

INVESTMENT BRIEF

➤ Visoko is a city of opportunities, offering a potential investor the proactive environment for realizing entrepreneurial ideas

➤ **MUNICIPALITY OF VISOKO**

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GEOGRAPHIC POSITION



Location of Bosnia and Herzegovina (BiH) in Europe



Location of Visoko Municipality in BiH

Basic information on the Municipality of Visoko	
Area size	230.8 km ²
Population	41,352
Population density	174.61 inhabitants/ km ²
Climate	Moderate continental
Geographic longitude and latitude	43° 59' north latitude 18° 10' east longitude
Elevation	from 399 to 1,050 meters

Municipality of Visoko is situated in central Bosnia, 30 kilometers to North-West from Sarajevo, the capital of BiH. Administratively, the Municipality belongs to Zenica-Doboj Canton in the Federation of BiH.

CONTACT PERSON FOR INVESTORS

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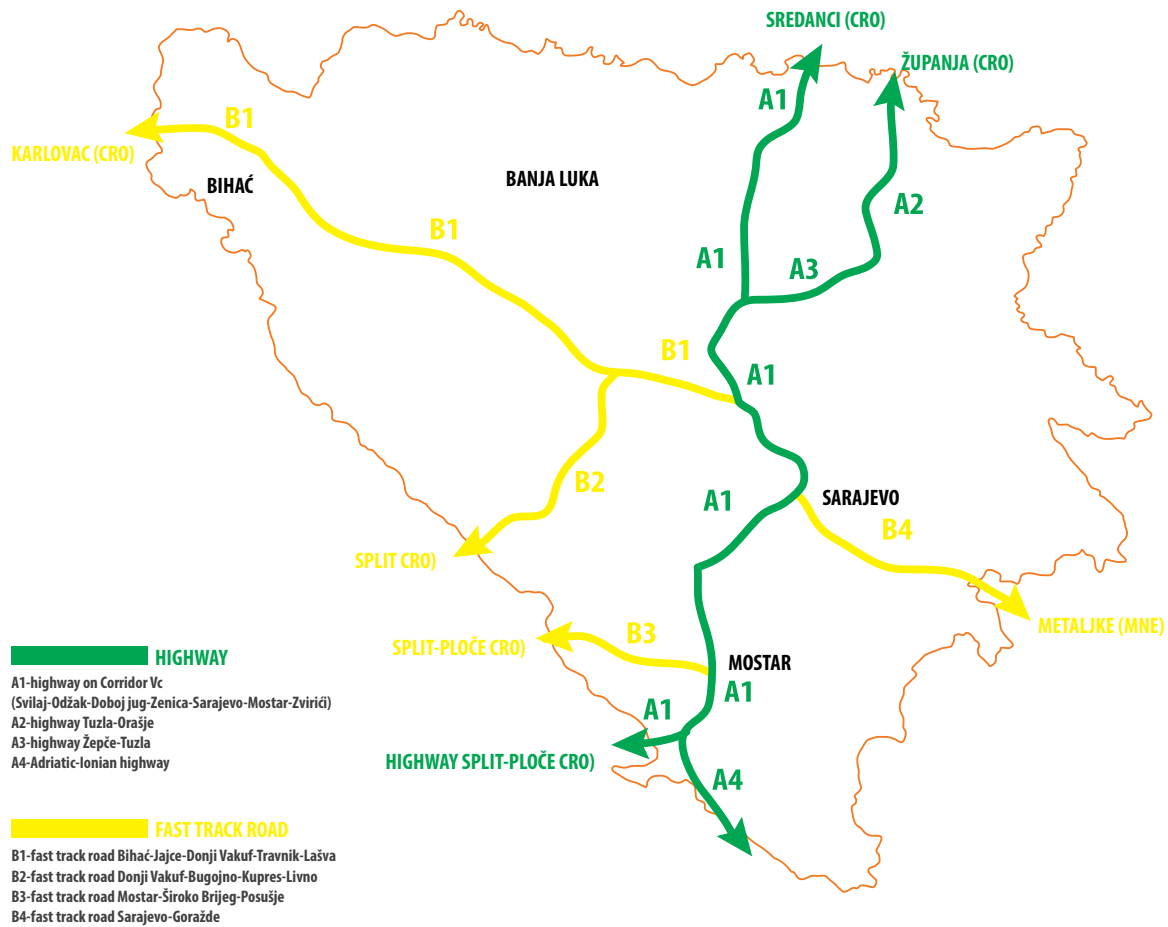


WHY INVEST IN THE MUNICIPALITY OF VISOKO?

