Evrak Tarih ve Sayısı: 11.11.2024-2421 Gelen Tarih Sayı: 11.11.2024 - 2421



TÜRKİYE ODALAR VE BORSALAR BİRLİĞİ



Dumlupınar Bulvarı No:252 (Eskişehir Yolu 9. Km.) 06530 /ANKARA

www.tobb.org.tr - tobb@hs01.kep.tr

Sayı : E-34221550-720-12186

Tarih: 08.11.2024

Konu : Karadağ'daki yatırım fırsatları/Sunum

TÜM ODA VE BORSALARA (Genel Sekreterlik)

İlgi: Dışişleri Bakanlığı'nın 31.10.2024 tarihli ve E-78810371-150.05-38946410 sayılı yazısı.

İlgide kayıtlı yazıda, Karadağ Ankara Büyükelçiliğinden alınan ve Karadağ Yatırım Ajansı tarafından hazırlanan Karadağ Yatırım Potansiyeli sunumu iletilmektedir. Söz konusu sunum ekte yer almaktadır.

Bilgilerinizi ve konunun ilgili üyelerinize duyurulmasını rica ederim.

Saygılarımla,

e-imza

Ali Emre YURDAKUL Genel Sekreter Yardımcısı

EK: Karadağ'da Yatırım Fırsatları (47 sayfa)



Evrakı Doğrulamak İçin: https://belgedogrula.tobb.org.tr/belgedogrulama.aspx?eD=BSLKSP1FT5
Tel: +90 (312) 218 20 00 (PBX) - Faks: +90 (312) 219 40 90 -91 -92... - E-Posta: info@tobb.org.tr

Bilgi İçin: RAŞİT AKIN KANTAR - Tel : - E-Posta : akin.kantar@tobb.org.tr





Professional, scientific and technical activities 4%

Electricity supply

Water supply

Traffic and storage

Wholesale and retail

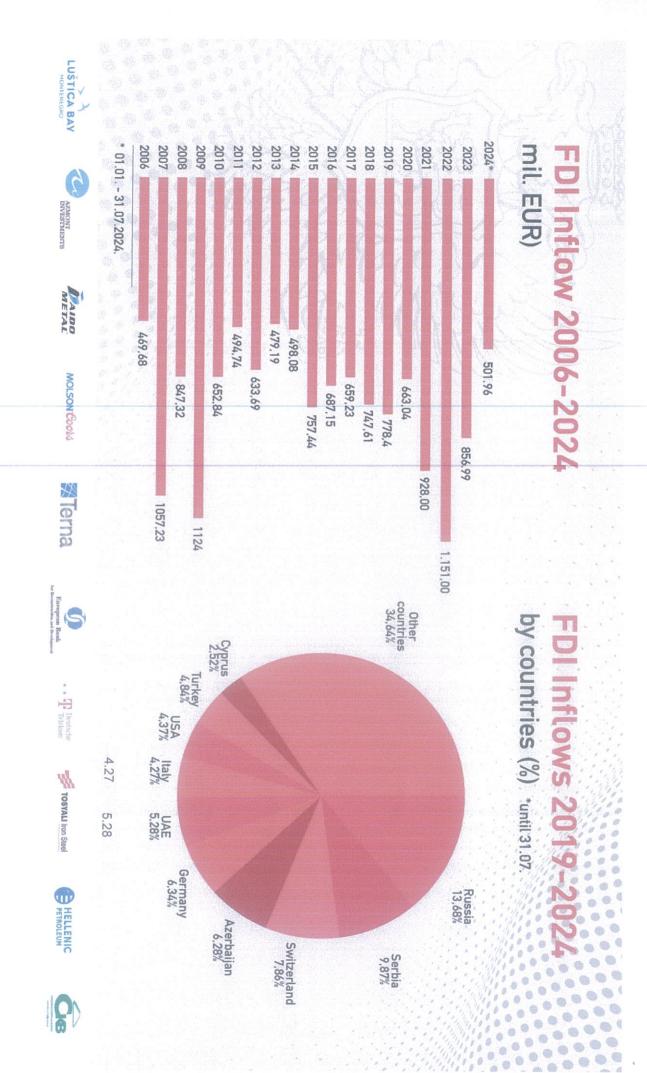
Iministrative and support service activities 3%

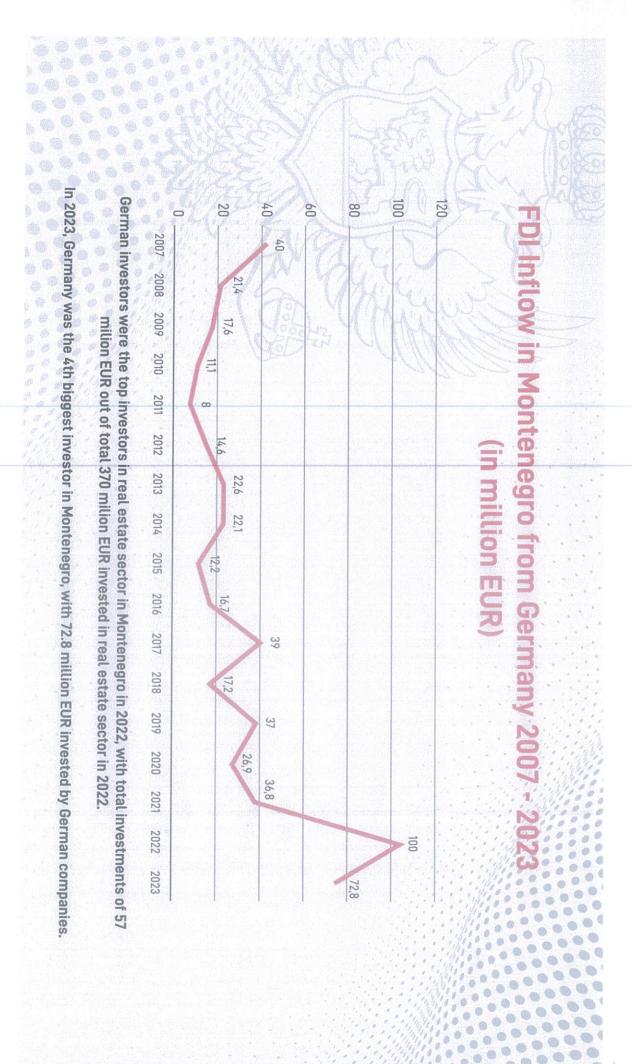


Arts. entertainment and recreation

Other service activities; Activities of households as







The total external trade in goods of Montenegro (in million €)

