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# Invest in Tuzla



## Geostrategic position

- ❑ Well connected with majority of European countries with road, railway, river and air transport communications

## Basic figures

- ❑ About 150.000 citizens in Tuzla, 500.000 in Tuzla canton and about 1.000.000 in NE BiH
- ❑ Tuzla is University centre with about 18.000 students on within 13 faculties
- ❑ 32.996 of employed persons
- ❑ About 20.000 of unemployed persons

## Economic figures

- ❑ Growing business sectors: tourism, ICT, pharmaceuticals, energy and energy efficiency
- ❑ Traditional business sectors: mechanical, metal processing, construction, textile and shoes, food processing
- ❑ About 3.000 companies and 3.500 crafts and entrepreneurs





## Basic facts about Tuzla

- ❑ Tuzla is one of the oldest settlements in Europe with continuity of living
- ❑ Tuzla is the only city in Europe that has salt lakes and salt waterfalls, and the only city in which salt lakes, waterfalls and beaches are located in the very center of the city, and it attracts about 400.000 visitors during the summer
- ❑ World Tourism Organization UNWTO (United Nations), awarded Tuzla City with Ulysses Award 2012 FOR INNOVATION IN PUBLIC POLICY AND MANAGEMENT, for the project "Valuation of Natural Heritage – Pannonian Salt Lakes Tuzla".
- ❑ Offering of a number of cultural institutions, i.e. the National Theatre Tuzla, Museum of Eastern Bosnia, the International Portrait Gallery "Ismet Mujezinovic" Tuzla, National - University Library "Dervis Susic" Tuzla, Cinema ART Tuzla, Bosnian Cultural Center (BKC) Tuzla, House Tuzla and others.
- ❑ The rich variety of cultural- entertainment events includes "Tuzla Theatre Days", "Summer in Tuzla", International Literary Meeting "Cum Grano Salis", the International Festival of Youth "Kaleidoscope", "Interbifep" - International Biennial of Portraits and International Art Colony "Breske"



**VISION OF  
CITY OF  
TUZLA**

## **Long-term vision of the city of Tuzla**

**Tuzla with continued tradition of culture, creative innovation, healthy and comfortable living, which allows its citizens to participate in all aspects of urban life and which is economically and socially attractive, therefore ensuring growth and good life for its citizens and all others who come to Tuzla to visit, invest or create.**

Key strategic documents that the City of Tuzla has adopted and which form the basis for planning and managing the city are:

- Spatial Plan of the City of Tuzla 2030
- Integrated Development Strategy 2026
- Energy Efficiency Strategy (SEAP) 2020
- Strategic Guidelines for Managing the Development of Tourism
- Strategic Guidelines for Rural Development
- Strategic Framework for Development of Transportation



**Economic figures**

- ❑ Business entities in the City of Tuzla achieved 1.925 billion turnover (approximately US \$ 1.10 billion);
- ❑ Operating assets of KM 2.648 billion
- ❑ More than KM 300 million investment
- ❑ Over 23,000 people employed in the real sector
- ❑ The average gross wage in the city of Tuzla amounts to cca KM 1,400.00 (US \$ 778).

|  | <b>Companies with high number of employees:</b>                           | <b>Number of employees</b> |
|--|---|----------------------------|
| Exploitation of minerals (coal, salt etc.) | Mines of coal «Kreka» Tuzla, Salt Mine, Tuzla kvarc, limestone Mine Tuzla | 4.782                      |
| Trade                                      | Trade centers: Bingo Tuzla, Konzum, Piemonte                              | 4.350                      |
| Production and distribution of electricity | Electric Plant Tuzla, Elektrodistribucija                                 | 1.841                      |
| Food processing                            | Pivara Tuzla, Solana Tuzla, Pekare Ljubace, Menprom G. Tuzla              | 795                        |
| Production of construction materials       | Xella BiH, Cinkarna kvarc Tuzla   | 550                        |
| Construction and engineering               | Tehnograd, Tehnograd company, Giprom, Tom Cat                             | 510                        |





