



# INVEST IN ILIJAS MUNICIPALITY

Ilijaš is your new investment destination in the Sarajevo Canton with appreciable potential and competitive business costs

The geographic position of the Ilijaš Municipality in the immediate vicinity of Sarajevo, capital of Bosnia and Herzegovina (BiH), is exceptionally favorable.

The Ilijaš Municipality is situated in the Bosnia River Valley and along the major transportation corridor Vc linking the north of BiH with the Adriatic, at the crossroads of the Sarajevo – Tuzla trunk road and regional roads, close to the Sarajevo International Airport and on the railway line with three industrial tracks, all of which allows fast delivery of goods and services from Ilijaš to regional markets and beyond.



Position of the Ilijaš Municipality on the map of BiH



Position of Bosnia and Herzegovina on the map of Europe

## ILIJAS MUNICIPALITY – A NEW INVESTMENT DESTINATION IN THE SARAJEVO CANTON!

- The Ilijaš Municipality achieved a fast growth by providing investment opportunities for small and medium enterprises in a range of sectors on exceptionally attractive sites for both greenfield investments (Luka Industrial Zone, with surface area of 16.6 hectares) and brownfield investments (two industrial zones and a selection of existing sites).
- The Ilijaš Municipality offers investors experience and tradition as a basis for application of modern technologies and development of new products in metallurgy, metal and wood industries, rich forests and first-rate, price-competitive work force trained in vocational schools and at universities in the Sarajevo Canton and beyond.
- Continuous growth and development of agriculture create potentials for investment in food and beverage industries, with prospects for direct placement on the markets of the Sarajevo macro-region and beyond.
- The Ilijaš Municipality is also your new tourist destination, with the Bijambare Protected Area and the necropolis sites with rare medieval tombstones of Kaposići - Old Dubrovnik Town ruins and Mramorje.
- The Ilijaš Municipality collaborates closely with and promotes the private sector growth, creates new opportunities and realizes potentials. Through the Business Environment Reform Project, we in the Ilijaš Municipality cut the time and business costs for companies and the private sector, strengthened the Business Council and set up an aftercare program for companies. To help you invest, we shall appoint a contact person who will provide all necessary information and provide assistance in the implementation of your future investment in the Ilijaš Municipality.







## ILIJAS MUNICIPALITY IDENTITY CARD

- Altitude: 450-1,200 m
- Population: 20,504
- Topography: low-lying, rolling and high-lying terrain
- Climate: continental climate up to 600m altitude, mountain climate above 600m altitude
- Time zone: GMT + 1

## ILIJAS MUNICIPALITY – A DESTINATION WITH AN EXCEPTIONALLY PROMISING GEOGRAPHIC POSITION AND EASY ACCESS TO THE MARKETS OF EU, CENTRAL AND EASTERN EUROPE, TURKEY AND MIDDLE EAST

- The Ilijaš Municipality is situated in the central part of Bosnia and Herzegovina, 19 km from the Sarajevo Airport and lying directly on the Vc Corridor, which represents the main regional transport corridor connecting Budapest (Hungary) – Osijek (Croatia) – Sarajevo (BiH) and Ploče (Croatia).
- The Municipality is traversed by the Sarajevo – Tuzla trunk road and Bosanski Šamac – Sarajevo – Ploče railway corridor, with a cargo terminal at Podlugovi. Three industrial railway tracks are located in the Municipality: Željezara Industrial Zone and two oil depots in Misoča and Podlugovi. Such a location of the Ilijaš Municipality allows for fast delivery of goods and services within BiH, to regional markets and beyond.





Road infrastructure	Distance (in km)	Time for transportation (in hours)**
International Category I border crossings for road traffic (persons, all types of goods and vehicles)*		
<b>With the Republic of Serbia:</b>		
• Rača/Sremska Rača	225 km	04h:24min
• Karakaj/Mali Zvornik	152 km	03h:14min
• Vardište/Kotroman	147 km	03h:08min
<b>With the Republic of Croatia/EU:</b>		
• <b>Bosanska Gradiška/Stara Gradiška</b> International border crossing for international road transport of passengers and goods subject to inspection when crossing a common state border, pursuant to respective legislation of the parties.	219 km	04h:45min
• <b>Orašje/Županja</b> - This border crossing allows 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, pursuant to respective legislation of the parties.	189 km	03h:58min
• <b>Brčko/Gunja</b>	176 km	04h:31min
• <b>Bosanski Šamac/Slavonski Šamac</b>	192 km	04h:13min
• <b>Kamensko/Kamensko</b>	181 km	04h:32min
• <b>Doljani/Metković</b>	173 km	04h:09min
<b>With the Republic of Montenegro:</b>		
• <b>Hum/Šćepan Polje</b>	111 km	02h:53min
• <b>Klobuk/Ilino Brdo</b>	237 km	05h:15min

Airports	Distance (in km)	Time for transportation (in hours)**
Sarajevo (BiH) (cargo)	19	00h:39min
Tuzla (BiH) (cargo)	108	02h:28min
<i>(Note: starting on 1st June 2016, cargo flights for exporting meat to Turkey were launched)</i>		
Mostar (BiH)	135	03h:31min
Beograd (SRB) (cargo)	302	06h:39min
Zagreb (CRO) (cargo)	380	06h:13min
<b>Ports</b>		
Brčko (BiH) (river port/Sava River)	175	03h:40min
Ploče (CRO) (sea port)	200	03h:45min
Bar (MNE) (sea port)	306	07h:02min
<b>Cities in BiH</b>		
Zenica	51	00h:39min
Tuzla	108	02h:28min
Mostar	137	02h:28min
Banja Luka	172	03h:35min
<b>Cities in the region</b>		
Zagreb (Croatia)	380	06h:18min
Belgrade (Serbia)	311	07h:55min
Podgorica (Montenegro)	249	04h:56min
Ljubljana (Slovenia)	486	09h:04min
Skopje (Macedonia)	523	10h:38min
<b>European cities</b>		
Budapest (Hungary)	539	07h:52min
Vienna (Austria)	681	12h:00min
Milan (Italy)	1.023	17h:05min
Stuttgart (Germany)	1.109	17h:41min
Munich (Germany)	917	13h:40min
Berlin (Germany)	1.274	22h:29min
Istanbul (Turkey)	1.178	14h:31min

\*Source:

- Decree on Designation of Border Crossings in Bosnia and Herzegovina ("BiH Official Gazette" no. 39 of 22nd May 2012);
- Treaty between Bosnia and Herzegovina and the Republic of Croatia on Border Crossings and Local Border Traffic Agreement between BiH and RH (19th June 2013).