- Municipality of Visoko represents the center of BiH, from the geographic, historical, and communication aspect, and the center of the Sarajevo-Zenica region for investors seeking a base in which to establish and expand their business. It is in immediate vicinity of the Pan-European road and railway corridor Vc, and in the vicinity of Sarajevo Airport (30 kilometers), which facilitates transport of passengers and goods.
- Municipality of Visoko provides investors with a well developed business base comprising 3 industrial zones with all the necessary infrastructure; the duty free business zone of Visoko (Topuzovo polje), one of the 4 duty free zones in BiH and one of the oldest founded duty free zones in BiH, and the customs terminal in Visoko; as well as a significant number of unutilized industrial, warehousing, and other capacities for brownfield investments. The entire area of the municipality is covered with gas infrastructure.
- Logistical infrastructure and perspectives for greenfield and brownfield investments in free zones are opportunities for the development of warehouse distribution and logistics in the Municipality of Visoko.
- Capable and qualified labor force at competitive costs with a tradition of working in industrial manufacturing, and young, well educated cadre who keep up with the up-to-date technologies and methods of work are available to investors.
- By utilizing its natural resources and combining many years of business tradition and modern technologies, the Municipality of Visoko offers significant opportunities for investing in leather and textile industry, agricultural sector, food processing industry, metal processing industry, and automotive industry.
- Municipal administration in Visoko is fully user friendly and is ready, at any time, to be a partner to investors and to provide them with necessary assistance and support.



TRANSPORT CONNECTIONS AND TRADE INFRASTRUCTURE



Municipality of Visoko provides options for simple access to markets, buyers, and suppliers.

- Municipality of Visoko is located on the route of the Pan-European corridor Vc connecting Central Europe and the Adriatic Sea coast with the route Budapest (Hungary) - Osijek (Croatia/EU) - Sarajevo (BiH) – Ploče Port (Croatia/EU), and on the route of the M17 Primary Road in BiH in the length of 400 kilometers that connects the border crossing in Bosanski Šamac and the border crossing in Doljani, and represents a part of the E73 European International Road.
- The A-1 highway connects the Municipality of Visoko with Zenica in one direction, and with Sarajevo in the other direction.

Such a geographic position and transport connectivity facilitate faster transport and shorter time of delivery of products and services from the Municipality of Visoko to neighboring countries and other regional markets and globally.

Vicinity of international airports

Sarajevo - cargo	30 km
Split (Croatia/EU)	225 km
Belgrade (Serbia) - cargo	325 km
Zagreb (Croatia/EU) - cargo	346 km

Vicinity of ports

Brčko (BiH) – river port	180 km
Ploče (Croatia/EU) – sea port	199 km
Belgrade (Serbia) – river port	325 km
Rijeka (Croatia/EU) – sea port	508 km



HUMAN RESOURCES

In the Municipality of Visoko qualified and highly motivated labor force, primarily for automotive industry, leather and textile industry, is available to investors. Those industries employ around 3,500 workers, which represents close to 40% of the population in the Municipality of Visoko, that prove the significance and long tradition of those sectors.

- In the Municipality of Visoko there are 4 vocational and technical high schools providing education to cadre that is ready to be profiled for working in those industrial branches immediately. Universities in Sarajevo (30km) and Zenica (41km) offer a broad spectrum of opportunities, occupations, and academic titles. (<http://www.unsa.ba>, www.unze.ba)

In 2014, 620 students graduated from 4 high schools in Visoko. The titles and the occupations are as follows: textile technician – for ready to wear fashions, tailor, welder, blacksmith and car repair technician, electrical technician, car electrician. “Hazim Šabanović” mixed secondary school in Visoko continues the tradition of the Professional Craft School, dating from 1922, and of the Leather Worker School, dating from 1929. (<http://www.msshazimsabanovic.ba/>)

Average labor cost in Zenica-Doboj Canton and in BiH is significantly lower than in Western countries, which results in the fact that BiH offers investors labor force at competitive costs.

Table comparing average wages in BiH with European and Balkan countries

Countries	Average net wages in €
Bosnia and Herzegovina	425
Croatia	721
Slovenia	1,044
Macedonia	344
Germany	3,500
Luxemburg	4,750
Switzerland	4,472
Norway	3,065
Austria	2,932

Source: Federal Statistical Institute

Number of employed and unemployed persons within the territory of the Municipality of Visoko (as of December 31, 2014)

Year	2014
Number of employed persons	9,500
Number of unemployed persons	7,853
Employed from the records in 2014	1,659
Working age population	28,532
Employment rate	33.29 %
Unemployment rate	27.52 %

Source: Zenica-Doboj Canton Employment Services – Bureau in Visoko





BUSINESS ENVIRONMENT

- Municipality of Visoko is striving to revive a strong tradition of economic development and return to the level of development from 1990, when the GDP per capita was 10% higher than the average for BiH, when 88% of employed persons worked in the real sector, and when the Municipality was the BiH main exporter of textiles and leather.
- According to data from 2014, a total of 364 companies and 1,041 entrepreneurs operate in the Municipality of Visoko.

