

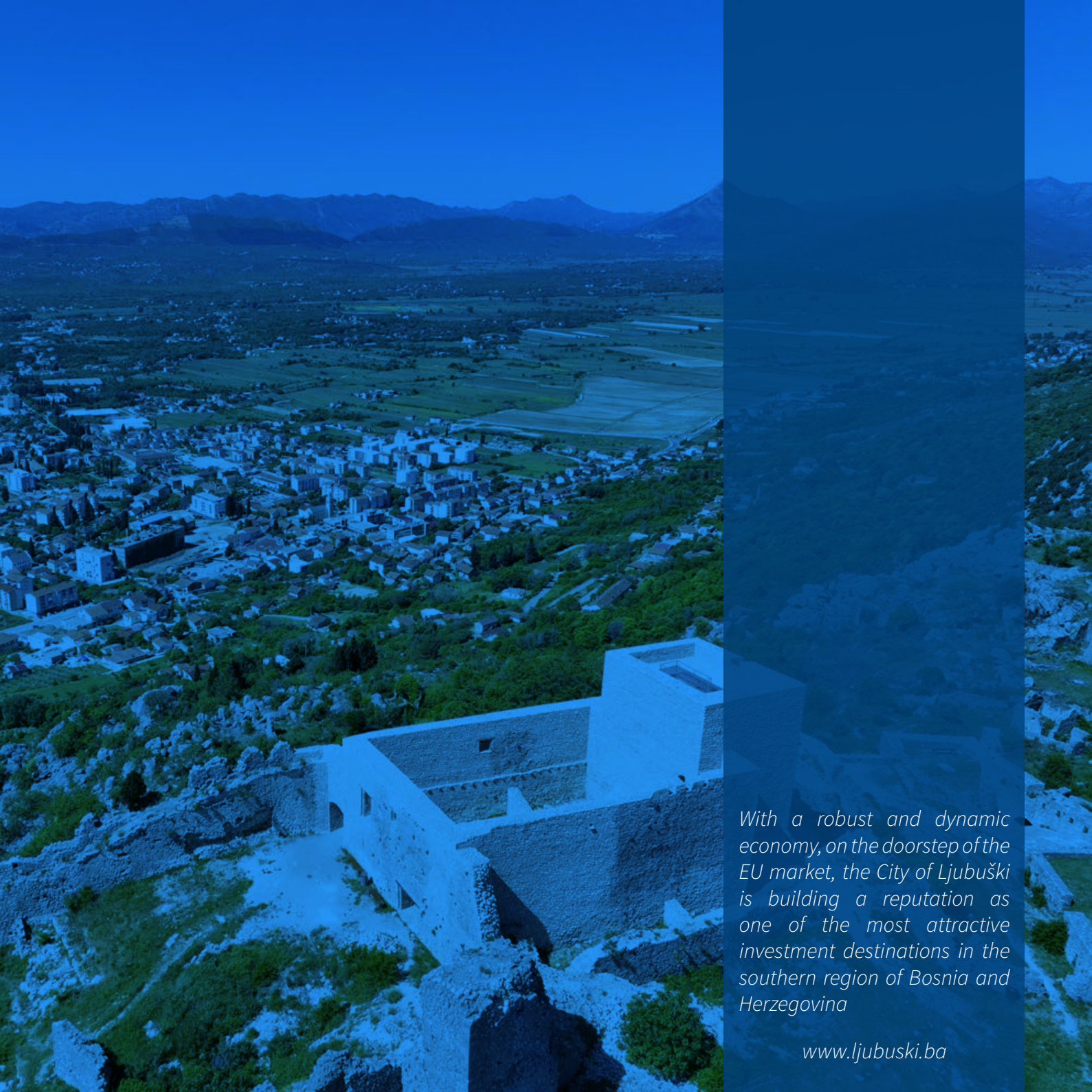
CITY OF LJUBUŠKI INVESTMENT BROCHURE
for domestic, foreign and diaspora investors

Invest with heart in Ljubuški!



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With a robust and dynamic economy, on the doorstep of the EU market, the City of Ljubuški is building a reputation as one of the most attractive investment destinations in the southern region of Bosnia and Herzegovina

www.ljubuski.ba



INTRODUCTORY REMARKS BY THE LJUBUŠKI CITY MAYOR



Dear Investors,

It is my pleasure to present to you an investment brochure highlighting the advantages of investing in the City of Ljubuški.

The City of Ljubuški recognizes the importance of creating a favorable business environment as one of the fundamental prerequisites for attracting investors. Aware that only by fostering entrepreneurship and providing favorable conditions for investment can we achieve long-term development of our city, create new jobs, and enhance the quality of life for our residents, in recent years we have undertaken numerous activities aimed at economic and demographic development.

Through the implementation of demographic measures, such as subsidizing kindergartens, the services of which are now the most affordable in the region, as well as providing support for mothers, free transportation for students, free textbooks and school supplies for all elementary school students, support for all full-time students, support for young families in purchasing their first property, and assistance for retirees, we have ensured that Ljubuški is becoming an increasingly desirable place to live. This is further evidenced by the fact that our city recorded a positive natural population growth last year, which is rare in Bosnia and Herzegovina.

We offer excellent business conditions to investors in our city, which are essential for providing services and manufacturing competitive products in both domestic and foreign markets. For those who decide to invest, the City of Ljubuški provides financial support for land acquisition in undeveloped construction areas within the economic zones of Zvirići and Mostarska Vrata. The amount of financial support can reach up to 90% of the paid selling price for undeveloped building land.

The commitment to economic development has already been acknowledged by numerous domestic and foreign investors, who have been operating successfully in our city for many years. An important factor for foreign investors when choosing Ljubuški as a destination for starting economic activities is our diaspora, and collaboration with them holds significant potential for enhancing the local community and economy. The City of Ljubuški has recognized representatives of the diaspora as key intermediaries in establishing business contacts with potential investors worldwide.

Our aim is to provide ongoing support to each investor. I therefore encourage you to confidently reach out to us, trusting that we will work together to make your investment project even more successful.

Welcome to the City of Ljubuški!

Mayor of the City of Ljubuški
Vedran Markotić



PROFIL OF THE CITY OF LJUBUŠKI

WHERE ARE WE LOCATED?

GEOPHYSICAL POSITION OF THE CITY OF LJUBUŠKI

The City of Ljubuški is situated in the southwest part of Bosnia and Herzegovina (BiH), in the West Herzegovina Canton (WHC), within the Federation of Bosnia and Herzegovina (FBiH), on the border between Bosnia and Herzegovina and the Republic of Croatia (European Union). Access to global markets is facilitated by high-quality transportation networks.

INTERNATIONAL ROAD TRANSPORT

The proximity to Highway A1 (Bijača 12 km; Vrgorac 19 km) through Croatia, part of the Pan-European Transport Corridor Vb (connecting northern and southern Europe with Croatian ports) and the future Pan-European Corridor Vc (linking Central Europe with the Adriatic Sea), enables quick access for investors to regional, European, and other markets.