**Labor  
market  
potentials**

|   | <b>2012</b> | <b>2013</b> | <b>2014</b> |
|---|-------------|-------------|-------------|
| Total number of unemployed persons  | 18.341      | 19.307      | 20.375      |
| % of unemployed are active job seekers  | 35,74%      | 37,09%      | 38,65%      |
| % of unemployed persons younger than 30 years of age and are active job seekers | 37,61%      | 36,02%      | 34,13%      |
| Availability of trainings adopted to the labor market needs                     | Exist       | Exist       | Exist       |
| Availability of incentives for programs of development of labor force           | Yes         | Yes         | Yes         |

| <b>Qualification</b> | <b>Total:</b> | <b>VSS</b>   | <b>VŠS</b>   | <b>SSS</b>    | <b>NSS</b> | <b>VKV</b>   | <b>KV</b>     | <b>PKV</b>   | <b>NKV</b>   |
|----------------------|---------------|--------------|--------------|---------------|------------|--------------|---------------|--------------|--------------|
| Employed             | 29.134        | 5.741        | 1.118        | 12.643        | 427        | 1.624        | 5.202         | 732          | 1.647        |
| Unemployed           | 20.375        | 1.971        | 202          | 6602          | 12         | 192          | 6.541         | 354          | 4.501        |
| <b>TOTAL:</b>        | <b>49.509</b> | <b>7.712</b> | <b>1.320</b> | <b>19.245</b> | <b>439</b> | <b>1.816</b> | <b>11.743</b> | <b>1.086</b> | <b>6.148</b> |
|                      | %             | 15.43%       | 2.68%        | 38.87%        | 0.89%      | 3.68%        | 23.80%        | 2.20%        | 12.46%       |



**Support to investors, SMEs and  
entrepreneurship development  
&  
Entrepreneurial Infrastructure**

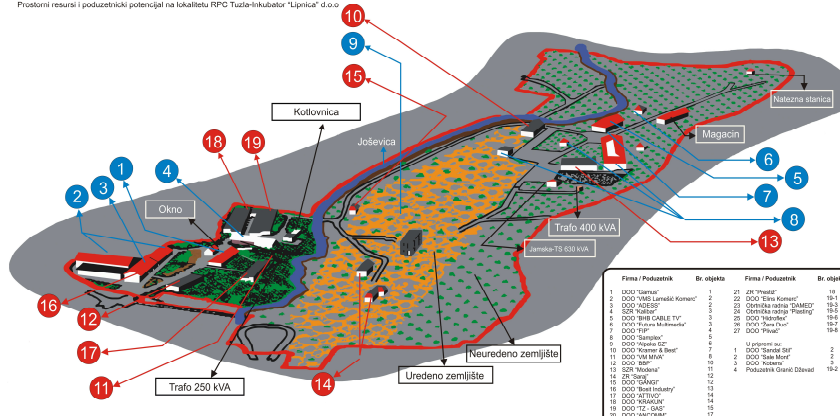


**Business-development centre – Incubator Lipnica**

**Indicators:**

- ❑ Established Business-Development Center-Incubator "Lipnica", which has so far established new 65 businesses employing about 700 workers
- ❑ It has about 10.000m<sup>2</sup> of facilities and about 16 hectares of land.
- ❑ Equipped with all required infrastructure, and it has management, operational support and security system in place
- ❑ Companies located in this Business zone operates in the sectors of metal processing, textile, electric services, food production etc.

RESURSI ZA PODUZETNIŠTVO  
 Prostorni resursi i poduzetnički potencijal na lokalitetu RPTC Tuzla-Inkubator "Lipnica" d.o.o.



