

PARTNERSHIP AND BEST PRACTICE

Tesanj Municipality has a very close relationship with representatives of the business sector.

- Partnership with **Association of Entrepreneurs, Business Center Tesanj**. Cooperation extended in creation of local policies, decisions related to taxation, strategic planning, and organization of Tesanj Business Fair.
- Tesanj, along with Teslic and Zepce Municipalities have created the micro-region named **BEAR (Business Excellence Area)** with the goal to promote favourable business advantages and to attract new investment.
- Public-Private Partnership projects worth over 5 million €.
- First in Federation B&H issued Municipal bonds for financing infrastructure projects.
- E-governance, Call 72 system, access to municipal service via an android application.
- Support to business idea of young entrepreneurs (27 business idea supported, 25 young people employed)

TRA TESANJ'S MUNICIPALITY DEVELOPMENT AGENCY

Tesanj Municipality established the Tesanj Development Agency, whose main mission is to create the conditions for the economic development growth through creating and promoting business opportunities, supporting start-up entrepreneurs, and attracting direct investments. It serves also as one stop shop support centre for investors.



INVEST IN TESANJ MUNICIPALITY

Municipality of Tešanj is a place of business excellence where it is pleasant to be its citizen, satisfaction to be a worker, and desirable to be an entrepreneur as well as an investor.



Tesanj Municipality is located in the northern part of Bosnia and Herzegovina (B&H). It is one of 12 municipalities in Zenica-Doboj Canton in the Federation of Bosnia and Herzegovina.



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TESANJ MUNICIPALITY
 Surface: 163 km²
 Population: 46.135
 Density: 283 citizens per km²
 Climate: Moderate continental
 Latitude: 44 ° 33'
 Altitude: 230 m
(the highest altitude is 732 m)



COME AND BE SUCCESSFULL WITH US!



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Tesanj Municipality/ TRA Agency as a part of BEAR "Business Excellence Area" - the European Region of Future 2014/15 (fDI magazin, Financial Times, February/March 2014)

WHY INVEST IN TESANJ

With long industrial tradition and home to some of the world's leading companies, particularly in the automotive sector, Tesanj Municipality offers foreign investors an excellent location from where to grow their business.

Tesanj puts at your disposal a well-developed business infrastructure, a skilled workforce and a location at the door step of key regional traffic roads.

Starting in 2009, Tesanj began the introduction of an e-government platform, which has greatly improved the efficiency of municipal services to its citizens and investors. As a result the number of administrative procedures has been reduced from 306 to 160; the period of issuing urban documentations was reduced by 9 days and permits for business operation by 14 days. Investors have at their disposal fully dedicated municipal services. Investors benefit from fast track services to obtain necessary approvals and documentation and solve any local procedural issues.

GEO-STRATEGIC POSITION AND TRAFFIC COMMUNICATION

In the context of a regional centre, Tesanj Municipality is located at the door step of key regional traffic roads Belgrade (Serbia) - Zagreb (Croatia/EU) - Sarajevo connecting cca 17 million people. Regional and main roads (M 17, M 4 and RP 474) connect Tesanj with other big cities in B&H, while future 5C transnational corridor will connect B&H with Central Europe and the Adriatic coast.



Tesanj - Sarajevo = 160 km
Tesanj - Zagreb (Croatia/EU) = 250 km
Tesanj - Belgrade (Serbia) = 260 km

Nearest airports are in Tuzla-80 km, Banja Luka-80 km, and Sarajevo-150 km and nearest river port is in Brcko- 90 km from Tesanj.

KEY SECTORS

- ⊗ Metal sector (around 30 companies with cca 2.000 employees)
- ⊗ Textile and leather (around 20 companies with cca 1.500 employees)
- ⊗ Wood (around 20 companies with cca 1.000 employees)
- ⊗ Food (around 15 companies with cca 1.000 employees)

Most of the companies in metal, textile and leather, and wood sectors are export oriented and produce for world known companies like Mann Hummel, Mercedes, Volkswagen, Alpina, Belissima, Pierre Cardin, etc. AS Group from Tesanj, is leading in B&H with production of waffles, sweets and snacks. Tesanj is also famous for the mineral water. Out of 6 water brands bottled in the Municipality, 3 have been awarded "Best Mineral Water in the World" at Berkeley Springs International Mineral Water Tasting and Competition in USA. Besides the key sectors, the potential for new investments are also identified in agriculture, recycling, power and heat energy.



