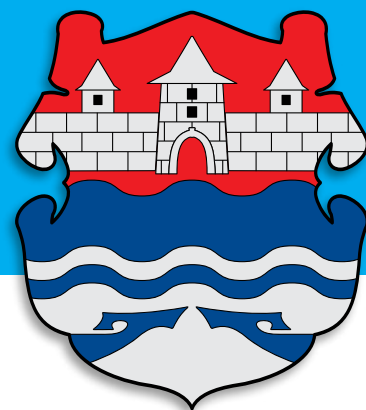


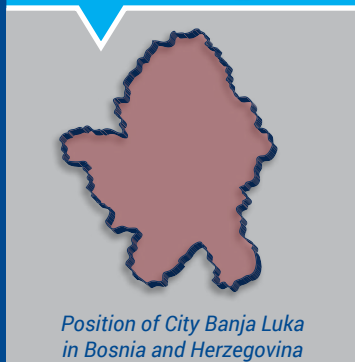
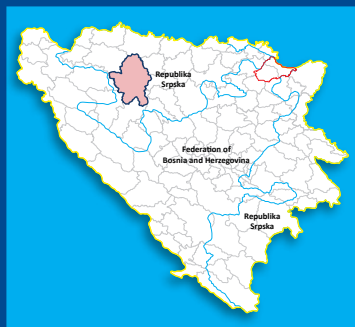


# INVESTMENT PROFILE

Great opportunity and excellent  
choice for your investment



**CITY OF BANJA LUKA**  
[www.banjaluka.rs.ba](http://www.banjaluka.rs.ba)



Position of City Banja Luka in Bosnia and Herzegovina



Position of Bosnia and Herzegovina in Europe

## ■ GEOGRAPHIC POSITION OF THE CITY OF BANJA LUKA

Official name	City of Banja Luka
Administrative affiliation	Republika Srpska, Bosnia and Herzegovina
Population	182,848
Address	Trg srpskih vladara 1, 78000 Banja Luka
Contact phone number	Telephone: +387 51 24 44 00
Fax	Fax: +387 51 21 25 26
E-mail	gradonacelnik@banjaluka.rs.ba
Web	www.banjaluka.rs.ba

### CONTACTS FOR INVESTORS:

City of Banja Luka

Department for Local Economic Development and Strategic Planning

**Radenko Laketić,**

- Telephone: +387 51 24 44 26
- E-mail: razvoj@banjaluka.rs.ba

**Verica Kunić,**

- Telephone: +387 51 22 02 82
- E-mail: verica.kunic@banjaluka.rs.ba

# BANJALUKA

Great opportunity and excellent choice for your investment

- **The City of Banja Luka is the administrative, economic, educational, and cultural center of Republika Srpska, characterized by modern business infrastructure and a high-quality living environment.**
- The City of Banja Luka is located in the northwest of BiH, relatively close to the border with Croatia (the EU), and provides a very good opportunity for development of business operations in the immediate vicinity of the profitable European market with more than 500 million inhabitants. Banja Luka is very well connected with the EU and centers in BiH, through road and rail corridors, and one of the most significant international border crossings for passenger and freight transport between BiH and the EU is 52 kilometers away.
- The Ramići business zone, as well as other accessible locations for investors, represent very good opportunities for investing and development of business operations. Special advantage is provided under the programme of support for investors that enter the "Ramići - Banja Luka" business zone, but there are also other very attractive incentives of the City Administration that may be realized by investors in Banja Luka.
- There are more than 65,000 persons employed in Banja Luka, while currently more than 14,000 persons are at disposal on the labor market, among whom there is a large number of young staff with excellent potentials.
- The City of Banja Luka is at the service of investors! The City Administration provides support to investors in selecting locations for investing, as well as during the process of investing, and it continues to provide support during business operations, as well. We have simplified the processes of issuance of documentation, shortened the waiting periods and reduced the costs of doing business, for procedures in the process of construction and business registration, so that you will realize your investment quickly, easily and less expensively!



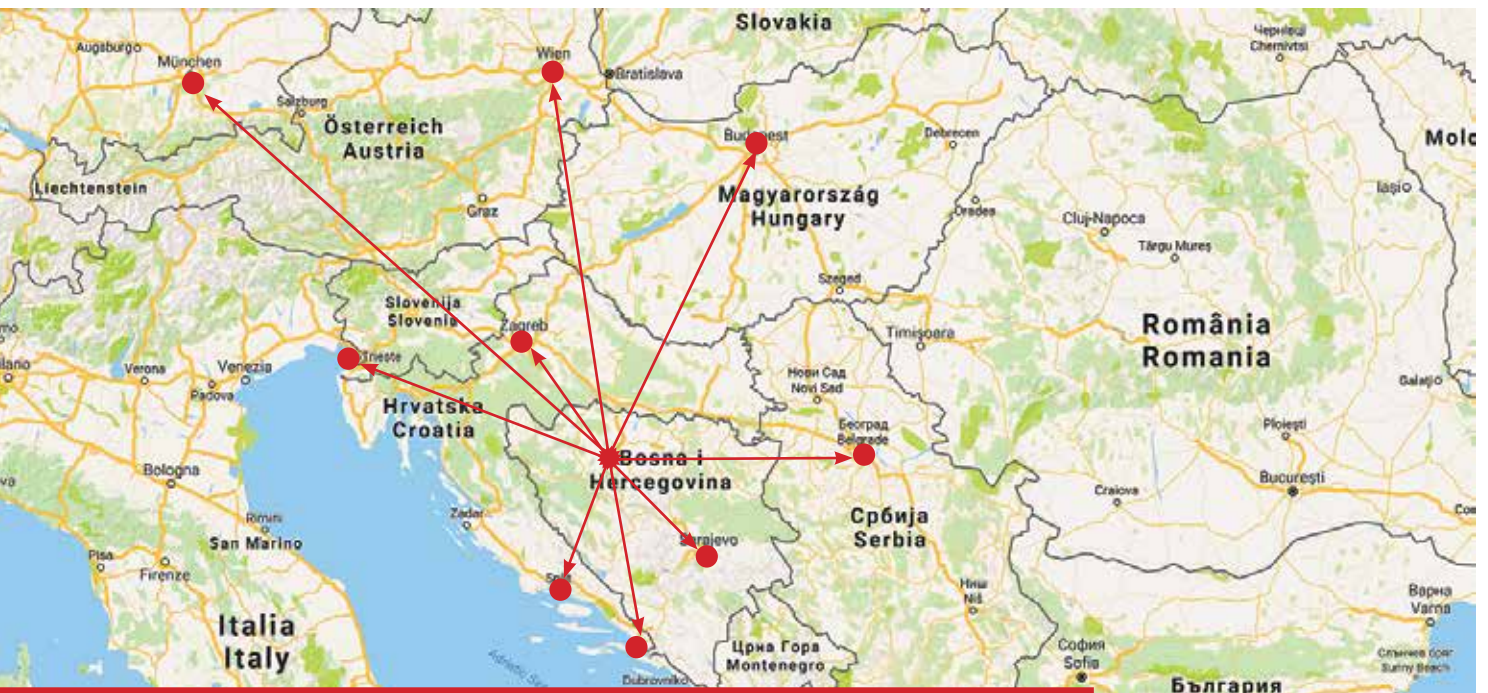


# TRANSPORT INFRASTRUCTURE

## Vicinity of the eu market and other countries of southeast Europe

Banja Luka is located in the northwest of Bosnia and Herzegovina, relatively close to the border with the Republic of Croatia (the EU). The vicinity of the highway, and connections with the road and rail corridors in the RoC/EU, as well as good connections with centers within the country, render Banja Luka an extremely favorable location for doing business. The Banja Luka – Okučani highway facilitates better connections of the inland part of the country with the main road routes in the EU and adequate connections with the main centers in this part of Europe.

The International Airport in the settlement of Mahovljani (Laktaši) is 23 kilometers away from the City. The Airport, with its very favorable meteorological characteristics, meets all the requirements for performance of international passenger and freight transport.



