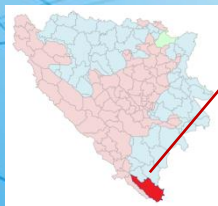
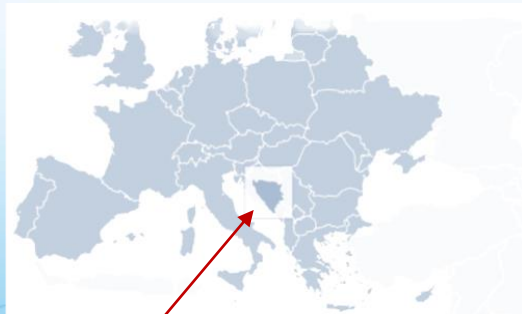




# Economic Potentials of the City of Trebinje

# Exceptional Geo-Strategic Position

Vicinity to the International Airports and Ports

Favorable strategic position towards the markets of Europe, the Middle East and Asia



	Location	Distance (km)
	Dubrovnik , Croatia, seaport	31
	Čilipi, Croatia	41
	Tivat, Montenegro	93
	Mostar, B&H	114
	Podgorica, Montenegro	117
	Bar, Montenegro, seaport	120
	Ploče, Croatia, seaport	130
	Sarajevo, B&H	198
	Split, Croatia	249
	Brčko, B&H, riverport	384
	Belgrade, Serbia	458

# Key Facts About Trebinje

Area	Altitude	Population	Population density per km <sup>2</sup>
<b>904 km<sup>2</sup></b>	<b>245 m</b>	<b>31,433</b>	<b>35</b>

Climate	Average temperature	Time zone	Relief
<b>Mediterranean</b> <b>260 sunny days per year</b>	<b>July 26.5°C</b> <b>January 8°C</b>	<b>UTC +1</b>	<b>Dinaric karst</b>

# 10 Reasons to Invest in Trebinje

The vicinity of the European Union and the market of approx. 600 million consumers

Liberal Foreign trade regime  
with most countries

Favorable climatic and  
hydrological conditions for  
growing Mediterranean  
cultures

Expansion of tourism growth  
and development

Qualified workforce

Excellent potentials for  
electricity production from  
“green” sources

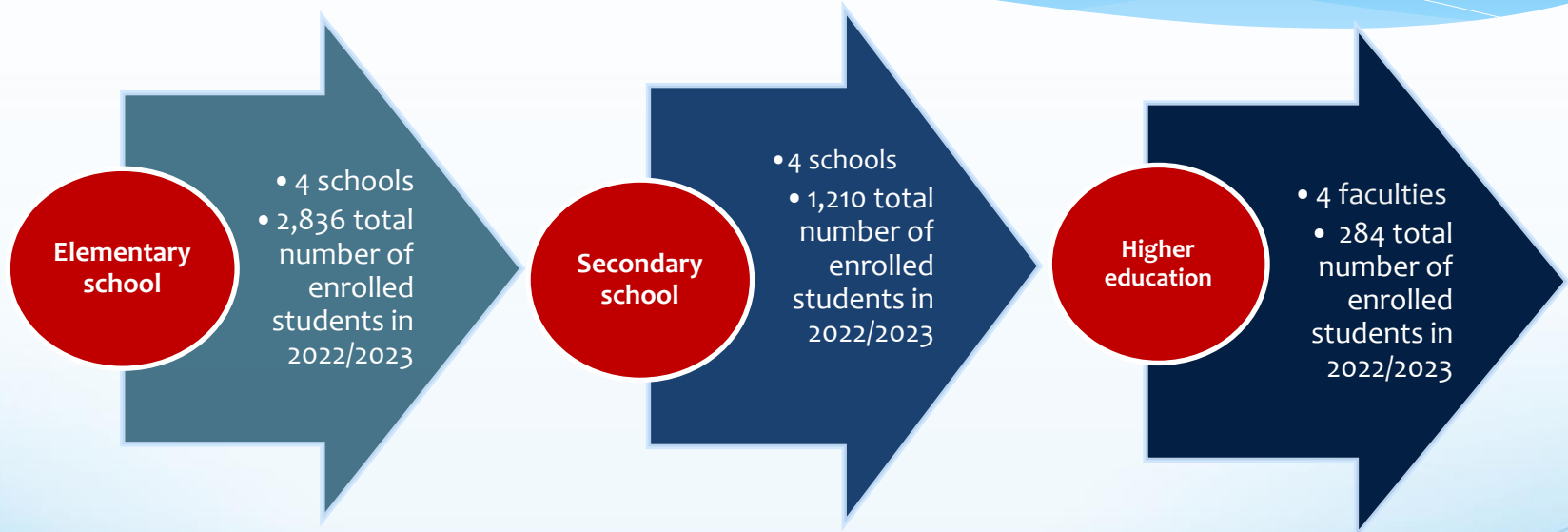
Immediate vicinity of the  
Adriatic coast as a positioned  
tourist area

