



## BILATERAL MEETINGS

Thursday 09:30 - 15:30

**DESCRIPTION** Foreign Investment Promotion Agency of Bosnia and Herzegovina is a state Agency with a mission to improve image of Bosnia and Herzegovina and to attract investments through the proactive marketing activities. We provide the potential and current investor an array of professional services during the pre, present and post stages of the investment process. That includes: - Information on FDI related legislation, macroeconomic indicators, business environment, investment projects - Coordination of investors visits and introductions to relevant businesses

**ORGANIZATION TYPE** Joint venture, Participation in project

**ORGANIZATION SIZE** 2.5 mill -25 mill €

**COUNTRY** Bosnia-Herzegovina

**CITY** Sarajevo, Grabavicka 4 [Google map](#)

**AREAS OF ACTIVITIES** GOVERNMENT

**2,5 mill. EUR - 25 mill. EUR**

## GERONTOLOGY CENTRE SLATEKS, SLATINA

This project proposes Gerontology type healthcare (old-age homes, social protection, activities of social institutions with accommodation that cover a certain level of health care) and hotel-tourist facilities. The Centre consists of six buildings with 4550 square meters of usable area, plot of 5498 square meters and gerontology equipment, hotel and catering equipment, vehicles,

tools and inventory. The three objects are intended for accommodation where 65700 overnight stays can be realized annually. The buildings are in excellent condition and ready for operation and use.

### **COOPERATION OFFERED**

1. Participation in project
- 

**2,5 mill. EUR - 25 mill. EUR**

## **GONDOLA BORJE, KOTOR VAROS**

This project proposes construction of the cable car to connect tourist sites Hajducke vode (home station) with Lipnje Monastery (Terminal). Current travel distance between these two tourist destinations is 17 km while the length of the planned cable car is 4,194 meters. Indicators of investment return are as follows:

- Expected number of users per year: 182,500 tourists;
- Expected gross profit: 912,500 Euros;
- Expected Net Profit: 638,750 Euro;
- Investment return period: 7 years.

Pre-feasibility study.

### **COOPERATION OFFERED**

1. Participation in project
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**2,5 mill. EUR - 25 mill. EUR**

## **SPORTS AND RECREATION CENTRE “VRAPČIĆI“, MOSTAR**

The project has been designed as a complex of services, luxurious hotel, restaurants, touristic, shops and sports contents that could operate as a whole and as separate parts as well. The main entrance of the complex would be from the M17 main road.

The sport-recreational centre could be considered globally as a group of three components as follows:

- AQUA PARK (2900 m2)
- HOTEL-SERVICES (15,680 m2)
- TOURIST &SPORTS FACILITIES ( 1,490 m2)

TOTAL (20.070 m2)

The basic content of SRC would directly fit into the existing objects of a swimming pool forming a complex of Aqua Park with all characteristics of a contemporary entertainment-recreational

centre.

Preliminary design is completed.

### **COOPERATION OFFERED**

1. Participation in project
- 

**Less than 2,5 mill. EUR**

## **VILLA WELLNESS SPA GORANCI, MOSTAR**

Villa Wellness Spa centre covers an area of 1000m<sup>2</sup> and consists the following facilities:

Interior: reception, kitchen, basement with wine cellar, two rooms of the energy works, 8 double rooms, indoor pool with jacuzzi, geyser, counter-current swimming, a waterfall, bio-finish sauna, infrared sauna, salt room, solarium, massage and rehabilitation part, fitness and cardio rehabilitation part and Clinic.

The restaurant and 5 rooms are in function. Air conditioning on two floors is completed. Also, there is a possibility for rehabilitation centre.

Exterior: three terraces with illuminated tennis courts-acrylic surface, basketball court, small football field, grass field, jogging and cycling paths.