### DISTANCE FROM KEY TRANSPORT ROUTES AND PORTS



<b>Banja Luka – Doboј Highway</b>	1 km
<b>Zagreb – Belgrade (Croatia) Highway</b>	61 km
<b>Banja Luka Railway Terminal</b>	1 km
<b>Pan-European Railway Corridor 10 (Zagreb – Belgrade)</b>	62 km
<b>International Airport in Banja Luka</b>	25 km
<b>International Airport in Tuzla</b>	174 km
<b>International Airport in Sarajevo</b>	252 km
<b>International Airport in Belgrade (Serbia)</b>	316 km
<b>Port of Split (Croatia)</b>	256 km
<b>Port of Ploče (Croatia)</b>	271 km

### DISTANCE FROM MAIN CENTERS IN THE COUNTRY AND ABROAD

<b>Sarajevo</b>	252 km
<b>Zagreb (Croatia)</b>	187 km
<b>Belgrade (Serbia)</b>	330 km
<b>Trieste (Italy)</b>	420 km
<b>Budapest (Hungary)</b>	474 km
<b>Wien (Austria)</b>	528 km
<b>München (Germany)</b>	733 km

# OPPORTUNITIES FOR INVESTING IN VARIOUS SECTORS

The main pillars of economic development in Banja Luka are the economic companies that perform business operations in the following sectors:

- Retail and wholesale trade
- Processing industry focused on development of food processing industry and final processing of wood
- Construction
- Information and communication

In addition to the economic entities from the field of the trade sector, which are the most numerous, as Banja Luka is the administrative and economic center, while from the geo aspect it represents an excellent location for conquering the target regional markets for trade distributors, Banja Luka is dominated by economic entities that perform business operations in the fields of professional, scientific, and technical activities, as well as economic entities in the processing industry.

In view of the aforementioned, the priority directions for economic, commercial, and social development of the City of Banja Luka are the following: a) development of food processing industry and final processing of wood, b) revitalization of agriculture and rural areas, c) development of small and medium enterprises and private entrepreneurship, and d) tourism development.

**Preferential sectors** in accordance with the potentials of the City of Banja Luka are the following:

## ♦ Processing industry:

In the processing sector in Banja Luka there are 624 legal persons operating, in which around 7,252 persons are employed. Industrial manufacturing is the main exporting activity, and new investors in those sectors have at their disposal the following:

- » Accessible locations for investing in processing activity, including greenfield locations planned in the business zone of Ramići.
- » High-quality and competent labor force, which is the result of a tradition in the processing sector and the educational system that attempts to keep up with the needs of employers.
- » Presence of incentive measures of the City Administration that are at disposal to investors in Banja Luka.
- » Vicinity of Croatia and the entire EU market.

## ♦ IT- sector:

The Information Technology sector in Banja Luka has been recording continuous growth in the number of enterprises, growth of revenues and the number of employed persons, and the key comparative advantages for continued development of this sector are the following:

- » Presence of adequate university schools contributes to creating ideal conditions for the development of this sector,
- » Many young engineers are starting their own enterprises or represent significant labor force that affects the entry of other enterprises in Banja Luka,
- » Of the total number of legal persons in Banja Luka, 3.5% are in the IT sector, and this sector employs 2,744 persons, i.e. 4.2% of the total number of employees.

## ♦ Wholesale and retail trade

Banja Luka is the commercial and administrative center and represents the central location in which significant movements are recorded of people, goods, and money, and the key comparative advantages for continued development of this sector are the following:

- » In the field of wholesale and retail trade in the area of Banja Luka, there are 2,398 legal persons operating.
- » This area employs 14,177 persons, i.e. 21% of the total number of employed persons in Banja Luka.
- » Wholesale and retail trade participates with 37.3% in total revenues being realized by legal persons in Banja Luka.
- » A significant number of enterprises that are active in RS and BiH have headquarters in Banja Luka.
- » The vicinity of the EU market and good transport connections represent an excellent opportunity for the construction of sales, distribution, and warehousing centers.
- » Accessibility of locations for construction of sales, distribution, and warehousing capacities.
- » Highly qualified labor force at competitive prices.

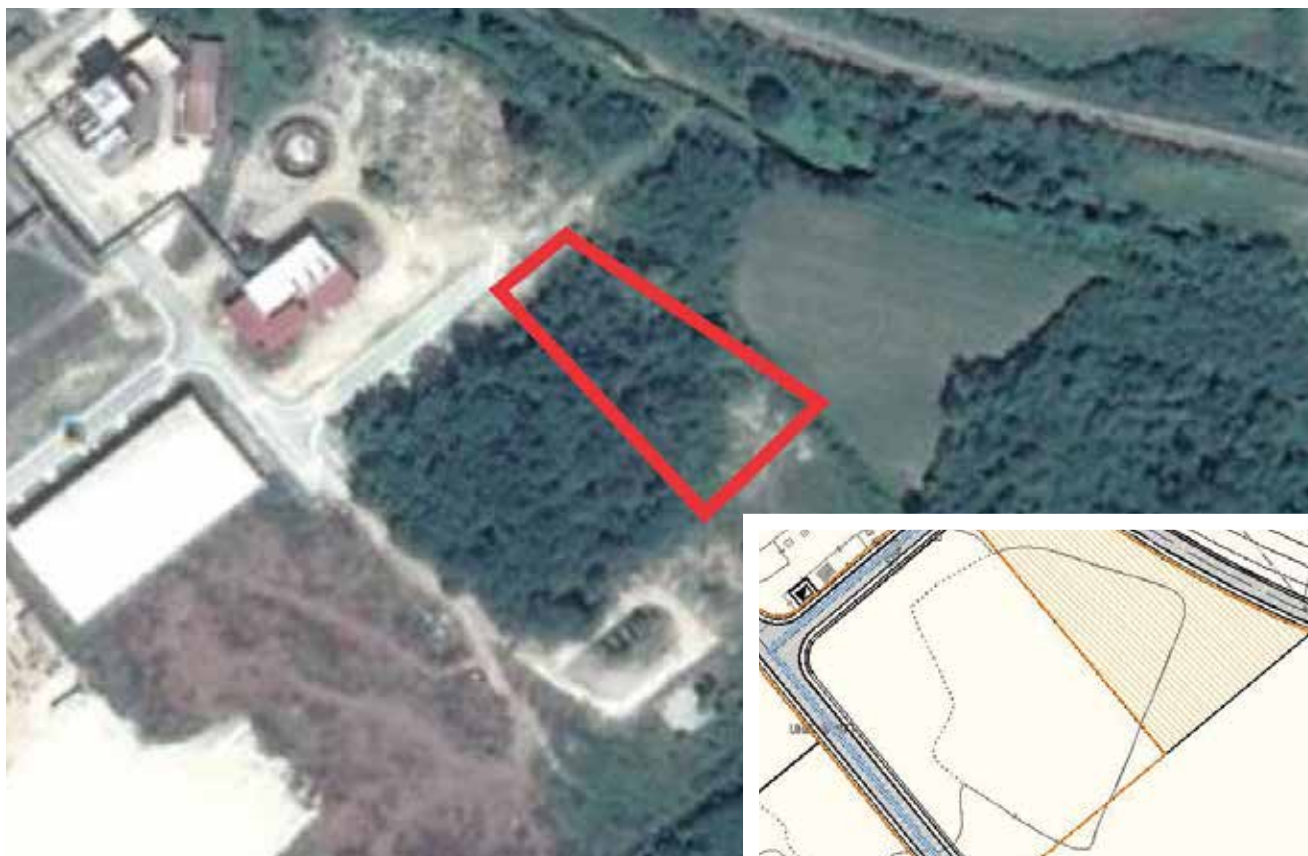
# LOCATIONS FOR INVESTING



## “Ramići – Banja Luka” Business Zone Plot No. 1

<b>Location:</b>	The plot is located inside the “Ramići – Banja Luka” Business Zone, in the vicinity of the Banja Luka – Prijedor primary road, it is around 3.5 km away from the Banja Luka – Gradiška highway, has direct access to the railroad that enters the complex.
<b>Type of the zone:</b>	Greenfield
<b>Decision on establishment of the zone:</b>	Decision on Establishment of the “Ramići – Banja Luka” Business Zone, No. 07-013-162/15, April 2015.
<b>Surface area:</b>	Surface area of the plot amounts to 13,550 m <sup>2</sup>
<b>Infrastructure:</b>	In the Ramići Business Zone there is a traffic route constructed with comprehensive infrastructure. Continued construction activities are ongoing of traffic routes that concern the plot in question, with comprehensive infrastructure (power supply, water supply, sanitation, lighting, and telecommunications)
<b>Ownership:</b>	City of Banja Luka
<b>Investment opportunities:</b>	Land purchase
<b>Price for sale or lease of land in the zone:</b>	BAM 22.73 / m <sup>2</sup> (estimated price)
<b>Documentation necessary for investing in the zone and who is issuing it:</b>	Regulation plan for the “Ramići – Banja Luka” Business Zone exists In order to invest in the construction of a planned business facility, it is necessary to acquire the following: site plan approval, construction permit, and occupation permit. The above listed documentation is issued by the Department of Spatial Development of the City Administration of Banja Luka.
<b>Procedure and requirements for entry in the zone:</b>	Public invitation
<b>Suitable purpose:</b>	Manufacturing sector
<b>Contact information:</b>	Department for Local Economic Development and Strategic Planning 051/220-282, 051/220-280