The market in progress

Stimulating tax policy

Low operating costs  
compared to the environment

# Education



Agency for learning Foreign Languages : 3

Foreign Languages: English, Italian, German, Russian, French

# People as a key to Development

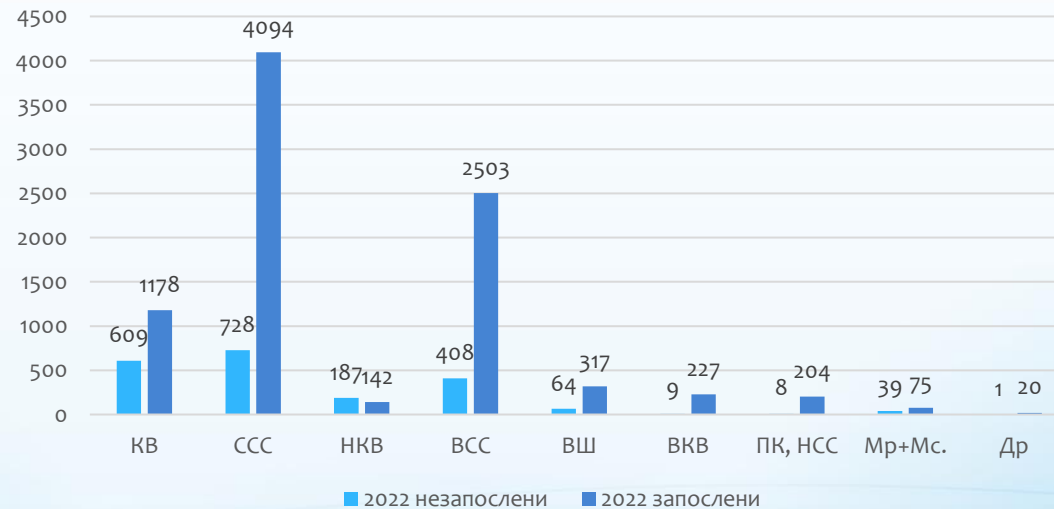
The  
employed  
total

8,764

The  
unemployed  
total

2,053

Overview of available workforce



Average net salary in the Republic of Srpska : BAM 1144

Average net salary in Trebinje: BAM 1,081

Source : RS Employment Service, RS Employment Service-Branch office Trebinje and Agency for IT and Financial Services- APIF, 2022

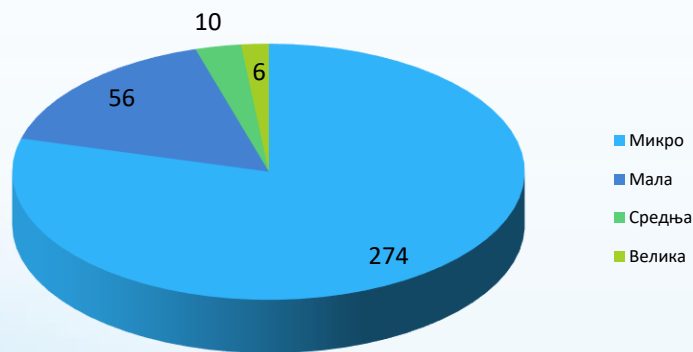
# Economic Trends

Foreign trade at the end of 2022:

- The total volume of trade in goods : 488 million BAM
- Realized export of the Power Utility of the RS (only HPP on the Trebišnjica river export was taken into account) : 49 million BAM
- Import at the city level : 189 million BAM
- The coverage of import by export: 159%
- The coverage of import by export: at the level of the RS 75,7%, at the level of B&H 62,8%
- The most important export products: electricity, confectionery products and tools for machine industry.

# An Overview of Enterprises by Size

**346** business entities



**544**  
registered entrepreneurs:

298 crafts  
111 catering  
93 trade  
42 carriers

(31.12.2022.)