INTERNATIONAL RAILWAY TRANSPORT

Through the railway station in Čapljina (17 km), investors have access to freight railway transport, connecting Ljubuški to regional, European, and other markets via Rail Line 11 (Sarajevo – Čapljina – Port of Ploče), which, by rail connections in Sarajevo, is linked to all parts of Bosnia and Herzegovina, neighboring countries, and beyond.

INTERNATIONAL AIR TRANSPORT

Ljubuški is connected to regional, European, and global markets through international airports in Mostar (37 km), Split (137 km), Dubrovnik (141 km), and Sarajevo (156 km).

INTERNATIONAL PORTS

The City of Ljubuški is linked to regional, European, and global markets via maritime and river transport, facilitated by international seaports in Ploče (32 km) and Split (128 km), as well as the international river port in Brčko (326 km).



PROFIL OF THE CITY OF LJUBUŠKI

INTERNATIONAL BORDER CROSSINGS

Border Crossings with the Republic of Croatia

- **Bijača Border Crossing (Ljubuški)–Nova Sela (Croatia) / 14 km**
First-category border crossing for international road traffic - one of two Schengen crossings in Bosnia and Herzegovina (in accordance with the legislation of the contracting parties, passenger and cargo traffic is subject to inspection during transport across the common state border).
- **Zvińići Border Crossing (Ljubuški)–Prud (Croatia) / 16 km**
Third-category border crossing for passenger traffic: for individuals and passenger luggage only.
- **Crveni Grm Border Crossing (Ljubuški)–Mali Prolog (Croatia) / 9 km**
Third-category border crossing for passenger traffic: for individuals and passenger luggage only.
- **Orahovlje Border Crossing (Ljubuški)–Orah (Croatia) / 14 km**
Third-category border crossing for passenger traffic: for individuals and passenger luggage only.

Border Crossing with Montenegro

- **Klobuk Border Crossing (Bosnia and Herzegovina) – Ilino Brdo (Montenegro) / 149 km**
First-category border crossing for international road, cargo, and passenger traffic.

Distance from the center of Ljubuški to regional and European centers (km)			
London	2.136	Ljubljana	555
Frankfurt	1.374	Zagreb	499
Milano	998	Belgrade	457
Munchen	963	Banja Luka	238
Bratislava	919	Sarajevo	166
Vienna	853	Split	128
Budapest	839	Mostar	38
Trst	577		



CITY OF LJUBUŠKI – BASIC STATS

Area (km2)	292,7 km ²
Center	Ljubuški (total of 35 settlements)
Population	28.184 (2013 Census) ¹
Population (latest estimate)	26,656 (as of June 30, 2023) ²
Relief	Karst relief interspersed with productive farmland
Climate	Moderate Mediterranean climate
Altitude (m)	100-300 m
Time Zone	GMT +1
Currency	BAM (1€ =1,95583 BAM)
Budget (€)	9,985,530.44 €
Unemployment Rate (%)	34%
Number of Employed	5,123
Number of Unemployed	2,622
Average Gross Salary (€)	914 €
Average Net Salary (€)	590 €
Corporate Tax Rate (%)	10%
Value Added Tax (VAT) Rate (%)	17%
Income Tax Rate (%)	10%

¹ Federal Bureau of Statistics - Census of Population, Households, and Dwellings in Bosnia and Herzegovina, 2013; page 18.
² Federal Bureau of Statistics – Estimate of the total population in the Federation of Bosnia and Herzegovina, 2023, mid-year; page 4.



CITY OF LJUBUŠKI – BASIC STATS

ECONOMIC PROFILE OF THE CITY OF LJUBUŠKI

The business sector is the main driver of economic development in the City of Ljubuški. Its economy thrives on micro and small enterprises, medium-sized enterprises, and numerous craftsmen businesses. The total number of active economic entities and entrepreneurs is 1,270. The City of Ljubuški ranks 19th in the FBiH in terms of development level, experiencing steady growth. Economic activities in Ljubuški are concentrated in the following sectors: wholesale, retail, and service sector (including insurance); construction sector (including stone processing); agriculture and food industry; manufacturing industry (metal processing industry); and the transportation and logistics sector (warehousing).



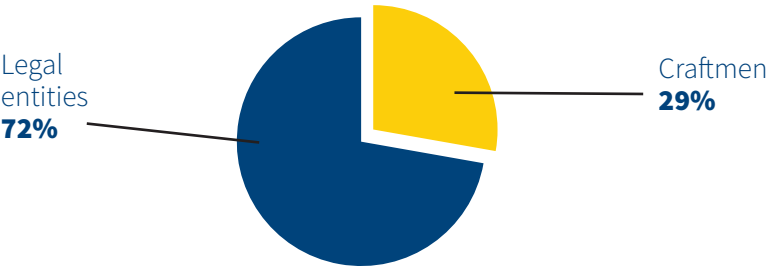
BUSINESS SECTOR IN FIGURES

Number of registered legal entities	1,626
Number of active legal entities (LLCs and JSCs)	369
Number of companies per 1,000 inhabitants	61
Micro and small enterprises (up to 50 employees)	354
Medium-sized enterprises (50-250 employees)	14
Large enterprises (more than 250 employees)	1
Number of independent craftsmen businesses	901
Rank according to the level of development in the Federation of BiH	19 th out of 79
Number of days needed for establishing an LLC (estimate)	5
Number of days needed for closing a legal entity (estimate)	5
Number of days for issuing a location permit (estimate)	15
Number of days for issuing a building permit (estimate)	7
Number of days for issuing an occupancy permit (estimate)	15



GRAD LJUBUŠKI – BASIC STATS

STRUCTURE OF BUSINESS ENTITIES



MAJOR BUSINESS

Company Name	Number of Employees
Džajić commerce d.o.o.	266
Unitrade d.o.o.	244
Agram d.d.	148
Jur Prom d.o.o.	96
EuroCompany99 d.o.o.	91
Karliko d.o.o.	85
Nuić autodijelovi d.o.o.	83
R.P.M. Glob Trade d.o.o.	82
IN d.o.o.	72
Rofix d.o.o.	53

Sector/Industry	Business Activity
Wholesale trade of milk, dairy products, eggs, edible oil, and fats	The primary activity of the company is the import, distribution, and sale of consumer goods from globally recognized brands. It has a large sales network covering the entire territory of Bosnia and Herzegovina.
Wholesale trade of vehicle parts and accessories	The sales area of the company's branches offers a wide range of products for all types of vehicles. It also provides vehicle maintenance and repair services.
Technical testing and analysis	Agram d.d. is a company registered to perform technical inspections and vehicle registration, homologation, vehicle certification (issuing certificates), and tachograph testing.
Import, representation, and distribution of auto parts	The company is a leading distributor of auto parts for passenger, commercial, and delivery vehicles in Bosnia and Herzegovina.
Production of ready-made food and meals	The primary activity of the company is the procurement, processing, packaging, and distribution of dried fruits, nuts, seeds, legumes, and cereals.
Wholesale trade of meat and meat products	Production, processing, and distribution of fresh meat, cured meat products, and meat products.
Wholesale trade of vehicle parts and accessories	One of the leading companies in Bosnia and Herzegovina in the wholesale and retail segments of auto parts and vehicle servicing.
Tire and lubricant trade for motor vehicles	The primary activity of the company is the import, distribution, and sale of tires and lubricants, as well as vehicle servicing.
Production of concrete products for construction	Project office/optimization of project solutions; Construction of civil engineering and high-rise buildings; Project management and management in construction.
Production of concrete products for construction	Production of thermal insulation systems, various plasters, and construction adhesives.