## “Ramići – Banja Luka” Business Zone Plot No. 2

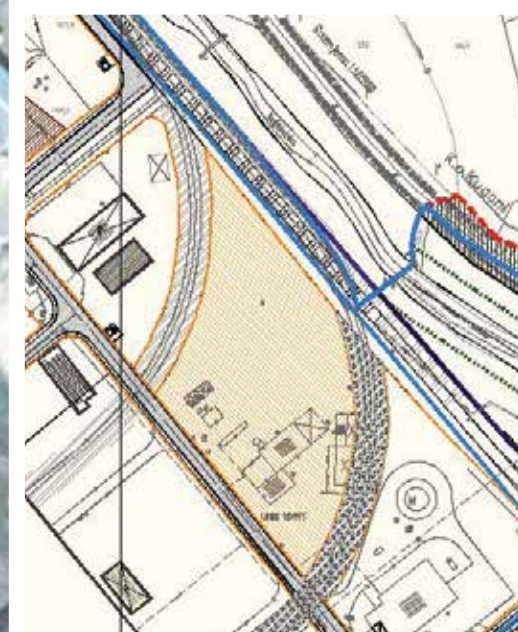
<b>Location:</b>	The plot is located inside the “Ramići – Banja Luka” Business Zone, in the vicinity of the Banja Luka – Prijedor primary road, it is around 3.5 km away from the Banja Luka – Gradiška highway, has direct access to the railroad that enters the complex
<b>Type of the zone:</b>	Greenfield
<b>Decision on establishment of the zone:</b>	Decision on Establishment of the “Ramići – Banja Luka” Business Zone, No. 07-013-162/15 April 2015.
<b>Surface area:</b>	Surface area of the plot amounts to 4,366 m <sup>2</sup>
<b>Infrastructure:</b>	In the Ramići Business Zone there is a traffic route constructed with comprehensive infrastructure. Preparations are ongoing for the continuation of construction of infrastructure of the traffic routes that concern the construction plot in question. It is necessary for construct infrastructure - power supply, water supply, sanitation, lighting, telecommunications.
<b>Ownership:</b>	City of Banja Luka
<b>Investment opportunities:</b>	Land purchase
<b>Price for sale or lease of land in the zone:</b>	BAM 22.73 / m <sup>2</sup> (estimated price)
<b>Documentation necessary for investing in the zone and who is issuing it:</b>	Regulation plan for the “Ramići – Banja Luka” Business Zone exists In order to invest in the construction of a planned business facility, it is necessary to acquire the following: site plan approval, construction permit, and occupation permit. The above listed documentation is issued by the Department of Spatial Development of the City Administration of Banja Luka.
<b>Procedure and requirements for entry in the zone:</b>	Public invitation
<b>Suitable purpose:</b>	Manufacturing sector



### “Ramići – Banja Luka” Business Zone Plot No. 3

<b>Location:</b>	The plot is located inside the “Ramići – Banja Luka” Business Zone, in the vicinity of the Banja Luka – Prijedor primary road, it is around 3.5 km away from the Banja Luka – Gradiška highway, has direct access to the railroad that enters the complex
<b>Type of the zone:</b>	Greenfield
<b>Decision on establishment of the zone:</b>	Decision on establishment of the “Ramići – Banja Luka” Business Zone, No. 07-013-162/15 April 2015.
<b>Surface area:</b>	Surface area of the plot amounts to 11,011 m <sup>2</sup>
<b>Infrastructure:</b>	In the Ramići Business Zone there is a traffic route constructed with comprehensive infrastructure. Continued construction activities are ongoing of traffic routes that concern the plot in question, with comprehensive infrastructure (Power supply, water supply, sanitation, lighting, and telecommunications)
<b>Ownership:</b>	City of Banja Luka
<b>Investment opportunities:</b>	Land purchase
<b>Price for sale or lease of land in the zone:</b>	BAM 22.73 /m <sup>2</sup> (estimated price)
<b>Documentation necessary for investing in the zone and who is issuing it:</b>	Regulation plan for the “Ramići – Banja Luka” Business Zone exists In order to invest in the construction of a planned business facility, it is necessary to acquire the following: site plan approval, construction permit, and occupation permit. The above listed documentation is issued by the Department of Spatial Development of the City Administration of Banja Luka.
<b>Procedure and requirements for entry in the zone:</b>	Public invitation
<b>Suitable purpose:</b>	Manufacturing sector





#### “Ramići – Banja Luka” Business Zone Plot No. 4

<b>Location:</b>	The plot is located inside the “Ramići – Banja Luka” Business Zone, in the vicinity of the Banja Luka – Prijedor primary road, it is around 3.5 km away from the Banja Luka – Gradiška highway, has direct access to the railroad that enters the complex. The plot includes smaller auxiliary facilities with ground floors only, envisaged for demolition, and the facility for regeneration and neutralization, also envisaged for demolition, with total surface area 487 m <sup>2</sup>
<b>Type of the zone:</b>	Greenfield
<b>Decision on establishment of the zone:</b>	Decision on Establishment of the “Ramići – Banja Luka” Business Zone, No. 07-013-162/15 April 2015.
<b>Surface area:</b>	Surface area of the plot amounts to 10,109 m <sup>2</sup>
<b>Infrastructure:</b>	In the Ramići Business Zone there is a traffic route constructed with comprehensive infrastructure. Preparations are ongoing for the continuation of construction of infrastructure of the traffic routes that concern the construction plot in question. It possesses comprehensive infrastructure - power supply, water supply, sanitation, lighting, telecommunications
<b>Ownership:</b>	City of Banja Luka
<b>Investment opportunities:</b>	Land purchase
<b>Price for sale or lease of land in the zone:</b>	BAM 22.73 /m <sup>2</sup> (estimated price)
<b>Documentation necessary for investing in the zone and who is issuing it:</b>	Regulation plan for the “Ramići – Banja Luka” Business Zone exists In order to invest in the construction of a planned business facility, it is necessary to acquire the following: site plan approval, construction permit, and occupation permit. The above listed documentation is issued by the Department of Spatial Development of the City Administration of Banja Luka.
<b>Procedure and requirements for entry in the zone:</b>	Public invitation
<b>Suitable purpose:</b>	Manufacturing sector



<b>“Novakovići – Vujinovići”</b>	
<b>Location:</b>	The plot is located along the Banja Luka – Prijedor primary road and the Banja Luka – Gradiška highway
<b>Type of location:</b>	Greenfield
<b>Surface area:</b>	89,243 m <sup>2</sup> (Note: Parcelation plan has not been regulated)
<b>Infrastructure:</b>	Infrastructure has not been constructed
<b>Ownership:</b>	City of Banja Luka and individuals
<b>Investment opportunities:</b>	Land purchase
<b>Price for sale or lease of land in the zone:</b>	4 <sup>th</sup> zone, Price of construction land BAM 45.77 /m <sup>2</sup> . (Price subject to changes. For more information, please consult the Decision on Values of Coefficients for Correction of Estimated Market Value of Real Estate for 2017)
<b>Documentation necessary for investing in the zone and who is issuing it:</b>	It is necessary to resolve ownership related legal issues for the subject land, which is in the ownership of individuals. In order to invest in the construction of business facilities, it is necessary to acquire the following: site plan approval, construction permit, and occupation permit. The above listed documentation is issued by the Department of Spatial Development of the City Administration of Banja Luka.
<b>Procedure and requirements for entry in the zone/location:</b>	Public invitation
<b>Suitable purpose:</b>	Manufacturing sector



<b>“Bosanka”</b>	
<b>Location:</b>	he plot is located along the Banja Luka – Prijedor primary road and the Banja Luka – Gradiška highway
<b>Type of location:</b>	Greenfield
<b>Surface area:</b>	70,000 m <sup>2</sup> (Note: Parcellation plan has not been regulated)
<b>Infrastructure:</b>	Infrastructure has not been constructed
<b>Ownership:</b>	City of Banja Luka and individuals
<b>Investment opportunities:</b>	Land purchase
<b>Price for sale or lease of land in the zone:</b>	4 <sup>th</sup> zone, Price of construction land BAM 45.77 /m <sup>2</sup> . (Price subject to changes. For more information, please consult the Decision on Values of Coefficients for Correction of Estimated Market Value of Real Estate for 2017)
<b>Documentation necessary for investing in the zone and who is issuing it:</b>	It is necessary to resolve ownership related legal issues for the subject land, which is in the ownership of individuals. In order to invest in the construction of business facilities, it is necessary to acquire the following: site plan approval, construction permit, and occupation permit. The above listed documentation is issued by the Department of Spatial Development of the City Administration of Banja Luka.
<b>Procedure and requirements for entry in the zone/location:</b>	Public invitation
<b>Suitable purpose:</b>	Manufacturing sector