Foreign Trade of Companies in the Municipality of Visoko in 2014

Imports in BAM thousands	Share in total imports in Zenica-Doboj Canton, in %	Exports in BAM thousands	Share in total exports in Zenica-Doboj Canton, in %	Coverage of imports by exports for the Municipality of Visoko, in %
564,732	35.16 %	543,692	32.21 %	96.27

Source: Data from the BiH Foreign Trade Chamber

- Pillars of economic growth of the Municipality of Visoko are enterprises from the sectors of manufacturing of leather and leather based products; food manufacturing, packaging, and processing manufacturing of textiles and textile based products; manufacturing of construction materials; and metal processing and wood processing industry. The majority of these companies are export oriented.
- In the course of the last 15 years, the Municipality of Visoko attracted more than €100 million of direct foreign investments – mostly in leather, textile, and automotive industry. The sectors have a number of growing niches and sub-sectors, including specific sub-sectors directed towards each phase of processing and manufacturing, from the utilization of natural resources to the final product, through design, engineering, manufacturing, development, maintenance, and support.
- Today the role of the economic giant has been taken over by Prevent Visoko, the largest exporter from BiH and a partner of recognizable and renowned global car manufacturers (Volkswagen, Audi, Škoda, Seat, BMW, PSA Group, Renault, and Opel).

“ Long reaching tradition in leather, textile, and automotive sectors, competitive cost structure, modern infrastructure and good transport connections, as well as a friendly business environment provide a strong foundation for attracting new investments in the Municipality of Visoko. ”



SECTORS PROVIDING INVESTMENT OPPORTUNITIES

Leather and Textile Industry

- Centuries old leather and textile crafts, whose development one may follow ever since the age of the Turkish Empire, with many years of tradition and experience, capable and qualified labor force, as the basis for application of new technologies and production processes.
- Nowadays, in Visoko, the sectors employ around 2,500 workers, and 454 persons of a working age are actively seeking employment. Total sector annual revenues amount to half a billion of BAM, with the total share of exports in the revenues of around BAM 380 million (*data from 2013*). Leather and textile industry facilities are situated in the business zone of Topuzovo polje (which is, also, a free zone).

The leather processing craft has always been recognized as the most important and the most profitable, working in that craft was a matter of prestige. The treatment and processing of leather was based on plant agents that ensured high quality of finished goods, therefore the products made of leather from Visoko found their way into foreign markets, even in those old times.

Investment opportunities in the sector of leather and textile industry – In the Municipality of Visoko, free and unutilized capacities for brownfield investments are available to investors including facilities the Business Zone of Topuzovo polje (facilities of “KTK” Visoko and TI “Vitex” Visoko) which an investor may adjust to own needs, and in other entrepreneurial zones. In addition, there is an investment opportunity to expand production, as is the case with Prevent Group, which is continuously expanding its production volumes and markets.

Agricultural and Food Processing Sector

Agriculture

- Municipality of Visoko has natural resources and conditions that create an excellent environment for investments in agricultural production: land, River Bosnia, favorable climate, and available labor force. Also, five studies have been prepared that show Visoko as an ecologically favorable location for the production of organic food.
- 1/3 of agricultural land represents meadows and gardens that fall into the group of the highest quality land, based on their utilization value (meadows and gardens - 5,676 hectares, grasslands - 14,964 hectares, orchards - 1,088 hectares, and pasturelands - 862 hectares).
- Within the territory of the Municipality of Visoko, 11 companies and 97 entrepreneurs are registered for the agricultural production and processing. In 2013 the total revenues in agriculture amount to BAM 2.5 million, and it is assumed that in 2014 total revenues had grown additionally. Agricultural production is showing a trend of growth, with the orientation to a modern method of production of fruit and vegetables. 150 hectares of intensive orchard plantations have been raised, and the trend amongst the producers of vegetables is to produce in plastic greenhouses. At this time, production in plastic greenhouses is performed on around 4,000 m².

Investment opportunities in the agricultural sector - With a long tradition in agricultural production and processing, significant opportunities for further development of primary agricultural production represent available high quality arable land and existing capacities in the cultivation of livestock and cattle fattening, breeding broilers, and production of poultry meat based products, milk and orchard nurseries.

▶ Crop Production

- There is an evident increase in the production volume of plants used for feed – silage maize, and in the production of vegetables in enclosed spaces. The production of vegetables in the open is present on the highest quality land along the water streams where the population has a long tradition of production and uses the advantages of production supported by irrigation.
- In 2013, the total of 275 hectares had been sown with wheat, 4 hectares with rye, 26 hectares with barley, 235 ha with corn, 486 ha with potatoes, 191 ha with beans, 32 ha with onions, 23 ha with cabbage, 37 ha with tomatoes, 87 ha with bell peppers, 800 ha with clover, 760 ha with lucerne, 32 ha with feed rape (*data from 2014 – Federal Statistical Institute*). The Municipality of Visoko holds the leading position in Zenica Dobož Canton based on the areas sown with clover, potatoes, beans, bell peppers, and offers investment opportunities in crop production.