WHY INVEST IN THE CITY OF LJUBUŠKI

The main advantages of investing in the City of Ljubuški are:

- Exceptionally advantageous geophysical position
- Proximity to two vital European corridors (Corridor Vc and Adriatic-Ionian corridor)
- Proximity to the Port of Ploče (with a capacity of over 60,000 TEU annually)
- Proximity to the EU with a market of approximately 450 million inhabitants
- Quick access to markets with cost-effective transportation expenses
- Proximity to the University of Mostar (offering technical and ICT faculties)
- Favorable business environment conducive to entrepreneurship
- Well-trained and competitively priced workforce
- Competitive operating costs
- Attractive investment sites
- Continuous support from the City of Ljubuški to investors
- Proximity to the Međugorje Pilgrimage Site (13 km)
- Quality of life.





HUMAN RESOURCES



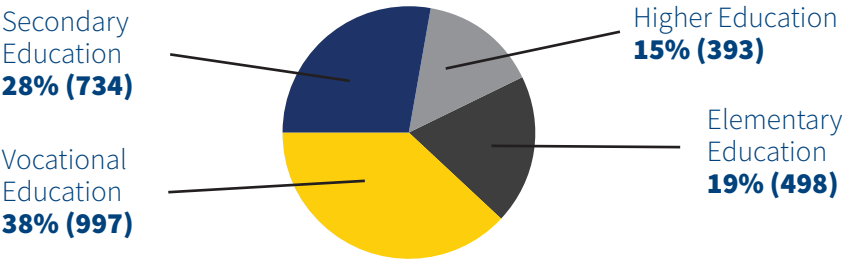
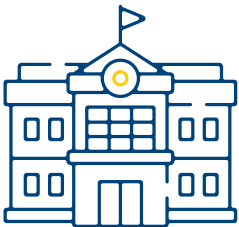
Investors have access to a diverse pool of skilled and technically qualified workforce. The Ljubuški High School Center educates students in various fields including general studies, vocational training, and artisan crafts. The City of Ljubuški offers full support in organizing professional development and retraining programs tailored to the requirements of investors. Students from the City of Ljubuški pursue higher education at universities across Bosnia and Herzegovina and Croatia.

EDUCATIONAL INSTITUTIONS IN THE CITY OF LJUBUŠKI

Type of Educational Institution	Number
Primary Schools	3
Secondary Schools	2
Grammar School	1
Vocational School	1
*3-year programs	

Disciplines	Number of 1 st Year Students Enrolled Academic Year 2023/2024	Number of Final Year Students Enrolled Academic Year 2023/2024
	221	216
Disciplines	147	134
	74	82
Economist	24	8
Economic Technician	32	22
Mechatronics Technician	18	27
Agritourism Technician	8	21
Medical Technician	34	28
Artisan Craft		
Carpenter	9	15
Chef / Waiter	18	13
Assistant Salesperson	4	0

EDUCATION STRUCTURE OF THE UNEMPLOYED

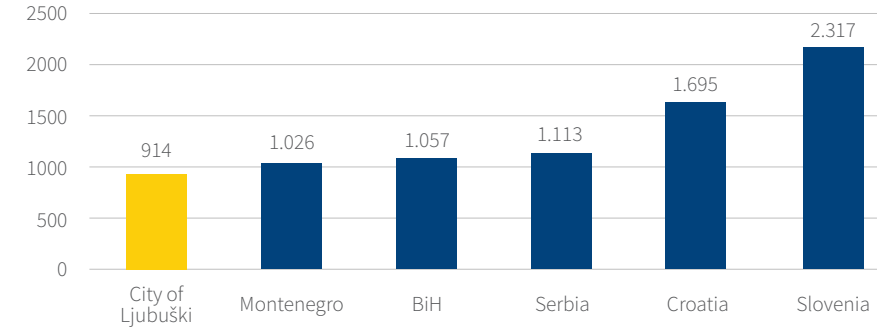


HUMAN RESOURCES

COMPETITIVE LABOR COSTS

As an investment destination, the City of Ljubuški offers competitive gross salaries compared to other countries in the region (€914). The labor market provides access to a young and skilled workforce across technical, professional, and general disciplines (including engineers, mechatronics technicians, agritourism technicians, medical technicians, economists, auto mechanics, plumbers, chefs, and waitstaff).

AVERAGE GROSS SALARY IN 2024 (€)



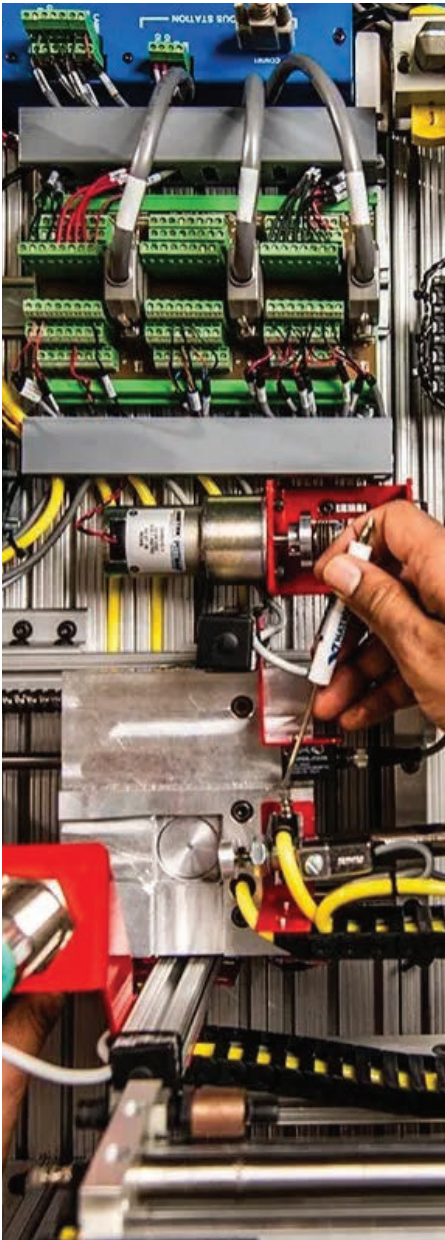


HUMAN RESOURCES

In the Ljubuški region, there is a tradition of working in agriculture (growing vegetables, cultivating vineyards, beekeeping, olive farming), manufacturing industry (metal industry), construction, and services (with a strong presence in hospitality and wholesale and retail trade).