### **COOPERATION OFFERED**

1. Joint venture
  2. Participation in project
- 

**Less than 2,5 mill. EUR**

## **ECO TOURSIM ON NERETVA RIVER, MOSTAR**

This project involves:

- Construction of Auto -Camp (finished)
- Procurement and installation of 10 to 15 bungalows to accommodate guests (earthworks completed)
- Preparing five luxury rooms with all the equipment (completed)
- Procurement of equipment for water sports (kayaks, rafting boat) between Mostar north and "PANORAMIC RAFTING " facility through the city of Mostar
- Creating of sport facilities for tennis and volleyball

In progress, completed about 35% of the works.

### **COOPERATION OFFERED**

1. Joint venture

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**More than 25 mill. EUR**

## **REGIONAL FOOD CENTRE, SARAJEVO**

This project proposes construction of the Regional Food Centre that would figure as a regional hub for food. The regional food centre will have several elements: stored capacities, silos, terminals, food production, wholesale & retail facilities. Its main purpose would be to receive agricultural and food products intended for import and export. It would also serve as storage and would provide raw materials for food production in the area of the Canton Sarajevo and the region.

The land and all necessary documentation are already prepared.

### **COOPERATION OFFERED**

1. Joint venture

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**More than 25 mill. EUR**

## **ECO ZONE KORIĆANI, VLAŠIĆ**

The project involves construction of Aqua Centre, Educational centre, Residential complex, Hotel, Hostel, Restaurant and bars, Home for elderly people, Multiplex apartments, School, Kindergarten, Residential skyscraper, Hydroelectric power plant, Gas station, Offices, Shopping mall, Clinic, Cultural centre, Recreational park at the lake, and Golf park. In addition to tourism and recreational activities Eco Park also includes: two stadiums (indoor and outdoor), gym, tracks, Olympic swimming pool, and other facilities necessary for the preparation of sports teams. The complex will cover app. 20km<sup>2</sup>. There will be made an artificial lake on some 10-20 ha. Surplus water from the lake would supply a small HPP in the Ugar Valley and thus provide an electric-energy self-supply from the renewable sources for Centre needs. Thermal needs will be solved with a combination of solar panels and biomass, which will be provided by the local wood sector. This project is planned to start during the 2015 and it is characterized as being of strategic importance.

### **COOPERATION OFFERED**

1. Joint venture

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**2,5 mill. EUR - 25 mill. EUR**

## **THERMAL, MINERAL AND THERMO MINERAL WATER, KAKANJ**

Economical- financial analyses of the profitability of the project shows that profitability from thermo mineral water source "Ticici", is expecting in the auxiliary servicing building (Biljesevo) together with the centre for recreation, sport and healthy food production. Starting elements for dimensioning of certain capacities for the requirements of the economical evaluation are as follows: Accommodation capacity of the motel (50 beds), Restaurant capacity (110 sitting places), Swimming pool capacity (1 000 user daily), Parking (1 500m<sup>2</sup>), Fuel station, Shopping-business centre (1 500m<sup>2</sup>), Sport centre (5 000m<sup>2</sup>), and Food production centre (18 500 m<sup>2</sup>).

### **COOPERATION OFFERED**

1. Joint venture
  2. Participation in project
- 

**Less than 2,5 mill. EUR**

## **SKI CENTRE SREBERENIK, KNEŽEVO**

Srebrenik ski centre has the following facilities:

- The ski lift in completely proper working order. Length of the ski lift is 600 m, and there are 3 ski paths length of 600 m, 800 m and 1200 m
- Catering facility - restaurant area of 150 m<sup>2</sup> located at the foot of the ski paths
- Motel dimensions 12.0 x 15.50 m located on the top of the ski paths
- Snowcat, type "Caterpillar ROLBA" with tiller tamping snow width of 5 m
- Ski equipment

### **COOPERATION OFFERED**

1. Participation in project
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**2,5 mill. EUR - 25 mill. EUR**

## **REGIONAL BUSINESS - TOURIST AIRPORT, BIHAC**

Investment project includes building of the new: runway, light navigation, airport building, control tower and fence, transportation connection with the parking area and infrastructure. Airport is planned for the following aircrafts: regular airplanes for transportation of passengers and commodity, business planes, sport, school, tourist and ultra-light planes, gliders and balloons, helicopters.

