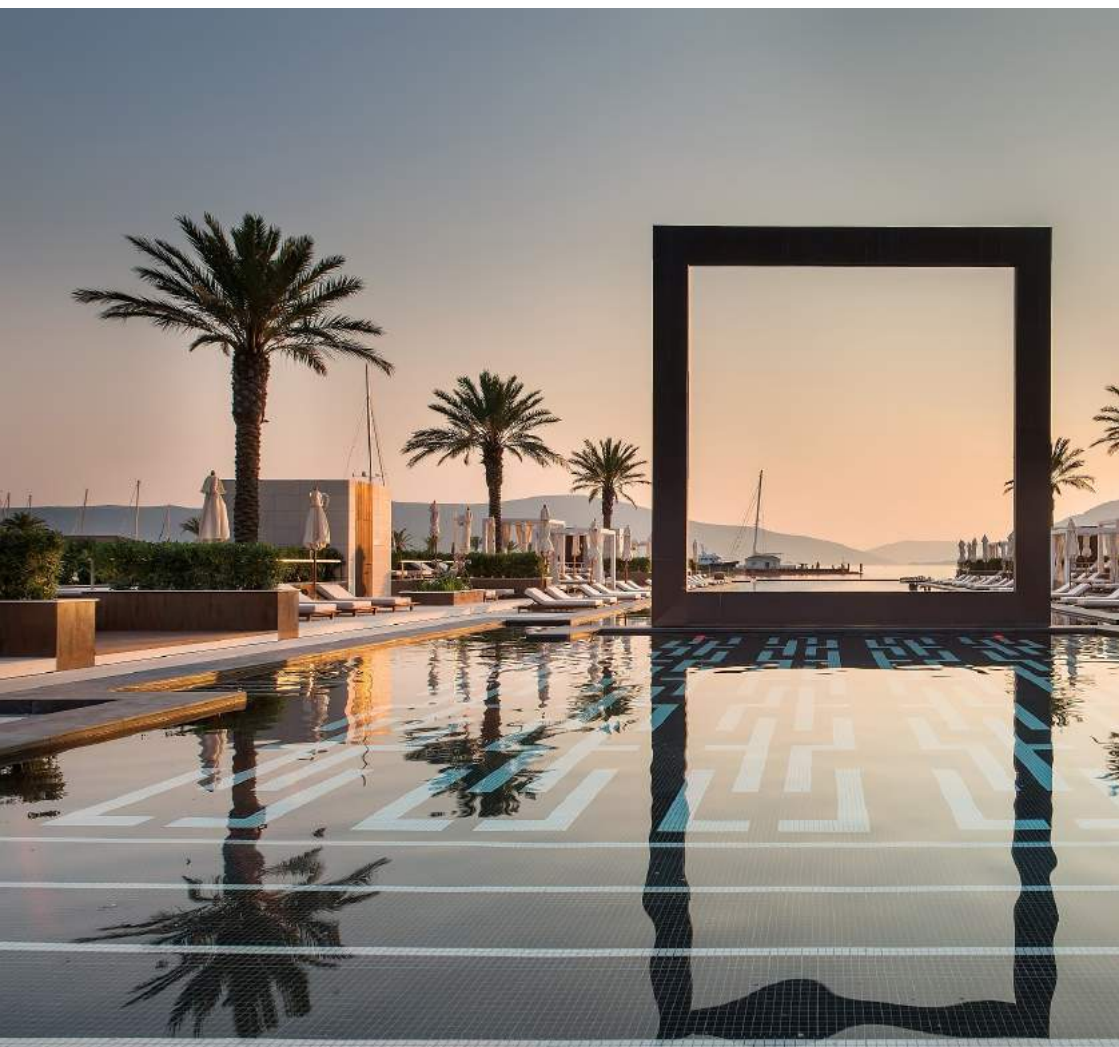




MFIC INVESTMENT GUIDE



2016



Why invest in Montenegro?

What our members are investing in?