The major job creators stem from the construction and service sectors, as well as trading activities.

Proof that we keep abreast of trends and ensure students are trained for professions in demand on the labor market is evidenced by the enrollment of 15 students in the four-year mechatronics technician program, along with approval for enrollment in the four-year woodworking technical designer program and the three-year carpentry specialization within the crafts sector at Ljubuški Vocational High School.



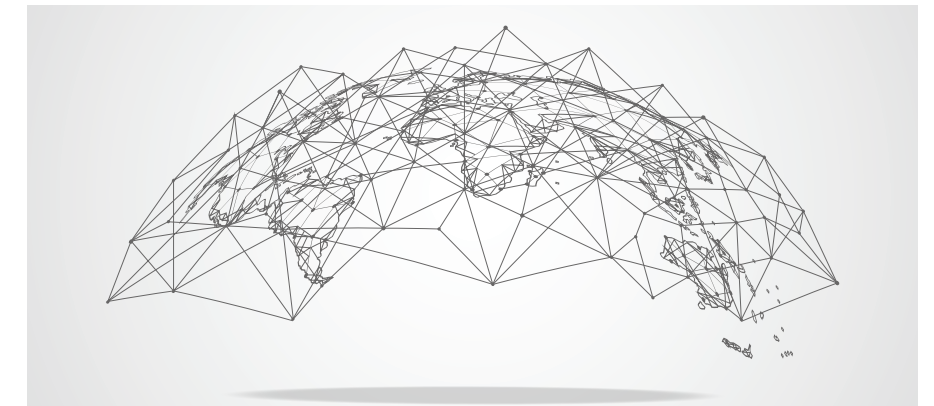
DIASPORA OF THE CITY OF LJUBUŠKI

Development of cooperation between the City of Ljubuški and its diaspora holds significant potential for enhancing the local community and economy.

The City of Ljubuški has identified diaspora representatives as key intermediaries in establishing business and/or institutional contacts, aiming to strengthen communication and partnership with the diaspora. To this end, services tailored for the diaspora, such as e-registry, have been developed. Additionally, two economic forums have been organized, partnerships with associations established, and knowledge transfer from the diaspora facilitated.

The majority of Ljubuški emigrants reside in the Republic of Croatia and Western European countries such as Germany, Switzerland, and Austria. Following closely are Scandinavian countries like Norway and Sweden, with Canada, the United States, and Australia also hosting smaller numbers of Ljubuški residents.

In the above-mentioned countries, there are numerous associations that are active and operating, such as the Homeland Hercegovina Student Club in Croatia, the Club of Ljubuški Natives in Zagreb, the Ljubuški Homeland Community Association, the Youth Association, the Zagreb's Herzegovina Natives Association, June Community in Zagreb, all in Croatia, the Hercegovina Association Stuttgart from Stuttgart in Germany, the Small Chapel Association from Essen in Germany, the Ljubuški Association in Norway, and the





DIASPORA OF THE CITY OF LJUBUŠKI

Hercegovina Society in Chicago, USA, etc.

The City of Ljubuški arranges meetings with diaspora members, recognizing them as key drivers of development, aiming to forge new business contacts that could lead to successful partnerships and new job opportunities in Ljubuški. Sustainable Ljubuški communities and organizations abroad, along with their initiatives, can contribute to the development of social, economic, and cultural processes.

By adopting a Diaspora Communication Plan and participating in the DiasporaInvest Project, our primary goal is to deepen relations with the diaspora, engage with diaspora members, particularly those in the business realm, organize economic forums, and raise awareness among the diaspora about their responsibility for the development of the Ljubuški region.

Through a diaspora integration survey, interest in diaspora integration has been noted, both in economic terms and in terms of knowledge transfer. Ljubuški communities, organizations, as well as entrepreneurs abroad, along with their initiatives and expertise, can contribute to the development of social, economic, and cultural processes in Ljubuški.



COLLABORATION WITH THE DIASPORA

Since 2014, the City of Ljubuški has been implementing several projects in collaboration with the diaspora, such as the UNDP Diaspora for Development and the USAID DiasporaInvest.

In partnership with the USAID DiasporaInvest project, the City of Ljubuški offers the following programs to the diaspora:

One-stop shop: Recognizing the importance of diaspora investment, the City of Ljubuški aims to ensure that investors feel welcome and supported in their endeavors. Diaspora investors have access to a specialized team providing information, advice, and guidance through administrative and legal procedures. Investors receive guidance on potential business opportunities, sectors with promising investment potential, strategies for success in the local market, and the opportunity to connect with existing local entrepreneurs.

Local Diaspora Grant Fund: The program offers diaspora members who plan to start a limited liability company (LLC) in the City of Ljubuški or have already launched a company the opportunity to apply for the Local Diaspora Grant Fund. The fund provides grants for small and medium-sized enterprises (SMEs) that are in the process of establishment or have been established within the last three years and are owned or co-owned by a member of the BiH diaspora or have a demonstrable business connection with the BiH diaspora. The funds are allocated to co-finance the acquisition of equipment





COLLABORATION WITH THE DIASPORA

(investment in fixed assets), up to a maximum amount of 70,000 KM.

Technical Assistance Program: The program offers diaspora members who are planning to launch a business in the City of Ljubuški or have already started a company the opportunity to apply for the Technical Support Program under the USAID project “DiasporaInvest”. Technical assistance may include, but is not limited to, business consultancy, support in digitalization, marketing assistance, sales and communication support, introduction of international standards and certifications, and workforce training.



Diaspora Expert Support Program: The program supports BiH companies through establishing business contacts, providing information on foreign markets, identifying new business opportunities and sales channels, and assisting in establishing business relationships with international partners. This program also aims to boost economic growth in Bosnia and Herzegovina by enhancing the export competitiveness of BiH companies.