% import coverage by export 17.4% 19.8%	Trade Balance -2.068.069 -2.839.528	Export 437.04 700.2	Import 2.505.1 3.539.7	Total 2.924.1 4.239.9
17.7%	-3.133.313	674.3	3.807.6	4.481.9



Top exported products in 2023 in thousand €)

Mineral fuels, lubricants and related materials	239.806
Electricity	206.847
Manufactured goods classified chiefly by material	91.987
Crude materials, inedible, except fuels	77.003
Non-ferrous metals	67.424
Machinery and transport equipment	61.438
Chemicals	50.055

Electrical machines, apparatus and devices

Various finished products

Products from nonmetallic minerals

393.695 329.920 191.477 172.635 162.589

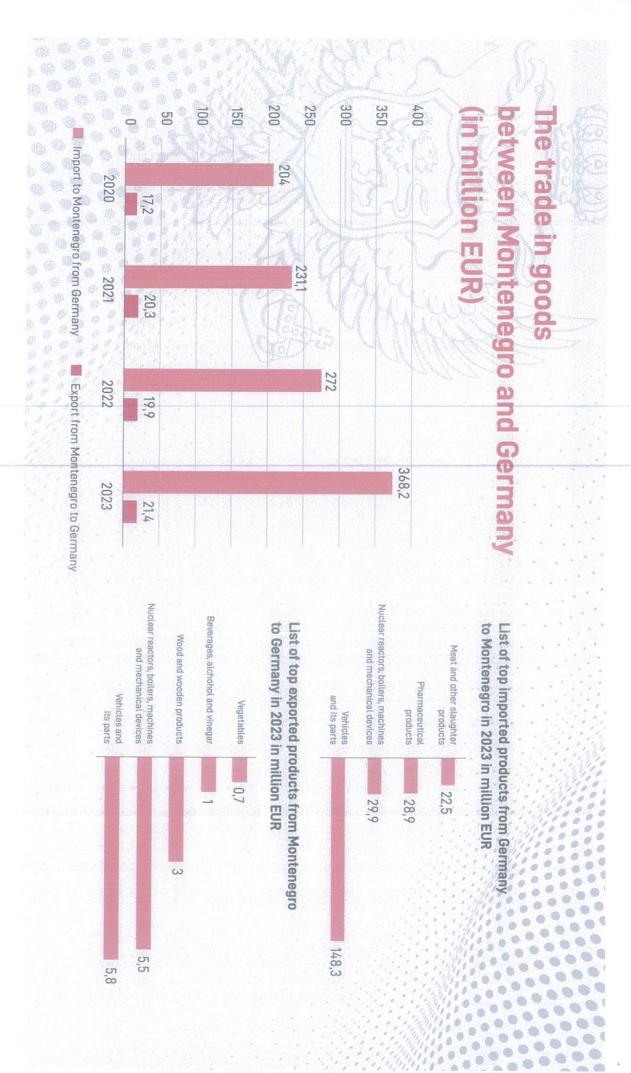
158.756 157.031 Meat and meat processing