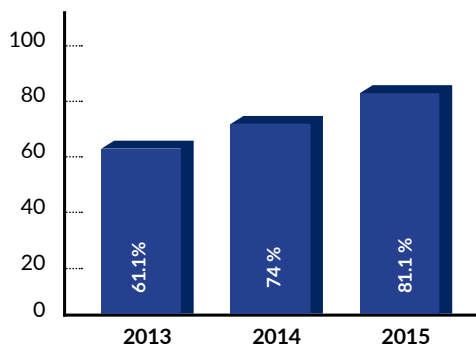
\*\* Excludes time required for border inspections.

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

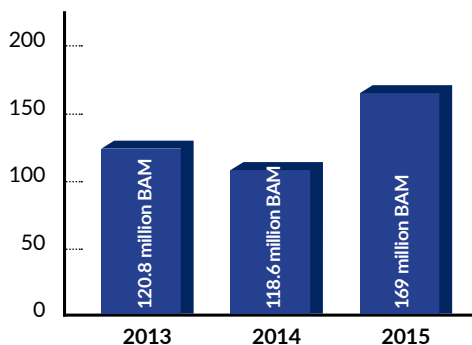


# INVEST IN THE ILIJAŠ MUNICIPALITY, A DYNAMIC ENTREPRENEURIAL PLACE THAT IS RECORDING CONTINUING ECONOMIC GROWTH AND DEVELOPMENT

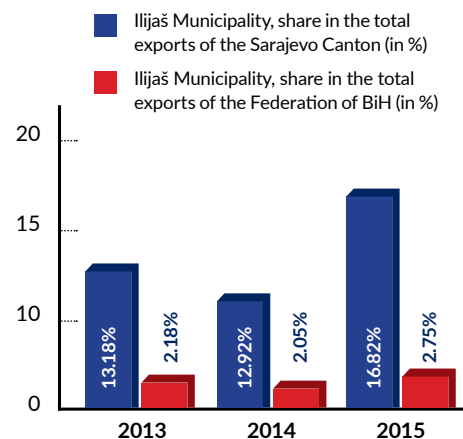
- The focus of our work with investors is on strengthening cooperation, maintaining open communications and providing support to potential investors and active business operations, which results in a dynamic setting and steady expansion of investments in the Ilijaš Municipality.



Ilijaš Municipality Development Index, 2013-2015



Ilijaš Municipality exports, 2013-2015



Ilijaš Municipality, share in the total exports of the Sarajevo Canton and Federation of BiH, 2013-2015

Data source: 2015 Municipal Socio-Economic Data, April 2016, Federation Development Programming Institute

- Exports account for 76.79% of total revenues of wood industry in the Ilijaš Municipality. In the metallurgy and metal sector, the share of exports is 28.20%.
- Targeted export market is mostly the European Union market, notably Germany, Austria, Italy, Belgium, United Kingdom, Netherlands and Slovenia, as well as the markets of Serbia, Montenegro and Turkey. More recently, some companies operating out of the Ilijaš Municipality commenced exporting to more distant markets across Asia and North America.
- There are 855 registered businesses in the Ilijaš Municipality, or an average of 42.5 businesses per 1,000 inhabitants.

## BUSINESSES BY CATEGORY

Companies	Subsidiaries	Crafts & Trades	TOTAL	Number of businesses per 1,000 inhabitants
317	188	350	855	42.5

Data source: 2015 Municipal Socio-Economic Data, April 2016, Federation Development Programming Institute



# WE OFFER INVESTMENT OPPORTUNITIES IN VARIOUS SECTORS AND IN DIFFERENT TYPES OF ENTERPRISES, FROM MICROENTERPRISES TO LARGE COMPANIES

- The Ilijaš Municipality is a new opportunity for companies looking for a base from where to expand their operations. This is a new destination for investors seeking to invest in manufacturing, particularly metallurgy and metal, wood industry, food and beverages industry which rely on already considerable growth and development of agricultural production, as well as pharmaceutical industry and tourism.
- We provide land and buildings for both greenfield and brownfield investments in a municipality that belongs to the Sarajevo Canton, natural resources, industrial tradition, immediate access to regional markets, excellent transportation links, qualified and price-competitive work force, and effective local administration extending maximum support to investors.
- We offer opportunities to invest in existing subsectors that are complementary with business plans and activities of strategic partners in the Ilijaš Municipality, such as PREVENT d.d. in the metallurgy and metal industry, or STANDARD FURNITURE FACTORY d.d. in the wood sector, and in the food and beverages sector which is the fast-growing sector in the Ilijaš Municipality.

## Metallurgy and metal industry

- The metallurgy and metal industry, which accounts for nearly 50% of the total revenues in the Ilijaš Municipality, and which boasts of rich industrial heritage, offers possibilities for investment in subsectors that draw on modern technologies and experienced work force.
- Availability of required quantities and power levels of electric energy makes the Ilijaš Municipality extraordinarily suitable for new investment in the metallurgy and metal industry. Construction of a new transformer station – Ilijaš TS 110/10(20) kV within the compound of the Željezara Ilijaš site is underway, with an estimated total investment of 4 million BAM.
- **Most developed existing subsectors** of the metallurgy and metal industry in the Ilijaš Municipality include: moulding of castings, manufacturing of parts for auto industry – mainly components for braking systems, manufacturing of cables, manufacturing of seats for slow-moving vehicles (tractors, construction machines), collection, sorting and pressing of recovered metallic raw materials.

### **Most prominent companies:**

- **“Željezara” d.d. Ilijaš – Prevent FAD** – A total investment of at least 40 million BAM, over 200 jobs with a tendency to add more jobs as output expands. Produces braking disks for Volkswagen.
- **FRIMECO d.o.o. Ilijaš** – Frimeco manufactures one of the basic components for assembling brakes in the auto industry, its output is 100% exported to the markets of Europe, Asia and America. In the last five years, its total production was around 4,500 tons annually.
- **AMA ADRIATIC d.o.o. Ilijaš** – member of the Italian AMA Group, which is a leader in manufacturing of parts, equipment and components for slow-moving machinery. The company manufactures hydraulic cylinders and seats for heavy machinery and assembles power cables for heavy machinery. 60 employees.
- **SACOM d.o.o. Ilijaš** – Manufacture and installation of horizontal and vertical traffic signs and road safety fencing; manufacture, installation and distribution of other road equipment. A holder of the CE marking. 30 employees.
- **Other companies:** MELTAL d.o.o. Ilijaš, C.I.B.O.S d.o.o. Ilijaš, EZIO INOX d.o.o. Ilijaš, TRANZITEXPORT d.o.o. Ilijaš, SCHIEDEL d.o.o. Ilijaš, Ahsun Sirovina Commerce.