PROSPECTIVE INVESTMENT SECTORS

SECTOR	DESCRIPTION
TOURISM	<p>The City of Ljubuški is situated near the Adriatic Sea, at the gateway from Croatia to Bosnia and Herzegovina. Its picturesque landscape covered with low vegetation typical of karst regions, mild Mediterranean climate, Trebižat River valley, numerous natural attractions (such as the Kravica and Kočuša waterfalls, Vriošćice and Kajtavovina springs), cultural landmarks (Herzog Stjepan-Kosača Fortress, Roman military camp Gračine, Dilić UNESCO necropolis of stećak tombstones, Humac museum), traditional gastronomy, and cultural events make Ljubuški an attractive tourist destination for nature, rural, cultural, fishing, and religious tourism. Its proximity to tourist markets such as Međugorje, Mostar, Dubrovnik, and Split provides opportunities for transit and excursion tourism.</p> <p>Potential investment projects include upgrading and constructing accommodation facilities and hospitality establishments, as well as various entertainment and service facilities. The area’s landscape and biodiversity, characterized by a large number of plant and animal species, provide opportunities for the development of educational, tourist & recreational, and service activities.</p>
LOGISTICS	<p>The pivotal role in advancing the logistics sector is attributed to the exceptional geostrategic position of the “Zvirici” Business Zone and its proximity to the Port of Ploče (15 km away). The “Zvirici” Business Zone is situated right alongside the European Corridor Vc (north-south direction) and the Adriatic-Ionian highway (west-east direction). It is close to international border crossings with Croatia: the “Bijača” border crossing (which, with Croatia’s accession to the EU, became one of the two Schengen border crossings in BiH) and the “Crveni Grm” border crossing. The proximity to the Port of Ploče (capacity of over 60,000 TEU), excellent transportation connectivity, and unique geostrategic position at the junction of important industrial routes make it an indispensable link between the Adriatic, the Mediterranean, and Central Europe.</p> <p>There are numerous opportunities for the development and implementation of investment projects in the logistics sector, especially in the construction of logistics & distribution centers in the “Zvirici” Business Zone, Ljubuški. Investment in an intermodal hub project consisting of a container and cargo terminal, warehouses, and logistics center.</p>



PROSPECTIVE INVESTMENT SECTORS

AGRICULTURE AND FOOD

- Business opportunities

ENTREPRENEURSHIP

- Business opportunities

In the city of Ljubuški, there are over 6,000 hectares of arable land available. A clean environment, unpolluted soil, and favorable climatic conditions of a moderate Mediterranean climate are conducive to investments in agricultural production and the food sector.

Opportunities for greenfield investments in storage facilities for vegetables and fruits with sorting and packaging lines in the “Zvirići” Business Zone. These include primarily potatoes, tomatoes, brassicas, red and white onions, and watermelons. Possibility of investments in wineries (with autochthonous Blatina and Žilavka varieties) and food processing facilities based on organic production.

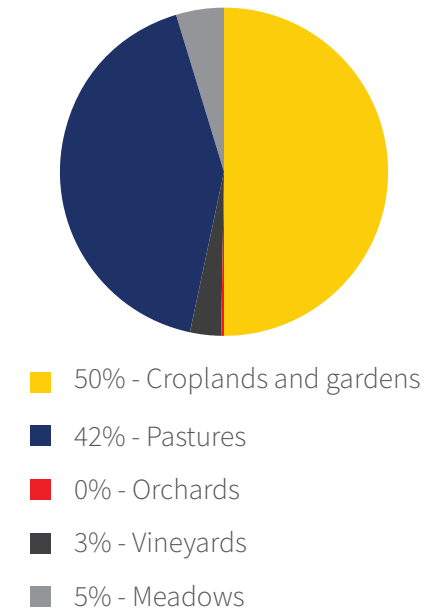
The Entrepreneurial Incubator of the West Herzegovina Canton - HIPOD, in the “Zvirići” Business Zone provides all the necessary facilities for accommodating start-ups, micro, and small businesses. Its users have access to the following facilities: co-working space with 9 workstations (35.17m2); seven (7) business premises for novice entrepreneurs; warehouse/production hall (75m2); multifunctional hall (151.44m2), as well as common areas and technical facilities.

Utilization of co-working space; establishment of start-up companies; accommodation of innovative micro and small businesses, especially in the high-tech sector.





AGRICULTURAL LAND AREAS BY CATEGORIES OF USE (HA)



AGRICULTURAL RESOURCES

In the city of Ljubuški, investors have access to 12,554 hectares of arable land for agricultural purposes. The pristine environment, unpolluted soil, and favorable climatic conditions of the moderately Mediterranean climate are conducive to investments in agriculture and the food industry.

Among the agricultural crops, particular emphasis should be placed on the cultivation of early potatoes on 280 hectares, with a tendency for expansion, branded in the market as „Ljubuški rani“ as well as grapevine cultivation on 401 hectares. In 2020, a collection and distribution center was opened in the Zviriči Business Zone. It is a valuable and modernly equipped facility with a cold storage unit, representing an investment of over 1,000,000.00 KM, aiding farmers in the preparation and marketing of their products. This production is export-oriented, with business expectations geared towards increasing exports.

THE MOST PREVALENT AGRICULTURAL CROPS

Type of Agricultural Crop	Area (ha)	Structure (%)
Potatoes	280	23.3%
Tomatoes	70	5.8%
Brassicas	65	5.4%
Onion	80	6.6%
Garlic	28	2.3%
Watermelon and muskmelon	80	6.6%
Grapevines	401	33.3%
Olives	108	15%
Immortelle	20	1.7%
TOTAL	1,204	100.00 %





NATURAL RESOURCES

NATURAL RESOURCES
TREBIŽAT RIVER
KRAVICA WATERFALL
KOČUŠA WATERFALL
VRIOŠTICE SPRING
SWIMMING AREAS BAŠČINE, OTUNJ, TEGAŠEVAC, ČEVELJUŠA, BOŽJAK, KOČUŠA, ŽABAR

DESCRIPTION
<p>The Trebižat River (Tihaljina-Mlada-Trebižat) flows for over 50 km from its source in Peć Mlini to its confluence with the Neretva River. Its watershed encompasses the southeastern part of Western Herzegovina. For the areas it passes through (the cities of Ljubuški and Čapljina and the municipality of Grude), the river holds significant natural and economic significance. Its abundance of underground springs and resources renders it an immensely valuable resource. The Trebižat River is classified among the natural rarities and phenomena of Herzegovinian karst due to its travertine cascades and vigorous travertine processes, exclusive to pure, water-abundant waterways. Such features offer ample opportunities for the development of sports and fishing tourism.</p>
<p>The most attractive site on the Trebižat River is the Kravica Waterfall, located 3 km downstream from Tihaljina, in Studenci near Ljubuški. Crafted by the sediment-rich currents of the Trebižat River, it stands as a natural phenomenon protected by the state as a natural rarity. The height of the waterfall ranges from 26 to 28 meters, with a water amphitheater below the cascade stretching 120 meters in diameter. In the past, numerous mills and cloth fulling stocks were active alongside the waterfall. Central to the waterfall's formation is travertine (limestone deposited in water), which continuously builds up and raises travertine barriers, thus creating the waterfall. Travertine is emblematic of karst rivers rich in calcium carbonate, indicating the pristine nature of the water, untouched by industrial or ecological pollutants.</p>
<p>The Koćuša Waterfall, nestled in the village of Veljaci in Ljubuški, stands as one of the most exquisite natural gems of this corner of Herzegovina. Adding to the allure of this region are the sedimentary rocks, known as tufa, which accumulate over the years, making this natural oasis even more attractive. During the scorching Herzegovinian summers, the shores around Koćuša Waterfall become cherished gathering spots for locals and tourists alike. Amidst the beauty of the waterfall, one can also revel in the abundant offerings of the Koćuša Natural Water Park. The waterfall stands at a height of five meters and spans fifty meters in length. Nearby, there are mills and cloth fulling stocks, reminiscent of times past that have long adorned this place.</p>
<p>In Vitina, beneath one of the cliffs of Mount Zelengora, springs the Vrioštice stream. The water of Vrioštice is clear and cold, usually around 12°C. Adjacent to the spring, there is a small reservoir pond, and below it lies a quaint park, intersected by channels carrying pure flowing water, there are footbridges over them for strolling. During the summer, the cool spring of Vitina becomes a beloved retreat for both locals and tourists.</p>
<p>All these swimming areas boast well-kept beaches, restaurants, car parking lots, and ample space for relaxation and unwinding in the shade of willow trees right by the river. Each offers unique and unforgettable vistas that capture the beauty and splendor of the Trebižat River, a true gem of Herzegovina. The untouched natural beauty is the reason why during the summer months, hundreds of locals, and a large number of foreign visitors, especially pilgrims from Medjugorje, enjoy daily at all the bathing spots along the Trebižat River, with famous spots under the Kravica waterfall and at Koćuša being massively frequented.</p>





