



KOSOVO INVESTMENT OPPORTUNITIES

Sofia, Bulgaria
20.04.2018



KOSOVO
READY FOR
YOU

PRE INVESTMENT SUPPORT

- National, regional, sectorial, etc. information
- Study visits to Kosovo
- G2B and B2B meetings



INVESTMENT PHASE SUPPORT

- Permits, licenses, and administrative procedures
- Linkages with local SMEs as suppliers and clients
- Promotion of products for export
- Linkages with economic chambers
- Linkages with business service providers
- Plots on economic zones and identification of private locations



AFTER CARE SUPPORT

- Addressing challenges in local and central level
- Government advocacy
- Investors' Grievance Redress Mechanism

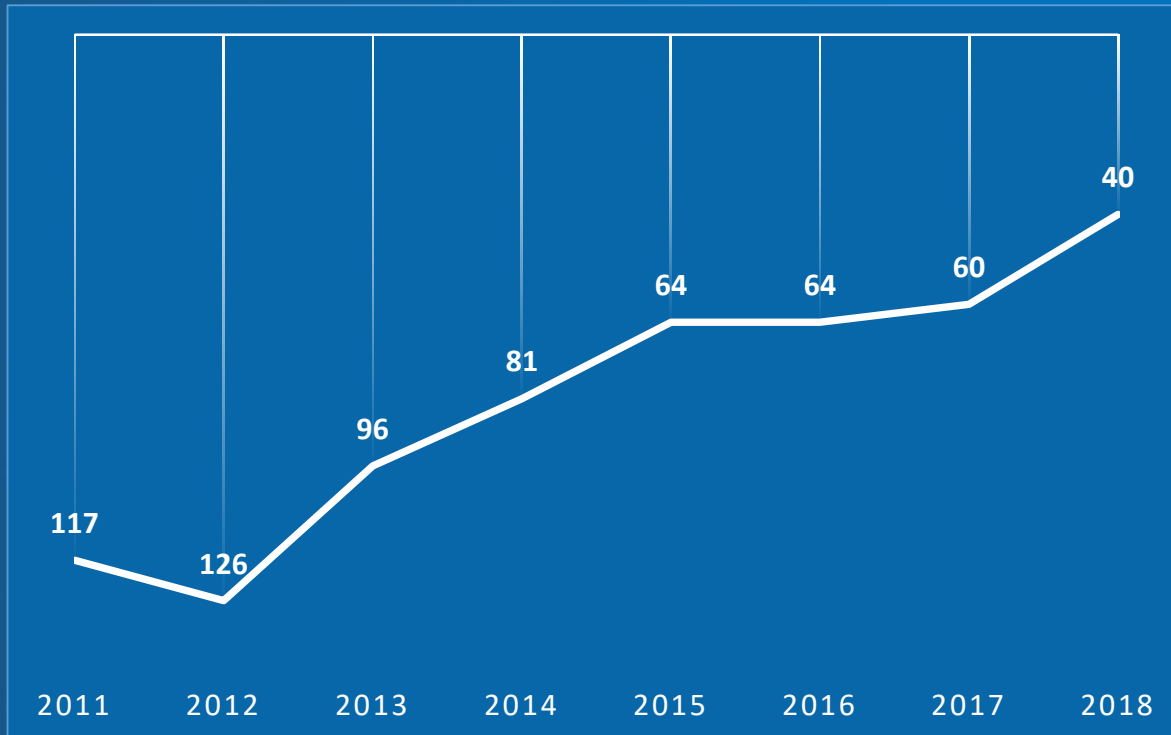


STRATEGIC LOCATION



- Languages
 - Albanian
 - Serbian
 - English
- Population
 - 1.8M
- Currency
 - EUR
- Access to EU
 - Thessaloniki 329 km
 - Durrës 261 km
 - Bar 299 km
 - London 3.5 hrs
 - Berlin 2.5 hrs
 - Rome 1.5 hrs
 - Istanbul 1.5 hrs