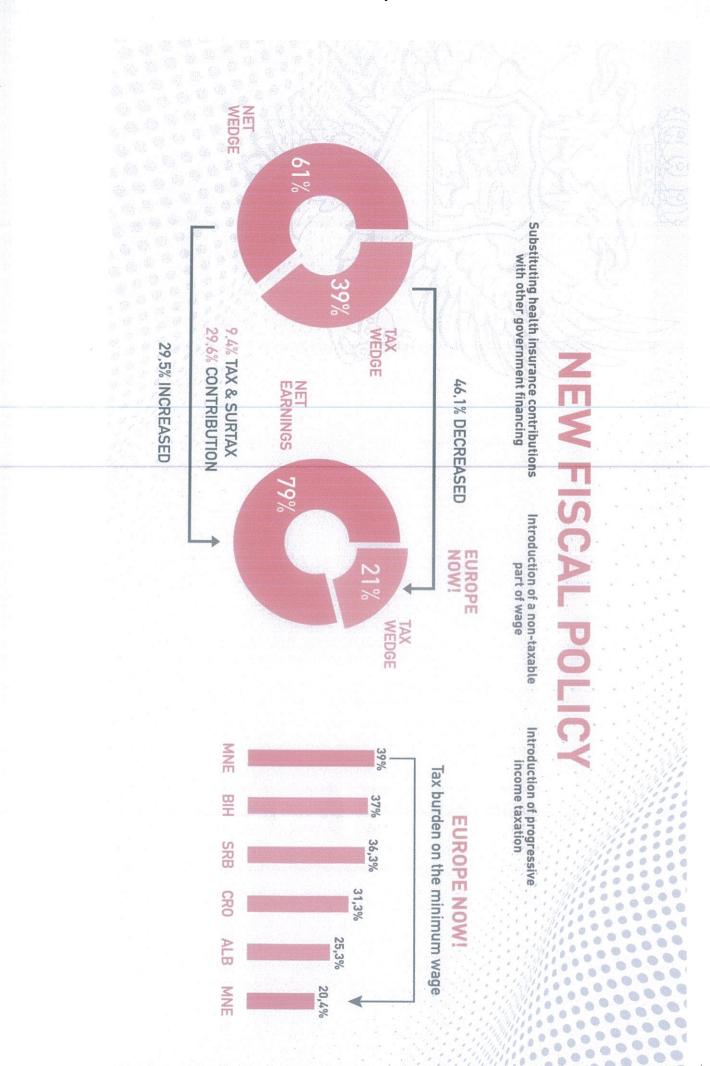
Medicinal and pharmaceutical products

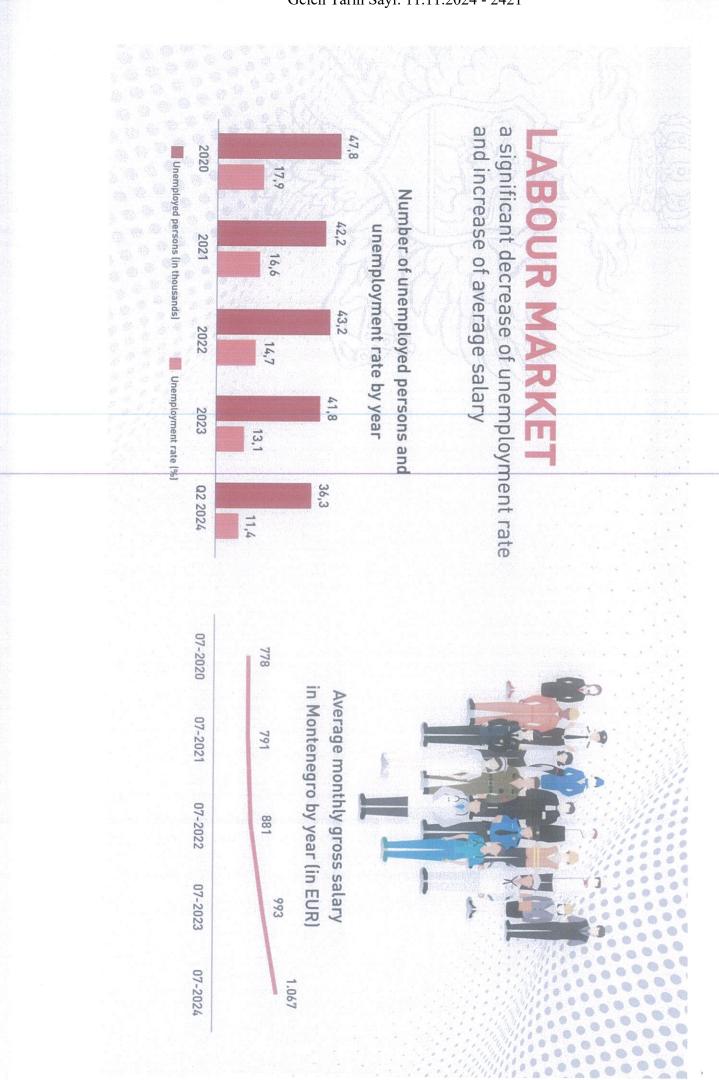
Road vehicles

Mineral fuels, lubricants and related materials

Top imported products in 2023 (in million €)













Investor: Orascom Luštica Bay

Swissôtel Resort Kolasin

Mamula Island Investor: Orascom

The total amount invested in the Kolašin 1600 project as of December 31, 2023, year: €20,676,665.20

36,6 million € investment 203 new employees



835 million © investment investor: Azmont investments Porto Novi

500 new employees opened wthin the resort - the first of that in 2021, the "One & Only" hotel was

580 new employees 923,4 million € investment

> 483 new employees 447 million € investment

Investor: Investment Corporation of Dubai Porto Montenegro

Montenegro - the biggest tourist construction site in the region

ngoing projects

6 hotels under construction at this moment

"Breza" Hotel, Kolasin "K16" Hotel, Kolasin "Durmitor Hotel and Villas", Zabljak "Bjelasica 1450" Hotel, Kolasin "B" Hotel, Kolasin

"Magnum" Hotel, Kolasin "Liko Soho" Hotel, Bar "Cruiser" Hotel, Budva

"Amma Resort" "Montis hotel&resort" complex, Kolasin

"Boka Place" Hotel, Tivat "D" Hotel, Kolasin

"Kolasin Resort and Spa". Kolasin "Tivat" hotel complex, Tivat "President" Hotel, Budva "R" Hotel, Kolasin

4 million EUR ongoing projects in tourism sector

2764 new high category accomodation units

(ey projects

ploitation, energy and the development of transport and other technical infrastructure.

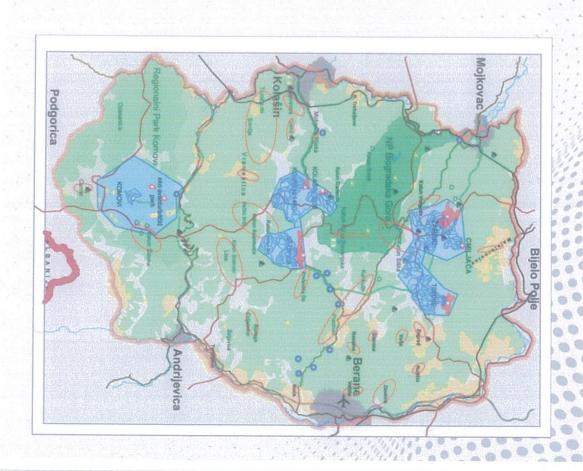
Mountain resorts will be the main vehicles for the development of tourism:

Mountain Center Žarski,

Mountain Center Cmiljače,

The Mountain Center of Jelovica, including the golf

On the basis of the planned analyses, a planning concept has been proposed, which includes the development of tourism, agriculture, forestry, ex-



and Bijelo Polje. The area of the mountain center is 1,550 ha. The Zarski Mountain Center is located in the northern part of the Bjelasica area on the territory of the municipalities of Mojkovac

In the base settlement, the following are planned:

- zones with the facilities of the Central Settlement with Hotels, Apartments, reception and public facilities
- zones of separate groups with facilities of single-family and multi-family accommodation units,

 Ski lift departure area parking zone at the entrance.

A network of pedestrian communications is planned within the base settlement. The possibility of planning the Mojkovac Gondola-Base Settlement is given.