CULTURAL RESOURCES

CULTURAL RESOURCES
HERZOG STJEPAN KOSAČA FORTRESS - LJUBUŠKI
ROMAN MILITARY CAMP AT GRAČINE AND VISITOR CENTER
DILIĆ NECROPOLIS OF STEČAK TOMBSTONES
HUMAC MUSEUM
"LJUBUŠKI CARNIVAL" EVENT

DESCRIPTION OF CULTURAL RESOURCES / EVENTS
<p>The late medieval fortress of the feudal ruler Herzog Stjepan Kosača stands as the most monumental archaeological site in the City of Ljubuški. It is situated atop a prominent peak of the rocky Buturovice hills (396 meters above sea level) and serves as a symbol not only of Ljubuški but also of Herzegovina. The fortress complex consists of two parts and occupies an area of 3,350 square meters, comprising several sections such as small and large courtyards, along with various structures like guardhouses, granaries, bakeries, armories, powder magazines, and four cisterns. The medieval lower town developed on the terrace of Crkvice, at the foot of the southern part of the city. Not far from the entrance (about 250 meters northwest) to the fortress lie the ruins of a mosque from the mid-16th century. In its foundations, parts of church furniture from the pre-Romanesque Dubrovnik production (9th -11th century) were found. By the decision of the Commission for the Preservation of National Monuments of Bosnia and Herzegovina, the architectural ensemble of the OLD TOWN IN LJUBUŠKI was declared a national monument of Bosnia and Herzegovina in 2003.</p>
<p>The Roman military camp at Gračine (Humac-Ljubuški) is home to the auxiliary Roman military camp, more commonly known as Bigeste in literature. The movable archaeological material indicates the establishment of this complex towards the end of the Roman Republic, or at the latest, the beginning of the 1st century when the communication route between Salona and Naron was built during the reign of Emperor Tiberius. The strategic and defensive role of the Roman military camp at Gračine was to protect the Neretva Valley and the colony of Naron from the incursions of Illyrian tribes from the hinterland. Only a small part of the complex, covering an area of 2,350 square meters, has been excavated. In 2023, the Gračine Visitor Center was opened.</p>
<p>The Dilić site is located in the village of Donja Bijača, adjacent to the Ljubuški-Vid Road. The medieval necropolis of stećak tombstones comprises 33 monuments, with 11 of them incorporated as spolia into the nearby dry-stone wall. In terms of shapes, the majority are chest-type stećci (19), followed by slab-shaped ones (14), and one is ridge-type stećak. Most of the monuments belong to the 14th and 15th centuries. The Commission for the Preservation of National Monuments declared this site a national monument of Bosnia and Herzegovina in 2010. In 2017, the Dilić site was included on the list of 30 UNESCO-protected necropolis sites with stećak tombstones in Bosnia and Herzegovina, Croatia, Montenegro, and Serbia.</p>
<p>Within the Franciscan Monastery in Humac - Ljubuški lies an archaeological collection established in 1884, affectionately known as the Humac Museum. The collection houses a vast number of artifacts from the region of Herzegovina, ranging from the Neolithic to the Middle Ages. The current permanent exhibition was unveiled in 2004. Among the treasures in the museum collection is the Humac Plate, the oldest Cyrillic-Glagolitic monument in Bosnia and Herzegovina. The monastery library, founded in 1867, boasts over 20,000 books, including a rare collection of Greco-Roman classics. Additionally, the monastery hosts a thematic art gallery named "Mother," displaying around 250 artworks.</p>
<p>The "Ljubuški Carnival" was first held in 1999. The event is organized by the carnival society "Prolog" in collaboration with the City of Ljubuški.</p>





COMPETITIVE OPERATING COSTS



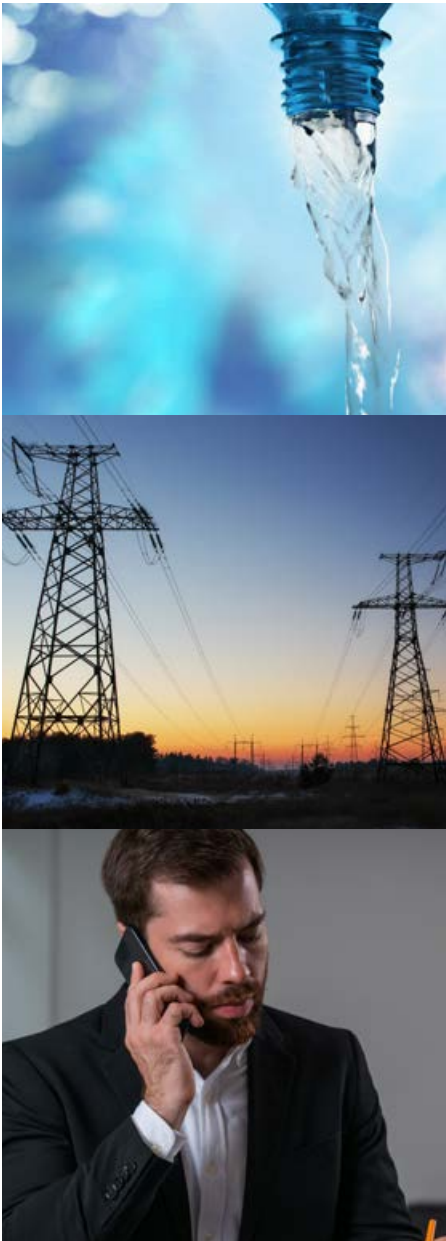
The national treatment of foreign investors in Bosnia and Herzegovina, coupled with an exceptionally favorable tax environment – a VAT rate of 17% and corporate income tax and personal income tax rate of 10% – ranks among the lowest in the region and Europe.