WORLD BANK DOING BUSINESS 2018



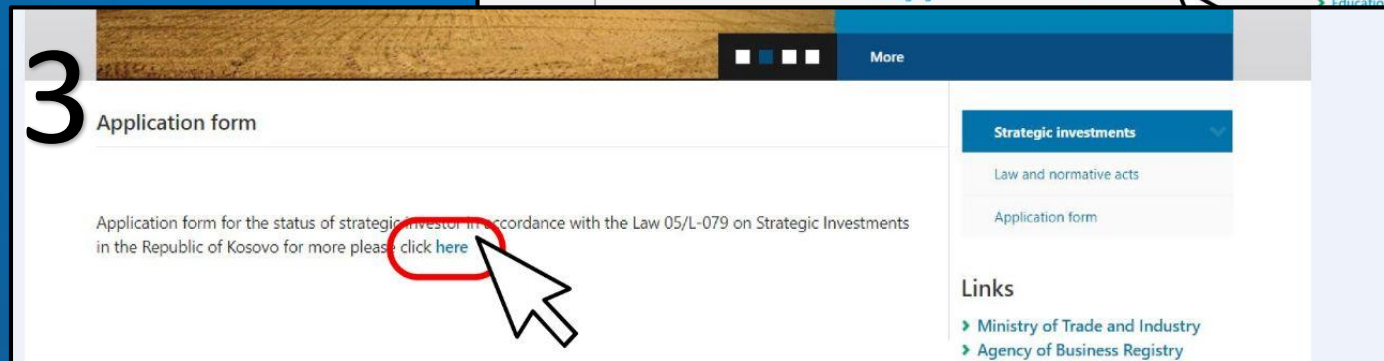
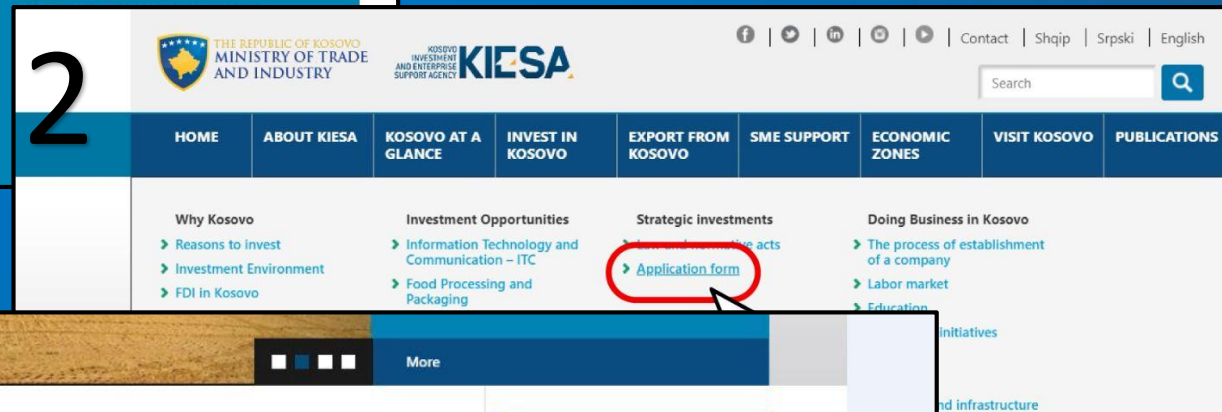
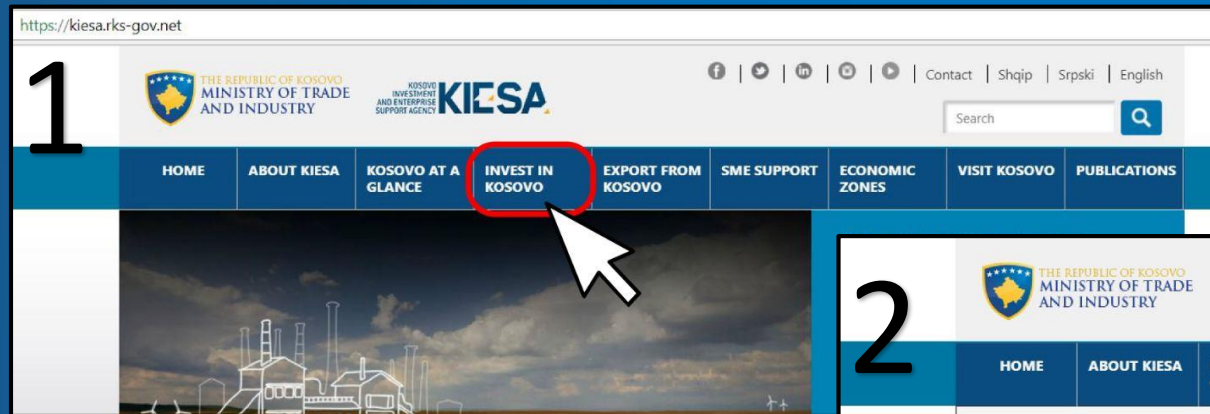
- 77 rank improvements in the past seven years
- 2018 overall rank 40
 - Starting a business 10
 - Registering property 34
 - Getting credit 12
 - Paying taxes 45
 - Trading across borders 48
 - Enforcing contracts 49

