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Invest in Bujanovac!

We'll succeed together!

Neshat Shaqiri
Office for Local Economic Development

October, 2008

This is where we are located- Bujanovac, Serbia

42° 28′ 0″ N, 21° 46′ 0″ E

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A brief retrospective view of Serbia

- Geo-strategic location-south-eastern Europe, the cross-roads of Corridors 10 and 7
- A profit-free access to the market of 180 million consumers (SEE+ Russia)
- GDP per capita $ 5,764, growth rate 7,5% (2007)
- Average gross salary 485 EUR per month,productivity growth 13,5 % (2007)
- $13,5 billion – overall in-flow of FDI since 2001
- Capital gains tax 10 %, Value Added Tax (VAT) 8 to 18 %

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A brief retrospective view of Serbia

- Government incentive to investment projects – from 2,000 to10,000 € for every new work place
- Place of largest greenfiled investments in SEE, 2003-2006 (OECD)
- Foreign investors are treated in the same way as local ones, favorable taxes and incentives
- Telenor, Philip Morris, Mobilkom, US Steel, La Farge, Fiat

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This is where we are located-Bujanovac, Serbia

Europe, Serbia - furthest south

- Area- 461 km2
- Height above sea-level: 400m
- Climate: mild continental

Territory: 30% hilly and mountainous, 70% low-lying

	Teritorija
Brdsko-planir	70%
Ravnicarsko	30%

To resize chart data range, drag lower right corner of ra

Distance from	Bujanovac (in km)
Belgrade	360
Priština	90
Skoplje	80
Thessalonica	280
Sofia	300

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Market

- Municipality - 43,302 consumers
- Region – 500,000 consumers
- Serbia-7,5 million consumers or $42 billion
- Serbia, Kosovo, Macedonia and Bulgaria - 17 million consumers
- Profit-free export to the Russian and CEE markets - 210 million consumers
- Preferential terms and conditions for doing business with the US and EU

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Human resources

Ethnic make-up of the population:

- 55% of Albanians
- 34% of Serbs
- 9% of Roma (2002 census)

Population capable of working 25, 000

- Over 8,000 young people are being educated in primary and secondary schools
- Around 700 studenats are studying in Prishtina,Vranje,Niš, Belgrade, Skopje and Tirana. The municipality of Bujanovac earmarked 5 million dinars for awarding scholarships to 612 students
- 7,395 employed persons
- 5,338 unemployed persons
- Average monthly salary is 25,349 dinars

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Human resources

The most important educational institutions:

- 10 elementary and 2 secondary schools
- Departments of economics, mechanical engineering, commerce, electrical engineering, catering industry, as well as a grammar school

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Infrastructure

- Electric power supply from three 110/35/10 KW and two 35/10 KW sub-stations
- Mobile and landline telephony- full coverage
- The Internet- wireless, ADSL
- Water supply system – covers 80 % of the territory
- Sewage system - covers 70% of the territory

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Economy

Companies

- 795 registered companies
- 574 registered shops
- 35 manufacturing plants of various categories

Major industries:

food, non-ferrous metals, furniture, plastics, mining, tobacco-manufacturing, textiles, healthcare, civil engineering and public services

Major investors: Philip Morris- a tobacco foil plant,

"Lagado" – a plant for manufacturing leather-made settees and armchairs

Banking:

Komercijalna Bank, Vojvodanska Bank, Intesa Bank, Meridian Bank, Alco Bank, Otp Bank

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Investment possibilities

Socially-owned company "HEBA"

- A 30 year-long tradition in manufacturing mineral water and fruit juices
- Annual output - 40 million litters
- 530 employees
- Undergoing a privatization process

Bujanovacka Spa "VRELO"

- The oldest spa in the Balkans that has a unique location in Europe, as well as water, gas and mud with medicinal properties
- 220 beds in the in-patient clinic
- Undergoing a privatization process

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Greenfield investments

Area: 1,677 acres of land, zones 1,2 and 3 in municipal and private ownership
Location: Close to the city center, next to M1 and M25-3 highways
Purpose: Industrial production, services
Infrastructure: Partially completed

Connection:

- A regional road to Corridor 10
- M1 highway -from Belgrade to Skopje
- M-25-3 highway - from Bujanovac to Gnjilane
- Regional road 125 - from Bujanovac to Prohor Pčinjski
- A railway line – from Belgrade, through Niš- and Skopje, to Athens

