



CITY OF ZENICA

# INVESTOR GUIDE 2020



# CITY OF ZENICA

## A Word from the Mayor

During the last twenty years, our city has not fully utilized its available potentials, such as its favorable geographic position, advantages related to communications, and high-quality human resources. Because of that we are forced to commit our efforts decisively to economic renewal and development.

The development of Zenica is conditioned by various factors. I would assign top priority to improvements in cooperation between the private and the public sector, establishment of an economic environment favorable for the development of small and medium enterprises, and reduction in the fiscal and parafiscal burden placed on the economy, all with the objective of creating comparative advantages in order to attract domestic and foreign investments.

On the path towards economic strengthening of our local community, we have, in the last couple of months, undertaken initial steps in creating a favorable economic environment. By establishing the Sector for Local Economic Development, we will be more efficient regarding assets from the EU funds, as well as domestic and foreign investors. Projects for the commercial – retail and industrial zone will provide an impulse for a strong step forward in the direction of economic development of our city. We are ready to adjust other locations to the needs and requirements of investors, to whom we are offering a special system of subsidies, tailored to individual investments.

Zenica is a city with a multiethnic and multicultural flair, a city that has its history, culture and tradition. It is recognizable by its industrial, sports, and other symbols and has all the preconditions met for being the foundation of development of this part of BiH. Zenica, however, is not just about the facilities and capital investment projects, Zenica is all about the people, who must be more decisive, bolder, who must take their destiny into their own hands. We are, therefore, especially counting on educated youth, whose energy represents the future of our community.



Sincerely!

**Fuad Kasumović**, Mayor of Zenica

# CITY OF ZENICA

## Position

Zenica is located in the center of the country of Bosnia and Herzegovina and it is situated in the valley of river Bosna, which, together with the valley of river Neretva, represents the axis of development of BiH, along which both the population and natural and created values are noticeably concentrated.

The City of Zenica occupies the surface area of 557.5 km<sup>2</sup> and is 70 km away from Sarajevo, the capital city of Bosnia and Herzegovina.



# CITY OF ZENICA

## General Information

- Administrative, economic, sports, and cultural center of Zenica-Doboj Canton.
- A lengthy tradition with “know-how” in all the sub-sectors of metal processing industry and steel industry, a well-developed service sector, strong construction sector and transport sector.
- Excellent infrastructure and communications network.
- University center with 8 university schools, “Kemal Kapetanović” Institute of Metallurgy, and the Center for Innovativeness and Entrepreneurship, as well as the Center for Social and Inter-religious Research within the University of Zenica.
- Skilled, capable, motivated, and accessible labor force.
- Good and well-developed entrepreneurial infrastructure, through which the local authorities invest efforts into improvements of the business climate and continued development of the private sector.
- Business zone Zenica 1, located in the immediate vicinity of the city center.



# CITY OF ZENICA

## Location

- Zenica is located on the state road M17, which connects central and eastern Europe with the Adriatic and the Mediterranean.
- Distance from the International Airport in Sarajevo is 45 minutes driving by car.
- International Airport in Sarajevo offers numerous flights on the daily basis, including direct flights to the main international hubs, like Vienna, Munich and Istanbul.
- A modern railway connects the City with Europe and the Port of Ploče on the Adriatic.
- The main city primary road (Glavna gradska magistrala - GGM) has ensured fast and unimpeded transport through the city itself and connected the primary and secondary road network with the new Vc corridor, through Primary Road M17.
- Corridor Vc, which passes right next to the City, connects and integrates the region into the European roads network and, practically, connects the EU, in the north, with the Adriatic Sea, in the south.

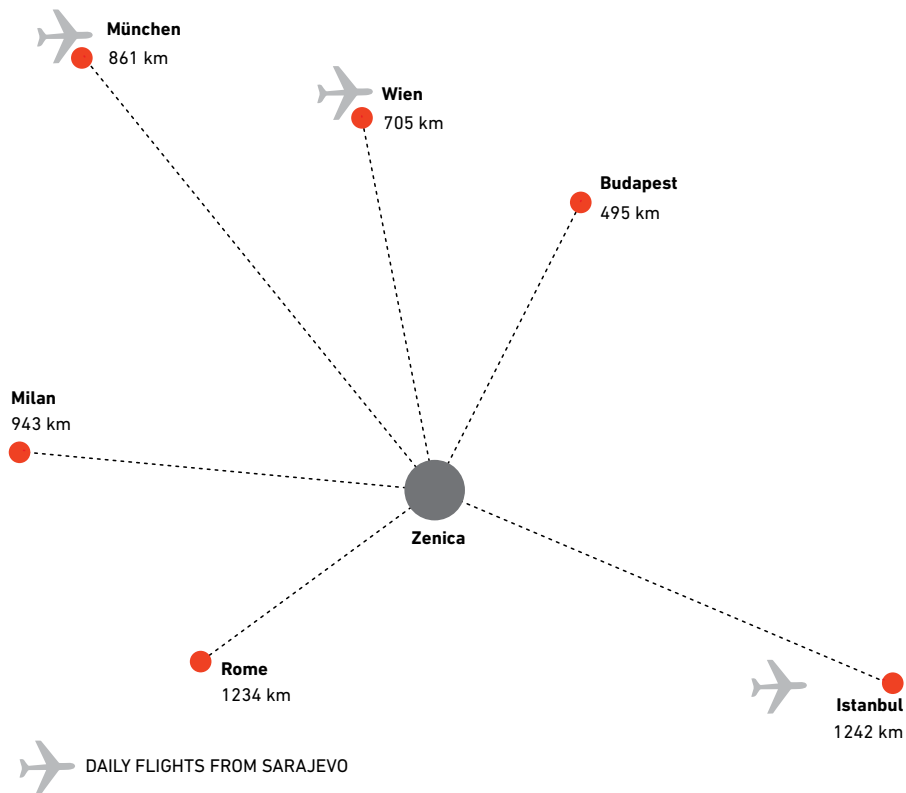
### Distance from larger cities by road

Zagreb	334 km
Belgrade	314 km
Budapest	492 km
Vienna	707 km
Berlin	1334 km



# CITY OF ZENICA

## Transport



### Closest international airports

Sarajevo (BiH)	73 km
Tuzla (BiH)	125 km
Split (Croatia)	221 km
Zagreb (Croatia)	332 km
Belgrade (Serbia)	315 km

### Closest ports

Brčko (BiH)	140 km
Ploče (Croatia)	248 km
Belgrade (Serbia)	314 km
Rijeka (Croatia)	494 km
Bar (Montenegro)	344 km

Source: LRC database, <https://boniteti.ba/faces/users/layoutHome.xhtml>

Review of main branches of industry by revenues (in BAM million)

### Processing industry



### Wholesale and retail trade



### Transport servicing and warehousing



### Construction



# REGISTERED BUSINESS ENTITIES

## By Industry

The dominant industries, by number of economic entities in 2018.