The ski slope zone is interpolated into the zone of the base resort in such a way as to provide ideal accessibility for skiers

As part of the landscaping, squares, green areas as well as sports fields (ice rink, etc.) are planned

level with an area of 178 ha. part of the mountain center at 1,650 m above sea The base settlement is located in the northwestern

Total number of beds 6,796



The base village of Cmiljača is located in the northeastern part of the zone of the mountain center Žarski, north of the ski terrain, on the territory of the Municipality of Bijelo Polje, at 1,620 m above sea level, with an area of 7.5 ha.

It consists of a zone with 4 hotels and 22 bungalows and a ski lift departure area.

A traffic connection to Žarsko is planned on the route of the existing unpaved road in order to establish a connection between the base settlements of Žarski and Cmiljača

Within the base settlement, it is planned to pedestrian communications network.

The ski slope zone is interpolated into the zone of the base resort in such a way as to provide ideal accessibility for skiers.

Total number of beds = 1,995



ties of Andrijevica and Berane. This area of 1,022 ha is located below the natural line of the forest The zone of the mountain center of Jelovica is located in the southern part of the Bjelasica area on the territory of the municipali-

sea level north of the ski field and its area is 139.61 ha. The zone for the base settlement is located in the northern part of the mountain center below the river Jelovica at 1,330 m above

It consists of: - zones with the facilities of the Central Settlement with Hotels, Apartments with reception and public facilities, zones of sep-

A group of single-family accommodation units

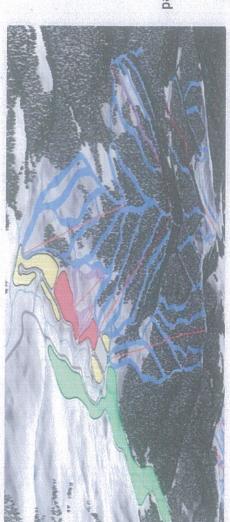
Ski lift and golf area

Parking lot in the central part of the city
 A network of pedestrian communications is planned within the base settlement.

The ski slope zone is interpolated into the zone of the base resort in such a way as to provide ideal accessibility for skiers. As part of the landscaping, squares and green areas are planned.

CGA = 82.868m²

Total number of beds = 2.818



territory of the municipality of Bijelo Polje. The zone of the mountain center of Turin, with an area of 1,399 ha, is located in the northeastern part of the Bjelasica area on the

its area is 110.54 ha. It consists of: The base settlement zone is located in the northeastern part of the mountain center zone at 1,450up to 1,660 m above sea level and

- zones with the facilities of the Central Settlement with Hotels, Apartments, reception and public facilities
- zones of separate groups with facilities of single-family and multi-family accommodation units
- A place to start the ski lifts.

Parking Zone

As part of the landscaping, squares, green areas

of the base resort in such a way as to provide ideal accessibility for skiers.

and enables natural movement for users, following the configuration of the terrain. The ski slope zone is interpolated into the zone

Within the base settlement, a network of pedestrian communications is planned, which connects all the facilities of the settlement

as well as sports fields are planned.

CGA = 121.960m²

Total number of beds =4.526



Location name:

JP2 Block 2 Zone A Dup Topolica 3

Cadastral parcel: 4957/6, 4957/4, 4957/3, 4953/1, 4953/4, 4953/2, 4952/3, 4952/2, 4952/1 and parts of others, KO Novi Bar Total land area [m2]: 17767

Ownership status: Municipality of Bar and Government of Montenegro, no encumbrances or restrictions Total surface of all buildings (m2): without buildings

Form of transfer of rights. The subject of the transfer of rights is the entire plot through a public tender - auction Planning document: DUP Topolica 3, amendments to the DUP are being drafted

Location description. The location is located near the sea, in the area intended for the construction of high category hotels. The construction of the hotel building

max GBA 62184 m2 is planned. The plot has a connection to the city water supply, sewerage and electricity network. The location is infrastructurally equipped.

UP 44 block 8 zone B DUP Topolica 3

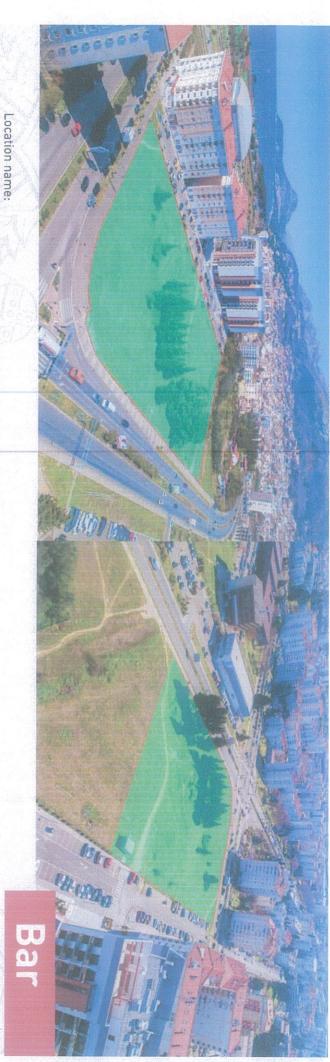
Cadastral parcel: KP 4976/11, 4977/5, 4978/2, 4977/14 KO Novi Bar

Total land area (m2): 17430

Ownership status: Municipality of Bar and Government of Montenegro, no encumbrances or restrictions Total surface of all buildings (m2): no buildings built

Planning document: DUP Topolica 3, changes to the DUP are underway

Form of transfer of rights: The subject of the transfer of rights is the entire plot through a public tender - auction











Location name:

Mixed-use Building in Meljine

Location: Cadastral plot number 320/1 (part without LC), 320/2 i 320/3 K.