Potential target market of the airport and its commercial, regular, charter air traffic includes:

1. City of Bihac (61.186 inhabitants)
2. Una-Sana Canton (approximately 300.000 inhabitants)
3. Low-cost air companies, tour operators, production companies, private and other owners of business, tourist planes and gilders
4. North-West Region of Bosnia and Herzegovina, part of Croatia (especially Plitvice Lake and Lika area), a large diaspora population of this region which lives in Europe, the USA and other countries
5. Parachute activities

Employment: The airport would employ 13 -23 people

Advantages:

- There do not exist any other airports of this predicted size, capacity and type in the region
- Proximity of the National Park "Plitvice Lake" which has 1.3 million visitors a year (Same is expected for the National Park "Una" in the period of next 10 years).

Studies and project documents:

- Feasibility study for the Regional business-tourist airport (1998 by Klenk Group)
- Bihac Municipal Council passed a decision to revise the Feasibility Study

### **COOPERATION OFFERED**

1. Joint venture
  2. Participation in project
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**Less than 2,5 mill. EUR**

## **RECONSTRUCTION OF SWIMMING POOL, BOSANSKI PETROVAC**

The project includes renovation of the devastated pool, volume 6,600 m<sup>3</sup> of water, which had a dual purpose - for the purposes of recreation, and for accumulation of process water for the needs of the factory Bosnaplast, which is 2 km away from the pool, and no longer uses the water from the pool. To put the pool in function it is necessary to conduct repairs and renovations in two phases:

Phase I: The rehabilitation of water sources and facilities for accommodation of chlorinate, automatic chlorinator acquisition and rehabilitation of the pool.

Phase II: The swimming pool area renovation, setting up showers and all other facilities provided for the purpose of the pool.

### **COOPERATION OFFERED**

1. Participation in project
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**2,5 mill. EUR - 25 mill. EUR**

## **HOTEL WITH SUPPORTING FACILITIES WITHIN KASTEL FORTRESS, BANJA LUKA**

This project proposes reconstruction of existing structures and construction of the Hotel with supporting facilities. The design is fully in compliance with the elements laid down by the RS Institute for Protection of Cultural, Historical and Natural Heritage. The hotel features several main functional units:

- Accommodation area (total number of accommodation units is 20)
- Hospitality areas (restaurant, kitchen with supporting area)
- Public areas (planned for construction of a ceremony hall suitable for smaller conferences and presentations and variety of social events at the same time)
- Auxiliary areas (cloakroom, toilets, garage, reception desk).

The planned area of Bastion 9, which is physically connected with the Hotel at the level of underground floor, is intended for holding of various social events - small chamber stage, cultural promotions, coffee clubs for youth and visitors, etc.

### **COOPERATION OFFERED**

1. Participation in project
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**More than 25 mill. EUR**

## **KOSEVO STADIUM, SARAJEVO**

The project proposes the reconstruction of Koševo Stadium and in accordance with the spatial plans documentation and urban zoning-technical condition. The Municipality's intention is to build, within the complex the new structures of commercial facilities as: Hotel, Shopping centre, Multi-storey car parking structure, Service shops, Service buildings, Entertainment-recreational facilities and structures for children and young people, possible other attractive business facilities.

### **COOPERATION OFFERED**

1. Participation in project
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**Less than 2,5 mill. EUR**

## RETIREMENT HOME, CAZIN

The project proposes construction of Retirement Home with indoor swimming pool, fitness centre, sauna, massage centre, restaurant, and entertainment facilities. The potential beneficiaries of this project are: elder and retired persons, individuals, families, various organizations, etc. This Retirement Home would be the only home for senior citizens in the city and the region with a large concentration of population (app 70,000 residents in Cazin, app 285,000 residents in Una Sana Canton) and it will be placed in a beautiful natural environment with the only indoor pool in the city.