Things you should know when starting a business

Moving to Montenegro

INTRODUCTION

It is our pleasure to introduce to you the Montenegrin Foreign Investors Council (MFIC) Investment Guide. The guide focuses on the most attractive investment opportunities and provides practical information useful when starting and expanding your business in Montenegro.

Since regaining its independence in 2006, Montenegro has been increasingly attractive to foreign investors. Its development is centered around attracting FDI through a competitive business environment, striving to become the business hub of South-East Europe. It offers many rewarding investment opportunities and impressive natural potential along with continuous improvements in the business climate intended to attract foreign investors.

The Montenegrin Government is well aware of the importance of foreign direct investment for sustainable growth of the economy, which makes sense since, so far, the recorded increase in wealth has been driven primarily by large volumes of foreign investment. Its activities have mainly consisted of reforms directed at improvement of the investment climate in Montenegro. We have seen improvements in competitiveness, transparency and business-friendliness. Nevertheless, there is still work to be done and challenges to be overcome. Having become a member of the WTO in April 2012 and due to the process of negotiations for its accession to the EU, as well as having received an official invitation to become a member of NATO, one can be optimistic about further improvements in the Montenegrin trade system and the general business climate in Montenegro. We are certain that it is developing into a reliable and investor-friendly business environment.

The guide is intended to encourage foreign investment and provide relevant data about the legal and institutional framework. The guidelines and observations stated in this handbook have been acquired through the work of the Montenegrin Foreign Investors Council and research of its members.



WHY INVEST IN MONTENEGRO?





"Montenegro's economy is small but open, and focused on encouraging new businesses. It is recognized as an emerging economy with significant growth potential."

BUSINESS ENVIRONMENT

Over the years Montenegro has committed itself to establishing a modern market economy and entering the European markets. It recorded the fastest growing GDP in the region up until the decrease in the growth rate in 2009, which occurred largely due to the global economic crisis, but the country has since successfully recovered. The euro is used as Montenegrin legal tender, which is one of the reasons why it is favorable for businesses.

Due to Montenegro's EU membership aspirations, many reforms have already taken place. They were driven by the EU reform agenda and the goal of developing an investment-friendly environment. Changes that can be observed are, for instance, reduction of some taxes and social contributions, simplification of tax procedures, improvements in the legal framework for bankruptcy procedures, a reduction of the cost and some modifications in the procedures for obtaining construction permits. Improvements in the regulatory environment proved to be necessary to ensure legal security and reducing the regulatory burden on businesses.

There is a trend of significant trade liberalization and rising competitiveness in the Montenegrin economy in general. In many reports issued by various international organizations from year to year Montenegro has been demonstrating constant improvement. For instance, Montenegro improved its position from 47th place in the Doing Business report to 46th for 2016. However, we are also expecting further progress and more developments in order to achieve even better rankings.

There are several incentives contributing to the overall business environment which are important when considering doing business in Montenegro (such as the tax system, labor market/human resources, market access and similar business preconditions).

"Montenegro's economy is small but open, and focused on encouraging new businesses. It is recognized as an emerging economy with significant growth potential."

The tax system in Montenegro underwent substantive reforms in order to create a business-friendly environment and attract foreign investors¹. As a result, there is a competitive overall tax rate compared to the other countries in the region and Montenegro is recognized as a low-tax area among

¹ Paying Taxes 2013 – The Global Picture, PwC / The World Bank, available at: <http://www.pwc.com/gx/en/paying-taxes/assets/pwc-paying-taxes-2013-full-report.pdf>.



Podgorica

foreign investors. However, we are expecting further reforms with regards to the predictability of taxes and equalization of municipal tax policies. Foreign investors in Montenegro are guaranteed equal treatment by law to locally owned ones. They have property rights on movable or immovable assets and inheritance rights identical to Montenegrin companies and they are taxed the same way as domestic investors. This encourages investment in any industry.