## Wood industry

- Large potential for development of wood industry in the Ilijaš Municipality relies on forest land area and forests covering a total of 17,141 hectares, of which 4,250 hectares of privately owned forests.

DESCRIPTION	TOTAL	CONIFEROUS	DECIDUOUS
Annual cut of public forests in the Ilijaš Municipality in 2015	55,197 m <sup>3</sup>	51,375 m <sup>3</sup>	3,822 m <sup>3</sup>
Estimated volume reserve of large wood mass – as public-owned resource, excluding forests subject to exploitation restrictions	3,044,480 m <sup>3</sup>	2,275,410 m <sup>3</sup>	769,070 m <sup>3</sup>
Annual volume increase of public forests, excluding forests subject to exploitation restrictions	72,155 m <sup>3</sup>	58,165 m <sup>3</sup>	13,595 m <sup>3</sup>
<b>Total estimated reserves of forests subject to exploitation restrictions at the time of arrangement</b>	<b>389,168 m<sup>3</sup> with volume increase of 8,932 m<sup>3</sup></b>		

- The most developed existing subsectors in the wood sector in the Ilijaš Municipality are: manufacturing of furniture, manufacturing of timber – sawmills, seasoning of timber assortments, manufacturing of wooden floor covers and wood joinery products.

### Major companies in the sector:

- **STANDARD FURNITURE FACTORY d.d. Ilijaš** - The largest company in the Ilijaš Municipality. A regional leader in manufacture of dining-room furniture with total export orientation towards the markets of Germany, Austria, Belgium, Netherlands, Slovenia and Croatia. 800 employees.
- **XYLON CORPORATION d.o.o. Ilijaš** - Manufacture of top-quality solid wooden floors. Ranked among the leading producers and exporters of floor coverings in Southeastern Europe. 90% of total output is exported, with the bulk going to the European Union market. Member of the International PLENA Group since 2007. 170 employees.
- **KALEA d.o.o. Ilijaš** - Manufactures over fifty models of upholstered products, and panel furniture custom made for final buyers. 170 employees.
- **Other companies in the sector:** WOOD TEAM d.o.o. Ilijaš, BIOENERGY d.o.o. Ilijaš, ŽUČE d.o.o. Ilijaš.





## Agricultural production and food processing industry

- At the time of growing demand for healthy foods on the food product markets, the Ilijaš Municipality offers investors significant potential for development of agricultural production in the healthy natural environment, in particular for greenhouse cultivation, growing of buckwheat and medicinal herbs along with parallel development of food and beverage industry.
- In the Ilijaš Municipality there are around 750 registered farms, which constitute the backbone of future development of agriculture and processing industry.

OWNERSHIP	PLOWLANDS AND GARDENS (in hectares)	ORCHARDS (in hectares)	GRASSLANDS (in hectares)	PASTURELANDS (in hectares)
Private	3,217.61	350.98	5,418.57	2,650.95
Public	169.61	10.78	123.53	900.97
<b>Total</b>	<b>3,387.22</b>	<b>361.76</b>	<b>5,542.10</b>	<b>3,551.92</b>

- **Competitive advantages** for investment in agriculture and food-processing industry:
  - Satisfactory size of the market of the Sarajevo macro-region and its environs, constituting an area with over 1,000,000 inhabitants in the immediate vicinity of Ilijaš (Sarajevo Canton, Zenica-Doboj Canton, Central Bosnia Canton, neighboring Republika Srpska municipalities).
  - Pollution-free soil, particularly in the areas of Nišići Plateau, Bijambare, Gajevi and Podlipnik, with surrounding villages.
  - Potential to harvest medicinal and aromatic herbs in a classic fashion, as it is still predominantly collected after growing wild in unpolluted ecosystems.

### Major companies in the sector:

- **HALILOVIĆ d.o.o. Ilijaš** - Intensive cultivation of medicinal herbs in the Nišići Plateau, with chamomile cultivated on 4 hectares. Own warehousing, processing, packing, extraction and distillation facilities for medicinal and aromatic herbs.
- **MINI PANI d.o.o. Ilijaš** - Production and distribution of deep frozen pastries as part of a franchise system. 6 employees.
- **KONDISA d.o.o. Ilijaš** - Confectionery products. Exports to Croatia, Serbia, Kosovo, Macedonia and Montenegro. 9 employees.
- **ARHAZ d.o.o. Ilijaš** - Trade and agriculture - **EKO ARHAZ** is a business unit no. 4 of the company producing and processing healthy foods. Owns an orchard, a plant for processing fruit, vegetables and cereals, and a cold storage facility with 300t capacity. 13 employees.
- **INVESTOR d.o.o. Ilijaš** - Greenhouse cultivation and processing of finished agricultural products. **BH Food** is a part of this company and own brand focusing on cultivation and manufacture of top-quality spices and salads.
- **Other companies in the sector:** The farm in Bioča – production of consumable eggs; a company from the Visoko Municipality with greenhouses in Ilijaš; Ribarič Farm – egg production for K Plus store brand; Tref – a company under construction for fattening broiler chickens, capacity 10,000 chickens.



## Tourism

The Ilijaš Municipality has outstanding protected natural landscapes and cultural heritage suitable for development of tourism. Tourists can visit:

- Bijambare Protected Natural Landscape, offering areas covered in coniferous forests and nature walking trails. The Bijambare Cave is a special attraction, with the total length of 420 m and four major corridors whose width reaches up to 60 m and which are over 30 m high in places. The cave is decorated by a rich variation of speleothems, including stalactites, stalagmites, curtains, rimstone pools and columns. It is populated by a colony of bats, by crickets and other animal species. Link: <http://www.zppks.ba/bijambare>
- The Koposići - ruins of Old Dubrovnik Town necropolis with medieval tombstones ("stećak"), and the Mramorje nekropolis moved to the vicinity of Bijambare.
- Zvijezda and Ozren mountains, as well as the Čemerska Mountain, rich in their resplendent natural beauty, in abundant plant, animal and fungal life and the site of a unique ecoclimate.
- Podlipnik area, with the wealth of fungi and insufficiently explored source of thermal mineral water.
- Rich hunting grounds for boar hunting.
- Skakavac Waterfall, link: <http://www.zppks.ba/skakavac>
- Sports facilities for fitness training for sports teams.