<b>“Novi Jelšingrad”</b>	
<b>Location:</b>	The plot is located 1 km away from the Banja Luka – Gradiška highway
<b>Type of location:</b>	Greenfield
<b>Surface area:</b>	28,695 m <sup>2</sup> + 25,930 m <sup>2</sup> (Note: Parcellation plan has not been regulated)
<b>Infrastructure:</b>	Infrastructure has not been constructed
<b>Ownership:</b>	City of Banja Luka and individuals
<b>Investment opportunities:</b>	Land purchase
<b>Price for sale or lease of land in the zone:</b>	3 <sup>rd</sup> zone, price of construction land BAM 96.21 /m <sup>2</sup> . (Price subject to changes. For more information, please consult the Decision on Values of Coefficients for Correction of Estimated Market Value of Real Estate for 2017)
<b>Documentation necessary for investing in the zone and who is issuing it:</b>	Amendments to the Regulation Plan are ongoing. In order to invest in the construction of business facilities, it is necessary to acquire the following: site plan approval, construction permit, and occupation permit. The above listed documentation is issued by the Department of Spatial Development of the City Administration of Banja Luka.
<b>Procedure and requirements for entry in the zone/location:</b>	Public invitation
<b>Suitable purpose:</b>	Manufacturing sector



## Sports and Recreational Center

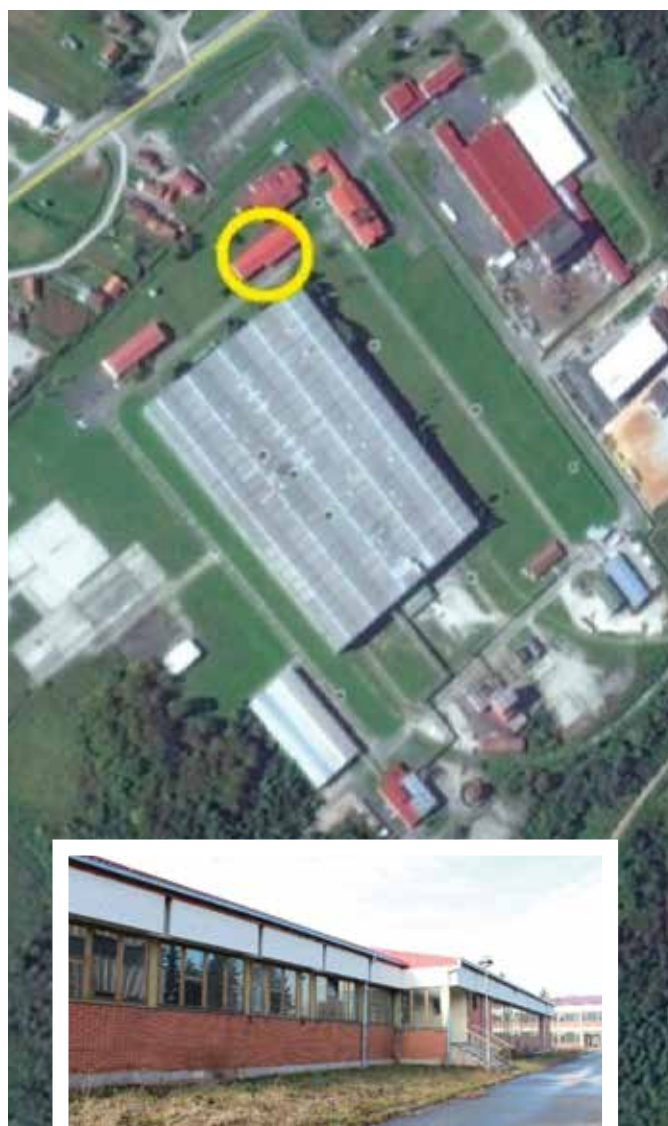
<b>Location:</b>	Distance from the Banja Luka – Gradiška primary road is around 2 km
<b>Type of location:</b>	Greenfield
<b>Surface area:</b>	189,953 m <sup>2</sup>
<b>Infrastructure:</b>	Infrastructure has not been constructed
<b>Ownership:</b>	City of Banja Luka
<b>Investment opportunities:</b>	Land purchase, Public Private Partnership
<b>Price for sale or lease of land in the zone:</b>	2 <sup>nd</sup> zone, price of construction land 213,15 KM/m <sup>2</sup> . (Price subject to changes. For more information, please consult the Decision on Values of Coefficients for Correction of Estimated Market Value of Real Estate for 2017)
<b>Documentation necessary for investing in the zone and who is issuing it:</b>	In order to invest in the construction of business facilities, it is necessary to acquire the following: site plan approval, construction permit, and occupation permit. The above listed documentation is issued by the Department of Spatial Development of the City Administration of Banja Luka.
<b>Procedure and requirements for entry in the zone/location:</b>	Public invitation
<b>Suitable purpose:</b>	Construction of a sports and recreational center

# FACILITIES AT DISPOSAL FOR INVESTING



<b>Administrative Building</b>	
<b>Location:</b>	Ramići Business Zone, in the vicinity of the Banja Luka – Prijedor primary road, it is around 3.5 km away from the Banja Luka – Gradiška highway, has direct access to the railroad that enters the complex.
<b>Type of location:</b>	Brownfield
<b>Surface area and description of the facility:</b>	Surface area: 2,017 m <sup>2</sup> . The facility has ground floor and one floor above. The facility is detached, the surface area of the floor is made from ceramic tiles, the roof is slanted, with two surfaces, made from tin; structural walls are made from blocks
<b>Infrastructure:</b>	Paved road, water supply, sanitation and wastewater collection infrastructure, electrical lighting and three-phased voltage in the facility, there are installations for district heating that are not in function currently, there is fire protection.
<b>Ownership:</b>	City of Banja Luka
<b>Investment opportunities:</b>	Purchase or lease
<b>Price for sale or lease of land in the zone:</b>	Lease BAM 3 + VAT/m <sup>2</sup> Purchase - the estimated price is determined upon prior assessment of the facility
<b>Documentation necessary for investing in the zone and who is issuing it:</b>	The following have been ensured: Regulation Plan for the “Ramići – Banja Luka” Business Zone Occupation permit for the existing facility Site plan approval No.: 03-364-2767/15 dated November 18, 2015 for rehabilitation and adaptation of the facility Main project design for rehabilitation – adaptation of the facility No. 1 dated December 2015 – purpose: business incubator Confirmation on performed audit of technical documentation No. 4076/15 dated December 24, 2015 Construction permit for rehabilitation and adaptation No. 03-360-274/15 dated March 24, 2017 Decision of the Ministry of Internal Affairs – Public Security Center, providing consent for the designed measures and norms for fire protection envisaged in project design and technical documentation for rehabilitation and adaptation Construction permit was issued for rehabilitation and adaptation, in the name of the City of Banja Luka
<b>Suitable purpose:</b>	Office premises – administration, business incubator





### Restaurant and Wardrobe with Laboratory

<b>Location:</b>	Ramići Business Zone, in the vicinity of the Banja Luka – Prijedor primary road, it is around 3.5 km away from the Banja Luka – Gradiška highway, has direct access to the railroad that enters the complex.
<b>Type of location:</b>	Brownfield
<b>Surface area and description of the facility:</b>	Surface area: 848.5 m <sup>2</sup> + 916 m <sup>2</sup> . Detached system of construction of the facility, tin roof, structural walls of the facilities are made from blocks
<b>Infrastructure:</b>	Paved access road, electrical lighting, fire protection of the facility, lightning protection installation, water supply, sanitation and wastewater collection infrastructure.
<b>Ownership:</b>	City of Banja Luka
<b>Investment opportunities:</b>	Purchase or lease
<b>Price for sale or lease of land in the zone:</b>	Lease BAM 3 + VAT/m <sup>2</sup> Purchase - the estimated price to be determined upon prior assessment of the facility
<b>Documentation necessary for investing in the zone and who is issuing it:</b>	The following have been ensured: Regulation plan for the "Ramići – Banja Luka" Business Zone exists Occupation permit for the facility exists No additional documentation is necessary for investing in the facility in case of retaining the existing condition
<b>Suitable purpose:</b>	Hospitality facility with accompanying contents and business operations



## Manufacturing Hall

<b>Location:</b>	Ramići Business Zone, in the vicinity of the Banja Luka – Prijedor primary road, it is around 3.5 km away from the Banja Luka – Gradiška highway, has direct access to the railroad that enters the complex.
<b>Type of location:</b>	Brownfield
<b>Surface area and description of the facility:</b>	30,510 m <sup>2</sup> Concrete foundation, slated tin roof, structural walls of the facility are panels, façade and roof cover are made from Al tin. There are office premises with sanitary nodes, 8 bridge cranes of 30t load capacity, 20kV switchgear and transformer substations with the associated "Rade Končar" dry transformers 630 kVA, as well as two industrial tracks that enter the manufacturing hall
<b>Infrastructure:</b>	Paved access road, power supply. Fire protection of the facility, lightning protection installation, water supply, sanitation and wastewater collection infrastructure
<b>Ownership:</b>	City of Banja Luka
<b>Investment opportunities:</b>	Purchase or lease
<b>Price for sale or lease of land in the zone:</b>	Lease BAM 3.5 + VAT or sale at auction Purchase - the estimated price to be determined upon prior assessment of the facility
<b>Documentation necessary for investing in the zone and who is issuing it:</b>	The following have been ensured: Regulation plan for the "Ramići – Banja Luka" Business Zone exists The facility is legally constructed and possesses all the necessary documentation No additional documentation is necessary for investing in the facility in case of retaining the existing condition
<b>Suitable purpose:</b>	Commerce, industry, administration



# BUSINESS ENVIRONMENT

The business environment in Banja Luka is characterized by continuous growth in the number of SMEs, which is the result of operational and efficient cooperation between the municipality and entrepreneurs, good inter municipal and regional cooperation, and transparent and incentive based policy of local authorities.