Another aspect of the Montenegrin economy which is seen as beneficial for foreign investors is the use of the euro as the currency. The euro was adopted in Montenegro in 2002 and it has been used ever since. It has a positive impact on any foreign investors, since it significantly reduces the inherent foreign exchange risk as well as the inflation risk when conducting business in Montenegro. Furthermore, the business-friendly environment of Montenegro is emphasized in its free-trade economy. For example, Montenegro signed a free-trade agreement with the EFTA in 2014. Freely floating capital, as well as a commitment to free trade by the Government of Montenegro, provide foreign investors with more opportunities and improve the overall investment climate of Montenegro.

Qualified human resources and a flexible labor market are some of the other important prerequisites for starting a business. Developments in the efficiency of human resources and the education system that have occurred in the last few years are leading towards a more competitive workforce in Montenegro. Education represents a solid base for the future development of the country and shapes the country's success in attracting FDI. Besides the growing diversity of education opportunities and mobility possibilities offered in Montenegro, one can observe the growth in the knowledge of languages (English, French, German, Russian and Italian are among the most studied languages). The quality of the labor environment is expected to improve with regards to the work ethic of the national workforce, as this was identified as being one of the most problematic factors for doing business in Montenegro. Numerous reforms have taken place in order to increase the flexibility of the labor market, therefore we are enthusiastic about some of the decisive changes in the coming period.

Although the above stated reasons for investing in Montenegro are very important, it has been interesting to learn that most foreign businesspeople acknowledge the **lifestyle** in Montenegro as one of the reasons for finding opportunities to do business in Montenegro². The climate is advantageous for an active lifestyle and the openness of the society enables quick building of a personal network of like-minded people.

² Economic Opportunities in Montenegro, Export Chicago, December 2013.

INVESTMENT OPPORTUNITIES

When presenting the opportunities for doing business in Montenegro, one should start with what is immediately evident – the strategic geographic location and natural potential of Montenegro. Being situated in South-East Europe in the Central Mediterranean area, Montenegro is certainly among the most interesting spots in the world. It has diverse climate features and diverse landscapes that offer so many different possibilities.

Investment potential has so far been identified within several sectors: tourism, energy, infrastructure and agriculture (with tourism and energy singled out as key sectors of growth in the past year).

TOURISM

Montenegro is predominantly a service-driven economy, with a significant portion of growth coming from tourism, as one of the main drivers of its development so far. But tourism is yet to reach its full potential and Montenegro is predicted to become one of the fastest growing tourist destinations in the next 10 years, according to the World Travel and Tourism Council.³ It has everything it needs to achieve that goal, such as diverse natural resources, unspoiled nature, beautiful beaches, a spectacular coastline and a central location in the Mediterranean. Montenegro was the first country in the world to be declared an ecological state in 1991. All this was recognized by several of our prominent members who have already made investments of hundreds of millions of euros and are planning on committing much more.

Up to this point, the coastal part of the country has been in the focus for development of tourism, enabling Montenegro to become one of the fastest growing tourist destinations in the world. This potential has certainly been recognized by our investors, members of the MFIC, who have already invested a large amount of money in greenfield and brownfield projects. Yet, there are still many outstanding opportunities for further development, especially in the area of yachting and cruiser tourism. The port of Kotor received 203 ships bringing more than 213,000 guests to Kotor and 788 yachts bringing 3,297 passengers up to August 2015. There is a need to make a complete offer to tourists coming from cruisers and yachts and motivate them to choose to stay in Montenegro for a longer period of time.

³ http://www.wttc.org/site_media/uploads/downloads/montenegro2013_2.pdf.



Although the coast has so far proved to be the main driver of the country's tourist industry, Montenegro's interior has great investment opportunities which have still not been explored and the region is quite unknown. Four of the country's five national parks are located in the interior. Also, there is a wide range of new tourist attractions to be discovered and developed in the northern region of Montenegro. The northern region represents the center for mountain tourism as it has several small ski resorts with huge development potential and areas of untouched nature. It has a diverse landscape with a combination of stunning lakes, deep river canyons and high mountain peaks which offer possibilities for adventure travel programs.