Using the online tool "BH Itinerary", developed with the financial support of the U.S. Embassy, you can research the mapped itinerary connecting the Bijambare Cave – medieval tombstones necropolis – ruins of Old Dubrovnik Town. The link: <http://bh-itinerary.com/opcine-opstine/op%C4%87ina-ilija%C5%A1.html>

More information about national monuments, events and tourist potential of the Ilijaš Municipality is found in the "Turizam plus" series, also developed with the financial support of the U.S. Embassy in cooperation with the ROTOR. The link: <https://www.youtube.com/watch?v=SazeFSLkItM&app=desktop>

### Business opportunities in the tourism sector:

- There is considerable potential for development of adrenaline tourism, hunting and fishing, speleology, cycling, mountaineering and alpinism, and collecting of herbs and mushrooms.
- The municipality is at the service of potential investors to identify the site for investment and to gather required project and urban planning documentation.



## Other sectors of the economy

### Energy

- The energy sector provides long-term investment potential – the Ilijaš Municipality possesses sufficient hydropower and solar potential for construction of three mini hydropower plants and for construction of solar mini power plants in the area of the Nišići Plateau. Over the coming medium-term period, working jointly with the responsible institutions, we intend to thoroughly explore real potentials by developing appropriate studies, which will be followed by preparation of required urban planning documents.

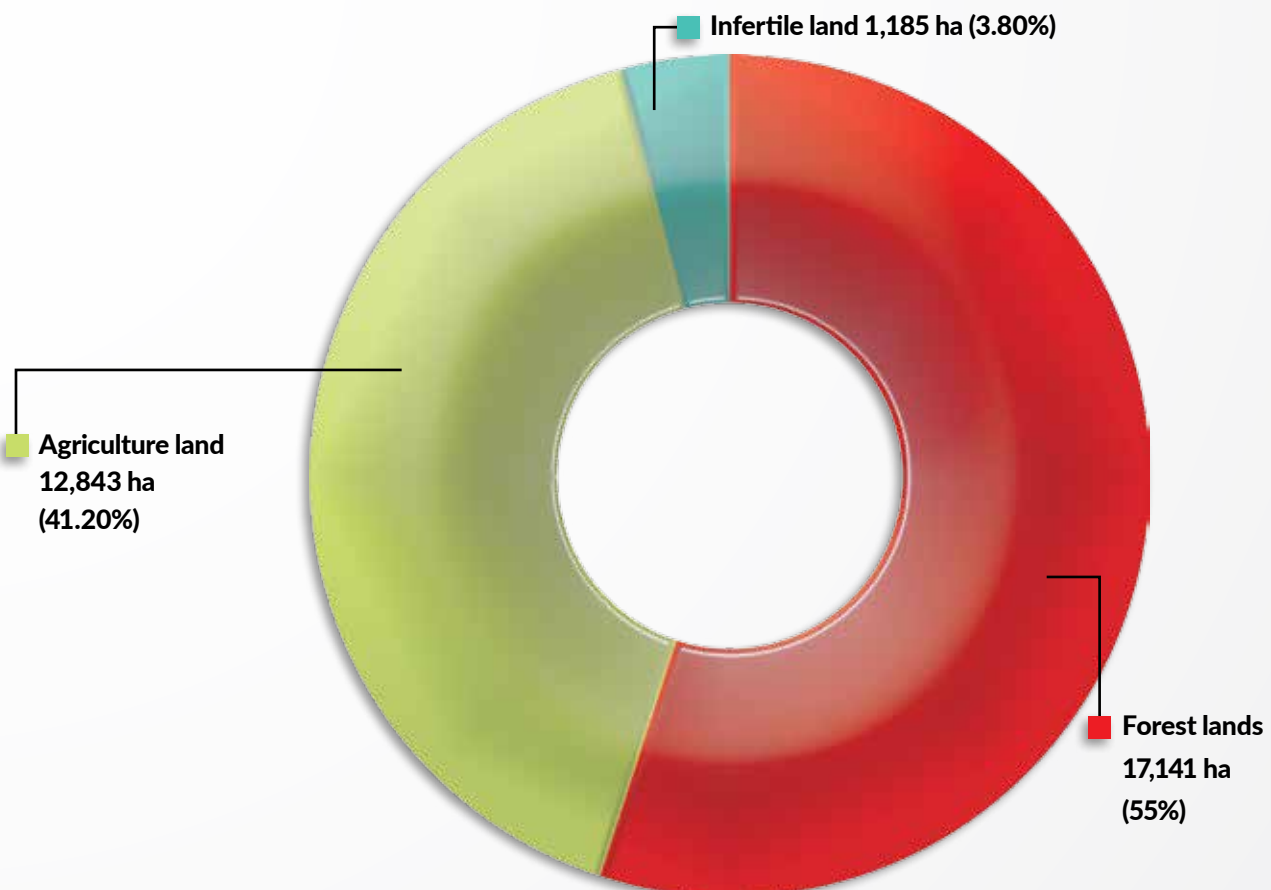
### Other industries

- Development of existing industries allows for fast growth and development of other industries, such as construction, transportation, warehousing and other specific services that rely on dynamic investment activities in the Ilijaš Municipality.
- **Leading companies:** IMTEC d.o.o. Ilijaš – trading (IT); LSP – Logistical Service Provider d.o.o. Ilijaš – transportation and logistics services; LEDER PLAST d.o.o. Ilijaš – footwear manufacturing, trade.
  - **Construction:** FAZUM GRADNJA d.o.o. Ilijaš; HALILOVIĆ d.o.o. Ilijaš; CITAR PRODUKT d.o.o. Ilijaš.
  - **Transportation:** HAJDAREVIĆ TRANSPORT d.o.o. Ilijaš; MUHIĆ TRANS d.o.o. Ilijaš.

## ABUNDANCE OF NATURAL RESOURCES

### Land (agriculture land, construction land)

- Total surface area of land in the Ilijaš Municipality is **31,169 hectares**.
- Total current surface area of construction land, according to adopted zoning plans is **405.72 hectares**.