LEGISLATION AND AGREEMENTS

- Law on Foreign Investments
 - Wide support to and protection of FDI
- Law on Strategic Investments
 - Direct negotiations and fast-track admin procedures
- Bilateral investment promotion and protection agreements
 1. Germany
 2. UAE
 3. Austria
 4. Switzerland
 5. Turkey
 6. BENELUX
 7. Albania
 8. Macedonia
 9. OPIC



LAW ON STRATEGIC INVESTMENTS





KOSOVO
READY FOR
YOU

OPERATIONAL COSTS

- Corporate profit tax: 10%
- Income tax 0 - 10 % (Progressive)
 - €0 – 80 = 0%
 - €80 – 240 = 4%
 - €240 – 450 = 8%
 - €450+ = 10%
- Mandatory pension contribution: 5%
- VAT: 18 %, except for utilities and food basket which is set at 8%
- Tax on Dividends: 0%
- Production lines and machinery needed for production
- Raw materials for production



MAIN ECONOMIC SECTORS

- Agriculture and food packaging
- Mining
- Energy
- Construction and Infrastructure
- Wood processing
- IT & Telecommunications
- Textile and leather processing



AGRIBUSINESS

READY FOR YOU TO GROW

- 588,000 hectares of arable land
- Contributing 13% of total GDP
- Making up 18% of exports
- A strong tradition in agribusiness
 - Dairy Products
 - Fruits and Vegetables
 - Meat Products
 - Winemaking
 - Other Beverages
 - Packaging

MINERALS

READY FOR YOU TO INVEST

- 14.7 billion tons of lignite reserves; world's fifth-largest
- Reserves of other minerals: aluminum, gold, lead, zinc, copper, bauxite, magnesium, asbestos, chromium, limestone, marble, and quartz

ENERGY

READY FOR YOU TO INVEST

- New power plant “Kosova e Re”
 - 500 MW
 - EUR 1.3B private investment
- Significant resources of renewable energy resources including
 - Hydro
 - Wind
 - Solar
 - Biomass
 - Thermal

INFRASTRUCTURE & CONSTRUCTION

READY FOR YOU TO INVEST

- Infrastructure projects
 - Developing road network R6A Peja – Montenegro
 - R6 towards Mitrovica
 - Highway Prishtinë – Gjilan – Dheu i Bardhë
- Main pillar of the Kosovo's economy
- Approximately 3,800 enterprise
- Around 20% of new businesses per year

WOOD PROCESSING

READY FOR YOU TO CARVE

- Estimated volume of forest land about 53 million m³
- Wood products
 - 75% final products
 - 15% semi-final products
 - 10% raw materials
- Main export destinations
 - Germany
 - Austria
 - Switzerland
 - Western Balkans



ICT

READY FOR YOU TO CONNECT

- Internet user penetration the highest in Europe at 88.8%
- Youngest population in Europe average age 27
- Workforce both skilled and multilingual
- English being only just short of an official language

TEXTILES

READY FOR YOU TO STITCH

- Government is working to revitalize textile sector
- Imports in 2015 were EUR 122M; exports EUR 12M
- Important advantages for investors
 - A cheap, well-skilled, and experienced work force
 - A solid base of technology that can be acquired through the ongoing privatization process
 - Different opportunities on business process outsourcing

THANK YOU!

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