Especially attractive for further investment is, for instance, Bjelasica with the potential for "soft" and "hard" adventure sports, wellness and MICE5 related activities, but also Durmitor and Žabljak, brimming with opportunities for nature-based and family tourism as well as a wide range of sporting activities. In order to capture all this potential, the still underdeveloped hotel capacities represent a lucrative investment opportunity.

The Government's strategy for tourism development includes a wide range of quality accommodation (from luxury seaside resorts to mountain eco-lodges) and various activities such as yachting and golf, as well as other adventure sports and less active sports. For example, the Government and potential investors have recently been able to identify golf tourism as a still undeveloped market segment, although there are some private golf courses in Montenegro.

The country's topography lends itself to this sport with many suitable sites and a strong growth in demand, which is why it is open for projects in this area. One can easily notice Montenegro's potential for becoming a golf destination. Construction of golf courses would attract visitors in the period prior to and after the summer tourist season. Only recently a construction permit for building a golf course was issued to one of the MFIC members – Luštica Development (a company established as a joint initiative between Orascom Development Holding and the Government of Montenegro). Luštica Development is investing in the development of Luštica Bay, a highly sustainable and highly sociable coastal community, driven by the healthy lifestyle its location affords, which will, among its different facilities, now also offer a golf course. This is only an example of the openness of the market for such sports facilities.

As stated many times before, the country already contains the resources necessary for a thriving tourist industry and one may expect that development in the area of tourism will certainly have a spill-over effect into the development of transport, trade, the energy sector, agriculture and construction.

AGRICULTURE

Agriculture represents one of the pearls of Montenegrin economy, still underutilized. It accounts for around 8% of Montenegrin GDP. Based on official statistics, only 1.6% of all permanent employees in Montenegro work in agriculture, but, unofficial data suggest that the number is much higher, reaching around 30% of the total number of employees in the state.⁴ These people usually work on family farms and distribute their products at local markets. Covering a relatively small land area with different geographic locations and a different climate, Montenegro has a rather diversified production: growing olives and citrus fruits along the coast, to early season

⁴ Ministry of Agriculture and Rural Development – Strategy of Development of Agriculture and Rural Areas 2015–2020.

vegetables and tobacco in the central region and livestock breeding in the northern area.

As the first ecological state in the world (since 1991), Montenegro has the potential to grow in this area even further, given its unspoiled nature, clean water and unexhausted land resources. Organic agriculture is being developed, the number of organic food producers is constantly increasing. Producers need to follow strict standards represented in the Law on Organic Production, as well as other legal regulations, and gain special certification from the institution in charge. Organic agriculture represents a system of sustainable agriculture which is based on local resources and, as such, it minimizes negative effects on the environment. In this area there are many opportunities for investment in the production of unique and traditional products that could be marketed for consumption in tourism. There is already demand from both locals and tourists who come from all over the world for organic and healthy food originating from Montenegro. Therefore, agriculture represents a quite promising and rewarding sector for investment. The Montenegrin Ministry of Agriculture and Rural Development has initiated various projects to attract investors into the field of cultivation of medicinal herbs and milk and dairy products.

Montenegro is a country rich in various sources of drinking water, with great quality. At the moment there are seven facilities for the production of water in the country, but still, imports of drinking water are quite high, while exports of water are quite low. A small percentage of only 17% of the water resources in Montenegro is being used. Considering that water will become one of the most valuable liquids (even compared with oil) this is one of the sectors with the potential for great commercialization and monetization.

ENERGY

A sufficient energy supply is one of the main prerequisites for sustainable economic development. Over the last few years, the energy sector in Montenegro has been marked with significant progress. With the goal of achieving a non-discriminatory, competitive and open energy market, reforms in the energy sector have consisted of harmonization of the regulatory framework with the *acquis communautaire* and of gradual steps towards liberalization. The Montenegrin market for electrical energy is relatively small and so far there has been only one "vertical supplier" – the Electric Power Company of Montenegro (EPCG), which is at the same time the national supplier. Due to the fact that complete liberalization of the electrical energy market is expected to take place in the coming years, energy has become one of the most interesting sectors for foreign investors in Montenegro. Very soon citizens will be able to choose their supplier and this is an important precondition for establishing more energy supply companies in Montenegro.