## Pregled poslovnih subjekata u Banjaluci

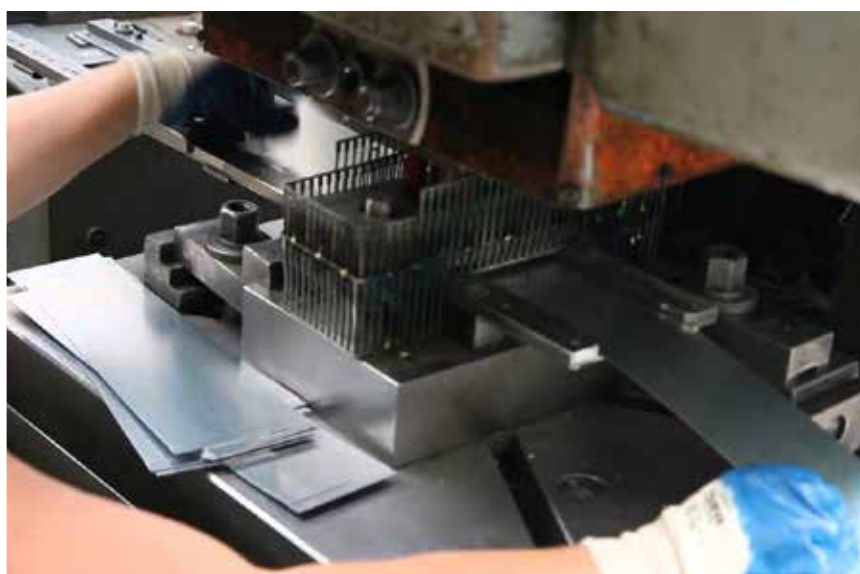
Business entities (up to 49 employees)	7,794	8,254
Business entities (50 – 249 employees)	388	
Business entities (more than 250 employees)	72	
Entrepreneurial stores		7,766
Total		16,020

Data of the Tax Administration as of December 31, 2016

## Dominant economic branches by number of economic entities in 2016

Activity Area	Number of business entities	%
Wholesale and retail trade; repair of motor vehicles	2,398	29.1
Professional, scientific, and technical activities	781	9.5
Processing industry	624	7.6
Construction	367	4.3
Information and communication	285	3.5
Other	3,799	46

Source: RS Tax Administration - stock as of December 31, 2016, classification by activities performed by Department for Economy





## Review of business entities in processing industry

Name of activity in processing industry	Number of enterprises	%
Manufacturing of finished metal products, excluding machines and equipment	35	11.40
Manufacturing of foodstuffs	32	10.42
Processing of wood and products made from wood and cork, excluding furniture...	24	7.82
Repair and installation of machines and equipment	23	7.49
Manufacturing of computers, electronic and optical products	19	6.19
Printing and copying of recordings	19	6.19
Manufacturing of products made from rubber and plastic	18	5.86
Manufacturing of clothes	16	5.21
Manufacturing of machines and equipment	14	4.56
Manufacturing of other products made from non-metal minerals	13	4.23
Manufacturing of electrical equipment	11	3.58
Manufacturing of textiles	10	3.26
Processing of paper and products made from paper	9	2.93
Manufacturing of chemicals and chemical products	9	2.93
Manufacturing of leather and products made from leather	8	2.61
Other processing industry	47	15.33
<b>Total</b>	<b>307</b>	<b>100</b>

Source: APIF (on the basis of annual financial statements submitted for 2016 by 2,676 enterprises from Banja Luka)

## Review of main branches of economy by revenues (in BAM million)

Economic area	Executed revenues	Executed revenues in %
Wholesale and retail trade	2,377.23	37.3
Processing industry	1,315.77	20.6
Mining - excavation of ore and stone	16.81	0.3
Agriculture - agriculture, forestry and fishing	39.65	0.6
Other	2,629.70	41.2

Source: The data presented were taken from the APIF's processing of annual financial statements for 2016, which had been performed on the basis of the submitted annual financial statements of 2,676 enterprises from Banja Luka.

## Review of the number of employees in Banja Luka

Number of employees employed with legal persons	57,065
Number of employees employed with independent entrepreneurs	8,265
<b>TOTAL</b>	<b>65,330</b>

Data of the Tax Administration as of December 31, 2016

## Number of employees by areas of economic activity

Area	Number of employees	%
Trade	14,177	21.7
Public administration, defense, and mandatory social insurance	7,709	11.8
Processing industry	7,252	11.1
Transport and warehousing	6,206	9.5
Health and social work	5,488	8.4
Education	5,030	7.7
Financial activity	3,201	4.9
Professional scientific, and technical activities	3,136	4.8
Construction	2,874	4.4
Information and communication	2,744	4.2
Other	7,513	11.5
<b>TOTAL</b>	<b>65,330</b>	<b>100</b>

Data of the Tax Administration as of December 31, 2016

## External trade exchange, scope of exports and imports, and coverage of imports with exports in the City of Banja Luka for the last 5 years (in BAM thousands)

Year	Scope	Exports	Imports	Balance	Coverage of imports with exports (%)
2012	2,735,034	571,882	2,163,151	-1,591,269	26.4
2013	2,730,038	588,555	2,141,483	-1,552,928	27.5
2014	2,653,926	575,051	2,078,876	-1,503,825	27.7
2015	2,225,291	485,414	1,739,876	-1,254,462	27.9
2016	2,304,667	546,363	1,758,304	-1,211,941	31.1

Source: Republic Institute of Statistics

## Share of economy of the City Banja Luka in total revenues of RS, Financial indicators according to annual statements for 2015

	Assets in BAM	Total revenues in BAM	Net result in BAM
Republika Srpska	40,141,053,220	17,260,985,817	644,185,162
Banja Luka	15,231,255,717	6,286,051,582	228,430,697
Share of Banja Luka in RS	37.9%	36.4%	35.5%

Note: Data taken for 2015 from the "Bisnode BH" credit rating agency



# HUMAN RESOURCES

High-quality and competitive labor force

## Average monthly gross and net salaries

Period	Average salary in BAM			
	Gross		Net	
	Republika Srpska	City of Banja Luka	Republika Srpska	City of Banja Luka
I-XII 2015	1,340	1,569	831	964
I-XII 2016	1,344	1,561	836	962

## Average monthly gross and net earnings per worker in activities under review (January – December of 2016):

Area	Gross salary in BAM	Net salary in BAM
Average salary	1,344	836
Average salary in processing industry (wood, metal)	960	626
Average salary in information and communication sector	1,928	1,161

## Number of unemployed persons

DESCRIPTION	TOTAL	Women	%
Stocks in records	14,192	7,497	52.8

## Qualification, gender, and age based structure of unemployed persons as of December 31, 2016

Qualification structure	TOTAL	%	Women
No schooling	0	0.0	0
Unqualified workers	2,000	14.1	917
Semi qualified workers and primary school equivalent	229	1.6	105
Qualified workers	4,170	29.4	1,640
Technicians secondary school equivalent	4,595	32.4	2,746
Highly qualified specialists	148	1.0	29
College equivalent	221	1.6	128
University equivalent 180 ECTS	536	3.8	367
University equivalent 240 ECTS, 4y, 5y, 6y	2,162	15.2	1,478
Master 300 ECTS	98	0.7	66
Master according to old curricula	29	0.2	17
Doctors of science	4	0.0	4
<b>Total</b>	<b>14,192</b>	<b>100.0</b>	<b>7,497</b>

