



# Municipality of Posušje

Investment opportunities

We are here for You!



# Municipality of Posušje in numbers

Area	461,1 km <sup>2</sup> (0,9% area of BiH)
Capital	Posušje (in total 17 settlements)
No of inhabitants	20.698 (preliminary results of Census 2013.)
Climate	Mediterranean and moderate continental
Currency	BAM (1€ =1.95583 BAM)
GDP per capita (€)	4.406 € (2013.), FBiH average (3.675 €)
Budget (€)	3.060.000 € (2015.)
Average gross salary (€)	539 € (12 mj. 2014.)
Average net salary (€)	356 € (12 mj. 2014.)
No of legal entities (company and natural)	508 (01.01.2014.), including crafts (226)
No of active companies	282 ( 2014.)
Micro and small, medium, big companies	273(96,9%), 9(4,4%), 10 (3,2%)
No of days for d.o.o. establishment	7 days (county jurisdiction)
No of days for issuance of location permit	5 days
No of days for issuance of building permit	5 days

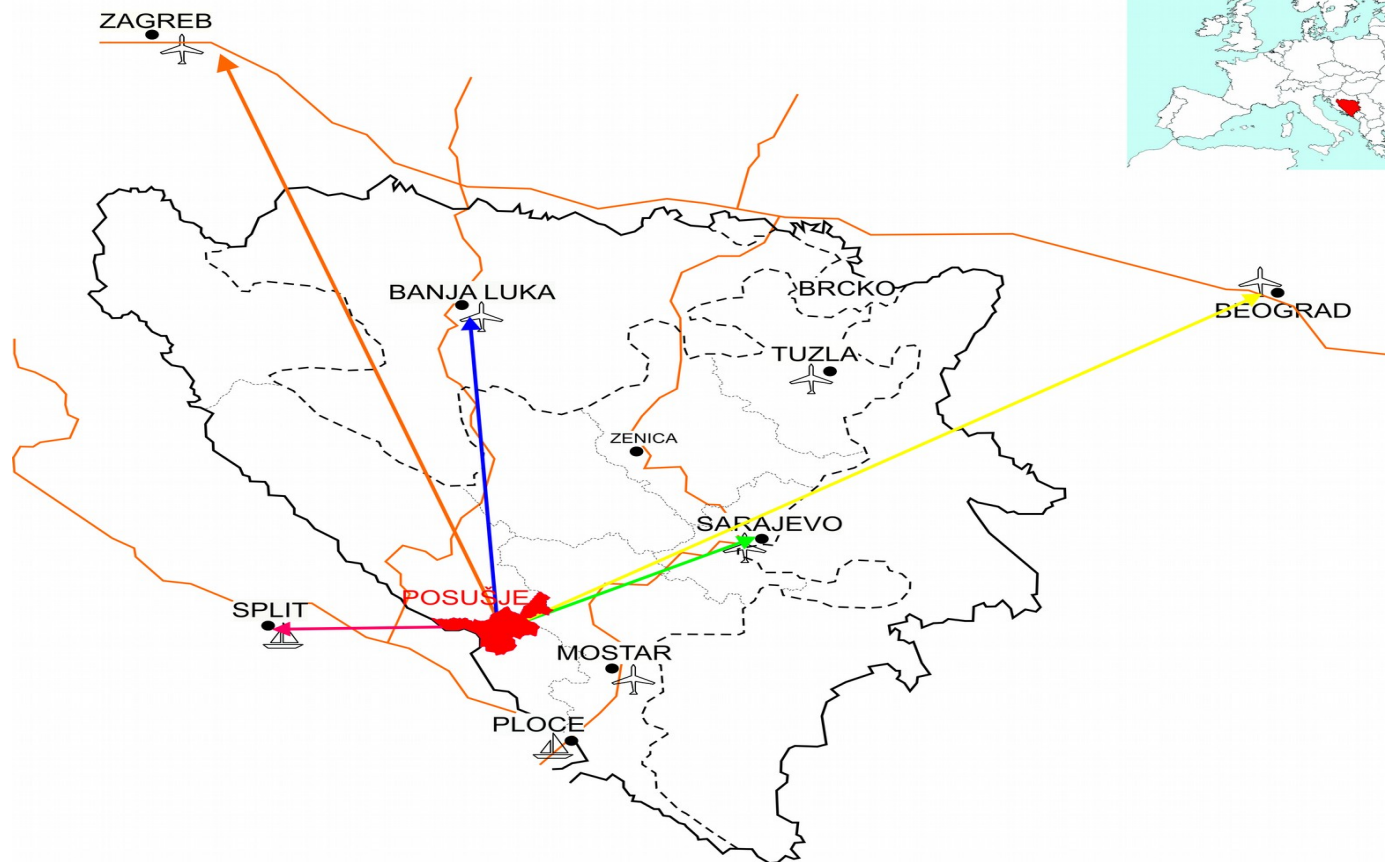
# Why to invest in Municipality of Posušje?