Montenegro has great potential for the construction of small hydroelectric power plants and for use of alternative energy sources. Activities directed at creating necessary preconditions for the construction of small hydroelectric power plants are currently being implemented. The main parameter that defines a small hydroelectric power plant is the installed power, which by Montenegrin law must be 10 MW. In the construction of small hydroelectric power plants there are two basic parameters in defining their feasibility: hydrological data and distance and the condition of the power system. At the moment in Montenegro concession contracts have been concluded on 21 watercourses which will provide an investment of around €109 million. In 2014 there were seven small hydroelectric power plants providing around 9.3 MW and planned annual electricity production is roughly 35.4 GWh. It is estimated that the value of the investments in these 6 micro power plants is around €15.3 million.

Wind energy is one of the energy sources still in development, Montenegro might be well placed to use its natural potential for wind turbines. There are a few locations recognized as good for setting up this kind of device, including the southern and central parts of the country. Two wind turbines whose construction is expected in the upcoming period are the ones in Krnovo (near Niksic, central Montenegro) and in Mozura (near Bar, in the south). Due to some unexpected circumstances, the construction of these



two structures is behind schedule, but is expected in the near future. One of the benefits the Government is ready to offer is a guaranteed price for

purchase of electricity for the first few years.

The potential of solar energy was assessed in two of the most promising sectors: solar thermal energy for households and solar thermal energy for the tourism industry. Montenegro has a very good predisposition for solar energy systems, since the annual number of hours of sunshine is more than 2,000 hours for most parts of the country and as much as 2,500 hours along the coast. This makes it one of the greatest solar energy potentials in South-East Europe.⁵

Besides the previously mentioned renewable energy sources, Montenegro also has great possibilities for the usage of the energy potential of biomass from agriculture. This potential is most of all related to the forestry sector which is especially interesting for energy systems that use biomass as fuel. One of the most profitable improvements in this area would be the planting of fast-growing tree cultures in order to produce wood biomass, although much of Montenegro's territory is already covered with forests.

Being planned for the upcoming period is also further strengthening of the wood processing sector, as one of the most promising areas for development. The Ministry of Agriculture and Rural Development supports various projects which have the aim to develop specifically half-processing and

⁵ <http://ccee.me/wp-content/uploads/2015/01/Studija-Solarna-energija-u-sektoru-turizma-u-CG.pdf>.

final processing of wood semi-final and final wood treatment. For the first time in Montenegro, pellet fuel production has been started in two minor cities in the northern part of the country, Andrijevica and Gusinje. Further development in this field is expected. Also, the Ministry is looking for investors ready to invest in this field.⁶

It is also important to mention that the company Terna is constructing the new Italy–Montenegro direct undersea connection of 1000 MW and 415 km in length between Cepagatti (Pescara) and Tivat (Montenegro). This connection will create some new possibilities for the export of energy produced through the use of renewable energy sources.

Furthermore, recently Montenegro has revived the project of oil and gas exploration in the Adriatic. More specifically, the existence of the basic pre-conditions for oil and gas in the Adriatic geological basin has been proven. Therefore, the Montenegrin Government has begun developing a legal framework for the exploration of oil and gas. So far, several foreign investors have submitted bids to conduct research on the potential and cost of offshore drilling off Montenegro. Additionally, Montenegro has signed agreements with the countries in the region, as well as Azerbaijan, for building a Trans-Adriatic gas pipeline, which could facilitate the distribution of energy. Combining this project with the exploration for gas in Montenegro provides an additional dimension, since if commercial gas reserves are found off the Montenegrin coast, the country would not only benefit from the transit of gas, but could also easily market its own gas.