## Mineral resources

- Multiple sites rich in mineral raw materials are located in the Municipality, including:
  - » Manganese deposits in Čevljanovići
  - » Limestone deposits in Gajevi – Vrela
  - » Shale rock deposits in Misoča
  - » Quartz deposits in Podrol and Čevljanovići
  - » Mercury deposits in the area of Srednje – Draževići

## ATTRACTIVE INVESTMENT SITES WITH COMPETITIVE COSTS

- » The Luka Industrial Zone is available for greenfield investments in the Ilijaš Municipality, with surface area of 16.6 hectares and 25 to 30 lots, which may be merged at need.
- **The following sites are also available to investors:**
  - » Two privately owned brownfield industrial zones, Željezara and PDI Bosna/CIPI
  - » Buildings of the Volta sawmill, Misoča terminals and ASI Servicing Complex



## Luka Industrial Zone, Ilijaš – A Business Zone to Fit Every Investor!



<b>Type of investment</b>	Greenfield
<b>Surface area</b>	16.6 hectares
<b>Ownership</b>	Mixed
<b>Description of the zone's location relative to transportation corridors</b>	Vc Corridor – 2 km Sarajevo – Visoko regional road – 1 km Podlugovi railway trans-shipment station – 2 km
<b>Number and surface area of free land plots in the zone available for investment</b>	30 land plots, including the option of merging slots based on investor needs, with the total surface area of 12.5 hectares
<b>Investment opportunity</b>	Purchase of land
<b>Land price in the zone Mode of sale</b>	25 BAM/m <sup>2</sup> as a promotional starting price Auction
<b>Availability of infrastructure (electricity, water, sewage system, street lighting, telecommunications, access roads)</b>	The land plots have all infrastructure available
<b>Priority sectors for investment in the zone</b>	Metallurgy and metal industry, wood industry, food and beverage industry. Small and medium enterprises.
<b>Procedures and terms for access to the zone are defined in the following documents</b>	<ul style="list-style-type: none"> <li>• Decree on Establishment of the Luka Industrial Zone, Ilijaš ("Canton Sarajevo Official Gazette", no. 36/12)</li> <li>• Master Plan, Luka Industrial Zone, Ilijaš ("Canton Sarajevo Official Gazette", no. 33/08)</li> <li>• Property Law ("FBiH Official Gazette", no. 66/13, 100/13)</li> <li>• Ilijaš Municipality Statute – Consolidated Text ("Canton Sarajevo Official Gazette", no. 20/09)</li> <li>• Rulebook on Public Tendering Procedure for Allocation of Real Estate Owned by the Federation of Bosnia and Herzegovina, Cantons, Municipalities and Cities ("FBiH Official Gazette" no. 17/14)</li> </ul>
<b>Companies already active in the zone</b>	Ama Adriatik d.o.o.; Sacom d.o.o.; Wood Team d.o.o.; EDAS d.o.o.; Superior Group d.o.o.; Ezio Inox d.o.o.; Lamers d.o.o.
<b>Documents required for approval of investment, issuing body</b>	<p>Procedure for access to the zone:</p> <ul style="list-style-type: none"> <li>• Preparation of documents required for bidding in the auction of land plots conducted by the Property, Geodesic and Cadastre Affairs Department.</li> <li>• Decree on the Mode and Terms for Sale of Non-developed Construction Land, passed by the Ilijaš Municipal Council.</li> <li>• An investor must meet the requirements with regard to environmental protection, pursuant to the Master Plan and existing legal framework.</li> </ul> <p>Required permits – the procedures are conducted by the Urban Planning, Housing and Utilities Department:</p> <ul style="list-style-type: none"> <li>• Urban permit</li> <li>• Building permit</li> <li>• Use permit</li> </ul>
<b>Contact information</b>	<p><b>Project implementation team:</b></p> <p><b>Team Leader: Merima Osmanović</b>, Assistant Mayor in the Economy, Finance and Investment Department Phone: +387 33 580 650; <a href="mailto:merima.osmanovic@ilijas.ba">e-mail: merima.osmanovic@ilijas.ba</a></p> <p><b>Investor Contact: Mirza Marukić</b>, Head, Local Development Division – Economy, Finance and Investment Department; Phone: +387 33 580 651; <a href="mailto:mirza.marukic@ilijas.ba">e-mail: mirza.marukic@ilijas.ba</a></p> <p>Mersa Zeković, Urban Planning and Zoning Associate Phone: + 387 33 580 661; <a href="mailto:mersa.zekovic@ilijas.ba">e-mail: mersa.zekovic@ilijas.ba</a> Fax: + 387 33 400 505</p>



## Other investment locations in the Ilijaš Municipality

For other investment locations in the Ilijaš Municipality please contact the Ilijaš Municipality or the owners directly:

### ● Contacts for investors in the Ilijaš Municipality:

**Mirza Marukić**, Head, Local Development Division – Economy, Finance and Investment Department

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e-mail: [mersa.zekovic@ilijas.ba](mailto:mersa.zekovic@ilijas.ba)

Site	Surface area	Ownership	Site description	Business opportunity	Contact
<b>Two brownfield industrial zones</b>					
<b>Željezara Industrial Zone, Ilijaš</b>	45 ha	Mixed	2-3 land plots privately owned. Full infrastructure provided on all land plots.	Purchase of land, price upon inquiry to the owner.	Ilijaš Municipality
<b>Industrial Zone PDI Bosna/ CIPI – Colak Industrial Park Ilijaš</b>	6.5 ha	Private	12 privately owned land plots, 6.04 ha of net surface area. Full infrastructure provided on all land plots. The link: <a href="http://www.produzieren-in-bosnien.de">http://www.produzieren-in-bosnien.de</a>	Purchase and lease of land, price upon inquiry to the owner.	Colak d.o.o. Ilijaš, Bosanski put 103 71 380 Ilijaš  Phone: +387 33 428 840 Fax: +387 33 428 841 info@colak.eu
<b>Existing buildings available for investment</b>					
<b>Volta Sawmill, Podlugovi</b>	3.9 ha	Private	Wood processing-oriented site. Production facilities of a former sawmill with the following purposes: sawmill plant with a dryer facility, sawdust-operated boiler plant, joinery, sharpening facility with a warehouse and a shed, at the entrance an owning with an one-store structure, interior areas paved and fenced in with a wall. Total surface area is 0.5 ha.	Price of the site upon inquiry to the owner.	Sead Nikšić  Cell phone: +387 61 130 679
<b>Misoča Terminals</b>	-	Public	Up to 10 smaller buildings that may be used for smaller-scale manufacturing, craftwork etc. The site is fully equipped with infrastructure.	Lease of the buildings, based on a lease contract with the "Terminali Federacije" d.o.o. Sarajevo	Terminali Feredacije d.o.o. Sarajevo Phone: +387 33 214 278 Fax: +387 33 214 316 protokol@terminali.ba
<b>ASI Service Complex</b>	Land surface area 5,500 m <sup>2</sup> . Building surface area 2,195 m <sup>2</sup>	Private, a bank mortgage	The building is situated in the downtown Ilijaš in the immediate vicinity of the Ilijaš Municipality building.  The site is fully equipped with infrastructure.	Purchase. Price upon inquiry to the owner.  The building is mortgaged, majority to the Hypo Alpe Adria Bank d.d. Mostar	Hypo Alpe Adria Bank d.d. Mostar Sarajevo Branch Office, Maršala Tita 18  Phone: +387 33 563 191 Fax: +387 33 217 285

