisslion Takovo", Ltd** - Leader in producing quality and healthy food. The application of modern technology and advanced knowledge and their continuous improvement have set high standards of business operations, life and work in Swisslion-Takovo. E-mail: sl.takovo@yahoo.com
- **„APIS", Ltd Trebinje** - Main activity is wholesale of timber, construction material and sanitary ware. E-mail: apistb@teol.net
- **„TRAVUNIJA", Ltd Trebinje** - Main activity is retail of food, beverages and tobacco in non-specialized shops. E-mail: travunija.direktor@gmail.com
- **"BEST COMPANY", Ltd Trebinje** - BEST petrol station was built according to the highest world designing and construction standards. It entails sell of cheap petroleum products of the European quality, shop of wearable auto parts, oil and auto cosmetics. E-mail: bestcompanytrebinje@gmail.com
- **"ĐIM TREJD" Ltd Trebinje** non-specialized wholesale trade designed as a chain of groceries. They are widely known for their well-equipped shops and the representation of all high-quality items. E-mail: djim@teol.net

Services of accommodation, preparation and food delivery; hotel industry and catering

- **„MARKET99", Ltd Trebinje** This catering facility is known for its cozy and modern interior, excellent atmosphere and service, as well as food specialties of national and international cuisine with high quality preparation. E-mail: market99cafferestaurant@gmail.com
- **Hotel "LEOTAR"** - Located in the city center, on the banks of the Trebišnjica River, surrounded by greenery, built in the Herzegovinian Mediterranean style. The hotel offers luxurious accommodation-25 rooms and 10 suites, and 64 standard single and double rooms. E-mail: www.hotelteotar.com
- **Hotel "PLATANI"** Located on the main city square in Trebinje. The hotel has 20 rooms and 2 apartments of modern design which, with its comfort and equipment, provide guests with a comfortable and pleasant holiday. E-mail: hotel.platani@gmail.com
- **Hotel "CentralPark"** - located on the main street in the very center of Trebinje. At the site of the former "Student's Home" the appearance of a modern building achieved by careful renovation while retaining the Austro-hungarian architecture from the beginning of the XX century that adorns the entire main street. Email: info@hotel-centralpark.com, www.hotel-centralpark.com
- **Hotel "Integra"** - located in the historic center of the Old Town in Trebinje. High luxury style, and paintings with motifs of Herzegovina dominate in the hotel, while the view from the hotel extends to the hundred-year-old plane trees and the Old Town-Kastel. Email: trebinje@hotelintegra.com
- **Hotel "Studenac"** - located in the peaceful part of the City of Trebinje, along the banks of the river Trebišnjica, surrounded by greenery and springs. Email: hotelstudenac@gmail.com, www.spahotelstudenac.com
- **Hotel "SLPanorama"** - located in the City of the sun, which, in addition to the SL Industry Hotel, is part of the SL Hotels Group. Incredible architectural solutions in Trebinje are applied to this luxury hotel. Email: info.slpanorama@slhotelsgroup.com, www.slhotelsgroup.com

Grad Sunca Trebinje (City of SunTrebinje) - After investing in food sector, company Swisslion expanded its business in Trebinje to tourism and hospitality. In 2017 SL Industry Hotel and the Eastern Gate of City of Sun were opened. Eight hectares of Herzegovina karst were enriched by the construction of the Aqua Park Sun Springs and Dino Park with adrenaline and fun facilities. In April 2018 SL Panorama Hotel, synonym for luxury and comfort, was opened within the complex. It is planned that after the completion of all phases, the City of Sun complex will occupy an area of 80 hectares. Email: info@gradsuncatrebinje.com

CONTACTS FOR SUPPORT TO INVESTORS

City of Trebinje

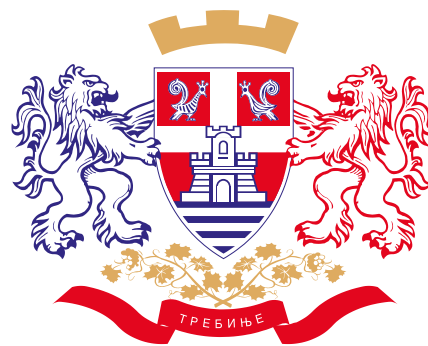
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web: www.trebinje.rs.ba



Mayor

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Contact information for investors

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E-mail: ler@trebinje.rs.ba

**TREBINJE IS A CITY THAT HAS RECOGNIZED, SHAPED,
AND OFFERED TO NUMEROUS BUSINESS PEOPLE NEW
OPPORTUNITIES AND EVEN BIGGER CHALLENGES.**



The investment profile was developed as part of the Local Investment-friendly Environment (LIFE), which is being implemented by the World Bank Group in partnership with the UK Government, the Council of Ministers of Bosnia and Herzegovina, the Federation of BiH Government, and the Republika Srpska Government. The project has been funded by UK aid from the UK government; however, the views expressed do not necessarily reflect the UK government's official policies. The findings, interpretations, views and conclusions expressed herein do not reflect the views of the Executive Directors of the World Bank Group or the governments they represent.