INFRASTRUCTURE

Modern transport is necessary for sustainability in terms of economic, social and ecological aspects. In fact, the sustainable development concept shows the interdependence between the transportation infrastructure and other sectors with major investment opportunities in Montenegro (tourism, energy and agriculture). This means that the transportation infrastructure and its organization contribute to the effective usage of the economic potential of Montenegro.

The long awaited construction of the Bar–Boljare highway, stretching 169.2 km, is about to start, after finding a reliable partner, the China

⁶ Information on priority development projects in area of Agriculture, September 2015.

Road and Bridge Corporation (CRBC), a subsidiary of one of the largest and most respected companies in China, the China Communications Construction Company. The first part, the Smokovac-Uvač-Mateševó priority section will extend 41 km, with 45 bridges and viaducts and 32 tunnels, and it should be completed in four years' time. The funds for the highway were provided partly from loans provided by the Chinese Exim Bank (85%), and the remaining 15% was provided by the Government.

The highway will certainly contribute to connecting Montenegro with other countries in the region and Europe. More important, it is intended to connect the coastal and northern parts of the country and enable equal development of all regions of the country. It should enable exploitation of natural resources, development of tourism, better traffic connections and overall economic development.

The highway should connect the ports on the Adriatic coast with ports on the River Danube. It should be the shortest connection between Hungary and Romania to Italy and Albania, using roads through Serbia and Montenegro.

The transport sector in Montenegro is made up of a roughly 1,800 km-long network of main roads and 250 km of railroads. There are two airports (in Podgorica and Tivat) and five ports for passengers and cargo transport with the Port of Bar being responsible for 95% of total passenger and freight transport. Some of the roads and airports are being rebuilt and modernized, which should contribute to better and safer utilization of the existing road infrastructure.

***Montenegro has a significant geo-strategic position
Investments in the transport sector would be
regional integration***

Tivat airport has for years recorded the highest growth rate in the volume of traffic of all the airports in the former Yugoslavia. The rebuilding should include construction of a new terminal, and rehabilitation and construction of the maneuvering areas and apron.

*for transition traffic in the Balkans.
significant to both the local economy and
and development.*

WHAT OUR MEMBERS ARE INVESTING IN?







PORTO MONTENEGRO

Porto Montenegro – TYHA Superyacht Marina of the Year 2015

Located in the beautiful UNESCO protected Bay of Kotor, Porto Montenegro combines a spectacular destination with a world-class marina and services.

Complemented by over 220 luxury waterside residences, a range of international restaurants, lively bars and a wide range of onsite sports, leisure and cultural activities, Porto Montenegro in Tivat is an ideal superyacht homeport with over 450 berths ranging from 12m to 250m. Long- and short-term berthing options are available, as well as tax- and duty-free fuel, complimentary 24hr yacht assistance, onsite customs and immigration control.

The Porto Montenegro Yacht Club (PMYC) is firmly established as a summer hotspot thanks to its 64-metre-long, raised "infinity" pool, outdoor restaurant, bar, nightclub and members' lounge.

Looking ahead, the second phase of the Regent Pool Club Residences is



scheduled to open in summer 2017. Located directly adjacent to the existing Regent Hotel in the heart of the marina, these one-, two- and three-bedroom luxury hotel residences with sea and mountain views are set to raise the bar for five-star living in the Adriatic.

This July will see the second edition of the Superyacht Rendezvous at Porto Montenegro, focusing on the social side of the industry, with both sailing and motor superyachts from 24m and upwards. Previously held in Monaco for 25 years, the three-day gathering concludes with a glamorous party at the prestigious PMYC. This is followed in late summer by the MYBA Pop-Up Show with more of a chartering focus, that will be organized from 7-9 September.



**AZMONT
INVESTMENTS**

Azmont Investments

Azmont Investments, operating since 2012, is a young but dedicated Montenegro-based company committed to professionally, efficiently and sustainably managing investments, and makes a difference by introducing best business practices in Montenegro and the entire region.