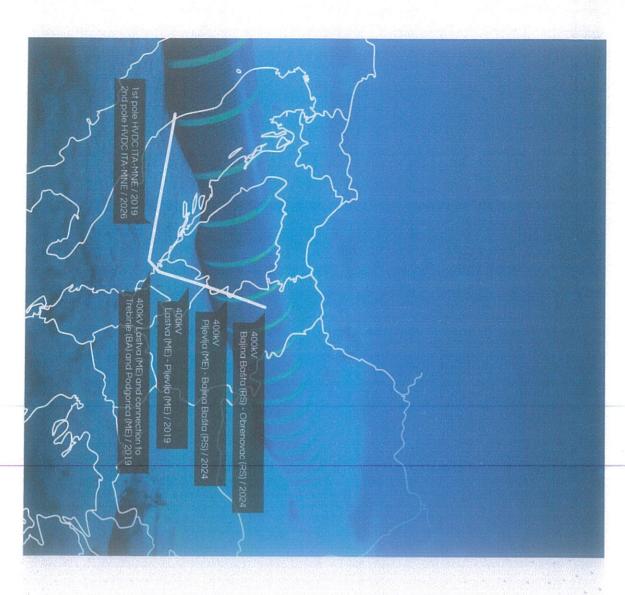
Land area: cca 2400 m2

floor of facilities in the complex is S+P+3 (basement + ground floor + parking lots. max lp = 0.4, max li = 1.5, maxLand use: Mixed-used complex with various social contents, including

Land use plan: Valid plan: DUP Meljine ("SI. list CG o. p." br. 26/12]: UP 47

three floors)





Montenegro between Italy and ndersea Ca

the largest development project in the energy sector in history of Montenegro

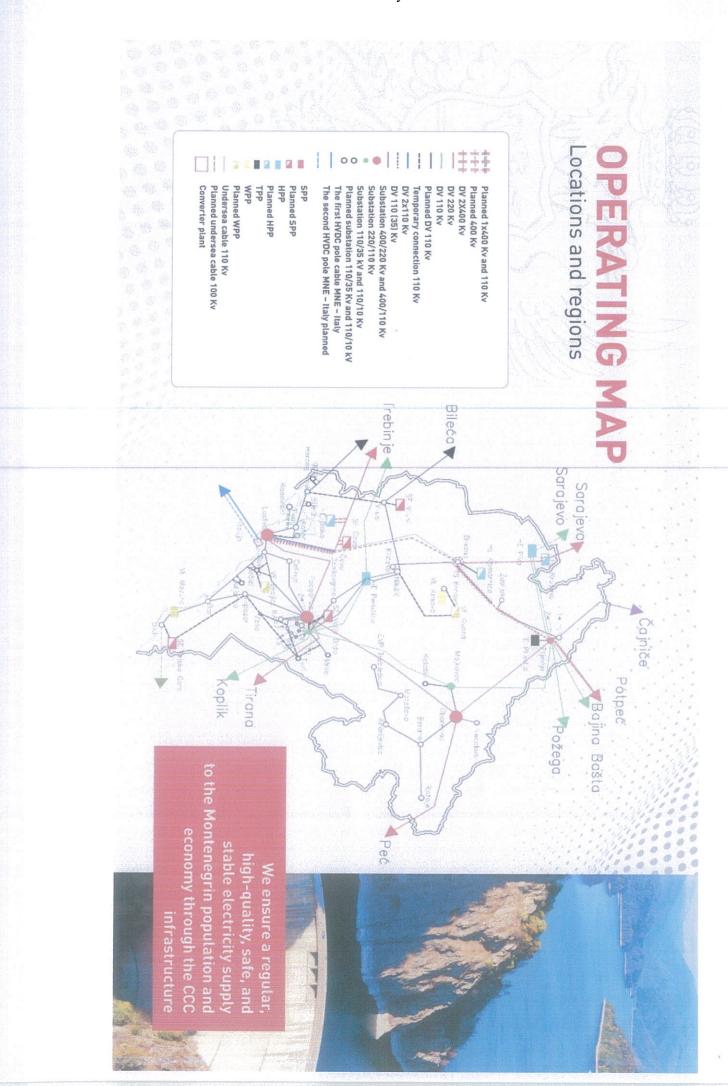
to the EU market Regional hub for the electricity export

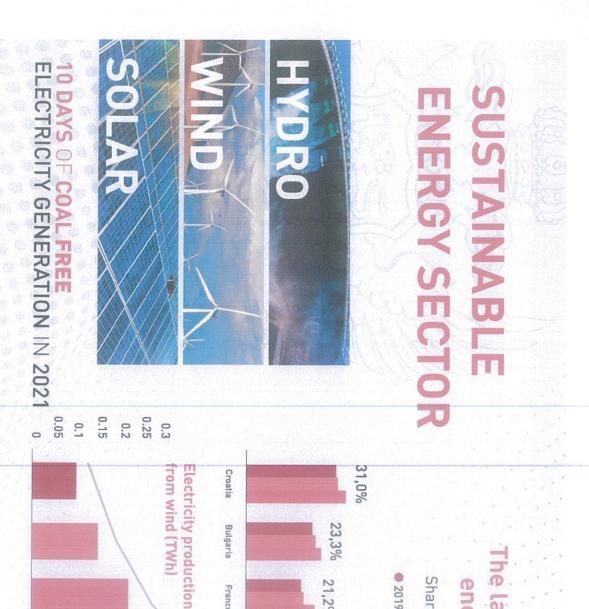
new projects in the energy sector of Montenegro A huge boost for the implementation of the

600 MW capacity (total 1200 once the 2nd phase

is implemented)

1.2 billion EUR total investment





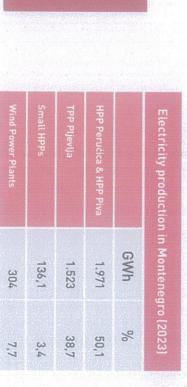
he largest share in the product energy from renewable sources.