Area of activity	Number of business entities	Number of workers
G – Wholesale and retail trade	252	2371
C – Processing industry	119	5535
M – Expert, scientific and technical activities	90	600
F – Construction	60	917
H – Transport servicing and warehousing	30	746
Q – Health and social welfare activities	16	2549

Review of business entities in processing industry

Classification of activities within processing industry	Numbers of Businesses
Manufacturing of finished metal products, excluding machines and equipment	19
Manufacturing of foodstuffs	15
Wood processing and manufacturing of products made from wood and cork, excluding furniture...	8
Repair and installation of machines and equipment	7
Manufacturing of computers, electronic and optical products	4
Printing and copying of records	11
Manufacturing of product made from rubber and plastics	7
Manufacturing of clothes	9
Manufacturing of machines and equipment	6
Manufacturing of other products made from non-metal minerals	2
Manufacturing of electrical equipment	1
Manufacturing of textiles	4
Processing of paper and products made of paper	3
Manufacturing of chemicals and chemical products	6
Manufacturing of leather and products made from leather	0
Other processing industry	3





## Key Sectors



METAL PROCESSING SECTOR



CONSTRUCTION SECTOR



SERVICE SECTOR



AGRICULTURAL AND  
FOOD PROCESSING SECTOR

# METAL PROCESSING SECTOR

Data source: LRC database, web: <https://boniteti.ba/faces/users/layoutIP.xhtml>

- > Tradition in metal and steel industry
- > Competitive price structure
- > Trained labor force
- > Excellent infrastructure and investor friendly business environment
- > Solid connections between
  - > Educational institutions
  - > SMEs
  - > Institute of Metallurgy



## Why invest in Zenica?

Zenica, unlike any other city in the country, provides comprehensive support in manufacturing, specifically from the beginning to the end – from the raw materials, through design, engineering, and the product development phase, and right through to the very phase of manufacturing and support in maintenance.

Significant domestic energy sources, mines and electricity represent the largest advantages of this sector. In addition, there is a positive trend of export orientation towards financially stronger and more stable markets, which has, to this day, reached the amount of close to 25% of total exports from BiH.

The revenues from exports of metal-based products, as of the date of December 31, 2018, and the share of the City of Zenica in the metal processing sector, in the two main areas of the metal processing sector, are shown below:

Zenica - revenues from sale of metal-based products: **798.253.588 KM**

Zenica - revenues from exports of metal-based products:

- > manufacturing of base metals, 449.566.598 KM
- > manufacturing of finished metal goods, 33.054.675 KM
- > **TOTAL: 482.621.273 KM**

FBIH - revenues from sale of metal-based products: **3.394.099.554 KM**

FBiH-revenues from exports of metal-based products:

- > manufacturing of base metals, 881.084.707 KM
- > manufacturing of finished metal goods, 1.033.009.720 KM
- > **TOTAL: 1.914.094.427 KM**

BIH - revenues from sale of metal-based products: **4.340.549.481 KM**

BiH - revenues from exports of metal-based products:

- > manufacturing of base metals, 1.191.946.157 KM
- > manufacturing of finished metal goods, 1.148.796.360 KM
- > **UKUPNO: 2.340.742.517 KM**

Share of Zenica IN EXPORTS in the metal processing sector::

- > **FBiH 25,2%**
- > **BiH 19,54%**

Share of Zenica IN REALIZED SALE in the metal processing sector:

- > **FBiH 23,52%**
- > **BiH 18,39 %**

# METAL PROCESSING SECTOR

Data source: LRC database, web: <https://boniteti.ba/faces/users/layoutIP.xhtml>

## Advantages of the metal processing sector

- Traditionally one of the strongest and most successful sectors in the country.
- In total, the metal processing sector participates in the BiH economy with 6.28% of the total scope of production.
- The sector provides opportunities for large companies to integrate existing primary manufacturers, in order to manufacture products with higher added value, high quality and competitive prices.
- Zenica participated with 25.21% in the total exports of the metal processing sector in FBiH and with 19,54% in BiH in 2018.

2018

23

ENTERPRISES

2896

EMPLOYEES



# CONSTRUCTION SECTOR

## Low-rise and high-rise construction

The construction sector represents a significant portion of the City of Zenica economy.

For the City of Zenica, it is important to emphasize that the economic development strategy relies, inter alia, on construction, as one of the dominant sectors of the economy.

Construction firms in the territory of the City of Zenica deal with all types of construction works. There is also an evident increase in the number of construction firms specialized in the area of low-rise construction, which is gaining in interest because of the large infrastructural projects in BiH. The construction sector is dominated by numerous medium and smaller scale enterprises, as well as several large companies.

VALUE OF EXECUTED  
CONSTRUCTION WORKS

101.3

BAM MILLION

2017.

60

ENTERPRISES

917

EMPLOYEES

Structure of construction works in the territory of the City of Zenica (2017.)

CIVIL CONSTRUCTION

90 %

BUILDING CONSTRUCTION

10%



# SERVICE SECTOR

## The most successful sector in Zenica

For many years, it has been one of the strongest and the most successful sectors in the City of Zenica, as the administrative center of Zenica-Dobož Canton.

The sector of professional and business-related services has a very important role in total economic flows of the City of Zenica, not only because of its scope, but also because of horizontal connections with other economic sectors that it affects through the transfer of technologies, innovations, creativity, and improvements in process efficiency. The sector of professional and business-related services includes activities that are growing very fast at the global level and have prospects for continued growth: the IT sector, business counselling, marketing etc.

The sector provides opportunities to large, as well as all other, companies, to meet all their needs for diverse types of services at a high level and with high quality, and at very competitive prices.

The service sector gathers together the so-called tertiary sector: transport, trade, hospitality industry, crafts, banking and utilities, as well as the quaternary sector, which comprises education, science, culture, information, health, and social welfare.

TOTAL REVENUES

806

EUR MILLION

THE SERVICE  
SECTOR IS REALIZING

40%

OF TOTAL REVENUES IN  
THE CITY OF ZENICA

2018.

11.000

EMPLOYEES



# AGRICULTURAL SECTOR

Source: The City of Zenica, Services for Economy and Finance, 2018 data



## Large development opportunities

Within the territory of the City, diverse types of primary agricultural production are present, but, because of the fragmentation of the parcels and a large percentage of meadows (51%), livestock keeping is the most dominant. Milk production is significant because of the organized buyout and the presence of processing capacities (ZIM Co.), so that the bought quantities of milk are continuously increasing. The largest buyer is “Zenička industrija mlijeka” Co. Zenica (65% of buyout). Agricultural producers have lately been exhibiting interest in raising new fruit plantations, and especially new plantations of raspberry, as well as plastic greenhouse-based production of vegetables. That is contributed to by the fact that in this area several buyers have appeared that have significant cold-storage capacities and ensured placement of products in the EU countries. Those companies are DELTA FROST Zenica (a subsidiary of Delta Trade Ltd. Zenica) and OPZ “PRONATURA” Zenica.