Azmont Investments is committed to applying its most adequate resources to achieving its mission: to create an efficient and sustainable investment portfolio focusing on accountability, environmental sustainability and corporate social responsibility. The company's aim and commitment is to develop a positive collaborative synergy with the Government of Montenegro and the local authorities, while engaging with local communities long-term, through education, training, support and employment opportunities.

Azmont Investments, as a company that aims to lead in the Montenegrin market and also in the region, perceives its responsibility to improve the economic development of Montenegro as a country and



the population's welfare. Through the work we do, we aim to ensure integrity and diversity of activities, contribute to the welfare and economic development of Montenegro and other countries where we operate in our own right or through affiliated entities and projects





initiated and financed by Azmont.

Our corporate social responsibility is well planned and focused on the protection of social interests and thus we are focusing on education and enterprise.

Azmont Investments is an investor with a clear vision and ambition to be a world-class company that is bringing to life an exclusive world-class mixed-use lifestyle resort, such as is Portonovi. Opening in 2017, Portonovi Montenegro is a world-class resort community with a state-of-the-art marina. Exclusive yet soulful in character, the Portonovi lifestyle experience will include Europe's first One&Only resort, which will organically complement the Espace Chenot Health Wellness Spa and Yacht Club conceived by Winch Design.

At the end of 2015, using the vast expertise of its founders in financial sectors and potential growth opportunities in the Montenegrin bank sector, Azmont decided to take another step and enter the financial sector by establishing a bank in Montenegro.



The company's attention is now focused on these two big projects, but at the same time we are looking for new opportunities to invest. The corporate parent behind Azmont Investments is Azerbaijan Global

Investments (AGI), a consortium of three leading Azerbaijani Investment Holding companies.



European Bank
for Reconstruction and Development

EBRD

The bank's current portfolio amounts to €410 million, of which 41% is in energy projects, 23% in the transport and municipal infrastructure, 21% in financial institutions and the rest in agribusiness and general industry.

During 2015 alone, the bank invested €99 million in Montenegro. The largest projects were signed in support of renewable energy and energy efficiency. A loan of €48.5 million was provided to help finance the Krnovo wind farm, the first ever private wind energy project not only in Montenegro but in the Western Balkans. Once operational, the wind farm will produce 8% of the total installed power capacity and, as a milestone investment in the sector, it is likely to be the catalyst for attracting commercial banks to finance similar projects in Montenegro and elsewhere in the region. The bank also signed the first IFI-financed small hydroelectric power plant (SHPP) project in Montenegro. Also, additional financing was provided to the power utility EPCG in order to support further implementation of its smart metering program for the improvement of the energy efficiency of the power system. All this comes after the bank helped establish the regional Coordinated Auction Office (CAO) to support further integration of the regional electricity market and financially supported the Montenegro Transmission System Operator CGES in creating an electricity transmission infrastructure that would provide better cross-border connections between Montenegro and the region (construction of the Pljevlja–Lastva high-voltage transmission line). In that sense, the bank has continued its support for pioneering projects that have put Montenegro firmly as the region's leader in sustainable energy and regional integration of energy markets.

The bank has also been active in many other areas. It continued financing development of Montenegro's transport and municipal infrastructure, needed to unlock the country's vast potential in tourism. In its efforts to enhance competitiveness of the private sector, the bank has focused on developing agribusiness value chains, as in the case of equity investment in

Voli Trade. The bank's advisory services, in areas such as financial reporting, environmental and quality standards, marketing, strategy, and information technologies, have played a significant role in supporting the SME sector in Montenegro. The bank's Women in Business program ("WiB") supports access to finance for women entrepreneurs, as well as training in financial management and mentoring.

For the coming period the bank will continue to support private sector development in Montenegro as well as the country's further regional integration and the associated Western Balkan connectivity agenda. In all these activities the bank will seek to align its operations with the priorities of the Government of Montenegro and will work closely with other international financial institutions, multilateral and bilateral donors, including the European Union.