PERMITS IN THE CONSTRUCTION PROCESS

The Spatial Planning, Property and Legal Affairs and Cadaster Office, which, which is the competent city authority, handles the issuance of permits.

ISSUING PERMITS IN THE CONSTRUCTION PROCESS

Type of Permit	Issuance Period (days)	Cost (KM/EUR)
Location Permit	30 days	Administrative Fee: <ul style="list-style-type: none">Standalone objects: public garages, underground, aboveground, prefabricated, or mechanized, warehouses, various halls as standalone objects - 300 KM (153.3 EUR)Shopping centers, factories, hotels, larger tourist hospitality facilities, cultural-sports centers, aqua parks, etc. - 700 KM (357.9 EUR);Urban-planning complexes: hospitality tourist settlements, sports and recreational complexes, production and storage complexes, golf courses, and similar - 800 KM (409 EUR)
Construction Permit	30 days	Administrative Fee: <ul style="list-style-type: none">Standalone objects: public garages, underground, aboveground, prefabricated, or mechanized, warehouses, various halls as standalone objects - 300 KM (153.3 EUR)Shopping centers, factories, hotels, larger tourist hospitality facilities, cultural-sports centers, aqua parks, etc. - 700 KM (357.9 EUR);Urban-planning complexes: hospitality tourist settlements, sports and recreational complexes, production and storage complexes, golf courses, and similar - 800 KM (409 EUR)
Occupancy Permit	30 days	<ul style="list-style-type: none">50% of the amount for the location permit is paid for issuing the occupancy permit.



COMPETITIVE OPERATING COSTS

COMMUNAL SERVICE PRICES FOR BUSINESS ENTITIES

Water	1.21 KM for 0-15m³ 1.31 KM for 15-30m³ 1.45 KM for over 30m³ 1,45 KM
Sewage	0.30 KM per m³
Electricity	Electricity tariffs are not fixed; they are set based on different criteria.
Waste disposal	18 to 77 Eura
Telecommunication services	
Land line phone	J.P. HT Mostar d.d. Pricelist http://www.hteronet.ba/poslovni-korisnici/fiksna-telefonija/paketi-telefoninternet/
Mobile phone	J.P. HT Mostar d.d. Pricelist http://www.hteronet.ba/poslovni-korisnici/mobilna-telefonija/biznis-tarife/
Broadband internet	J.P. HT Mostar d.d. Pricelist http://www.hteronet.ba/poslovni-korisnici/internet/adsl-internet/cjenik/

*Prices are stated excluding VAT.



ATTRACTIVE INVESTMENTS SITES

GREENFIELD LOCATION - “ZVIRIČI” BUSINESS ZONE IN LJUBUŠKI

BASIC ZONE-RELATED INFORMATION	
Ownership Structure	City-owned
Zone Size (ha)	174 ha
Number of Land Plots	29
Zone Purpose	Zone A – production & service; zone B - service-oriented; zone C – business & warehousing..
Permissible Business Activities in the Zone	SME and craft development
Zone Investment Readiness	Yes
TRANSPORTATION LINKS	
DISTANCE (km)	
Access Road	Main Road M6.3 (0 km)
Highway	A1 (3 km)
Railway (industrial track)	Čapljina (15 km)
Airport	Mostar (35 km)
Seaport	Port of Ploče(15 km); Port of Dubrovnik (100 km)
River Port	Port of Brčko (333 km)
INFRASTRUCTURE	
AVAILABILITY OF INFRASTRUCTURE/SERVICES	
Water	Yes
Drainage/Sewage	No
Electricity	Yes
Gas	No
Telecommunications Network	Yes
OTHER ZONE-RELATED INFORMATION	
Number of Entrepreneurs in the Zone	4
Local Incentives for Investors	Yes
Type of Incentive	Land price subsidy
Available Land Plots for Sale	11 land plots
Price/m²	6 EUR/m²



ATTRACTIVE INVESTMENTS SITES

Parcel Size (min/max)	4,000 m² – 57,000 m²
Permissible Building Coefficient	0.30
Maximum Permissible Number of Floors/ Levels	GF+2
Permissible Building Height (m))	12 m
Minimum Distance from Adjacent Land Plot	H1/2+H2/2
Land Plot Development	Min 30% of the land plot as green areas
Maximum Permissible Fence/Hedge Height	max 2.5 m – non-transparent fence base up to 0.5 m
Minimum Number of Parking Spaces	max 50% of the building area
Access Road Width	5.5 m
Phone	+387 39 835-528





ATTRACTIVE INVESTMENTS SITES

GREENFIELD SITE: „MOSTARSKA VRATA“ BUSINESS ZONE IN LJUBUŠKI

The Mostarska Vrata Business Zone is situated alongside the regional road connecting Ljubuški and Čitluk, only 4 kilometers away from the Zvirici interchange on the Vc corridor. Covering an area of 84 hectares, the business zone offers possibilities for expansion. Currently, there are a total of 19 companies operating within the Mostarska Vrata Business Zone, providing employment for 303 individuals. With an approximate utilization rate of 70%, there is ample room for further investment, making it an attractive prospect for future endeavors.

BASIC ZONE-RELATED INFORMATION	
Ownership Structure	City-owned
Zone Size (ha)	84 ha
Number of Land Plots	86
Zone Purpose	Manufacturing & service / Logistics & distribution
Permissible Business Activities in the Zone	Entrepreneurial & craft
Zone Investment Readiness	Yes
TRANSPORTATION LINKS	DISTANCE (km)
Access Road	Along the Ljubuški-Čitluk regional road
Highway	A1 (RH); Corridor Vc; Bijača Border Crossing 4km
Railway (industrial track)	Čapljina (18 km)
Airport	Mostar (33 km); Split (123 km); Sarajevo (166 km).
Seaport	Port of Ploče(31 km); Luka Split (133 km)
River Port	Port of Brčko (333 km)
INFRASTRUCTURE	AVAILABILITY OF INFRASTRUCTURE/ SERVICES
Water	Yes
Drainage/Sewage	Yes
Electricity	Yes
Gas	No
Telecommunications Network	Yes