There is an increasing trend of registration of crafts in livestock keeping and plastic greenhouse production areas, as well as raspberry producers with plantations whose surface areas exceed 5 dunams under plants.

### Land structure

Total arable surface area	1178 ha
Ploughlands/gardens	16592 ha
<b>Total surface area</b>	<b>17770 ha</b>
Orchards	6340 ha
Meadows	1816 ha
Pasturelands	8436 ha
Forest land	30.762 ha
Unfertile land	3.229 ha
<b>Total land</b>	<b>50.583 ha</b>





# BUSINESS ZONE ZENICA 1

## Investment opportunities

### Business zone Zenica 1

Total surface area in hectares	33,64 ha
Occupation	86 %
Price of construction land (m <sup>2</sup> )	BAM 50
Ownership over land: The City of Zenica	100%
The land is regulated under the urban development plan	
Access ensured to: power, water supply, technological water, sanitation, gas, and telecommunication services	
Land sale through auction – upon inquiry of the investor, and depending on the size and shape of the land parcel	

Business zone Zenica 1 is the primary area for economic development of the City of Zenica and the home of the Business Incubator of Zenica and the Zenica Techno Park that are managed by the Zenica Development Agency, ZEDA. The Zone covers the area of 336,427 m<sup>2</sup> in total, of which 86% is already used by economic entities. The remaining unoccupied area and the form of the parcels could be tailored to the specific need of investors. Economic activities within the Business Zone are of diverse nature, and the largest companies in the Zone, RM-LH, ZE-STEEL, FE-METALL and GLOVIS, are from the metal processing sector.

The primary intended use of the Zone is for manufacturing activities. The new city primary road with its roundabouts facilitates direct access to the Business Zone from Primary Road M-17 and Corridor Vc – the highway, at the distance of 8.5 km.