▶ Greenhouse Production

Municipality of Visoko is recording a moderate increase in vegetable production and plastic greenhouse production. The most frequent crops grown in plastic greenhouses are: tomatoes, bell peppers, cucumbers, eggplants, melons, leafy salads, chard, and cabbage plants. In order to improve plastic greenhouse production and to assist small agricultural producers, extension and consulting services are provided by agricultural cooperatives in the production of fruit and vegetables, in the areas of preparation for sowing, agricultural technical measures, protection in harvesting, warehousing, and preserving final products.

▶ Orchard Production

- From 2004 to 2013, around 190 hectares of intensive plantations were formed within the territory of the Municipality of Visoko, and, specifically, for the most part of apples, pears, cherries, and spring cherries. In the year of 2013 the production volume was 1,025 tons of apples, 351 tons of pears, 723 tons of plums, 12 tons of walnuts, 33 tons of spring cherries, and 119 tons of summer cherries.
- There is a lot of interest in the production of raspberries, varieties whose crops are harvested until the end of autumn, which facilitates continuous production of raspberries from June to October. In 2013, around 100 dunums of new raspberry plantations had been founded. The hydrological and geological conditions are very favorable for planting raspberries and, for the most part, the varieties include early varieties of “Meeker”, “Willamette”, and the late variety of “Polka”.
- The company “Frutti funghi” Ltd. Visoko has capacities for warehousing raspberries, a cold storage for warehousing berry and fores, with capacity of 60 tons, and vehicles equipped with thermoking for the transport of fruit from the point of purchase to the freezing plant.
- Within the framework of support for raspberry production, the Municipality of Visoko is implementing the project entitled „Development of Modern Berry Fruit Production within the Territory of the Municipality of Visoko with the Objective of Employment of Population in Rural Areas of the Municipality of Visoko“.

The objective of the project is to employ the rural population directly and indirectly, increase and expand the production of berry fruit, increase the area under plantations of berry fruits, expand existing capacities, and improve the quality of domestic products, ensure sustainable development, increase the scope of exports, and increase competitiveness. The project is scheduled to last 5 years, with a large probability that it gets extended beyond that, and that the Municipality of Visoko will retain focus on the cultivation of berry fruit.





► Food Processing Industry

- This sector has a long tradition in the Municipality of Visoko, with qualified labor force including 1,000 employed and around 300 qualified workers in working age who are actively seeking employment. Total annual revenues amount to BAM 55 million, the total share of exports in revenues amounts to around BAM 20 million (*data from 2013*). Increase in the physical scope of production program, expansion of supply with new products, expansion of the distribution network and the market in general, are only some of the trends that are unstoppably developing in this industry.
- Companies from this area currently export their products to more than 25 countries around the world, and in four continents, and also own certificates for food safety and quality management. They produce more than 200 products and some of their brands are the most popular brands in BiH and in the region (Vispak company).

Meat Processing Industry

In BiH there is a tradition of manufacturing cold cuts of meat and similar products, amongst which a special place is taken by dried meat and smoked sausage („sudžuka“) originating from the area of the Municipality of Visoko. The production of meat based products in Visoko has significant, but unutilized potentials for expansion of production, increase of employment, and increase of investments. The production increase will contribute that already established brands of Visoko's dried meat („pečenica“) and smoked sausage („sudžuka“) get recognized in Europe and globally.

In Visoko, dried meat and smoked sausage have been produced since 1750, thus this town has a tradition, experience, and capacities for excellent quality of dried meat products. Around one hundred families are in the business, and the quality and taste of products depend on the type of feed provided to cattle, method of meat preparation, and type of wood used for the fire that produces the smoke for drying meat.

Investment opportunities in food processing industry - Investment opportunities for establishing and developing warehousing distribution and logistics have a strong logistical base:

- Vicinity of the Sarajevo International Airport, state roads connecting central and east Europe with the Adriatic Sea and the Mediterranean, the M17 primary road facilitating shorter periods and lower transport costs.
- A large number of existing companies with export orientation and free capacities available in the business zone in Ozrakovići-Arnautovići and in other business zones.
- Announced and active investments in expanding production and creating new products.
- Production and exporting of healthy, organic and natural food.

“ Virtually all buyers and consumers, both in the domestic market and abroad, react in the same way when it comes to the real Bosnian coffee and Bosnian cuisine. They are fascinated by how special they are and how diverse their tastes are, they are thrilled by the beauty permeating this rich treasury of cultural and historical heritage of Bosnia and Herzegovina. That is so because the Bosnian cuisine is the meeting point of Orient and Occident, continental and Mediterranean, but also traditional and modern. ”



► Metal Processing, Construction, and Wood Industries

Metal processing, construction, and wood processing industry have a long tradition and achieve good business results.