# Significant Business Entities



# Economy Key Sectors



- Tourism



- Agriculture



- Energetics



# TOURISM

## Key facts

**17**

**Hotels and motels**

**3000**

**Registered  
beds**

**1126**

**Average  
gross salary  
in BAM**

**206**

**Number of  
full-time  
employees**

# Advantages for Tourism Development

## Strategic and continuous growth and development of this economic branch

- Tourism Development Strategy of the City of Trebinje 2020-2030
- Vicinity of the Adriatic coast as a famous receptive region
- The variety of natural tourist values
- Environmental protection
- High level of authentic eno-gastronomic offer
- Various cultural-historical heritage
- Competitive prices

# Agriculture

## Key facts

**12**

**Companies**

**1234**

**Average  
gross salary  
in BAM**

**91**

**Number of  
full-time  
employees**

# Conditions for Agriculture Development

- Excellent conditions for the cultivation of Mediterranean plants, over 2000 species in the region of Herzegovina along with already existing processing industry and the production of pharmacological and other products
- Very long and warm summers, mild, short and rainy winters
- Establishing the Agrarian fund and subsequently the “Herzeg house“, the City Administration emphasized its commitment to the development of this branch of the economy, providing maximum support to small agricultural producers.
- The development of the irrigation system is in its final phase, after which 80% of the total arable agricultural land in the territory of the City of Trebinje will be provided with irrigation.



# Agricultural Land Structure

- City area - 85,250 ha
- Ownership structure of the agricultural land:  
49% state, 51% private

AGRIICULTURAL LAND IN ha							
Category	Plough land	Arable land	Unarable land	Orchards	Vineyards	Pastures	Meadows
Area	3,244	6,084	4,203	212	413	32,624	1,305

# Energy Sector

## Key facts

**21**

**Company**

**2297**

**Average  
gross salary  
in BAM**

**1475**

**Number of  
full-time  
employees**

Source: APIF, 2022



# Hydro Potential

Hydropower Plant on the Trebišnjica River is a system consisting of 4 hydropower plants. The total installed capacity is 404 MW.

They are as follows:

“HPP Trebinje 1“.

”HPP Trebinje 2“

”HPP Dubrovnik

“PSHPP Čapljina”

”HPP Dabar“ is under construction. It will be the first hydropower plant within the ”Upper Horizons” project.

# Solar Energy

Natural conditions for the use of “green” energy sources:

- 260 sunny days per year
- The Power Utility of the RS strives to develop the “green” energy from renewable sources because it will face the obligation to pay environmental tax for carbon dioxide emission in the following years, which will possibly raise the price of electricity.
- large area of the Zubci plateau suitable for the construction of solar power plants
- In this area, on the surface of 120 ha, the largest powerplant of this type in the Balkans “Trebinje 1” is being built. Its capacity is 73 MW and an investment value around 100 million BAM.

# Investment Benefits

## Business premises lease:

I zone 16 KM/m<sup>2</sup>  
II zone 12 KM/m<sup>2</sup>  
III zone 9 KM/m<sup>2</sup>

## Municipal building land development costs in 2023

I zone 118.18 KM/m<sup>2</sup>  
II zone 109.74 KM/m<sup>2</sup>  
III zone 101.29 KM/m<sup>2</sup>  
IV zone 84.42 KM/m<sup>2</sup>  
V zone 67.54 KM/m<sup>2</sup>  
VI zone 50.65 KM/m<sup>2</sup>

# Effective City Administration

- \* The City is certified local community with favorable business environment (BFC SEE)
  - 24 hours necessary for company registration
  - Up to 5 days necessary for location requirements issuing
  - Up to 5 days necessary for building permit issuing
  - Unit for Local Economic Development, Investments and Energy Efficiency, Citizen Service Center, Citizens' Office, Office for Entrepreneurship
  - Economic council consisting of representatives of public, private and civil sector contributes to better functioning, planning and implementation of the City development plans
  - Development Agency - TREDEA - Providing support to the development of small and medium enterprises, preparation and implementation of development projects
  - Agrarian Fund-support for agricultural development

# Business zone Volujac

Ownership Type Area	11 % City of Trebinje, 41% Republic of Srpska, 48% private subjects Greenfield 85 ha
Zone use	Industiral (prohibited construction of factories or plants-major polluters)
Number of active companies in the area	6
Method of sale	Auction (relief on development and rent costs)
Distance from the zone	Highway: 1km, Railway: 70km, Seaport: 30km, Airport: 45km
Electric power supply	Yes
Voltage	Substation 35/10 kV
Water availability	Industrial water
Gas availability	No

# Business Zone Volujac





# Free Zone



## Location info

### Free zone Novo Trebinje

Trebinje  
Republic of Srpska  
Bosnia and Herzegovina

City of Trebinje, Dražin Do

**14.5 ha**

Ownership	Private	City
	0%	100%

Land type                      Greenfield

Use proposal                      Trade  
Free trade zone                      Yes

## Infrastructure

Asphalt	6m
Water	Ø100
Electricity	35kV

## Traffic connection

Primary road M6 and M20

The construction of a bypass is planned next to the zone. It connects M6 and M20.

***Thank you for your attention!***

City of Trebinje

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