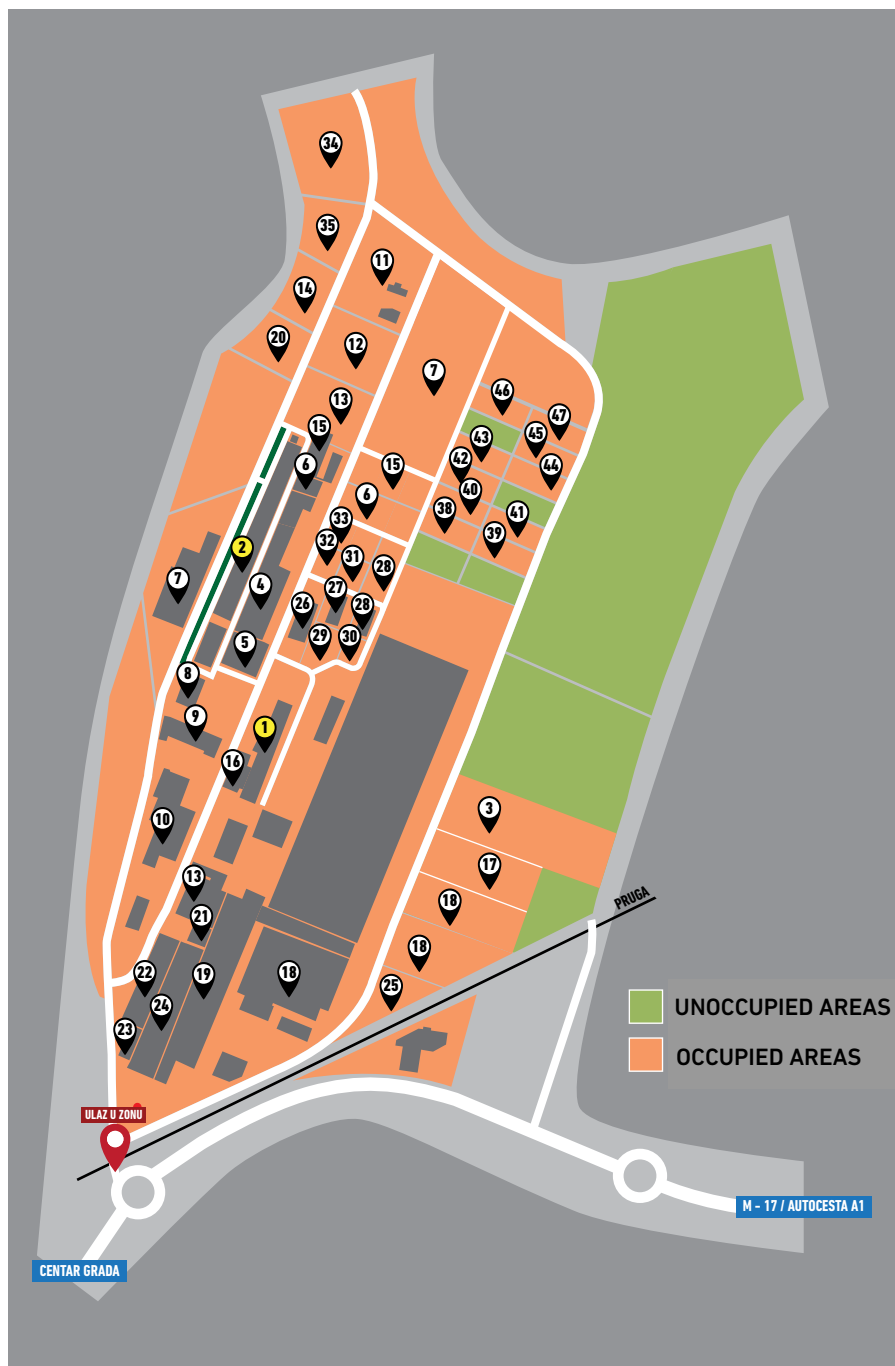
4,6 ha

OF UNOCCUPIED  
SURFACE AREA

BAM 50  
PRICE PER m<sup>2</sup>





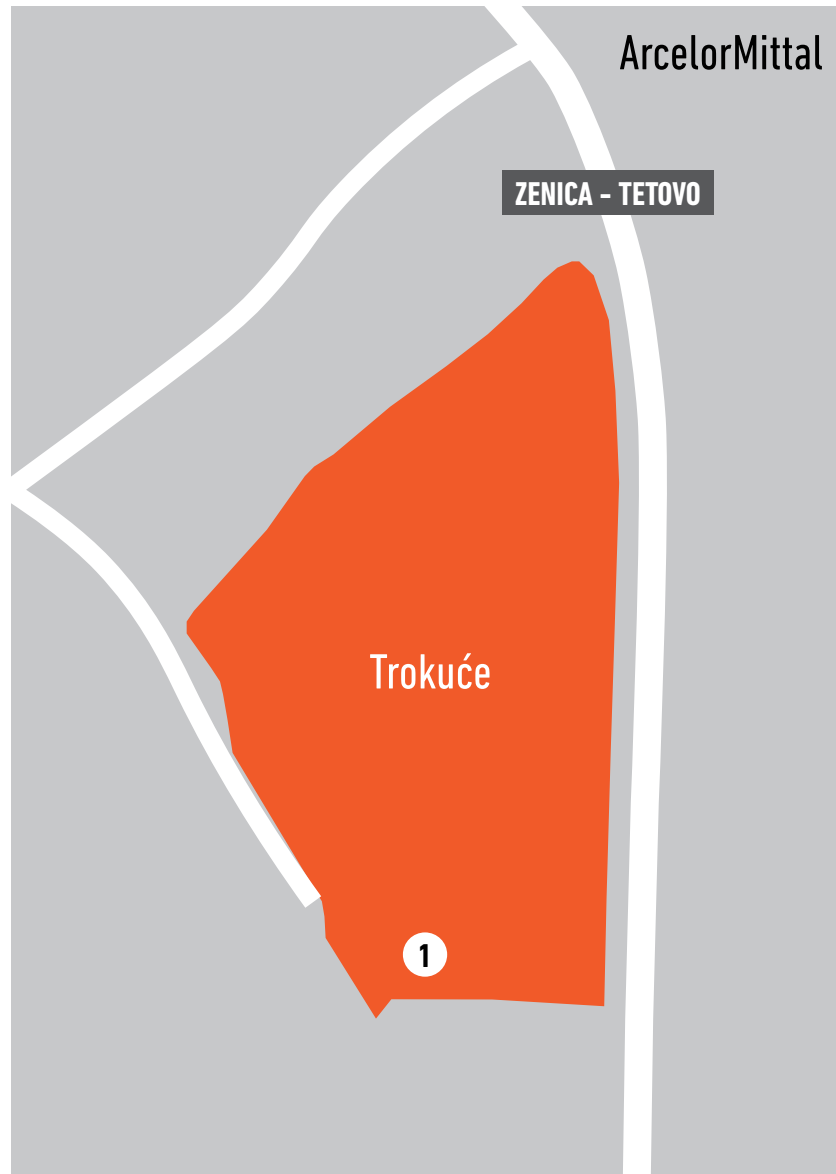


<b>ZENIČKA RAZVOJNA AGENCIJA ZEDA d.o.o.</b>	1
<b>BIZNIS INKUBATOR ZENICA</b>	2
PET SERVIS d.o.o.	3
DOMUS ARREDI d.o.o.	4
TERMOMATIK d.o.o.	5
ŽALUZINE STYLE d.o.o.	6
RM-LH d.o.o.	7
U.O. GRAFORAD	8
KOBIĆ AUTO d.o.o.	9
ZE STEEL d.o.o.	10
TBG BH d.o.o.	11
BEGANOVIĆ TRANSPORTI d.o.o.	12
BRAĆA KARIĆ d.o.o.	13
GAMS d.o.o.	14
FE METAL d.o.o.	15
A-ELING d.o.o. / RM. GRADNJA d.o.o.	16
NADINEX d.o.o.	17
ITC d.o.o.	18
TREASURE d.o.o.	19
AHSUN d.o.o.	20
MELIGRAF PRINT d.o.o.	21
INTERPLASTICA d.o.o.	22
LEPIR d.o.o.	23
OM METALI d.o.o.	24
PROMEX ORIOLIK d.o.o.	25
INTERCOM d.o.o.	26
FEDI d.o.o.	27
GLOVIS d.o.o.	28
DUST COMPANY d.o.o.	29
DIZDAREVIĆ	30
ZEBRA LINE d.o.o.	31
PLAN PLUS d.o.o.	32
TERMIKA d.o.o.	33
ALMY TRANSPORT d.o.o.	34
M.M. PROGRES d.o.o.	35
EMPRES d.o.o.	38
ASTRA ŠPED d.o.o.	39
MAJA GRADNJA d.o.o.	40
GRAFIT FAME d.o.o.	41
DES DIZAJN d.o.o.	42
TEHNO METAL d.o.o.	43
U.O. AUTO SERVIS KUZA	44
P.O. LAMSAR GLASS	45
AES PROMET d.o.o.	46
TIPING d.o.o.	47

# TROKUĆE

## Greenfield location

This location is situated at the distance of 2.7 km from the center of the City of Zenica, on the regional road leading to the settlement of Tetovo. The land is located in immediate vicinity of the ArcelorMittal Company. In this location, access is ensured to power and water supply and sanitation



### **Trokuće**

Parcel 1 9.994 m<sup>2</sup>

Land ownership: private

# ZENICA DEVELOPMENT AGENCY ZEDA

## Support to entrepreneurship development

ZEDA Agency was founded by the City of Zenica in 2004, with the objective of economic development, support to the development of SMEs and creating a favorable environment, which, in total, leads to the development of the community or region.

New projects are the basis of development of any city, and ZEDA Agency is the exact institution that has a significant role in the implementation of developmental projects of the City of Zenica.

During the fourteen years of its activity, ZEDA has implemented, partnered in and co-financed dozens of projects from the areas of: development and promotion of entrepreneurship, creating favorable conditions for domestic and foreign investments in the economy, strengthening competitiveness and exporting potentials of SMEs, development of entrepreneurial infrastructure and environment, introduction of systems for product safety control, ecology – sustainable development and energy efficiency, human resources, tourism etc.

ZEDA Agency and the City of Zenica are continuously developing various mechanisms of support to improvements in the economy and creating a favorable business environment.

Within the framework of the ZEDA Agency, there is also a Product Safety Testing Laboratory – LIND that is operating, and it is the only laboratory in BiH of that type, which, by testing product safety, provides direct support to our manufacturers, primarily exporters, in such a way that their products have added value, i.e. that they compliant with the European norms. In addition, ZEDA is managing the Business Incubator in Zenica, which is the generator of development of new enterprises and jobs. In 2016, the Impulse Creative Center was founded – a development center whose main purpose is to be the driving force of development of entrepreneurship and, therefore, also of the startup community in Zenica, as well as the IT sector. Establishment is ongoing of the center for support to entrepreneurs and investors - BusinessPoint Zenica, which will be situated in the ZEDA Agency, and it will provide a place in which the capacities of Zenica economy will be promoted, in addition to programmes for employment incentives, and it will be the contact point for domestic business people and investors. From 2018 ZEDA has been managing the Business Zone Zenica 1, in which more than 70 enterprises are active, and the City of Zenica and ZEDA are working actively on creating the conditions necessary for the introduction of new enterprises and development of existing enterprises in the Business Zone Zenica 1.

The City of Zenica and the ZEDA Agency will, in future, continue to work actively on creating favorable conditions for business operations and development of SMEs, strengthening the competencies of young and (un)employed, and, in general, encourage the development of the City of Zenica, by creating local changes with concrete, operational results.

### VISION

ZEDA Agency, an instrument of the City of Zenica for creating an environment for young entrepreneurs, competitive labor force and dynamic business environment.

### MISSION

Creating the conditions necessary for the development of a dynamic business environment, development of entrepreneurial infrastructure through gathering and targeting tangible, human and financial resources, with the objective of increasing employment, improving the standard of living and attracting domestic and foreign investors.investitora.