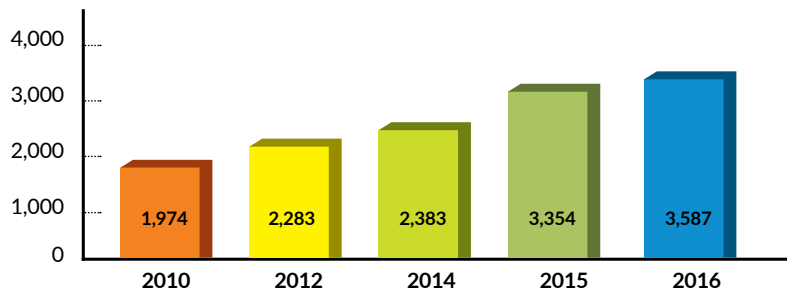
# CONTINUOUS EMPLOYMENT GROWTH AS A RESULT OF NEW INVESTMENT



The Ilijaš Municipality has exhibited a remarkable trend of employment growth over the 2014-2016 period with 950 new jobs. It is the leading municipality in the Sarajevo Canton in terms of job growth.



Job generation in the Ilijaš Municipality, 2010-2016



## Employment in the Ilijaš Municipality:

5,249 unemployed – 3,587 employed

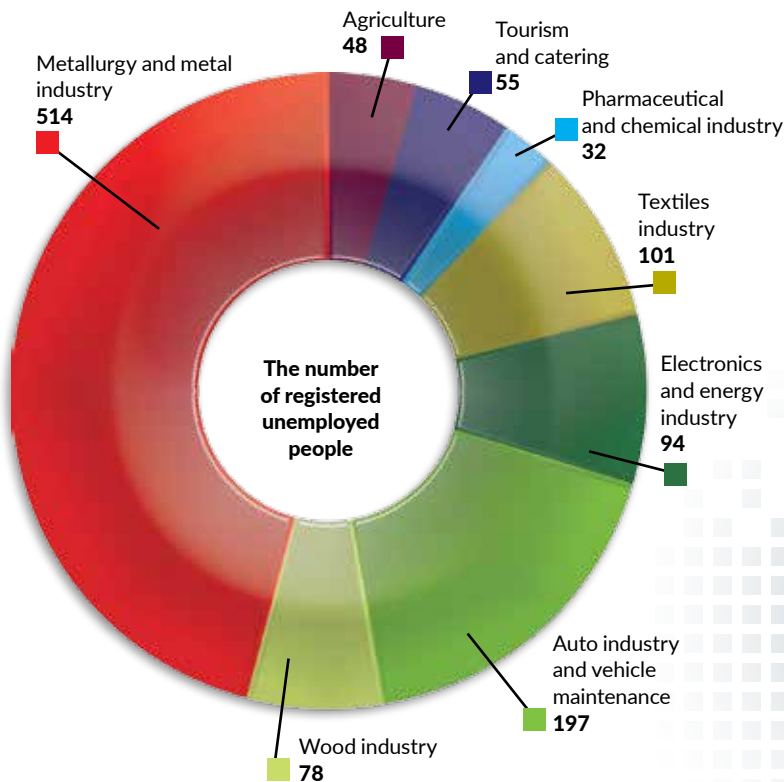
Data source: Public Institution "Sarajevo Canton Employment Agency", Bulletins – Statistical Overviews, April 2016.  
Data processing: Ilijaš Municipality Economic, Finance and Investment Department

## Work force availability by skill level

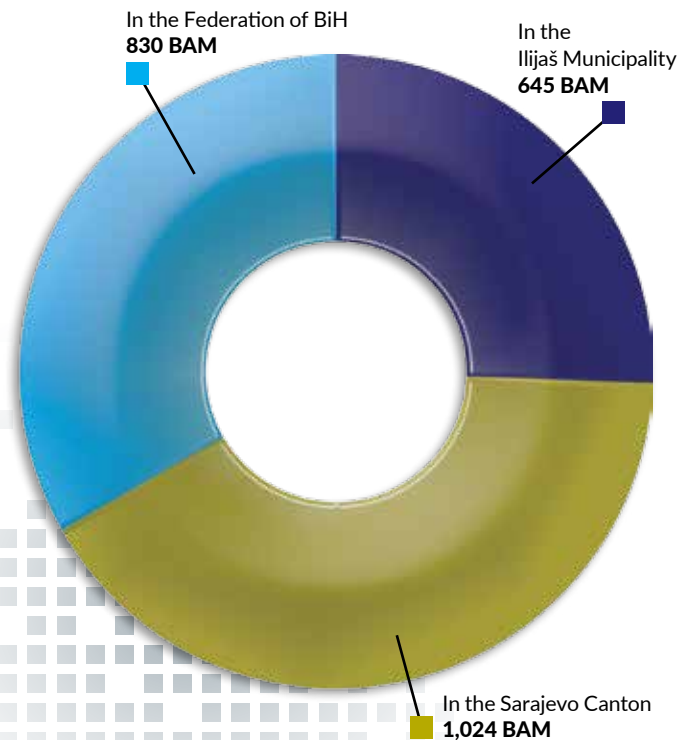
Unskilled	Semi-skilled	Skilled	Highly skilled	Lower-skill training	Secondary school qualification	2-year post-secondary qualifications	University qualifications	TOTAL
2,139	34	1,562	21	20	1,183	17	273	5,249

Data source: Ilijaš Employment Bureau, Public Institution "Sarajevo Canton Employment Agency", March 2016

## Work force availability by occupation



## Average net wage (2013)



Data source: Public Institution "Sarajevo Canton Employment Agency", Bulletins – Statistical Overviews, December 2015. Data processing: Ilijaš Municipality Economic, Finance and Investment Department

Data source: 2015 Socio-Economic Indicators by Municipalities in 2015, April 2016, Federation Development Programming Institute



# TRAINED AND SKILLED WORK FORCE ADAPTABLE TO EMPLOYERS' NEEDS

## Educational institutions

- Ilijaš Secondary School Center provides the following types of education: general secondary school, mechanical engineering school, mechanical engineering vocational school, trades vocational school and service trade vocational school. The link: <http://www.scilijas.com.ba>
- Secondary schools in the Sarajevo Canton – for details please follow the link below: <http://portal.skola.ba/start/%C5%A0kole/Srednje%C5%A1kole/tabid/58/Default.aspx>
- Sarajevo University – The Sarajevo University is an institution composed of thirty organizational units – twenty-two university departments, three academies and five research institutes, divided into six groups covering social sciences, humanities, medical sciences, technical, mathematical and biotechnical sciences, and arts. The link: [www.unsa.ba](http://www.unsa.ba)
- Zenica University – Within the Zenica University there are seven university departments – organizational units, and one university department as an associate member. In addition, the Zenica Public Library with its reading room and branches is part of the higher education community. The link: <http://unze.ba/#m-07-2016>
- To ensure work force availability for companies, we continuously support education of young and promising students from the Ilijaš Municipality.