- Favourable geo-traffic position
- Reach natural resources and business tradition
- Available business infrastructure
- Young, qualified and cost competitive labour force
- Fast and efficient municipal administration
- Quality of life
- Competitive business environment in BIH





# Favourable geo-traffic position





# Favourable geo-traffic position

- At intersection of regional roads
- 1 km to border with Croatia (EU)
- 30 km to Highway A1 (Zagreb-Dubrovnik), part of future Adriatic-Ionian corridor
- Vicinity to future pan-european Corridor 5C
- International sea port Ploče (67km), Split (99 km), international aeroport Split (109km)
- EU market: more than 500 million inhabitants

# Reach natural resources and industrial tradition

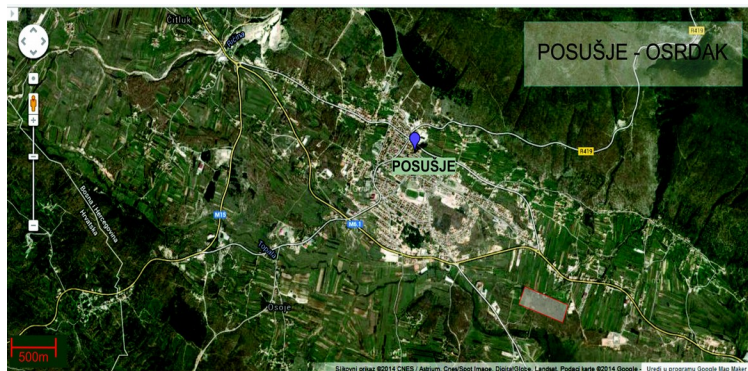


- Mineral resources – bauxite (over 3 mil tons in reserves), 10 types of stone of high architectural and construction value, marl
- 40.216 ha of pastures (goat and sheep breeding)
- Multy-year average of 2.200 sunny hours
- Nature park Blidinje
- Tradition in industrial production (metal, plastic and stone processing), meat and diary industry



# Available business infrastructure

- Business zone Osrdak
  - Along main road Posušje-Mostar
  - Size: 13,74 ha
  - Available 16 plots of 4.000m<sup>2</sup> average size
  - Price: 1 BAM/m<sup>2</sup> (0,5 EUR/m<sup>2</sup>)
  - Services land with infrastructure
  - Purpose: SMEs, environmentally friendly production and services





# Available business infrastructure



- Business zone Osrdak
  - 5 companies, 127 employees
  - Dairy industry (Meggle, Germany), production of furniture for exports, construction, production of pens and pencils
- Target sectors: production of food, stone production and processing, metal and machinery industry





# Meggle in Posušje



- Market leader in milk and dairy products in BIH
- Logistics and distribution centre for Southeast Europe opened on 14.9.2011.g. in Business zone Osrdak
- Investment value: more than 1 million EUR
- Logistics and distribution center: 10.000 m<sup>2</sup>, warehouse and office space: 1.300 m<sup>2</sup>
- Employees: 60
- Developed cooperation with local cattle breeders and milk producers
- Current purchase of 100.000 l/month
- Aimed increase to 1-1,5 mil l/month



# What investor said about us



- „Based on our business needs we approached the Municipality of Posušje in 2011 with the aim to build our new logistics and distribution centre for BIH, neighbouring countries and Southeast Europe. To our satisfaction, the municipal administration in short term provided all necessary preconditions to start building our centre in the Business zone Osrdak in Posušje.
- I hereby wish to express my satisfaction with business conditions offered by the Business zone Osrdak and the Municipality of Posušje. Company Meggle d.o.o. opened the logistics and distribution centre in 2011 and successfully operates since then.“

Director: Jadranka Penava



# Available business infrastructure

- Business zone Vlaka
  - Along main road Posušje-Tomislavgrad
  - Size: 30 ha
  - Purpose: production companies (plastics, construction, stone...)
- 10 companies, 200 employees
- Zone Zavelim (200ha), Osoje (100ha), Oštrc, Poklečani
  - Purpose: solar fields and wind parks





# Incentives for investors

- Attractive local incentives:
  - Price of building land 1BAM/m<sup>2</sup> (0,5 EUR/m<sup>2</sup>)
  - 2-year exemption from communal fee for newly build business facilities
- 2 days for issuance of documentation under municipal jurisdiction
- Competitive business environment in BIH:
  - Profit tax 10%
  - Value added tax (VAT) 17%
  - Income tax 10%
- National tax and customs incentives for foreign investors



# Young and qualified labour force

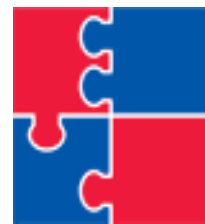
- Available labour force (professional, technical and general skills)
- Mostly young and working age population
- Work tradition in agriculture, food processing, metal and machinery industry, plastics, stone processing, construction, services
- Tradition in education and orientation towards entrepreneurial skills
- Cost competitive labour force





# Association of entrepreneurs Posušje

- 41 entrepreneurs with 1569 employees
- 550 mil KM (275 mil €) annual revenues (82% of total revenues of all companies in Municipality of Posušje)
- Business cooperation opportunities with foreign and domestic investors



UDRUGA  
GOSPODARSTVENIKA  
POSUŠJE





# Quality of life

- Safe working and living environment
- Rich local gastronomy offer
- Numerous all year possibilities for sports and recreation (skiing, golf, hiking and climbing...)
- Cultural, sports and recreational events, entertainment
- Proximity to Adriatic sea





# Contact us

Professional, competent and efficient team of  
Municipality of Posušje

- Is here for You!

- Municipality of Posušje

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