Source: Republika Srpska Employment Institute, Branch Office in Banja Luka



Age based structure	TOTAL	%	Women
Age 15 - 18	1	0.0	1
Age 18 - 20	345	2.4	148
Age 20 - 24	947	6.7	431
Age 24 - 27	1,069	7.5	639
Age 27 - 30	1,178	8.3	699
Age 30 - 35	1,844	13.0	1,125
Age 35 - 40	1,619	11.4	886
Age 40 - 45	1,671	11.8	875
Age 45 - 50	1,672	11.8	880
Age 50 - 55	1,771	12.5	935
Age 55 - 60	1,481	10.4	672
Age 60 - 65	594	4.2	206
<b>Total</b>	<b>14,192</b>	<b>100.0</b>	<b>7,497</b>

Source: Republika Srpska Employment Institute, Branch Office in Banja Luka



## Structure of unemployed persons according to occupations – active supply of labor force

Occupation	Degree of professional qualifications						Total number of unemployed persons
	Semi qualified – primary school	Qualified	Secondary school	Highly qualified	College	University	
Agricultural workers		62	196		2	136	396
Agricultural workers-veterinarians		1	89			2	92
Foresters	1	4	106			20	131
Miners and geologists	1		1			1	3
Metal processing and mineral processing workers	1	10	3			1	15
Chemists	1	61	146	3	1	18	230
Machinery workers					16	22	38
Metal processing workers	16	445		22			483
Assemblers and installers	10	151	1	3			165
Mechanists and machinists		461	442	27			930
Electricity and energy workers	4	468	481	23	3	15	994
Construction workers	29	65	220	5	6	25	350
Construction workers - architects						57	57
Construction workers – geodetic workers						24	24
Painters and similar occupations	14	45					59
Ceramic installers and similar occupations	1	13	8	1			23
Glass installation workers		15		2			17
Wood processing workers	12	136	78	1	1	2	230
Paper manufacturing workers	3	41	1	3			48
Graphic workers and similar occupations		5	55	3		4	67
Textile workers	31	160	111	9	7	9	327
Leather workers and similar occupations	5	68	41	5	2		121
Rubber and plastic processing workers		18	4	5			27
Food processing workers and similar occupations	1	263	73			32	369
Cosmetician, butcher, beautician						3	3
Providers of personal services	12	288	93	1			394
Utility and similar occupations	10	15	2		1		28
Transport and similar occupations					2	15	17
Drivers and similar occupations	10	291	182	14			497
Railway workers and similar occupations	3	2	4		1		10
Airplane pilots and similar occupations			33				33
Intermediation and communication	1		67		3	3	74
Tourism, hospitality industry					4	15	19
Retailers and similar occupations	6	623	128	10			767
Hospitality industry workers and similar occupations	9	376	310	10			705
Financial workers and economists			665		60	655	1,38
Lawyers			256		19	414	689
Organizers and similar occupations					45	10	55
Administrators	47	54	50		3	15	169
Occupations in miscellaneous activities		29	60	1			90
Grammar school graduates			363				363
Protection at work					2	1	3
Engineers, managers						1	1
Human resources						1	1
No occupation	2,000						2,000
Other occupations	1	0	328	0	43	1,326	3,077
<b>TOTAL</b>	<b>2,229</b>	<b>4,170</b>	<b>4,597</b>	<b>148</b>	<b>221</b>	<b>2,827</b>	<b>14,192</b>

Source: Banja Luka Employment Bureau, stock as of December 12, 2016.

## Number and structure of pupils in secondary schools in school year 2016/2017

Educational institution	Area /Number of pupils				Total
School of Construction	construction technician	165	architectural technician	142	493
	geodetic technician	177	mason-reinforcement installer-concrete builder degree III	9	
School of Economics	economic technician	367	business and legal technician	474	964
	banking technician	123			
"Nikola Tesla" School of Electrical Technology	electrical technology technician	109	telecommunication technician	296	885
	computer technology technician	338	electrical energy technician	142	
School of Agriculture	food processing technician	190	veterinarian technician	238	746
	agricultural technician	185	butcher degree III	53	
	baker degree III	59	florist - gardener degree III	21	
School of Technology	machinery technician for computer supported construction design	148	machinery technician for engines and motor vehicles	106	1,549
	technician for machine energy	26	machinery technician for CNC	28	
	technician for mechatronics	106	technician for road transport	211	
	technician for postal traffic	109	technician for logistics and shipping	236	
	air transport technician	84	driver of motor vehicles – degree III	68	
	locksmith – degree III	33	metal cutter – degree III	39	
	installer – degree III	68	car mechanic– degree III	158	
	mechanic for heating and cooling technology– degree III	74	optician	21	
	watchmaker – degree III	12	goldsmith – degree III	9	
	welder – degree III	13			
School of Technology	chemical technician	36	graphic technician (EUVET 3)	93	750
	visual technician	51	technician in graphic design	26	
	technician in interior design and industrial manufacturing	12	cosmetology technician	203	
	ecological technician	71	photographer – degree III	17	
	hair stylist – degree III	241			
School for Pupils in Real Sector	textile technician	78	forestry technician	195	590
	car electrician – degree III	83	electrician – degree III	163	
	electrician mechanic – degree III	71			
Center for Education and Child Rearing and Rehabilitation of Listening and Speech	baker degree III	8	hair stylist degree III	10	18
"Protect Me" Center	baker degree III	11	cook degree III	16	68
	florist - gardener degree III	5	hair stylist degree III	12	
	tailor degree III	7	mason-painter degree III	17	
High School Center "Ljubiša Mladenić"	medical technician	35	computer technician	26	61
High School Center "GEMIT APEIRON"	economic and business - legal technician	30	Grammar School – computer and information technology section	22	326
	School of Medicine	274			
High School Center "GAUDEAMUS"	medical technician	26	physical therapy technician	25	92
	economic technician	5	business - legal technician	24	
	Grammar School – general section	12			
Grammar School	general section; social sciences and languages section; natural sciences and mathematical section; computer and information technology section; IB				1,258
General Grammar School KŠC	Grammar School – general section				229
School of Medicine	medical technician; pharmaceutical technician; physical therapy technician; dental and stomatology technician; obstetric-gynecological technician; laboratory and hygienic technician				1,079
School of Music "Vlado Milošević"	sections: piano, string instruments, solo singing, wind instruments, accordion, guitar				105
School of Hospitality Industry and Retail Trade – Tourism	tourism technician; hospitality industry technician; cooking technician; retail trade technician; waiter, cook, and pastry cook – degree III				752
<b>TOTAL</b>					<b>9,965</b>



**Tertiary education** is acquired at the Public University of Banja Luka, which comprises 16 university schools and 52 study programmes. Around 25,000 students are being educated in the public and private sector in the area of tertiary education.

Educational institution	Area /Number of students			Total	
University School of Architecture and Civil Engineering and Geodetics	architecture	282	construction	243	753
	geodetics	228			
University School of Electrical Engineering	computer science and automation			535	876
	electrical technology and telecommunications			190	
	electrical energy and automation			151	
University School of Mechanical Civil Engineering	manufacturing mechanical civil engineering	165	energy and transport mechanical civil engineering	188	586
	protection at work	25	mechatronic	182	
	industrial engineering and management			26	
University School of Agriculture	animal production	150	plant production	475	881
	agrarian economics and rural development			256	
University School of Natural Sciences and Mathematics	physics	93	mathematics and information technology	365	1,427
	biology	207	chemistry	175	
	geography	126	physical space planning	134	
	ecology and environment protection	160	technical rearing and information technology	167	
University School of Technology	chemical technology	141	biotechnology and food processing	199	530
	graphic engineering	106	textile engineering	84	
University School of Mining	mining				111
University School of Economics	economic and business management				1,250
Law School	law				1,692
University School of Political Sciences	journalism and communicology; social work; sociology; political science				944
University School of Physical Education and Sports	sports; general - teaching				287
University School of Philology	Serbian language and literature; English language and literature; German language and literature; Italian language and literature; French language and literature; Russian and Serbian language and literature				1,136
University School of Philosophy	philosophy; psychology; pedagogy; history; teaching studies; preschool child rearing				2,573
University School of Forestry	forestry				324
University School of Security Sciences	security and criminology				297
Academy of Arts	musical arts; visual arts; dramatic arts				405
University Medical School	medicine, pharmacy, health care, stomatology				1,763



# NATURAL RESOURCES OF THE CITY OF BANJA LUKA

Regardless of the relatively small space it occupies, Banja Luka has a wealth of significant physical space resources:

Review of land purpose	Surface area in hectares
Arable agricultural land	47,344.94 ha
Non-arable agricultural land	18,050 ha
Forests	60,575.19 ha
Urban settlements (GUP)	1,832,200 ha
Rural settlements	10,556,800 ha
Road and other technical infrastructure	10,295,000 ha
Water surfaces (lakes and rivers)	827 ha
Barren forest land	1,248.63 ha
<b>TOTAL</b>	<b>128,045.76 ha</b>

**Mineral wealth** at the disposal of Banja Luka comprises the following: coal, bauxite, copper ore, iron ore, quartz sand, cement marl, manganese ore, barite, ceramic and brick clay, building stone, as well as thermal mineral water.