# BUSINESS INCUBATOR OF ZENICA

## Generator of development of new firms

- Identification of business opportunities and assessment of business ideas (business planning).
- Continuous support to entrepreneurs through business counselling and common problem resolution.
- Linking with financial institutions.
- Technical support to all users of the Incubator.
- Promotion of users that would be performed by the Agency in the course of promotion of the incubator.
- Presentation of users and their products and services on the web page of the Agency.
- Information on fairs at the local and at international level.
- Information on available funds intended for supporting the SME sector.

Kickstarting the Business Incubator in Zenica is one of the priority projects in the Strategy for Entrepreneurship and SME Development and represents one of the first steps in its implementation. The management of the Business Incubator was entrusted by the City of Zenica to the Zenica Development Agency, ZEDA. By forming the Business Incubator in Zenica, our desire is to create, for our citizens, the optimum conditions for realizing their business ideas and to support their business venture fully, primarily in the initial phase, when that is the most necessary. The Business Incubator in Zenica offers a combination of services, and they all facilitate fast and successful business development. Our basic objective is to enliven entrepreneurial thinking, develop business culture, improve self-employment and encourage birth of new enterprises in Zenica.

44  
COMPANIES

200  
EMPLOYEES



# BUSINESSPOINT ZENICA

## Center for support to entrepreneurs and investors

This Center is a place in which domestic enterprises are provided with a whole set of services:

- > provision of information on economy of Zenica
- > promotion of potentials of economy of Zenica
- > provision of information on existing professional services at the level of the City
- > provision of information on how to start businesses
- > organization of trainings for starting a business
- > organization of programmes for retraining and additional training
- > internationalization of business operations of local business people by visiting fairs

All those activities have the objective of improving the entire system of information and communication and strengthen partnerships and cooperation between the local administration and entrepreneurs.

Center for support to entrepreneurs of the participation of ZEDA Agency in EU Pro Local Programme, along with partners -City of Zenica and Association of Employers of Zenica. This Center - BusinessPoint is located in Business Zone Zenica 1 and within the same building with ZEDA Agency, which has been opened in September of 2018.

BusinessPoint Zenica represents a unique physical and online platform for strengthening cooperation of local partners that operate in the area of local economic development: the City of Zenica, the ZEDA Agency, and the Association of Employers of Zenica.

BusinessPoint – Center for support to entrepreneurs is the first contact point that facilitates potential investors to acquire all information necessary for investing – from the process of registration to the acquisition of permits and similar procedures necessary for doing business – in one single place. The main task of this Center is to facilitate the process of investing in Zenica for investors.

BusinessPoint is the place in which the capacities of Zenica economy are being promoted, as well as programmes for incentives for employment, and investors are being connected with domestic business people with the objective of realization of common projects and businesses, mutual partnerships and expansion of cooperation.

# ECONOMIC INDICATORS

## Review



559	Surface area in km <sup>2</sup>
109.679	Population (stock in 2017)
77.289	Population capable of working (stock in 2018.)
46.819	Active population
4.886	GDP per capita (in €) 2018
296	Imports (in € million) in 2018
276	Exports (in € million) in 2018
52	Investments (in € million) in 2018
441	Average salary (in €) in 2018



# ECONOMIC INDICATORS

## Review

SHARE OF ZENICA IN TOTAL IMPORTS  
/ EXPORTS IN ZENICA-DOBOJ CANTON



SHARE OF ZENICA IN TOTAL IMPORTS /  
EXPORTS IN THE FEDERATION OF BIH



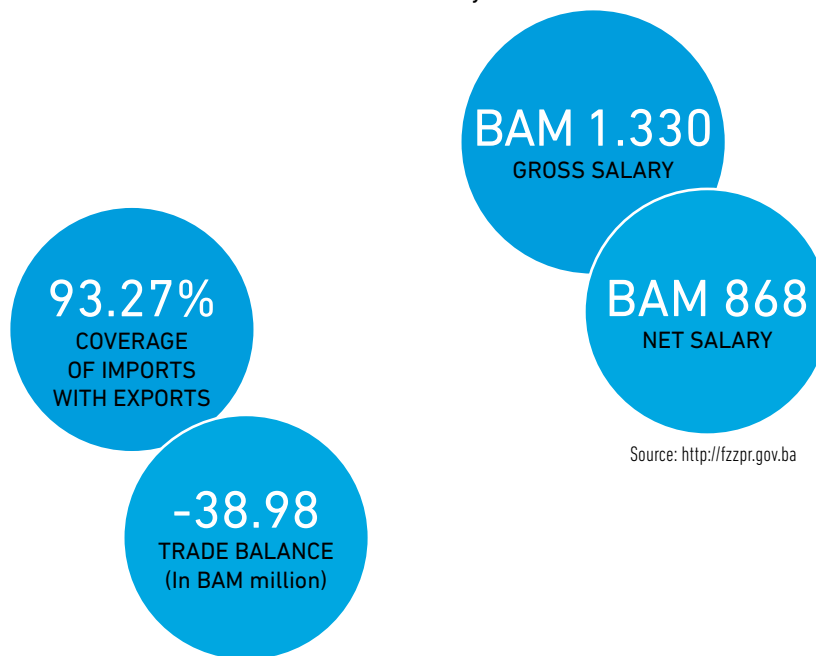
Source: <http://fzpr.gov.ba/bs/pubs/3/3/istrazivanja-i-analize>

Average monthly gross and net salaries by worker in reviewed activities

Area	Gross salary in BAM	Net salary in BAM
Average salary in processing industry (wood, metal.)	904	593
Average salary in the sector of information and communication	1850	1214