FOREIGN INVESTORS

Foreign companies have significant impact on the economy of Tesanj. There are 17 foreign companies in metal, wood, textile and other sectors from 7 countries. They employ around 25 % of total active workforce, and contribute over 60% of total exports from Tesanj.



In the last year the inflow of direct foreign and domestic investments increased by over 10%; foreign investors' visits also increased.

HUMAN RESOURCES

The most precious resource of Tesanj Municipality is its human resources and talents.

- ⊗ Unemployment rate is 47% (8.407 unemployed persons), 41,00% are qualified workers, and 3,75% with high education (mostly in law and economy). Average net wage is 300 €.
- ⊗ There are 2.467 high school students, and more than 500 university students.
- ⊗ Tesanj Municipality provides scholarships to all full time university students (348 students in 2013).
- ⊗ Tesanj is home to the Centre for Adult Education and Wood Technology
- ⊗ Centre "Arteco", both Centers provide training and prequalification of work force according to labour market demands. In 5 past years over 500 trainees completed the education programme.

BUSINESS AND ECONOMIC TRENDS

- ⊗ Among top 10 exporting municipalities (4, 95% of total B&H exports)
- ⊗ 138 products exported to 56 countries worldwide
- ⊗ 25 enterprises per thousand persons
- ⊗ BEACON Scheme award in 2013 for creation of favourable business and investing environment
- ⊗ Biggest fuel distributing company and biggest mushroom producer in B&H are located in Tesanj
- ⊗ Second producer of chicken meet in B&H
- ⊗ 14 companies from Tesanj are among 100 most successful in B&H in 2012
- ⊗ Employment rate increased by 4% in 2013 while in B&H employment decreased
- ⊗ 8 million € of new investment in 2013.

Companies from Tesanj are partners and suppliers to several of the worlds' most famous brands in different industrial sectors like Mercedes, BMW, Audi, Alpina, Belissima, Hugo, Pierre Cardin, etc.



BUSINESS ZONES

Two green-field business zones Vila and Gliniste are available for investors.

- ⊗ Total surface of the zones is 99 ha
- ⊗ Basic business infrastructure provided
- ⊗ Investments in different industrial business sectors
- ⊗ Favourable position and closeness to future 5C Transnational corridor.



INCENTIVES FOR INVESTORS

Tesanj Municipality Council gives land in Business zone Vila to investors for free under following conditions:

- ⊗ start business on specified location within 2 years from the date of signing contract and obtaining necessary approvals;
- ⊗ employ a minimum of 30 people in the first year and maintain these for the next 20 years;
- ⊗ operate business for a minimum of 20 years.

Investors are exempt from paying municipal taxes under the following conditions:

- ⊗ start business on specified location within 2 years from the date of signing contract and obtaining necessary approvals;
- ⊗ employ a minimum of 15 people in the first year and maintain these for the next 20 years;
- ⊗ operate business for a minimum of 10 years.

Lists of fiscal and non-fiscal investment incentives at B&H level available on links:

- ⊗ <http://www.mvteo.gov.ba/izvjestajipublikacije/izvjestaji/default.aspx?id=6176&langTag=bs-BA>
- ⊗ http://www.fipa.gov.ba/informacije/povlastice/strani_investitori/default.aspx?id=141&langTag=bs-BA

Electronic registries with details on permits and licenses that investors could be faced with in Federation B&H:

Tesanj Municipality:

- ⊗ <http://opcina-tesanj.no-ip.biz:9333/ijc/egfVwOdlukaJedinice.aspx>

Zenica-Doboj Canton:

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

Federation B&H:

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