Mineral wealth	Location
Coal	Ramići, Petrićevac
Bauxite	Manjača, Čemernica
Copper ore	Area of Kozara mountain
Iron ore	Area of Bronzani Majdan
Quartz sand	Potkozarje
Cement marl	Ramići
Manganese ore	Southern part of Kozara mountain
Barite	Broader area of Bronzani Majdan
Ceramic and brick clay	Tunjice
Building stone	Ljubačevo, Vrbanja
Thermal mineral water	Srpske Toplice

## Forests and forest land

The share of forests within the territory of Banja Luka amounts to 48.89% (60,575.19 ha), of which 44,903.04 ha concerns economic forests, and the remainder of 15,672.15 ha represents overgrown forest land.

## Hydro energy

The unused hydro potential of the Vrbas river, from the existing Hydro Power Plant Bočac to the estuary of river Vrbas into river Sava amounts to 125 MW i.e. around 840 GWh of power, of which 85 MW i.e. around 400 GW is within the area of the City.

The total surface area, which is covered by water streams and standing water amounts to 827.0 ha i.e. 0.67% of the total surface area of the City. The total surface area of water streams within the territory of the City amounts to 812.0 ha, while the surface area of lakes and channels is 15.0 ha. Locations of hydro power plants are the following: Delibašino selo, Bočac 2, Vrbanja I, II, and III.

**Agricultural land** within the territory of Banja Luka provides opportunities for development of intensive and semi-intensive agricultural production, but also for the development of animal husbandry and rural ecological tourism.

<b>Agricultural land</b>	<b>Surface area (ha)</b>	<b>Prevalence (%)</b>
Meadows	22,941.41	48.46
Grasslands	15,071.78	31.83
Yards	2,875.83	6.08
Pasturelands	2,410.93	5.09
Orchards	853.87	1.80
Other agricultural land	3,191.11	6.74
<b>Total</b>	<b>47,344.94</b>	<b>100.00</b>

## INVESTMENT INCENTIVES OF THE CITY OF BANJA LUKA

- Guarantees for small and medium enterprises
- Subsidizing interest on credits for which guarantees were issued from the Guarantee Fund in 2017
- Programme of support for investors that enter the “Ramići - Banja Luka” Business Zone
- Exemptions for payment of compensation for regulation of city construction land and rent
- Exemptions when constructing manufacturing plants
- Exemptions for cash payment of compensations for construction
- Co-financing of orchard production
- Co-financing of manufacturing in protected spaces
- Co-financing of systems for irrigation and anti-hail protection
- Co-financing of construction of cold storages and drying plants
- Co-financing of construction of facilities in agriculture
- Co-financing of construction of facilities for renewable energy sources and energy efficiency
- Co-financing of procurement of equipment for agriculture
- Co-financing of procurement of agricultural machinery
- Premiums for cultivation of breeding heifers, bee societies, and certification of organic production
- Support to the development of agriculture through subsidies for cultivation of land under crops for 2017
- For increasing productivity and competitiveness of business people in the function of employment (Incentives for co-financing a portion of costs of procurement of fixed assets with the objective of technological development, introduction of quality standards – certification with the objective of improvements of competitiveness and exports, as well as for co-financing the retraining of workers, with the objective of ensuring occupations in demand and ensuring adequate labor force that is necessary for the growth of competitiveness of small and medium enterprises, and to promote new employment)
- Self-employment (for self-employment of persons in manufacturing and crafts activities, trading activity, and self-employment of persons that would perform servicing activities or activities of old and arts crafts)

Detailed information on incentives are accessible on the official website of the City Administration:

<http://www.banjaluka.rs.ba/front/article/16341/>

Information on incentives at the level of Republika Srpska and Bosnia and Herzegovina are available on the following links:

- **Invest Srpska:** <http://www.investsrpska.net/index.aspx?PageID=436&menuID=215&langid=2>
- **FIPA:** [http://www.fipa.gov.ba/informacije/povlastice/strani\\_investitori/default.aspx?id=141&langTag=bs-BA](http://www.fipa.gov.ba/informacije/povlastice/strani_investitori/default.aspx?id=141&langTag=bs-BA)



# SERVICES FOR INVESTORS

City administration provides high-quality and fast services for existing and potential investors

- City of Banja Luka provides to all potential and existing investors comprehensive support in the realization of planned investments through contact persons who are in charge of information servicing and organization of meetings between competent authorities and investors with the objective of simplification and fast realization of planned investments.
- City of Banja Luka provides domestic and foreign investors with aftercare support, for the purpose of faster elimination of obstacles faced by existing investors. Support is realized through the Cooperative Network for Aftercare for Investors which includes institutions at all the levels of government in BiH. This form of support to investors in Banja Luka has been in existence since 2015.
- Economic Council has been established for the purpose of improving the dialogue between private and public sector, and business environment development, as well as identification of obstacles to which the municipal administration can objectively react. The Economic Council comprises representatives of private companies, the educational sector, and the City Administration. The Council is to be credited for adoption of numerous conclusions and proposals for improvements in the business environment in Banja Luka.
- Realized project of regulatory reform and, in that manner, simplified administrative procedures, lowered costs, shortened deadlines, and faster and easier access facilities ensured to business people and citizens to municipal services, through the Electronic Register of Administrative Procedures.

Detailed information on investment climate in RS and BiH are available on the following websites:

- **Republika Srpska Government/ Invest Srpska** <http://www.investsrpska.net/>
- **Foreign Investment Promotion Agency of BiH (FIPA)** <http://www.fipa.gov.ba/>

Electronic registers with a detailed review of permits and licenses that are necessary for investors in Republika Srpska and Bosnia and Herzegovina are accessible on the following links:

- **City of Banja Luka, e-register** <https://eregistar.banjaluka.rs.ba>
- **Republika Srpska Government** <http://www.regodobrenja.net/index.php?jezik=1>
- **BiH Ministry of Foreign Trade and Economic Relations** <http://rap.mvteo.gov.ba/egfVwOdlukaJedinice.aspx>

**Documentation** within the scope of competence of the City of Banja Luka necessary for the realization of investments / reinvesting, the time necessary for issuance, the costing price, and the competent department of the City Administration.