- In the metal processing sector the key activities are the production of metal components, construction, processing equipment, various types of profiles, parts for automobile industry, tools and devices, agricultural equipment, cast elements, metal products, installation of metal structures, design, modeling, simulation, optimization, reengineering, and maintenance.
- Forests as an extraordinary resource contribute to the tradition and success of the wood processing sector in the Municipality of Visoko and places companies in the sector in an advantageous position compared to their competitors on the market. The companies export on the foreign markets, including neighboring countries of Croatia and Slovenia, other European countries such as Germany, Austria and the Netherlands, and the market of the United States. The share of furniture and other wood value added products in a total export is increasing.
- Construction industry also represents a very important sector in view of the large number of construction companies that are operating successfully within the Municipality of Visoko.

Investment opportunities in the sectors of metal processing, wood industry and construction are based on the following competitive advantages: tradition in industrial production, competitive costs of labor force, geographic position facilitating lower costs of transport to the EU market (EUR 0.60 – 1/kilometer for a transport unit of 100 m³) depending on a destination market and options for return transport, available infrastructure in the sector, local raw materials (especially forests), installed capacities for processing, organizational flexibility of producers comparing to the competition in relation to payments and delivery (thanks to the existence of smaller companies with fewer than 100 employees, and possibility for servicing smaller buyers).

► SERVICES PROVIDED TO INVESTORS BY THE MUNICIPALITY OF VISOKO

Municipality of Visoko is closely cooperating with the private sector aiming at improvement of conditions for growth and development of enterprises:

- Within the Services for Finances, Economy, and Local Economic Development, the Municipality has formed the **Section for Local Economic Development** with the objective of improving the business environment.
- Within the Services for Finances, Economy, and Local Economic Development – Section for Economy, the **Office for Business People** was established tasked to provide assistance to business people for the administrative procedures conducted the Municipality of Visoko.
- In view of support to investors, the Municipality of Visoko has established **the Economic Council (12 members) and the Agricultural Council (6 members)**, working and advisory bodies, whose main task is to discuss economic issues and provide suggestions and guidelines for improving business and investment environment and agricultural environment in the Municipality of Visoko. Members of those councils are owners and directors of leading companies in the Municipality of Visoko from different sectors.
- Since June of 2013, the Municipality of Visoko has been implementing the **Investor servicing program (aftercare program)** within the collaborative network, in cooperation with the Foreign Investment Promotion agency in BiH (FIPA), with the objective of maintaining relations with existing investors and providing support for ensuring growth and development of their companies.
- Municipality of Visoko has created a modern interactive **webpage** (www.visoko.gov.ba) on which the following is available:
 - - **Investment guide** with additional information for investors
 - - **“Ask the Mayor”** form, which any citizen or investor may use to direct a question to the Mayor, and receive a response. The form facilitates the establishment of a dialogue with the Mayor with the objective of implementation of transparency and legitimacy policy in the performance of all activities in the interest of the local community.



Activities of the Municipality of Visoko on Improvement of Investment Climate

The municipal administration in Visoko is continuously implementing reforms with the objective of strengthening competitiveness and improvement of conditions for doing business for investors:

- From November of 2013 to December of 2014, the Municipality of Visoko, in cooperation with the International Finance Corporation (IFC), a member of the World Bank Group, implemented the regulatory reform. The objective is increasing competitiveness of the Municipality of Visoko through reductions in costs and risks of doing business for companies, creating an electronic registry of all administrative procedures, increasing transparency in the implementation of administrative procedures, and establishment of bodies for regulatory reform in the Municipality of Visoko.
- Since the beginning of 2014, the Municipality of Visoko is included in the project for growth-oriented local development, GOLD, which is being jointly implemented by the USAID – United States Agency for International Development and SIDA – Swedish International Development Agency, with the objective of creating new jobs through integrated and comprehensive planning of local economic development in municipalities.

PROCEDURES FOR AWARDING CITY CONSTRUCTION LAND (GGZ), ISSUANCE OF URBAN, CONSTRUCTION AND USAGE PERMIT AND ENTRY OF OWNERSHIP RIGHTS

- Municipal Mayor announces locations for construction in compliance with the plan for physical space regulation and implements the tender;
- The investor who wins the GGZ on the tender submits a request for the issuance of the urban permit;
- The urban permit or location conditions are obtained within the deadline of 10 days after the submission of an adequately prepared request;
- The urban permit is valid for one year, and in exceptional cases its validity may be extended for another year;
- Once the investor meets the conditions stipulated in the urban permit, he submits a request for the issuance of the construction permit;
- The construction permit is obtained within a period of 7 days from the submission of an adequately prepared request;
- The construction permit is valid for two years and within that period the construction works on the building have to start;
- The validity of the construction permit may be extended for one year, at the longest.

The aforementioned deadlines for completing aforementioned administrative procedures were adopted within the BiH Investment Climate Project, through the Rulebook on Rationalization of Operations of Municipal Services.