# WE IMPLEMENT REFORMS TO IMPROVE BUSINESS ENVIRONMENT FOR INVESTORS

**We cooperate closely with investors to support development, create new opportunities and realize potentials.**

- In the procedure of issuance of building permit, the Ilijaš Municipality on behalf of an investor collects required documentation from relevant institutions and public enterprises in the municipality, Sarajevo Canton and Federation of BiH.
- The Ilijaš Municipality considerably reduced the time and cut costs for issuance of permits and compiling documentation for the business sector and citizens in the municipality.
- To increase transparency of the administration, the Ilijaš Municipality established the electronic registry of permits and electronic registry of investor incentives in the municipality. The link: <http://www.ilijas.ba>
- To monitor the processing of applications to the Ilijaš Municipality, the municipality developed a system of electronic file tracking “Web File Tracking” (the link: [http://www.ilijas.ba/index.php?option=com\\_content&view=article&id=2125&Itemid=110i](http://www.ilijas.ba/index.php?option=com_content&view=article&id=2125&Itemid=110i)) and the “SMS File Tracking” (the link: [http://www.ilijas.ba/SMS\\_StatusPredmeta.html](http://www.ilijas.ba/SMS_StatusPredmeta.html)) which allow to beneficiaries of municipal services to directly check online the status of their application.
- The Ilijaš Municipality provides a comprehensive support to all investors in implementation of their planned investments through appointed contact persons, and through a multidisciplinary team which is prepared to supply investors with all necessary information to simplify and fast track implementation of planned investments.
- The Ilijaš Municipality provides the investor aftercare for both domestic and foreign investors, through the Collaborative Network, which brings together institutions from all levels of government in BiH.
- The Ilijaš Municipality created a business accelerator at the Sarajevo Regional Development Agency (SERDA), whose services are available free of charge to all businesses or potential investors in the Ilijaš Municipality, and appointed a dedicated SME clerk to provide support to fast-growing small and medium enterprises. Within the EU Small and Medium Enterprise Support Project, a website containing a database of all small and medium enterprises in Bosnia and Herzegovina was created. The link: <http://msp.ba>.



# OTHER INFORMATION OF INTEREST FOR INVESTORS

## Electronic business registries

Electronic registries with a detailed overview of permits and licences investors need to obtain in the Ilijaš Municipality, Federation of BiH and Bosnia and Herzegovina are available at the following links:

### Ilijaš Municipality

<http://www.ilijas.ba>

### Government of the Federation of BiH

<http://fbihvlada.gov.ba/bosanski/ereg/index.php>

### BiH Ministry of Foreign Trade and Economic Relations

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

## Investor and business incentives

Lists of fiscal and non-fiscal investor and business incentives on all government levels in BiH are available at the following links:

### Ilijaš Municipality

<http://www.ilijas.ba>

### Sarajevo Canton

<http://mp.ks.gov.ba/preuzimanja/poticaji>

### BiH Ministry of Foreign Trade and Economic Relations

[http://www.mvteo.gov.ba/izvjestaji\\_publikacije/izvjestaji/default.aspx?id=6176&langTag=bs-BA](http://www.mvteo.gov.ba/izvjestaji_publikacije/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=en-US](http://www.fipa.gov.ba/informacije/povlastice/strani_investitori/default.aspx?id=141&langTag=en-US)

## Availability of general services in the Ilijaš Municipality

- Banks: 2
- Notary offices: 1
- Law offices: 3
- Accounting and finance bureaus: 2
- Real estate agencies: 1

## Steps to register business

The procedure to register a limited liability company with all necessary information including steps, responsible institutions and time required can be downloaded from the following link:

<http://www.fipa.gov.ba/informacije/posao/koraci/default.aspx?id=120&langTag=en-US>

The municipality is not in charge of business registration nor for any step or procedure during registration.

Types of companies in BiH – Information about the types of companies in BiH can be downloaded from the following link:

[http://www.fipa.gov.ba/informacije/posao/vrste\\_preduzeca/default.aspx?id=133&langTag=en-US](http://www.fipa.gov.ba/informacije/posao/vrste_preduzeca/default.aspx?id=133&langTag=en-US)



# COMPETITIVE COSTS OF PROCUREMENT OF PERMITS FOR THE CONSTRUCTION PROCESS

- In the process of implementation of an investment, the Ilijaš Municipality is responsible solely for issuance of the following permits:
  - Urban permit
  - Construction permit
  - Use permit

The department in charge of issuance of the above permits is the Urban Planning Division, Urban Planning, Housing and Utilities Department, contact phone: +387 33 580 661, e-mail: [prostorno@ilijas.ba](mailto:prostorno@ilijas.ba).

The application forms with detailed information on the above permits can be collected at the Municipal Info Desk, obtained directly from the responsible department or downloaded electronically from the requirements registry on the website <http://www.ilijas.ba>

No.	TYPE OF PERMIT	ISSUANCE TIME	COST
1.	Urban permit	15 days	Fee : 34 BAM  The fee for document that approves construction of a building: for farming structures – 2 BAM, for other structures – 3 BAM. The fee for application for issuing a construction permit: 0.5‰ (per thousand) of the building's value, maximum 150 BAM. The fee for verification of technical documentation: 0.5‰ (per thousand) of the building's investment value, maximum 100 BAM.
2.	Construction permit	7 days	Charge: 1. For the right to use construction land (rent): 8-48 BAM per 1 m <sup>2</sup> , across six different zones. <b>For production facilities, the rent is discounted at 20%.</b> 2. For development of construction land: 40-120 BAM per 1 m <sup>2</sup> , across six different zones. 3. The charge for construction and maintenance of public shelters: 1% of the total value of the construction segment of the building and internal installations.
3.	Use permit	30 days	Fees (2 fees): The decision fee: 8 BAM. The fee to request technical inspection of the building: 1‰ (per thousand) of the value of the building established in the technical documentation used to obtain the construction permit, maximum 150 BAM. The charge for Commission for Technical Acceptance of Facility: 60-500 BAM per committee member, depending on the type of the building.