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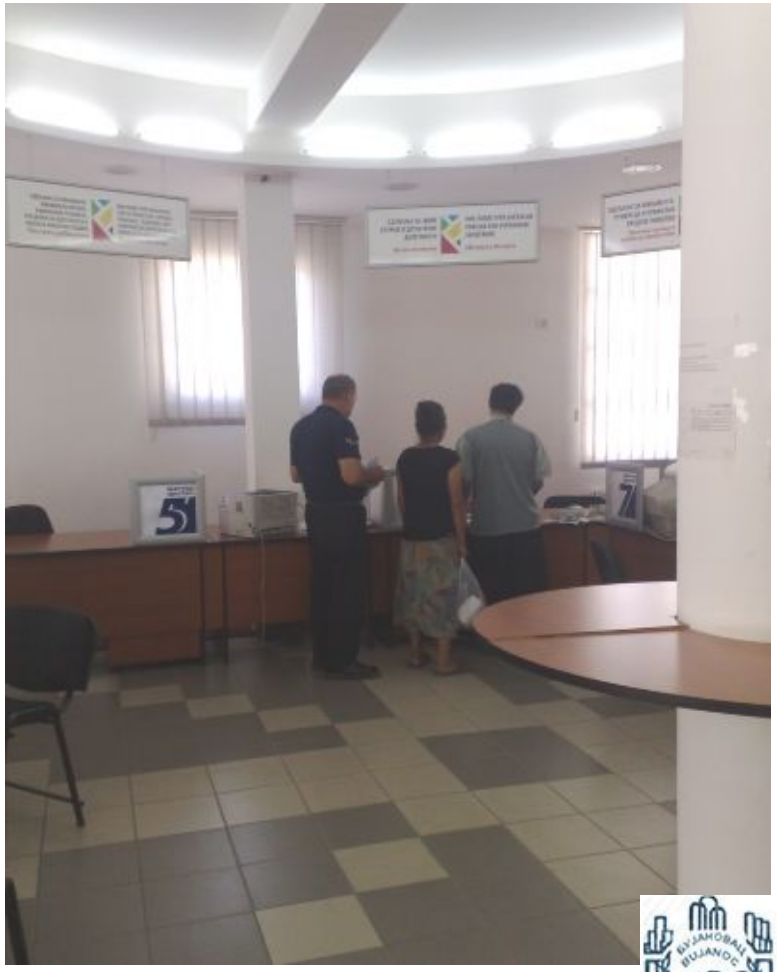
Taxes and incetives

- 10 years of tax examption for large investments (~7,5 million euros and >100 employess)
- 5 years of tax examption for concessions
- A reduction in capital gains tax by 20 to 80% of the value of investments in fixed assets
- The import of raw materials, semi-finished products, componets and the equipment is exempt from customs duty
- Profit-free access to the Russian market (150 million people) –Serbia is the only country in the region that has concluded a FTA (Free Trade Agreement) with Russia
- Under the FTA, a profit-free access to the south-eastern European market (30 million people)
- Trade with the US and EU under preferential terms and conditions

Municipality as a partner

- Efficient administration
- Municipal service center
- The Bujanovac municipality's Strategic Plan from 2007 to 2017, the UNDP MIR Program and CHF International
- Cooperation between the municipality of Bujanovac and the municipality of Lillehammer, Norway
- Office for the Local Economic Development
- Agency for Development of Bujanovac and Preševo



How to start a business operation

No.	Permits necessary for constructing a new factory	Time necessary for obtaining permits	Local fees	Permit issuing institution
1.	Town-planning project	30 days	93,000	Town-planning department
2.	Document on town-planning requirements	7 days	13,500	-
3.	Approval of the construction	15 days	11,000	-
4.	Certificate for beginning the works (2000m2)	7 days	1,600,000	-
5.	Usage permit	15 days	10,500	-

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Quality of life

Culture

- Community center
- City library
- Cultural clubs: Albanian, Serbian and Roma

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Quality of life

Events:

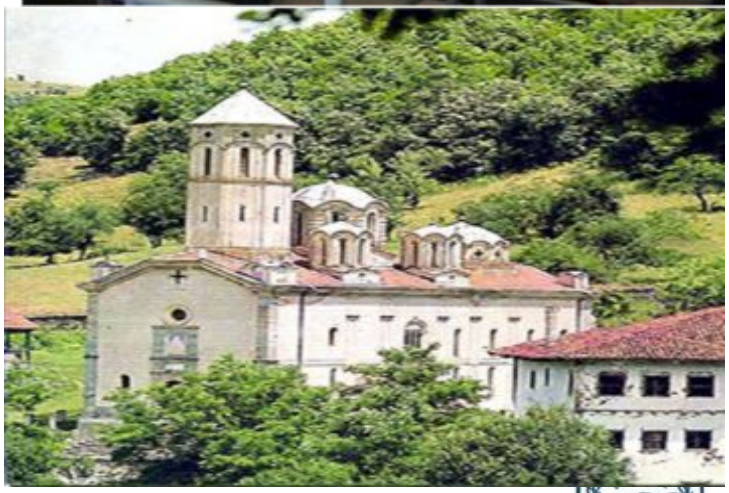
- International Agricultural Fair

Types of tourism :

Health, religious, transit, mountain, hunting, recreational-picnic and manifestations-related tourism
The „ROZAFA" Hotel
The „Kalaja e Ibishit" Hotel
Two outdoor swimming pools

Places to be visited:

St. Prohor Pčinjski Monastery - Quarters
The "Jezero" restaurant



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Call us up!

We shall succeed together! Bujanovac

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