Document	Competence	Period of issuance	Costs
Issuance of excerpts from physical space planning documentation	Department for Physical Space Regulation	3 days from the date of submitting a complete application	BAM 22.00 - city administrative fee for the issuance of a certified excerpt from physical space planning documentation
Location requirements	Department for Physical Space Regulation	8 days from the date of complete comprehensive application	BAM 22.00 - city administrative fee
Water guidelines	Department for Physical Space Regulation	8 days from the date of complete comprehensive application	BAM 32.00 - city administrative fee
Agricultural consent	Department for Economy	30 days from the date of complete comprehensive application	<p>BAM 12.00 - city administrative fee</p> <p>Compensation for changing the purpose of agricultural land is determined for the entire construction parcel at the level of the cadastral revenue for that land for the entire current year, and amounts to the following:</p> <p><b>Meadow</b> - class I: BAM 5.71 / m<sup>2</sup>, class II: BAM 3.82 / m<sup>2</sup>, class III: BAM 2.31 / m<sup>2</sup>, class IV: BAM 1.29 / m<sup>2</sup>, class V: BAM 0.51 / m<sup>2</sup>, class VI: BAM 0.38 / m<sup>2</sup>, class VII: BAM 0.18 / m<sup>2</sup>, class VIII: BAM 0.12 / m<sup>2</sup>,</p> <p><b>Orchard</b> - class I: BAM 6.25 / m<sup>2</sup>, class II: BAM 4.02 / m<sup>2</sup>, class III: BAM 2.25 / m<sup>2</sup>, class IV: BAM 1.02 / m<sup>2</sup>, class V: BAM 0.39 / m<sup>2</sup>,</p> <p><b>Vineyard</b> - class I: BAM 9.95 / m<sup>2</sup>, class II: BAM 6.49 / m<sup>2</sup>, class III: BAM 3.49 / m<sup>2</sup></p> <p><b>Grassland</b> - class I: BAM 3.92 / m<sup>2</sup>, class II: BAM 2.42 / m<sup>2</sup>, class III: BAM 1.29 / m<sup>2</sup>, class IV: BAM 0.66 / m<sup>2</sup>, class V: BAM 0.27 / m<sup>2</sup>, class VI: BAM 0.19 / m<sup>2</sup>,</p> <p><b>Pastureland</b> - class I: BAM 0.57 / m<sup>2</sup>, class II: BAM 0.32 / m<sup>2</sup>, class III: BAM 0.21 / m<sup>2</sup>, class IV: BAM 0.11 / m<sup>2</sup>, class V: BAM 0.046 / m<sup>2</sup>, class VI: BAM 0.035 / m<sup>2</sup>,</p> <p><b>Forest</b> - class I: BAM 3.96 / m<sup>2</sup>, class II: BAM 2.36 / m<sup>2</sup>, class III: BAM 0.75 / m<sup>2</sup>, class IV: BAM 0.38 / m<sup>2</sup>, class V: BAM 0.11 / m<sup>2</sup>, class VI: BAM 0.06 / m<sup>2</sup></p>
Calculation of costs of regulation of construction land and lump sum rent	Department for Utility Affairs	8 days from the date of complete comprehensive application	<p>BAM 52.00 - city administrative fee</p> <p>The amount of the compensation for the costs of regulation of city construction land and the amount of the rent are determined based on the unit of useful surface area of the facility contained in the main project design, on the basis of which the construction permit is being issued, and in compliance with the Decision on Spatial Planning and Construction Land (Official Gazette of the City of Banja Luka, 15/14, 8/15, 10/16, 4/17) and the Decision on Level of Compensation for Costs of Regulation of City Construction Land (Official Gazette of the City of Banja Luka 8/15 and 40/16)</p>
Construction permit	Department for Physical Space Regulation	5 days from the date of complete comprehensive application	<p>City administrative fee in the amount of:</p> <ul style="list-style-type: none"> <li>• BAM 52.00 for the construction of facilities whose value in the bill of quantities is up to BAM 50,000.00;</li> <li>• BAM 102.00 for the construction of facilities whose value in the bill of quantities is between BAM 50,000.00 and BAM 100,000.00;</li> <li>• 0.1% of the value in the bill of quantities for the construction of facilities whose value in the bill of quantities exceeds BAM 100,000.00, but not more than BAM 1,000.00.</li> </ul>
Ecological permit	Department for Physical Space Regulation	45 days from the date of complete comprehensive application	BAM 52.00 - city administrative fee
Water consent	Department for Physical Space Regulation	8 days from the date of complete comprehensive application	BAM 52.00 – city administrative fee
Removal of facility	Department for Physical Space Regulation	8 days from the date of complete comprehensive application	BAM 52.00 – city administrative fee
Registration of start of construction	Department for Inspection Affairs	15 days from the date of complete comprehensive application	

# PRICES OF UTILITY SERVICES WITHIN THE SCOPE OF COMPETENCE OF THE CITY ADMINISTRATION OF BANJA LUKA

## Water supply and sanitation

Description	Price for real sector and private entrepreneurship
Water supply including VAT	BAM 2.23
Sanitation including VAT	BAM 0.82
Contribution to water management in RS	BAM 0.05
<b>TOTAL</b>	<b>BAM 3.10 /m<sup>3</sup></b>

## Heat energy delivery

Category of consumers	Unit of measure	Price in BAM (including VAT)
Commercial consumers by MWh	MWh	199.64

Note: Prices in application are the prices that are harmonized with the Conclusion of the Mayor of Banja Luka No. 12-G-1866/11, in application since August 1, 2011

## Municipal waste collection and transport

Commercial consumers	Category of "entrepreneurs, institutions and enterprises"
<b>Container - tour</b>	BAM 125.00
<b>Manufacturing halls</b>	BAM 0.15 / m <sup>2</sup>
<b>Retail stores</b>	
0-100 m <sup>2</sup>	BAM 0.47 / m <sup>2</sup>
101-300 m <sup>2</sup>	BAM 0.36 / m <sup>2</sup>
301-600 m <sup>2</sup>	BAM 0.25 / m <sup>2</sup>
601 m <sup>2</sup> i više	BAM 0.14 / m <sup>2</sup>
<b>Hospitality industry stores</b>	
0-100 m <sup>2</sup>	BAM 0.56 / m <sup>2</sup>
101-300 m <sup>2</sup>	BAM 0.43 / m <sup>2</sup>
301-600 m <sup>2</sup>	BAM 0.30 / m <sup>2</sup>
601 m <sup>2</sup> i više	BAM 0.17 / m <sup>2</sup>
<b>Pharmacies and physicians' offices</b>	
0-100 m <sup>2</sup>	BAM 0.23 / m <sup>2</sup>
101-300 m <sup>2</sup>	BAM 0.20 / m <sup>2</sup>
301-600 m <sup>2</sup>	BAM 0.18 / m <sup>2</sup>
601 m <sup>2</sup> i više	BAM 0.14 / m <sup>2</sup>
<b>Office premises</b>	
0-100 m <sup>2</sup>	BAM 0.20 / m <sup>2</sup>
101-300 m <sup>2</sup>	BAM 0.18 / m <sup>2</sup>
301-600 m <sup>2</sup>	BAM 0.17 / m <sup>2</sup>
601 m <sup>2</sup> i više	BAM 0.14 / m <sup>2</sup>
Craft stores	BAM 0.36 / m <sup>2</sup>



# OTHER RELEVANT INFORMATION AND LINKS

## Strategic documents of the City:

- 007-2019 City of Banja Luka Development Strategy
- 2016-2019 Energy Efficiency Action Plan
- 2016-2021 Local Ecological Action Plan
- “Rural Integrated Development in the Territory of the Vrbas Canyon and the Manjača Plateau” Study
- “Integrated Rural Development in the Territory of the North-West Part of the City of Banja Luka” Study
- 2013-2020 City of Banja Luka Tourism Development Strategy
- 2015-2020 City of Banja Luka Non-profit and Social Housing Strategy

## Useful links:

- City of Banja Luka, [www.banjaluka.rs.ba](http://www.banjaluka.rs.ba)
- Republika Srpska Government (RS), [www.vladars.net](http://www.vladars.net)
- RS Government Portal, Invest in Srpska, [www.investsrpska.net](http://www.investsrpska.net)
- RS Chamber of Commerce, [www.komorars.ba](http://www.komorars.ba)
- Republic Agency for Small and Medium Enterprises Development of RS, [www.rars-msp.org/](http://www.rars-msp.org/)
- Banja Luka Stock Exchange, [www.blberza.com](http://www.blberza.com)
- Foreign Investment Promotion Agency of BiH; FIPA, [www.fipa.gov.ba](http://www.fipa.gov.ba)
- Indirect Taxation Authority, [www.uino.gov.ba](http://www.uino.gov.ba)

## INVESTORS' EXPERIENCES

As one of the initial participants in the realization of the “Ramići Business Zone” project, I would like to use this opportunity to express my satisfaction with the City Administration initiating such a project and with our participation in its realization. Because of the complexity of the project and the high value of investments in infrastructure, the beginning was slow, but regardless of all the obstacles that existed in the beginning, thanks to the engagement of professional staff of the City Administration and the investors directly, I must conclude that now the pace has accelerated and that the project is being realized without any major difficulties.

I would like to commend the staff of the professional services of the City Administration who are participating in the realization of the project, for their utmost commitment and accountability for all the obligations taken over by the City Administration. I hope to continue with expansion under this project and initiation of new projects in order to create the preconditions necessary for new industrial zones in the territory of the City of Banja Luka and to ensure space for new manufacturing plants and new jobs.

**Branko Đudić, Manager, Tri Best Ltd. Banja Luka**

On behalf of Banja Luka Brewery Co, Banja Luka, as an economic company that does business within the territory of the City of Banja Luka, I would like to commend all the activities in the work of the Administrative Services of the City of Banja Luka, and its employees, in their treatment of the business people who are operating within the territory of this town, primarily because of their efficiency, but also their kindness and effort they are investing with the objective of improvement of the entire social and economic community.

**Nicholas Penny, General Manager, Banja Luka Brewery Co. Banja Luka**

I would like to compliment the City Administration of the City of Banja Luka for the committed efforts they are investing with the objective of realization of investments in the territory of the City, as well as their employees, primarily because of their commitment, understanding, and kindness in working with business people.

**Željko Petrović, Manager, Elas Metalexpert Ltd. Banja Luka**









## Ecological Statement

The 2007-2019 City of Banja Luka Development Strategy defines the strategic commitment of the City of Banja Luka through the strategic objective C1: Sustainable Development and Higher Efficiency in Resource Management, and operational objective C1-03: Preserved and Improved Living Environment, as the establishment of a complex system of environment management. This objective also implies improvements in environment protection through addition, introduction and/or reexamination of measures and standards of environment protection. The realization of this objective should satisfy the requirements of sustainable development and ensure a healthy living environment, both today and for the future generations.



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