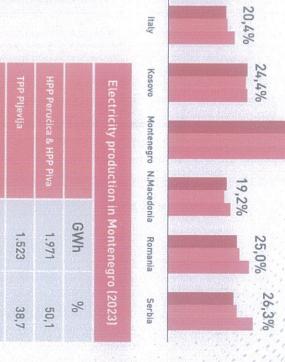
Share of electricity production from renewables (%)

2019
2020
2021

43,8%

19,3%

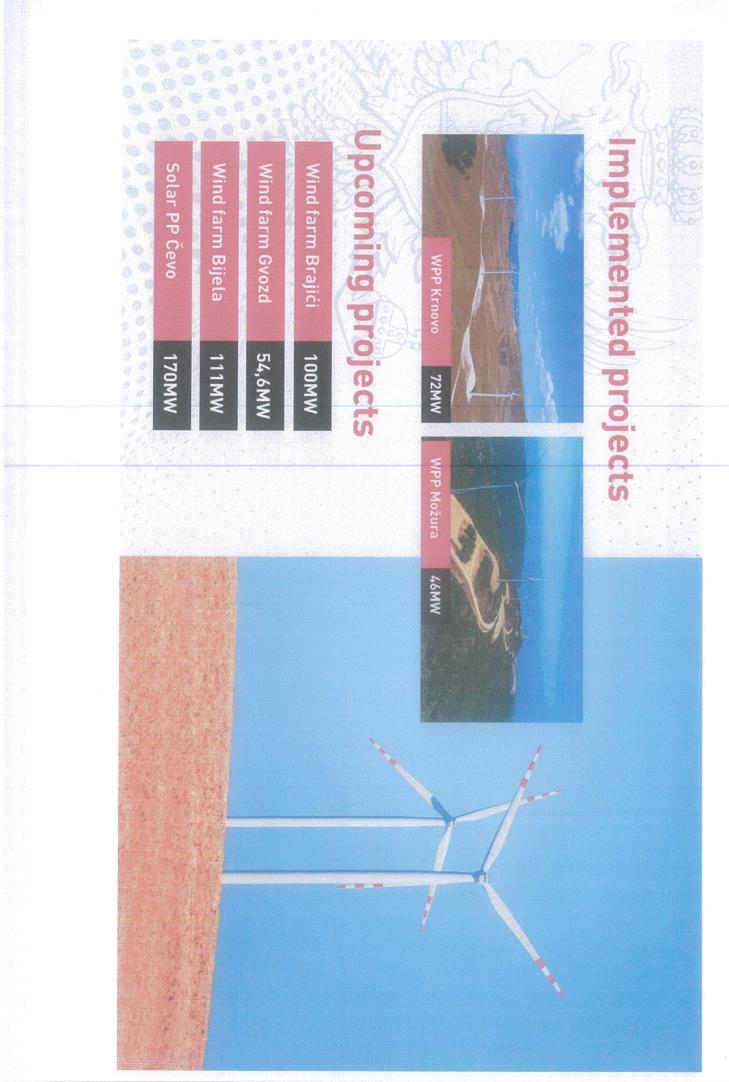


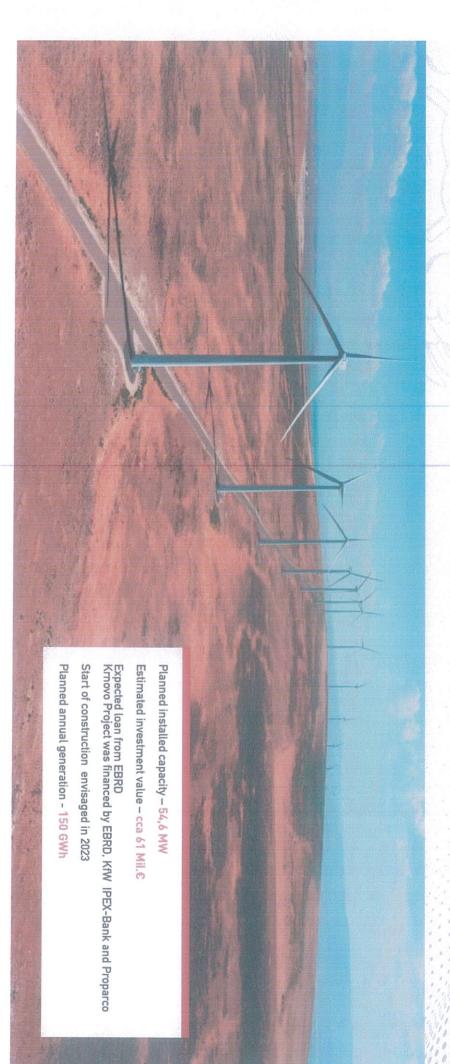


France

Germany

Italy





PROJECT GVOZD Construction of new Wind Farm

IPP and SPP projects in

	Installed Capacity (MW)	Annual generation (GWh/y)	Year of commissioning
SPP Briska Gora	50+200	90+360	2024/2026
SPP Velje Brdo	50+100	80+160	2024/2026
SPP Vilusi I	30	45	2024
SPP Dragatj / Vitusi II	80	140	2026
SPP Čevo	100	160	2025
Floating solar Slano Lake	34	70	
HPP Kruševo	100	230	
	171	213	
		The second control of the second control of	

There are 51 requests for the connection to the grid by private investors building SPPs on private lands in procedure at this moment, out of which some grid connections agreements have already been signed with Montenegro's transmission system operator CGES

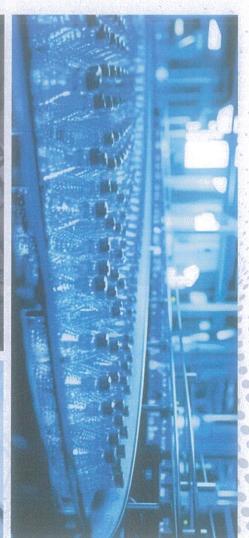
FACTORY NATER PRODUCTION

- Project status: In progress
- 421.000,00 € Estimated total investment cost so far: Type of project: Private project
- 966.000,00€ Estimated contribution by the potential partner:
- partner: financial investment/joint venture Form of cooperation with foreign Location: Andrijevica

More information available at request.







Business zones currently exist in the following municipalities: Berane, Bijelo Polje, Mojkovac, Niksic, Podgorica and Šavnik.

The industrial zone in the municipality of Kotor is also a strategic location for industrial development, offered to the credible investors



Podgorica, the capital

10 zones

0,01 €/m²

257 hectares 30 years lease local levels. Incentives at the local level relate to the following: Investors shall be provided with incentives at both, the state and

favorable price of renting / buying space within the business zone;

reduction or exemption from payment of surtax on personal

reduction of real estate tax rate;

the possibility of defining a favorable model of private-public part-

infrastructural equipping in areas where it does not exist.