Source: RC database, web: <https://boniteti.ba/faces/users/layoutIP.xhtml>

Average monthly salaries in the  
City of Zenica



Source: <http://fzpr.gov.ba>

Source: <http://fzpr.gov.ba/bs/pubs/3/3/istrazivanja-i-analize>

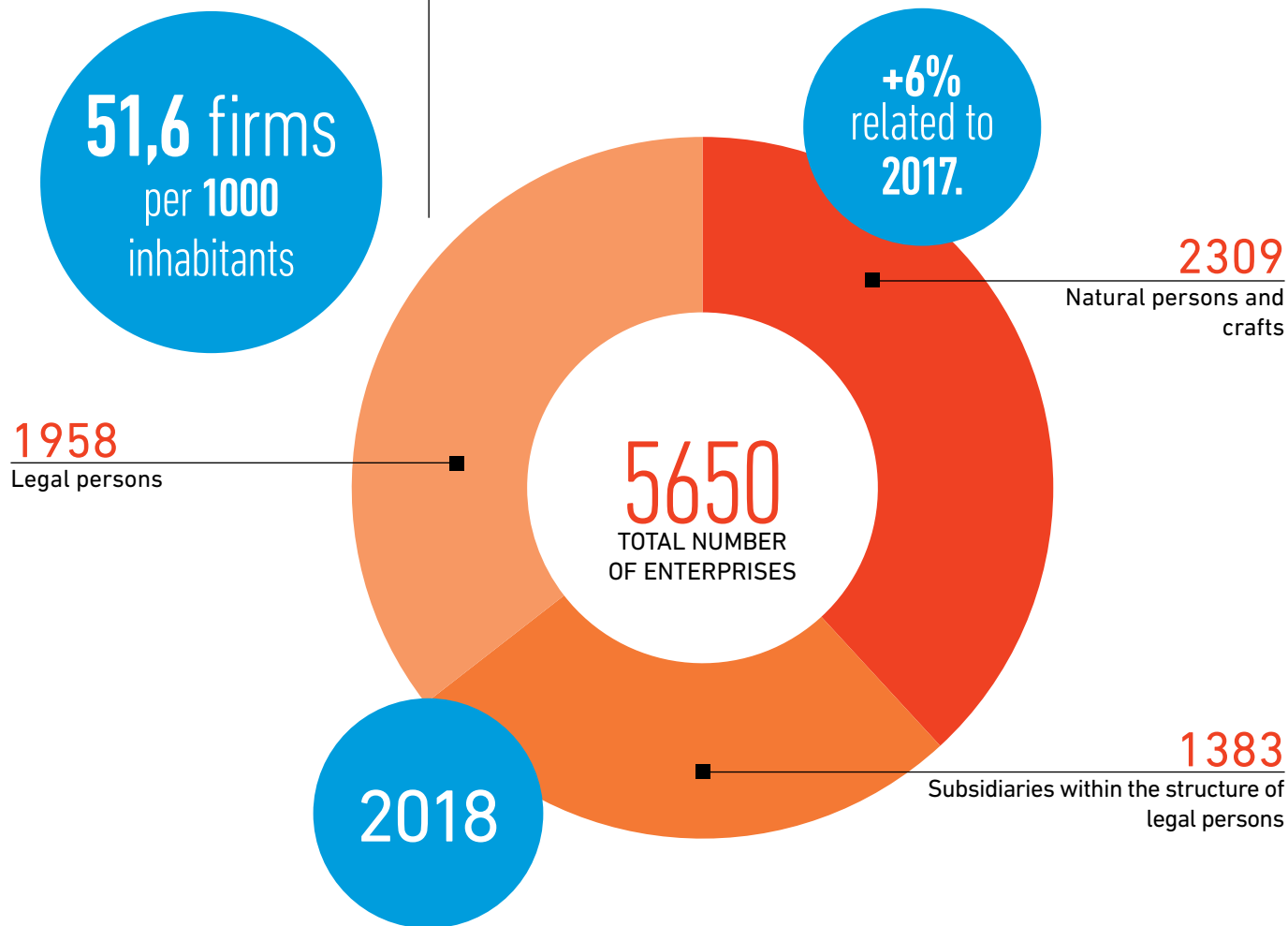




# BUSINESS ENTITIES

Source: <http://www.fzzpr.gov.ba/bs/pubs/3/3/publikacije>

## Number of registered business entities



# EDUCATION

## Scientific and educational institutions

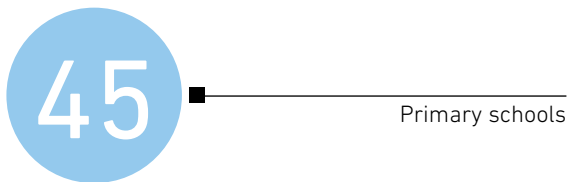
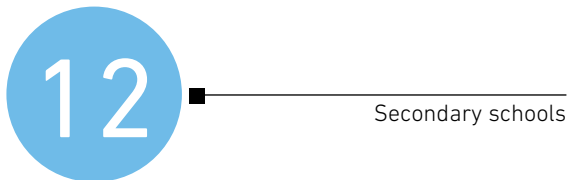
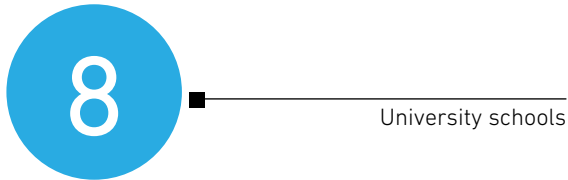
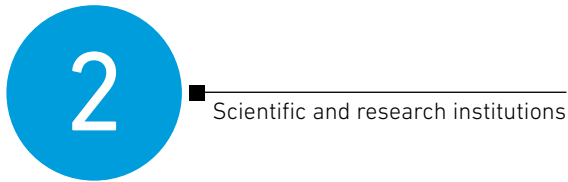
The City of Zenica is a regional educational center with a well-developed network of preschool, elementary, secondary, university bachelor and graduate studies and education.

In Zenica there are 13 institutions (7 privately owned) for pre-school child rearing, attended by 661 children.

Primary education is organized in 45 schools, of which 18 primary and 27 district schools. In the school year 2018/2019, 9.940 pupils attended primary schools.

Secondary education in the City of Zenica is provided in 12 schools (First Grammar School, Second Grammar School, Catholic School Center "Saint Paul" General Grammar School, School of Economic, School of Medicine, School of Technology, Secondary Mixed School, Mixed Secondary Industrial School, Mixed Secondary School, International Secondary School, Secondary School for Vocational Education and Labor Training). In the school year 2018/2019, 4.304 pupils attended secondary education.

The City of Zenica, as a university town, has 8 university schools, which were, in the school year 2018/2019, attended by close to 3,168 students. The University in Zenica provides excellent education to students through various study groups for bachelor and graduate studies.



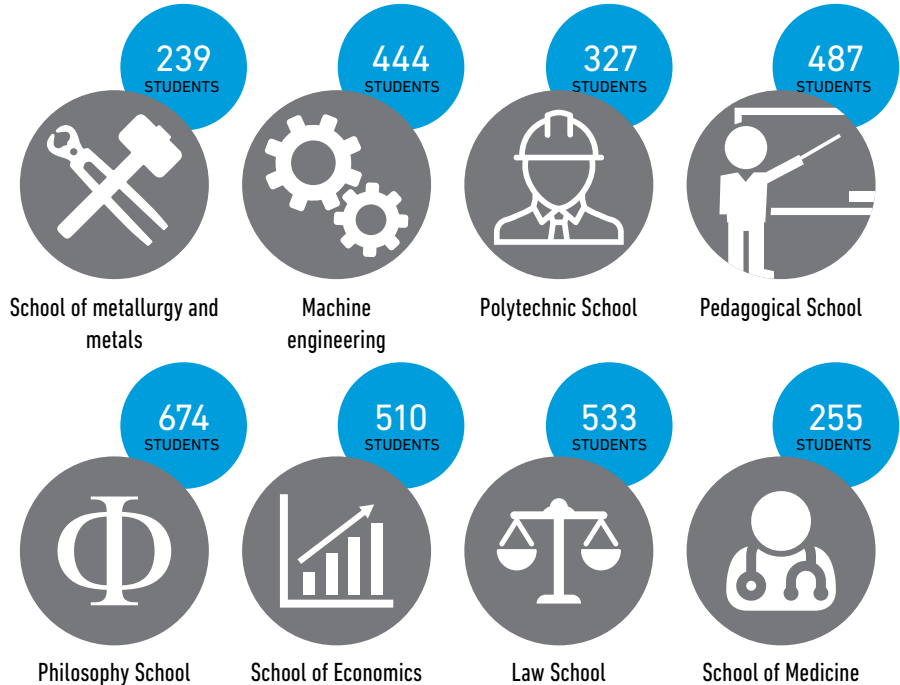
# UNIVERSITY IN ZENICA

## Organizational units

The history of higher education in Zenica started with the establishment of the High Technical School, which, in 1961, grew into the University School of Metallurgy, which operated within the structure of the University in Sarajevo.