### COOPERATION OFFERED

1. Joint venture
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**2,5 mill. EUR - 25 mill. EUR**

## CONSTRUCTION OF RESIDENTIAL AND BUSINESS CENTRE EUREKA IN BANJA LUKA

Facility Eureka will be a unique facility in Southeast Europe, and according to the purpose of Eureka trademark. The dimensions of the building are 49 X 17 = 833 m<sup>2</sup>. Anticipated construction quality is in line with EU standards and energy efficiency (choice of construction materials, solar panels on the south side of the roof, heating plant for heating the building, etc.). It is predicted flexible organization of commercial space and residential units - the possibility of merging, possibility of hotel's building.

### COOPERATION OFFERED

1. Joint venture
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**More than 25 mill. EUR**

## BALKAN DISTRIBUTION CENTER, SARAJEVO

Owner of the land area has already got the urban permit for construction of a distribution centre. The northern part of the distribution centre "Balkan", along the river Vogošća, has been envisaged for depot-sales or commercial distribution capacities, and the southern one for construction of commercial facilities, needs of business partners and those of the market itself. Functionally, it is envisaged for the facility DC "Balkan" to be flexible and adjustable for all production-service purposes, therefore the following composition has been planned:



- Basement + Ground floor + 2 floors for depot-production purposes facility.
- 2 Basements + Ground floor + max. 5 floors for facilities in the business part of the location (5 facilities).

### **COOPERATION OFFERED**

1. Joint venture
  2. Participation in project
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## **Less than 2,5 mill. EUR**

### **SENIOR ACCOMMODATION, BUSOVACA**

According to the idea project, Senior Accommodation encompasses as follows:

- Building area 6.780 m<sup>2</sup> for 150 users
- Central block with two wings (80,60m x 20,60m)
- Basement, ground plus three floors (76 double bad rooms, space for kitchen, restaurant, doctor's office, living room, kitchenette, hair salon, etc.)
- Recreational activities: fountains, terraces, walking trails, orchards, etc.
- All infrastructures (roads, electricity, water, telephone etc.)

Capacity from 80 to 160 persons.

In accordance with their interest, potential investors are welcome to make pro-posals for the redesigning of initial project concept.

Pre- feasibility study completed.

### **COOPERATION OFFERED**

1. Joint venture
  2. Participation in project
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## **2,5 mill. EUR - 25 mill. EUR**

### **SARAJEVO BIG BOX, SARAJEVO**

The project proposes the construction of Sarajevo Big Box, which is still at its conceptual stage and includes an extensive feasibility study, conceptual design, and a land ready for construction. The conceptual design for the Big Box was accepted by Municipality's Urban Planning, which is a direct access to the construction permit. The company has put the construction permit on hold until the investor is found, so the investor is still given the option of adapting the concept to their needs. This location is perfect for the investors interested in making a swift entry into BaH's retail market as well as into the distribution and storage market, with available access to the

auxiliary and service roads.

### **COOPERATION OFFERED**

1. Joint venture
  2. Participation in project
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**2,5 mill. EUR - 25 mill. EUR**

## **TOURIST & RECREATIONAL CENTRE BORACKO LAKE, KONJIC**

The concept project proposes the construction of two new hotels and 35 bungalows on the municipality land near to Boracko lake, as follows:

- A first hotel with 80 rooms with 180 beds,
- A second hotel would have 60 rooms with 130 beds
- 35 bungalows with 40 m<sup>2</sup> of space each.
- In addition restaurant, café bar, disco, congress hall, swimming pool, outdoor sport centre and parking lot are proposed.

In accordance to their interest, potential investors are welcome to make proposals for the redesign the initial concept project.

Additionally the Municipality can offer another plot of the land next to the lake of 4.756 m<sup>2</sup> including a devastated accommodation building.

### **COOPERATION OFFERED**

1. Joint venture
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