3AR-BOLJARE HIGHWA

The largest infrastructure project being implemented in Montenegro

ble-tube tunnels The first section of the Bar - Boljare motorway (Smokovac - Mateševo) opened on 13th July 2022; it is about 41.5 km long; it has 29 bridges, ten overpasses, and sixteen dou-

Coming next:

Section	Lenght (km)	Construction costs (mill. EUR)	Expropriation costs (mill EUR)	Total costs according to BoWs (EUR)	R)	Documentation Status
Djurmani - Farmaci	35.11	288.9	20.3	309.3		Conceptual design
Farmaci - Smokovac (bypass around Podgorica)	17.10	196.3	7.8	204.1	Pretiminary design under construction	under construction
Mateševo - Andrijevica	23.06	398.0	13.5	411.5	Preliminary design under construction	Inder construction
Andrijevica - Boljare	55.08	410.9	36.4	780.7		Conceptual design
Total	130.35	130.35 1,294.2	78.1	1.372.4		

Note: The costs in the table have been estimated at the beginning of 2022, with the significant rise of the construction material the costs are expected to be higher



great potential for further development and new business partnerships

and the road Bar-Podgorica-Belgrade. Land and infrastructure, managed by the "Port Bar JSC": link in the chain of intermodal transport. The Port is a junction of the trunk road M-24 Herceg-Novi-Bar-Ulcinj Integrated with the Belgrade - Bar railway and road traffic network, the Port represents a very important

48.8 ha of infrastructural arranged space;

25 ha of infrastructure partially arranged space - space for expansion of Free zone:

96.8 ha of infrastructure and unregulated area the area of Bigovica;

operative quay with draft up to 14.0 m, length of 834.4 m;

Bar has great potentials as a regional importance port. The quality of the port infrastructural links with its hinterland has a strong influence on the current port capacity utilization rate. operative quay with draft 5,0-11,0 m, length 1573 m;

 electro-energetic, water and sewerage, telecommunication infrastructure

1,400,000 .000,000 .200,000 200,000 800,000 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2022 KOPER 945.007 BAR 53.591 **RIJEKA** 303,626

grade-Budapest railway line and the construction of a full-profile and Herzegovina, and Hungary is going via the Port of Bar; acmotorway on the same route. basic prerequisite for this is the reconstruction of the Bar-Belcording to current estimates, the potential is much higher. The Very low percentage of the cargo located in Serbia, Kosovo, Bosnia

superstructure, and digitization are the next In addition, investing in the port infrastructure, fundamental prerequisites.

RIJEKA

LinerShipping Connectivity Index 2006-2020. Source: Pelević (2021)

1,51

2,51

3,82

3,50

3,37

4,40

23,17 3,65

29,80 3,92

29,32 3,11

4,27

Distance from the Port of Bar to 476 km 632 km 653 km 523 km 523 km 647 km 651 km 777 km 826 km





Passenger terminal: 5.500m2

 Aircraft handling Baggage handling

Passenger handling

In 2023. Podgorica Airport reported record of 1.657.522 handled pas- Cargo and mail handling Aircraft fuel supply

Podgorica Airport is located at the very heart of Montenegro. You can

turesque

Top five destinations: Belgrade, Istanbul, Vienna, London, Warsaw.

Adriatic Sea and tremendous northern mountains in an hour or two

reach both

Ulcinj Bijelo Polje Niksic Bar Zabljak Tivat Cetinje Podgorica Airport: 90 min 90 min 60 min 40 min 150 min 120 min 30 min

Runway: 2.500 m

Passenger terminal:

T1 - 4.056 m2, T2 - 1.300 m2

Services:

Passenger handling

Aircraft handling

Petrovac

Herceg-Novi

30 min 40 min

10 min

Kotor

Tivat

5 min 20 min

Budva

 Baggage handling Cargo and mail handling

Aircraft fuel supply

Tivat Airport is located in the coastal town of Tivat, nestled along the pic-In 2023. Tivat Airport reported 848.188 handled passengers Top five destinations: Belgrade, Istanbul, Tel Aviv, Vilnius.

Bay of Kotor. Our airport serves as a gateway to the stunning Adriatic

PODGORICA AND TIVAT

Passenger Traffic 2003-2023

8

PODGORICA AND TIVAT

OKANDA CETINJE Proje

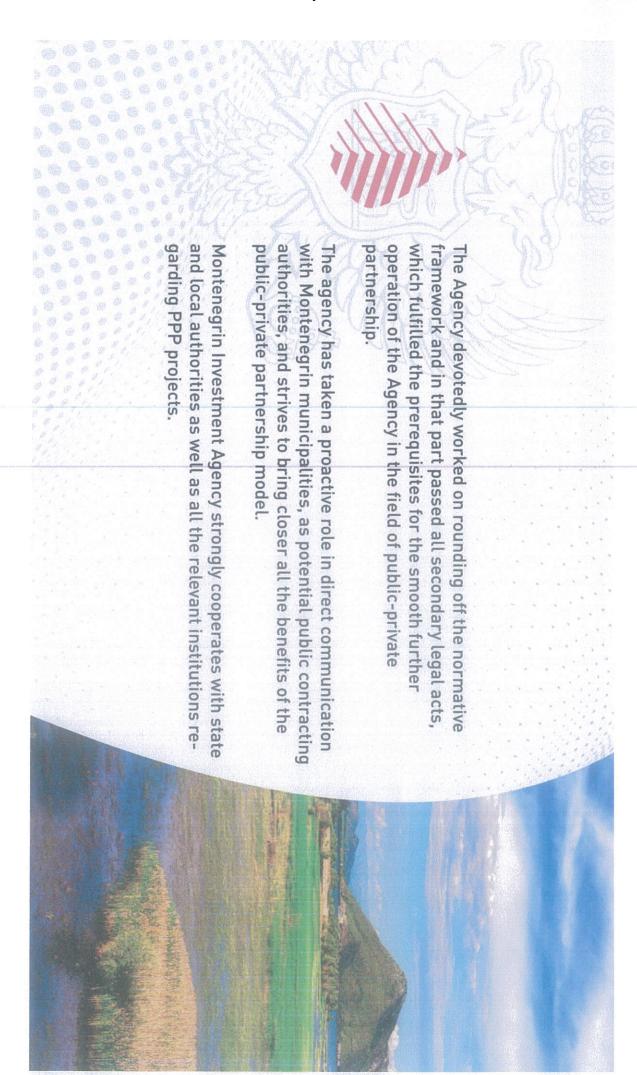
The evaluation of the project proposal "Construction (renovation) of the protected cultural property of the Hotel Lokanda" is underway.