Other Services for Investors

Electronic registries with details on permits and licenses faced by investors in the Municipality of Visoko, Zenica-Doboj Canton, Federation of BiH and BiH including information on costs are available at the following links:

Municipality of Visoko

http://visoko.gov.ba/#row_e-opcina

Zenica-Doboj Canton

<http://80.65.74.245:10080/eregistar/egfVwOdlukaJedinice.aspx>

Federation of BiH

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

BiH Ministry of Foreign Trade and Economic Relations (MOFTER)

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

Fiscal and non-fiscal incentives for investments are offered to investors on all government levels in BiH. The list of fiscal and non-fiscal incentives for investments at the level of BiH is available on the following links:

BiH Ministry of Foreign Trade and Economic Relations (MOFTER)

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=bs-BA

BUSINESS ZONES

Municipality of Visoko offers to investors a well developed business infrastructure in 3 business (industrial) zones of various purposes, manufacturing and trade business types. The business zones are dominated by small and medium enterprises (SME) and are open for investments in activities that, by their operation, do not affect the human environment, such as manufacturing, processing, trade, and servicing activities.

Business zones in the Municipality of Visoko are as follows:

1. Business Zone Ozrakovići
2. Business Zone Čekrekčije
3. Business Zone Topuzovo polje, which is, also, a free zone, one of the four free zones in BiH

1. BUSINESS ZONE OZRAKOVIĆI

Location and access to road communication	<p>It is located at the entry into Visoko and it is bounded by:</p> <ul style="list-style-type: none"> • the access road for the A1 highway, on the west side • River Bosna, on the south side • A1 highway and industrial road – bypass of local character, on the north side • existing zone of Ozrakovići (Vispak, Velepomet etc.) on the east side
Area size	27.22 hectares
Parcels and ownership	<ul style="list-style-type: none"> • In this locality the parcels are fragmented, and according to our assessment, there are around 250 parcels • All the parcels are in private ownership; in all the parcels the Municipality has the right to disposal, as the locality is included in the municipal urban regulation plan, so that the Municipality has the right to first refusal in any purchase
Development level	<p>By now, on this locality construction was performed at the borders of the zone, along the transport lanes, specifically:</p> <ol style="list-style-type: none"> 1. Business zone along the access road for A1 highway – nine facilities were built 2. Business zone across the road from the existing working zone – seven facilities were built 3. The border of the industrial road along the new road leading towards the settlement of Ozrakovići – four facilities were built <p>The facilities that were built are of manufacturing and servicing type, their operations do not affect the human environment. Those are developed manufacturing facilities owned by companies.</p>
Existing infrastructure	<ul style="list-style-type: none"> • Road and water supply infrastructure and sanitation network • Possibility for connections to power and gas network
Investment opportunities	<p>Greenfield</p> <ul style="list-style-type: none"> • Facilities – allowed number of floors are two: ground floor plus one additional floor • Current market price of one square meter of land in this business zone is around BAM 70 /m² • In the immediate vicinity of the free zone in Ozrakovići there is the Customs Office of Visoko, facilitating imports and exports of goods • Within the location of the Customs Office there are ten shipping companies
Contact information	All information available in the Municipality of Visoko





2. BUSINESS ZONE ČEKREKČIJE

Location and access to road communication	It is located in the settlement of Čekrekčije and stretches along River Bosna and a local road section
Area size	Around 55,000 m ²
Parcels and ownership	Private parcels for the most part
Development level	10 companies with well developed manufacturing and business facilities operate in the zone
Existing infrastructure	Possibility for connections to the utilities (water, power, gas)
Investment opportunities	Greenfield • The current market price of one square meter in this business zone amounts to around 60-80 BAM /m ²
Contact information	All information available in the Municipality of Visoko

3. BUSINESS ZONE TOPUZOVO POLJE (FREE ZONE)

Location and access to road communication	Located along the R-445 regional road from Visoko to Kakanj and in immediate vicinity of the highway leading from Sarajevo to Zenica
Area size	Around 326 m ²
Parcels and ownership	Private parcels for the most part
Development level	<ul style="list-style-type: none">• Business Zone Topuzovo Polje is, at the same time, a free (customs duty free) zone, that was formed in 1997 as a legal entity.• Currently 11 companies operate in the zone including Prevent, a German company, the largest exporter in BiH. Prevent Group is a partner to recognizable global car manufacturers. In addition, the facilities of companies "KTK" Visoko, TI "Vitex" Visoko, Vita life Ltd. Visoko, are available to investors and could be adjusted to investors' needs.
Existing infrastructure	Possibility for connections to the utilities
Investment opportunities	Greenfield Brownfield • The current market price of one square meter in this business zone amounts to around 60-80 BAM /m ²
Contact information	All information available in the Municipality of Visoko

UTILITY COSTS

Power Supply

BiH has the lowest average price of power in the region amounting to 1 kWh = BAM 0.12, which provides significant savings for potential investors.

According to a report of the European Union Statistical Institute (EUROSTAT) on prices of power in 32 countries in Europe, the costs of power are the lowest in Bosnia and Herzegovina. The average price in EU for 100 kWh amounts to BAM 40, while the average price of power in BiH for 100 kWh amounts to BAM 16.

Water Supply

The price of one cubic meter of water in the Municipality of Visoko amounts to BAM 0.60 excluding VAT, which is significantly lower than in other European countries.