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**BIT  
Business  
innovationand  
technology  
centre**

Indicators:

- BIT Technology Park Tuzla - which has so far established 46 businesses, mainly in the ICT sector, employing more than 300 workers
- It has about 2.300m<sup>2</sup> of facilities.
- Equipped with all required infrastructure, and it has management, operational support and security system in place
- Companies located in this Centre operates in the sectors ICT and other related areas.



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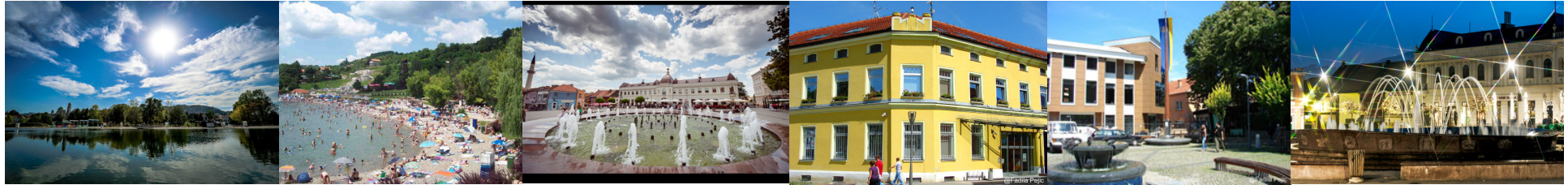


**Industrial  
and Business  
zones in  
Tuzla**

- ❑ Industrial zone Bosanska Poljana and Plane (complex with over 800,000 m<sup>2</sup> of land), with located several companies, and there are available land plots for new investments.
- ❑ There is in construction a new Greenfield Business Zone Kreka-North, with 29 land plots approximate area of 4.000m<sup>2</sup> / per plot (with the possibility of inter-connecting the plots).
- ❑ The construction of new commercial and industrial zones in the city of Tuzla
- ❑ There is also significant potential of brownfield sites that may be appropriate for restructuring for new business operations







## Business support services

## Established support to investors within the One-stop service for foreign investors, for all services during the realization of investments

The number of days required for establishing a legal entity

7 days for establishing crafts  
21 days for establishing business entity

No. of documents required for the establishment of a legal entity

7 documents for crafts  
9 documents for business entity

Number of days required for the issuance of the permit

7 days with applied all required documentation

Number of days required for issuing construction permits

7 days with applied all required documentation

Amount of funds allocated to support measures to mitigate unemployment

Over 300.000 KM on annual basis

Interest rate incentives for loans provided by the Guaranty Scheme, with subsidised interest rate of 4%

2.500KM - 4.000 KM / per application for loan

Decreased administrative taxes for starting entrepreneurial activity/craft

40 – 80 KM tax for starting business

Newly registered companies are exempt from income tax in the first 5 years

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Foreign investors are exempt from customs duties on imported equipment if established company in Bosnia and Herzegovina

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## Financial and insurance services

The sector of financial and insurance services is highly developed, controlled by the Central Bank of BH, the Banking Agency of the Federation of BH, the Agency for Deposit Insurance, and the Agency for Deposit Surveillance of the Federation of BH. Banking offer is the following:

- Credits, loans and revolving packets
- Services of the financial and operating leasing
- Deposit insurance,
- Financial and non-financial transactions in the country and abroad
- Electronic banking, etc.

The registry of the hugest debtors and every credit users is made, as well as pledge registry, all of which significantly improves banking sector services.

**Banks in the city of Tuzla area functioning as branch offices are:** Raiffeisen Bank; UniCredit Bank; Hypo Alpe Adria Bank; SBER Bank; NLB Bank (with the center in Tuzla); ProCredit Bank; ABS Bank; Nova Bank Bijeljina; Nova Banjalučka Bank; Union Bank; Intesa SanPaolo Bank, Erste Bank.

**Insurance companies in Tuzla:** UNIQA Insurance Company, Merkur Insurance, Triglav BH Insurance, Sarajevo Insurance, VGT Insurance, Bosna Sunce Insurance, Hercegovina Insurance.



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