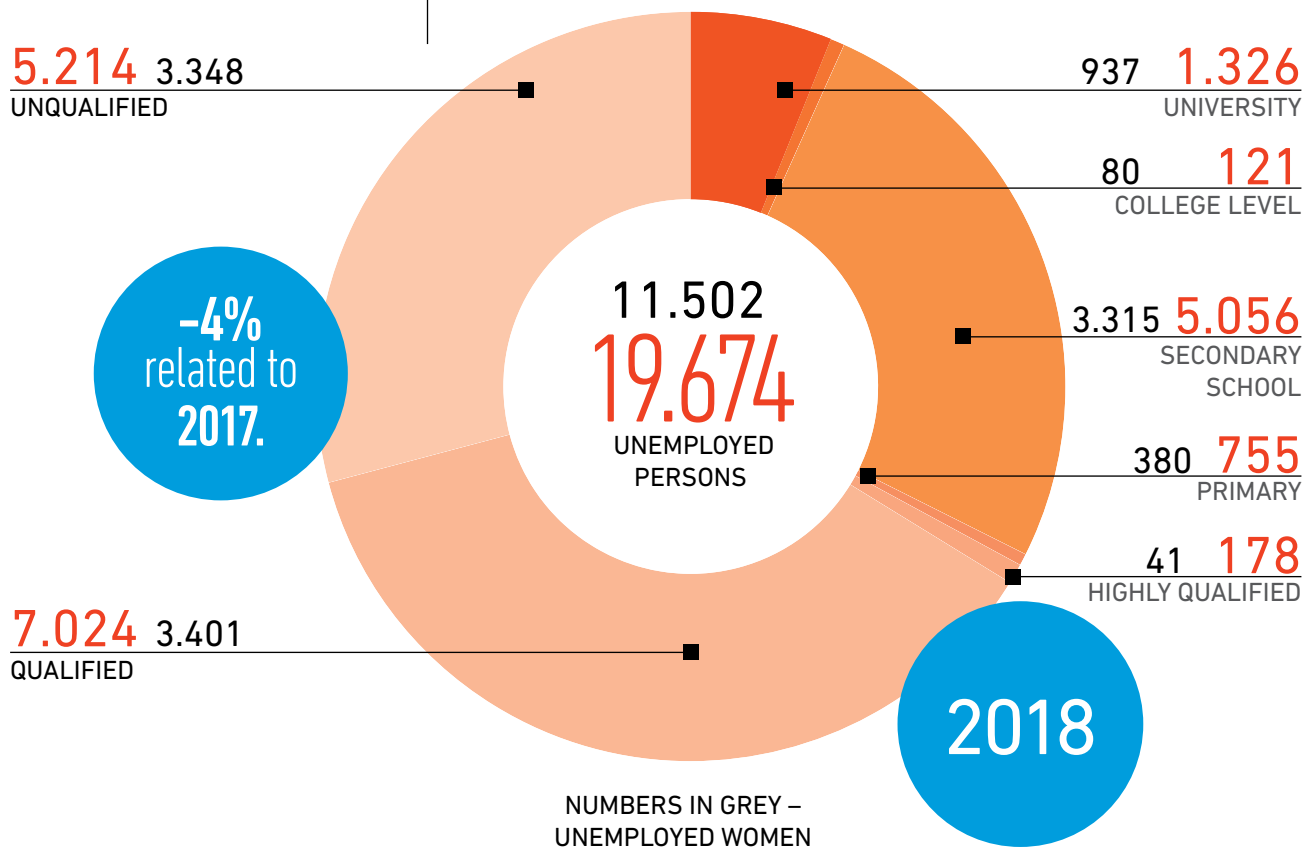
The University School of Mechanical Engineering was founded in 1977, and, since that, those two schools have been the backbone of higher education in Zenica, and for decades they represented a source of numerous experts.

In the post-war years, several university schools opened in Zenica, as district departments of other universities (Sarajevo and Tuzla), which provided the foundation for the establishment of the University in Zenica. The University in Zenica was formed on October 18, 2000 under the Decision of the Zenica-Doboj Canton Assembly



# AVAILABLE LABOR FORCE

By level of education



# INCENTIVES

## Favorable treatment of investors

### INCENTIVES BY THE CITY OF ZENICA

Foreign Investment  
Promotion agency BiH  
(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)

Zenica-Doboj Canton

<http://www.zdk.ba/javni-pozivi>

Federal Ministry  
of Development,  
entrepreneurship, and  
Crafts

<https://www.fmrpo.gov.ba/javni-pozivi/poticaji/>

BiH Ministry of Foreign  
Trade and Economic  
Relations:

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

#### **Decision on construction land**

Decision on construction land of City of Zenica „Official Gazzete Municipality of Zenica“ number: 4/07 –consolidated text, 2/08, 5/08...1/14 and „Official Gazzete City of Zenica“ nubmer: 2/15, 2/16, 3/17 i 2/18 define incentive for investors constructing manufacturing facilities (u bih vodiču piše „proizvodnih i objekata“ to i je viška), which refer to payment of fees for regulation of construction land (RCL) and fee for utilization of city construction land (UCL).

Fee for regulation of construction of land is reduced for construction of manufacturing facilities as follows:

- > 40% for manufacturing facility up to 1.000 m<sup>2</sup>
- > 60% for manufacturing facility over 1.000 m<sup>2</sup>
- > 30% for manufactured supporting objects

Fee for utilization of city construction land for construction of manufacturing facilities is defined by flat rate in V zone in amount of 20 KM/m<sup>2</sup>.

When investing in construction of manufacturing facilities investors are enabled to pay fees in installments, if total amount of fees is over 50.000,00 KM.

#### **Decision on Communal taxes**

Craftsmen which perform activities defined by Directive for protection of traditional and old crafts as well as craftsmen registered for household activity in terms of law for craft and similiar activities are exempt from paying a communal tax.

Firms which employ minimum 50% of workers with disabilities and have minimum of 10 employees are exempt from paying a communal tax.

Firms and craft which are registered for the first time for manufacturing business are exempt from paying a communal fee for period of 2 (two) years, starting from the day of registration of business. Invididuals which register independent activity for the first time in the City of Zenica are also exempt of communal tax.