City	Price including VAT per m ³
Visoko	BAM 0.70
Banja Luka	BAM 1.10
Sarajevo	BAM 1.12 (BAM 1.65 for 5 to 10 m ³)
Bihać	BAM 1.20
Mostar	BAM 1.30
Tuzla	BAM 1.60

Grad	Price including VAT per m ³
Podgorica (Montenegro)	BAM 0.90
Belgrade (Serbia)	BAM 1.10
Ljubljana (Slovenia)	BAM 1.50
Skoplje (Macedonia)	BAM 2.10
Zagreb (Croatia/EU)	BAM 3.80

Prices of Telecommunication Services

- Connection to telephone network – The price of the first fixed number / connection for physical and legal entities, including VAT, amounts to BAM 23.40.
- The price of access to xDSL Internet network, as of January 1, 2015, amounts to BAM 11.70, including VAT, for users who own a fixed connection of BH Telecom at the required location, while for those who do not own a fixed connection it amounts to BAM 35.10.

Useful links:

www.visoko.gov.ba

Sister municipalities: Altindag and Kartal - Turkey, Bjelovar - Croatia





INVESTORS IN VISOKO MUNICIPALITY

Leather and textile sectors

The large companies in leather, textile and automobile industry have their headquarters in Visoko:

- **Prevent Group** is the leading exporter in BiH (in the first quarter of 2014, exports in the value of BAM 522 million). In addition to leather and car seat covers the company also produces brake discs, protective equipment, automotive components, Mistral boats, and complete interiors for luxury yachts. Also, Prevent is expanding its production to textiles and footwear, which could mean new jobs, as Visoko has a long tradition and capable, experienced and qualified staff for the leather and textile industries. Prevent Group is continuously expanding its production, and, in addition to produce for globally reputable car producers, such as Audi, Škoda, Seat, BMW, PSA Group, Renault Audi Q5, Volkswagen Tiguan, Volkswagen Golf A7, Volkswagen Golf Sportsvan, Ford Transit Custom, it is initiating a serial line manufacturing of car seat covers for Opel car models as well. In the Prevent's manufacturing plants in BiH 4,000 cover seats are sewn on the daily basis for the global automobile industry, which represents one third of the total number of sets that are sewn by the entire Prevent Group.
In addition to existing products that Prevent is already placing on the global market, the company may develop further in the direction of manufacturing of all parts for cars, i.e. automobile industry, starting from equipment for cars, spare parts, batteries, tools, equipment for diagnostics, and multimedia, as well as all other products that are used in automobile industry, in view of the potential and the market in which Prevent does business. Besides the expansion of production in automobile industry, Prevent is expanding its production to textiles and footwear, which could mean additional 500 jobs in Visoko (more detailed information available on the following web link: www.prevent.ba)
- **"Albex-Groupe" Ltd. Visoko** is a company which core activity is purchasing and selling raw-salted skins of all types, storage, processing and production. The company has a network of 10 points specialized for the purchase and primary processing of raw-salted skins.
- **"KTK" Visoko** used to be the largest holding company in manufacturing and processing of leather and products made of leather (male, female, and children's' clothing, footwear, purses, basic and auxiliary materials for footwear industry, machinery and equipment for leather and fur industry).
- **Nerzz Bešlagić Ltd. Visoko** and its brand name, NERZZ, represent the result of many years of tradition in the manufacturing of clothing items made from fur, leather, and velour. It has a well developed fashion studio and educated staff, who create a new collection each year, adjusted to fashion trends, that is presented in fashion shows, fairs, sponsorships, and the media. In their ownership they also have computerized drawing of patterns and models, providing them with flexibility in operation and design of models tailored according to the wishes and the measurements of buyers.
- **Tref Ltd. Visoko** is manufacturing footwear for men, women, and children, keeping up with all the global trends, and, in addition to design and brand, emphasis is also placed on quality.
- **Antesil Ltd. Visoko** is an a company with foreign capital manufacturing footwear for men, women, and children intended exclusively for exports.



➤ Crop, greenhouse and orchard production

- **General cooperative “IDE-AL” p.o. Visoko, Agricultural and Transport Cooperative “Bios”, “Frutti-funghi” Ltd. Visoko and “Voćar-Piramida” Ltd. Visoko** are of special importance because of their cooperation with small scale agricultural producers including the assistance in selling their products. Those are, at the same time, the leading companies that employ the largest number of workers in the agriculture sector in the Municipality of Visoko, and therefore they also achieve excellent results and entry into the international market.
- **“BIOS”, General Agricultural Manufacturing Transport and Services Cooperative** is a company founded in 2004. Main activities of the cooperative are: manufacturing and assembly of plastic greenhouses, production of germination material, production and purchase of fruit and vegetables, sale of reproductive materials for agricultural production, and consulting and extension services in agricultural production. The cooperative currently employs 12 full time workers, additional 40 workers are hired seasonally and if needed. It gathers 380 members (cooperatives). In the last couple of years, the General Cooperative BIOS has recorded excellent results and entry into the international market. It has already assembled plastic greenhouses in Montenegro, Kosovo, and Turkey. In BiH, the cooperative has assembled its plastic greenhouses in more than 60 municipalities. It is in the phase of acquiring international certificates in the segment of quality management in production.