The project proposal contains a justification analysis and a draft contract.

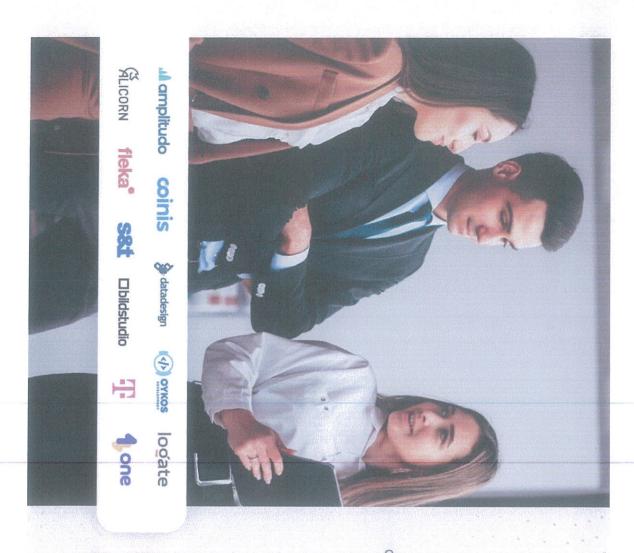
After evaluation and receiving a positive opinion from the Montenegrin Investments Agency and the Ministry of Finance, Cetinje will publish a public call for interested investors.

half half of the year.

The public call is expected to be announced in the first







capabilities, Montenegro is becoming a next-wave location for delivery of Due to time proximity, good infrastructure and multilingual voice and non-voice business process services and IT

ICT SECTOR

The ICT sector in Montenegro has been recognized as one of the most important sectors for the future economic development of Montenegro

in ICT in 2022 Realized revenues revenue growth

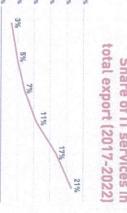
2017

2018

2020

2021

2022



Share of IT services in

PARK MONTENEGRO

Science and Technology Park Montenegro was established with the aim of providing support and strengthening the potential of economic growth and development of Montenegro, through the establishment and growth of companies/teams in high-tech activities. Also, a special aspect of the work of STP Montenegro is support in the development and commercialization of innovative ideas and projects.

- Support for entrepreneurial ventures through the processes of incubation, financing, training, mentoring and connecting with technological innovation ecosystems, both regional and global.
- Accelerating product innovation in the private sector through support programs and grants that encourage the development of new products and innovations.
- Encourages cooperation with the business and academic community, as well as decision makers within Montenegro.
- Creating a stimulating environment that encourages innovation and collaboration, by attracting and supporting tenants focused on the development of technology-based products and services and the commercialization of scientific research.



OF MONTENEGRO

knowledge and innovation. to orient itself even more strongly towards a society based on The establishment of the Fund shows Montenegro's clear commitment

Incentives for the development of research and innovation are provided in a form of exemption or relief in relation to:

Personal income tax and surtax on tax;
Contributions for compulsory social insurance;
Corporate income tax

Fees for communal equipment of building land Use of real estate and / or land owned by the state Real estate tax.

Innovation fund's budget by year: 2022: 716 838 EUR 2023: 2 million EUR 2024: 3 million EUR expected

Additional 30 million EUR expected to be distributed through different programs from the Economic Citizenship Program revenues.



GRAM FOR IMPRO COMPETITIVENESS OF THE ECO

sisted of 4 program lines, aimed at strengthening the production activities and the transformation of the economy towards digital on which the development of a dynamic, innovative and export-oriented economy rests and green business, as well as the development of entrepreneurship of young people and women in business as essential segments The Program for Improving the Competitiveness of the Economy for 2024 will have a total budget of £3 million and will be con-

- Program line for the improvement of production and service capacities
- Program line for the procurement of low-value equipment
- Program line for digitization support
- Program line Vouchers for women and young people

support for the purchase of equipment/tools that are in the function of creating and budget of €200.000, aimed at strengthening the competitiveness of existing crafts promoting products and/or services the number of registered craftsmen. The Program is intended to provide financial men, encouraging entrepreneurship among women and young people, increasing The Program for the Development and Promotion of Crafts for 2024 will have a total

The Program has been coordinated by the Ministry of Economic Development from 2018



No restrictions

Residence permit

Issued in 15 days

Why WIO

Low corporate profit tax

9% - from 0 € to 100.000€ 15% - over 1.500.000€ 12% - from 100.000€ to 1.500.000 €

Company registration in 10 business days

Buy a property in Montenegro

3% - the real estate purchase tax 0.25% - 1% - annual real estate tax Get a residence permit based on property ownership

Easy business start up

Low company maintenance costs Minimum initial capital for opening a LLC is 1 €

Great connectivity

ery of all products on time.

Stable banking system

ones gro banks. At the end of 2021, the banking sector consisted of 11 banks, mostly foreign can choose from a wide numbers of Montene-Foreigners living or working in Montenegro

investors have the equal rights as domestic of national treatment, which means that foreign Foreing Investent Law guarantees the principle

toreign investors

National treatment of

of transport by land, air and sea guarantees unique access to markets and deliv-Well airport connectivity, the possibility

Montenegrin Investment Agency for your attention Podgorica 81000, Montenegro Montenegro Investment Agency Kralja Nikole 27 +382 20 220 030 mia@mia.gov.me

www.mia.gov.me