# UTILITIES

## General costs of doing business



### POWER SUPPLY

Lower tariff (MT) - **0,0745 BAM/kWh - 0,1195 BAM/kWh**

Higher tariff (VT) - **0,1489 BAM/kWh - 0,2391 BAM/kWh**



### WATER SUPPLY AND SANITATION

For manufacturing industrial facilities - **1,70 BAM/m<sup>3</sup> + 6,83 BAM**

For institutions, business, commercial premises, and crafts - **1,30 BAM/m<sup>3</sup> + 4,70 BAM**



### DISTRICT HEATING

Commercial premises without a thermal energy meter - **4,00 BAM/m<sup>2</sup>**

Commercial premises with a thermal energy meter - **115,32 BAM/MWh + flat rate fee**



### WASTE COLLECTION

For various types of consumers - **0,40 BAM/m<sup>2</sup> - 0,80 BAM/m<sup>2</sup>**

Transport in containers – waste disposal - **28,00 BAM/m<sup>3</sup>**

Solid waste, industrial waste - **33,00 BAM/m<sup>3</sup>**



### LAND TELEPHONE LINES

Price of calls to land line networks - **0,04 BAM/min do 0,048 BAM/min**



### MOBILE TELEPHONY

Average price with Telecom operators in BiH - **0,25 BAM/min**



### INTERNET

Speeds of up to 10/1Mb/s - **30 BAM**

Speeds of up to 100/8 Mb/s - **100 BAM**



### FUEL

#### DIESEL

2,31 BAM

#### PETROL

2,36 BAM

# SUCCESS STORIES

## Investors have their say

### DOMUS ARREDI D.O.O.

The enterprise was initially founded in 2007, as “Metal arte” Ltd. Zenica, with the primary activity of manufacturing metal beds for the foreign market. Due to the market demands, the assortment was expanded to the manufacturing of upholstered beds and sofas. Because of the increase in the scope of business, the number of employees also increased, and the firm was re-registered as “Domus Arredi” Ltd. Zenica, in 2013. In 2017, a new manufacturing hall was purchased, together with supporting facilities, in the Business Zone Zenica 1. The enterprise has been in existence successfully for more than 10 years, it also has a registered business unit in Prnjavor, the total number of employees is 82, and it annually exports 80% of its products to Italy, the USA, Libya, Croatia, Kosovo, and intends to continue expanding into the external market

- “In Zenica, in the recent years, favorable climate has been created for investments in manufacturing, because of the forming of the Business Incubator, investments of the local community in infrastructure and communication roads, as well as the reinstatement of the status of Zenica as an industrial and manufacturing center. We, as an enterprise, must prove ourselves with our quality on the demanding external market, which requires continuous investments in the machines, new raw materials, training of employees, as well as the total concept of doing business. If the state, i.e. local institutions get more involved in resolving the set of problems private investors and manufacturers are facing on the daily basis (taxes, fees, awarding subsidies, exemptions etc.), Zenica will become a serious economic competitor in the canton, and even further” – said **Mr. Samir Serdarević**, general manager of **Domus Arredi d.o.o.**

### FEMETALL

FEMETALL Ltd. Zenica is an enterprise that had been founded in 2006, and it started its business activities in the Business Incubator in Zenica, and then it developed and acquired the conditions necessary for purchasing its own land, construction of a facility and expansion of business operations. During the brief period they have been operating, they have acquired numerous clients and partners. Femetall deals with the manufacturing and assembly of products made from inox, as well as all other metals. Some of the services are: metal sheet processing, cutting, bending and welding, as well as services of machine-based processing.

- “Thanks to the idea of my husband, Fahrudin Šahmanija, who is, at the same time, the manager of the Company, and who had been born, educated, and had worked for a long time in Germany, we decided to return and start our own business in Zenica, the city we considered a place with a favorable environment and conditions for the business we are doing, as a city that is, in general, renown as the city of metal processing activity. We certainly can say that we succeeded, and, with our products, we have become known both in the domestic, and in the foreign market, i.e. we can be proud with the level of satisfaction of our buyers, which is our main objective” – said Mrs. Emira Šahmanija, general manager of Femetall. d.o.o.

# QUALITY OF LIFE

A city comfortable to live in







# USEFUL INFORMATION

## Banks, accounting, and notaries

### BANKS

- > ADDIKO BANK D.D.
- > ASA BANKA
- > BOSNA BANK INTERNATIONAL D.D.
- > INTESA SANPAOLO BANKA D.D. BiH
- > PROCREDIT BANK D.D.
- > RAIFFEISEN BANK D.D. BiH
- > RAZVOJNA BANKA FEDERACIJE BiH
- > SBERBANK BH
- > SPARKASE BANK D.D.
- > UNICREDIT BANK D.D.
- > UNION BANKA D.D.
- > ZIRAATBANK

### ACCOUNTING SERVICES

- > A&H d.o.o.
- > ABACUS PLUS d.o.o.
- > AESC d.o.o.
- > AGAN-KOMERC d.o.o.
- > AKTIVA PLUS d.o.o.
- > ASA-Commerce d.o.o.
- > BILANS plus d.o.o.
- > BRKIĆ KNJIGOVODSTVO d.o.o.
- > BS BIRO d.o.o.
- > CHRONOS d.o.o.
- > ELA-FIN d.o.o.
- > ETIC d.o.o.
- > EXPERT d.o.o.
- > HANI EKONOMIK D.O.O.
- > HM BIRO ZENICA, D.O.O.
- > INTERCONS d.o.o.
- > KLM d.o.o.
- > KNJIGOVODSTVO Zenica d.o.o.
- > KONTAKT d.o.o.
- > LCA d.o.o.
- > LIBERZEN-KOMERC D.O.O.
- > Lija d.o.o.
- > ORECONS & AUDIT d.o.o.
- > RAČUNOVODSTVENI BIRO d.o.o.
- > RAČUNOVODSTVO D.O.O.
- > RADIUS d.o.o.
- > RECONT , d.o.o.
- > REVICUS d.o.o.
- > REVIDENT d.o.o.
- > SINKO KNJIGOVODSTVO d.o.o.
- > UNIJA PLUS d.o.o.
- > VIRAGO d.o.o.

### NOTARIES

- > Dilber Elza
- > Imamović-Sarajlić Velida
- > Pivić Ramiz
- > Sarvan Sabira
- > Suljević Nermina
- > Terzić Marinko
- > Živojević Admir



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# ECOLOGICAL STATEMENT

*Development Strategy of Zenica includes the area of environment, for which the following objective was set: "Clean air, water, soil, efficient energy use, sustainable waste management and sustainable environment use and management".*

*Achieving that objective implies the implementation of a set of activities that lead to improvements in the environment. The City of Zenica is committed to achieving the set objective and, in that manner, satisfying the complex demands of sustainable development and ensuring a healthy environment for both current and future generations.*



**CITY OF ZENICA**



**Zenica Development Agency ZEDA**



**Association of Employers Zenica**