➤ Food processing industry

- **“Vispak” Ltd, “Vita life”, “Pak Rampart” Ltd. Visoko, “Akova Group – Brovis” Co. Visoko** are the leading companies because of their tradition in production and processing, employment of large numbers of workers, and participation in exports.
- **Meat Industry Semić** is based on many years of tradition of the Semić family in production and processing of meat, and it preserves and nurtures the traditional method of preparation of products made of dry meat. Using modern equipment and methods for meat processing, IM Semić has expanded its product assortment and now the company's market offer includes traditional products made of dried meat (dried meats and smoked sausages) in bulk and vacuum packed; semi-durable products (sausages, hot dogs and salami); molded products (meat dumplings - ćevapi, minced meat, small smoked sausage, and burgers).





► Metal, wood and construction sectors

- Hundreds of years of tradition in the production of brick making products ensure that **Construction Material Industries “IGM” Visoko** is a respectable company in the construction sector. Continuous monitoring of modern technologies, presence in domestic and international professional fairs, continuous training of employees, professional and capable staff, as well as clearly set goals, are the key to success and solid foundations for what “IGM” certainly is – the leading manufacturer of brick making and Styrofoam based products in Bosnia and Herzegovina, and one of the companies with the most completed program in the construction sector in BiH.
- **“SECOM” Ltd. Visoko** is a respectable company in the manufacturing of massive glued wood boards made of birch wood, furniture and briquettes, made according to specifications of buyers in the domestic market and in the EU market. The most significant export markets for this company are Germany, Austria, Poland, and Croatia.
- **“J.u.A FRISCHEIS” Ltd. Visoko** is a company whose investor originates from Austria. In addition to its leading role in the sale of wood for buyers and industry in 14 countries in Europe, J.u.A.Frischeis is also actively involved in the provision of services to its buyers, in a high quality and efficient manner. Therefore, in addition to cutting and banding they also offer the services of connecting the veneer and processing of panel boards, which is performed on the most modern machines, with professional associates. The company's own logistics facilitates the delivery of goods to customers within the shortest period possible.
- The main activity of **“Ugarak produkt” Ltd. Visoko** company is the manufacturing and installment of high quality PVC joinery and aluminum hardware. The results of the production program are products with well tested quality made from high quality raw materials, specifically: PVC profiles from the REHAU company from Germany, aluminum profiles from companies FE-AL from Široki Brijeg and Schüco from Germany, siding from GU and Schüring companies from Germany. Ugarak produkt has its representative offices in Belgium, Germany, Slovenia, Sarajevo and Sanski Most.
- **“Metal – As” Ltd. Visoko** – radiator and boiler factory is a company whose main activity is the manufacturing of aluminum radiators of 200 – 2000 mm, bathroom radiators and boilers that use solid fuel, of 25 – 100 kW.

“ Geographic position, transport connections, diverse natural resources, thousands of years of identity, tradition, and experience in leather, textile, and food processing industries and trade, with capable and qualified labor force, traditionally well developed entrepreneurial spirit and competitive costs of doing business, all ensure that the Municipality of Visoko is a favorable location for investing. ”



INVESTORS' IMPRESSIONS OF VISOKO

- When it appeared in the BiH Market in 1999, Prevent had started modestly in its manufacturing plants in Visoko, employing only 50 workers. However, just one year later it started with continuous expansion, expansion of manufacturing capacities and production assortment.

"We are continuing with investments that provide long-term strengthening of economic development and competitiveness of Bosnia and Herzegovina. By taking over this factory, we shall expand our production assortment, diversify the structure of buyers and products and additionally strengthen our presence,"

Almir Jazvin, CEO of Prevent BH, emphasized.

"I decided to transfer one portion of my business into this country, i.e. this town, Visoko. The fact that my decision was a serious one is confirmed by the cornerstone we are placing today, and in the place of which new center shall be built three years from now," said **Ahmed Alabras, owner of the "Alabras" Ltd. Company Visoko** – investor from Bahrain (construction of housing, business, and recreational center in Visoko, investment value of BAM 20 million).

- DGS Company, manufacturing of doors and windows, has its own reasons to move to BiH.

"We have been interested to come here for five years already. We are interested in the location and we like it. I am of the opinion that very soon you will be a part of Europe," **Marco Neri**, one of the firm's managers, said.

"We expect that within the period of 15 to 20 days, the machine shall arrive, so that we could start manufacturing doors and windows at maximum capacity. Twenty percent of our production volume shall be intended for exports. We plan to employ twenty workers from the Employment Bureau and four administrative workers. That is just to begin with."