ATTRACTIVE INVESTMENTS SITES

OTHER ZONE-RELATED INFORMATION	
Number of Entrepreneurs in the Zone	21
Entrepreneurs	Eurocompany 99 d.o.o.; Jur Prom d.o.o.; MB Ivanić d.o.o.; Kiwi-šport d.o.o.; In d.o.o.; M.R.M.; Export-Import; Svadbeni salon Antonela d.o.o.; Vrt d.o.o.; Laser d.o.o.; Dizajn R d.o.o.; Demag-M d.o.o.; Pinocio d.o.o.; PSSŠ „Eduka Centar“; Stojić – Megi d.o.o.; As kramar d.o.o.; Forma 3 d.o.o.; Perić d.o.o.; Ortak d.o.o.; Mesna industrija braća Pivac d.o.o.; MET Consulting d.o.o.; FEAL d.o.o.
Number of Employees	303
Available Land Plots for Sale	7 land plots
Price/m²	6 EUR/m²
Parcel Size (min/max)	5,000 m² – 40,000 m²
Permissible Building Coefficient	0.30
Maximum Permissible Number of Floors/ Levels	GF+2
Permissible Building Height (m))	12 m
Minimum Distance from Adjacent Land Plot	6 m
Land Plot Development	Min 15% of the plot area for green spaces
Maximum Permissible Fence/Hedge Height	max 2.5 m
Access Road Width	5.5 m
Phone	+387 39 835-528





INCENTIVES FOR INVESTORS

INCENTIVES OFFERED BY THE CITY OF LJUBUŠKI

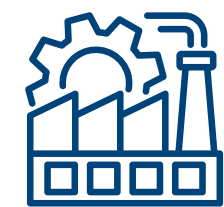
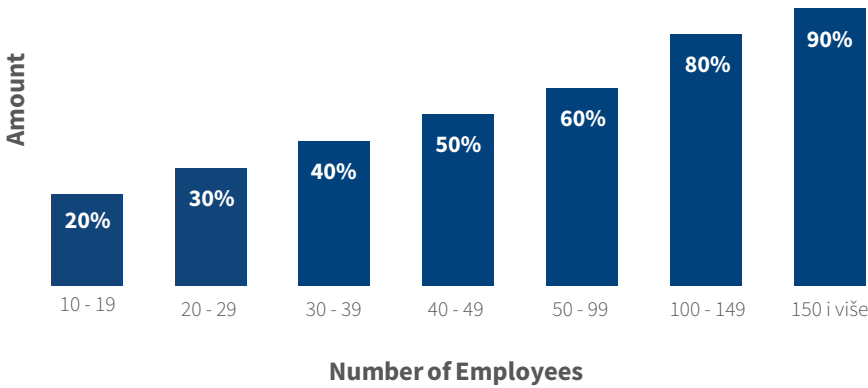
The City of Ljubuški provides a range of long-term incentive measures aimed at fostering entrepreneurship and craftsmanship, and implements and co-finances programs from its budget to promote entrepreneurship, agriculture, and tourism.

For investors deciding to invest, the City of Ljubuški offers financial support for land acquisition in undeveloped construction land within the Zviríci and Mostarska Vrata Business Zones.

The City of Ljubuški disburses financial support ranging from 20% to 90% of the paid sales price for undeveloped construction land. The amount of support depends on the number of employed workers.

Furthermore, the City of Ljubuški also provides support within demographic measures crucial for the development of the local community, such as subsidizing kindergartens, which are now the most affordable in the region, providing free transportation for students, support for all full-time students, support for young families in purchasing their first real estate, and more.

FINANCIAL SUPPORT FOR INVESTORS



INCENTIVES FOR INVESTORS

INCENTIVES FOR INVESTING IN BOSNIA AND HERZEGOVINA

Bosnia and Herzegovina has well-defined laws and regulations regarding the establishment and operation of businesses, especially when it comes to foreign investments. In BiH, foreign investors are provided with:

- The same rights and obligations as residents of Bosnia and Herzegovina
- The right to transfer profits abroad resulting from their investments in Bosnia and Herzegovina
- Foreign investors have the same property rights over real estate as BiH legal entities
- Exemption from paying VAT on imported resources
- Free employment of foreign citizens from abroad unless otherwise specified by the labor laws of Bosnia and Herzegovina
- Foreign investments are exempt from customs duties and obligations, except for passenger vehicles, entertainment machines, and gambling devices



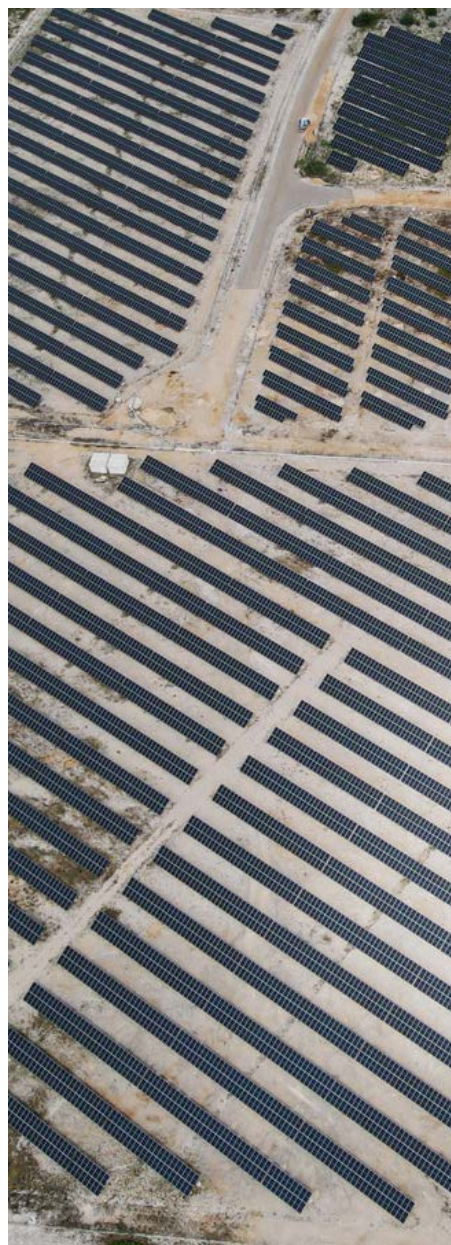


INCENTIVES FOR INVESTORS

- An investor who has generated over 30% of total revenue through exports in a year is exempt from paying corporate tax for that year
- Capital assets and other equipment imported for the purpose of transferring operations from a third country to BiH are exempt from VAT costs
- Investors do not pay excise duties on exported products
- An investor who employs more than 50% of persons with disabilities and persons with special needs for more than one year is exempt from paying corporate income tax for the year in which more than 50% of persons with disabilities and persons with special needs were employed.

Additionally, at the entity level of the Federation of Bosnia and Herzegovina, foreign investors enjoy the following benefits:

- A taxpayer who invests from their own funds in production equipment worth more than 50% of the generated profit for the current tax period reduces its accrued corporate income tax by 30% in the year of investment
- A taxpayer who invests from their own funds over a period of five consecutive years in a total amount of 20 million KM, with an investment of 4 million KM in the first year, reduces its accrued corporate income tax by 50% in the years of investment.



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CONTACT FOR SUPPORT

The skilled and professional team of the City of Ljubuški is at your disposal for the preparation, execution, and monitoring of your investment project.

Reach out to us without any reservations!

CITY OF LJUBUŠKI

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