## Utility costs

### Water

Description	Measurement unit	Price in BAM, including VAT and associated water charges
Water prices with draining of waste water for legal persons – companies	m <sup>3</sup>	3.25 BAM

Note: The price includes: the water usage charge of 0.10 BAM/m<sup>3</sup> and the water protection charge of 0.40 BAM/m<sup>3</sup>, which are VAT-exempt.

### Waste disposal

Category – regular disposal for business purposes	Measurement unit	Price
Business premises, catering and trade	Per m <sup>2</sup> of surface area	1.2820 BAM/m <sup>2</sup> + VAT
Business premises for other activities		0.90 BAM/m <sup>2</sup> + VAT

Note: the above utilities' prices are general in nature. Utilities' prices for the select location should be checked on the basis of the project's specific requirements. Above operational costs may be used for preliminary cost estimates. Prices are derived from pricing lists of utilities' providers and constitute averages relative to possible specific technical variations.



## Energy – electricity and gas

Average price of electricity before the value-added tax for industrial consumers in the IC category was 11.99 pfennig/kWh in the second half of 2015, which was 1.9% lower than in the first half of 2015.

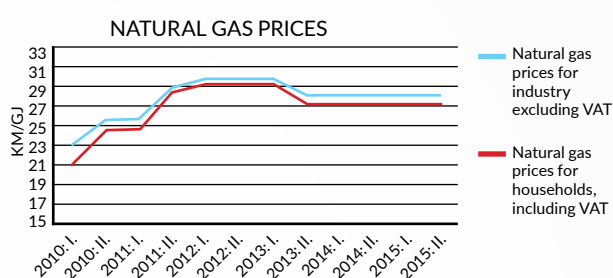
Detailed information on the pricing of electricity (tariff, price per 1 kWh, tariff classes, seasons, higher/lower daily tariff rates) are available on the website of Energy Regulatory Commission of the Federation of BiH. The link: [www.ferk.ba](http://www.ferk.ba)

Price of electricity, including VAT	High tariff rate	Low tariff rate
Average price – December 2015	0.10 EUR/kWh	0.05 EUR/kWh

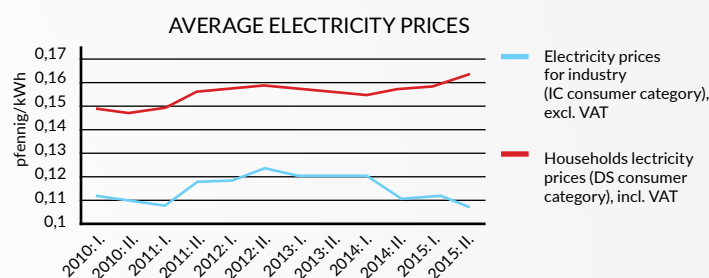
Source: BiH Statistics Agency – Average consumer prices in BiH in December 2015

Natural gas:	Large companies: 0.819 BAM/m <sup>3</sup>	Small businesses: 0.831 BAM/m <sup>3</sup>
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Already favorable electricity and gas prices exhibit a steady decline.



Data source: State Electricity Regulatory Commission (DERK)



Data source: "Sarajevogas" Distribution Company, Sarajevo

## Fixed and mobile telephony

- There is a range of different user packages offered by three telecom operators.
- The access charges set by telecom operators range from 29.08-30.06 BAM. Monthly subscription fee for legal persons with all three telecom operators is at the price cap level (15.50 BAM).

"Around 20 million EUR was invested in the „Željezara“. We developed project design for three production lines. A vertical line was assembled and activated, another horizontal line is in the assembly stage and its completion is planned for end-2016, while the installation of the third line will depend on the condition and the state of the market. We were well-received at the Ilijaš Municipality and our cooperation with the Mayor resulted in the restarting of the „Željezara“, that is evidence that quality investments could be made in BiH."

**Amel Ćatić, M. Tech. Sc., CEO, Željezara „Ilijaš“ d.d. Ilijaš**

"At present we employ 750 people in Ilijaš, with 1,000 employees in the entire group. The „Standard“ furniture company is also based in Leskovac (Serbia), in Germany and in Sarajevo. The advantage of Ilijaš is an excellent cooperation with the municipal mayor and his administration."

**Damir Muhić, CEO, STANDARD FURNITURE FACTORY d.d.**

## Useful links

### Bosnia and Herzegovina Foreign Investment Promotion Agency – FIPA

Agency – FIPA  
Address: Grbavička 4, Sarajevo  
Web: [www.fipa.gov.ba](http://www.fipa.gov.ba)  
Head: Gordana Milinić  
Contact:  
Phone: +387 33 278 081  
e-mail: [fipa@fipa.gov.ba](mailto:fipa@fipa.gov.ba)  
Collaborative Network Contact Person for Ilijaš Municipality:  
Gordana Radović  
Phone: +387 33 278 080  
e-mail: [gordana.radovic@fipa.gov.ba](mailto:gordana.radovic@fipa.gov.ba)

### Federation Ministry of Development, Entrepreneurship and Crafts

Address: Dr. Ante Starčevića b.b. Mostar  
Web: [www.fmrpo.gov.ba](http://www.fmrpo.gov.ba)  
Minister: Amir Zukić  
Contact:  
Phone: +387 36 449 120  
Fax: +387 36 449 122  
Contact Point for the project "Development of Entrepreneurial Zones in FBiH":  
Nikolina Radovan,  
Phone: +387 36 449 608  
e-mail: [nikolina.radovan@fmrpo.gov.ba](mailto:nikolina.radovan@fmrpo.gov.ba)

### Canton Sarajevo Ministry of Economy

Address: Reisa Džemaludina Čauševića 1, Sarajevo  
Web: <http://mp.ks.gov.ba>  
Minister: Muharem Šabić  
Contact:  
Phone: +387 33 562 122  
Fax: +387 33 562 226  
e-mail: [mp@mp.ks.gov.ba](mailto:mp@mp.ks.gov.ba)  
Collaborative Network Contact Point:  
Enesa Pazalja  
Phone: +387 33 562 118  
e-mail: [enesa.pazalja@mp.ks.gov.ba](mailto:enesa.pazalja@mp.ks.gov.ba)



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## ILIJAS MUNICIPALITY

Address: 126th Ilijaš Brigade 6, 71380 Ilijaš  
Phone: +387 33 560 620  
Fax: +387 33 400 505  
e-mail: [privreda@ilijas.ba](mailto:privreda@ilijas.ba)  
Web: <http://www.ilijas.ba>

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