"By April 2016, the European Bank for Reconstruction and Development had signed the financing agreements for 53 different projects in Montenegro, with a cumulative business volume of €532 million, while significant efforts were put into providing technical assistance and initiating policy dialogue."

LUŠTICA DEVELOPMENT

A subsidiary of Orascom Development Holding

Luštica Development AD is a joint stock company, majority-owned (90%) by Orascom Development Holding AG, with the Government of Montenegro retaining a minority shareholding (10%).

The core business of the company is the development and management of the Luštica Bay tourist resort project.

Located within Trašte Bay, directly on the Adriatic Sea coast in the Municipality of Tivat, the site is approximately 10 km south of the Croatian border and 10 km from Tivat International Airport.

The Luštica Bay project is anchored in the philosophy of healthy and active living – a lifestyle that its location affords – and has continually expressed and demonstrated its utmost respect for Montenegro's culture, tradition, beauty and above all its environment.

The project has established its overarching aim of creating a clean, green and sustainable community. As part of that commitment, the project master plan envisages a low-density, fully integrated tourist resort town with a construction footprint occupying less than 10% of the total land area; the culture and traditions of the local community are embraced through the concept of an open and inclusive community and community development is supported through funding community groups and organizations as part of the company's corporate social responsibility program.

To date, in excess of €870,000 has been donated to worthy recipients at the local and national levels.

The Luštica Bay project occupies a 690-hectare 'greenfield' site with sweeping views of the Adriatic coastline to the south and southwest, and Boka Bay and the majestic Mount Lovćen to the east. To date, in excess of 165 real estate units have been sold to buyers of 23 different nationalities.



Luštica

As of May 2016, 160 real estate units are either completed or under construction and the main marina comprising 176 berths is nearing completion.

Upon completion, the Luštica Bay project will include seven hotels, over 1,000 apartments, 500 villas and townhouses, two marinas with a combined berthing capacity of 226 vessels and a Gary Player signature 18-hole championship golf course – the first to be developed in Montenegro. The total project investment value is estimated at €1.25 billion.



AND MANY OTHERS...



THINGS YOU SHOULD KNOW WHEN STARTING A BUSINESS...





FOREIGN INVESTORS IN MONTENEGRO

A foreign investor may operate either as a legal entity or as a natural person. The term foreign investor is applied to any legal entity with its headquarters outside of Montenegrin territory, any natural person with foreign citizenship if he/she acquires a share in a company or invests in a company on a contractual basis, any legal entity in which foreign capital constitutes at least 10% of the total capital of the company, any company that was founded by a foreigner in Montenegro or a Montenegrin citizen with residence abroad.⁷ Having in mind that the Law on Foreign Investors was changed during this year, the restrictions concerning investing in production and sales of weapons and military equipment were lifted, therefore, foreign investors are allowed to invest in any industry. The only condition in this case is having the authorization of the ministry in charge of foreign trade, with the obtained opinion of the public administration body responsible for defense and internal affairs.

The main forms of foreign investment are: establishing a new company; investing in existing companies; establishing a branch of a foreign company; and buying a company. Montenegro guarantees equal legal treatment of foreign and local companies. Additionally, foreign investments in Montenegro can be carried out through financial leasing, franchising, concessions, buying of property and other legal arrangements.

The property of foreign investors cannot be subject to expropriation, except in cases predicted by law because of the public interest, with a fee in accordance to the law.

Disputes arising from foreign investments shall be resolved by the court in Montenegro, unless the decision on the establishment or the agreement on investment states that the settlement of disputes must be resolved through domestic or foreign arbitration.

⁷ Law on Foreign Investments

REGISTERING YOUR BUSINESS

Only three documents are required in order to register a business: a founding decision; the bylaws; and the registration form for the particular type of company. Registration takes only four days and the Central Register of the Commercial Court is in charge of business registration. It has an electronic database of all registered business entities, contracts on financial leasing and pledges. Among the many steps taken by the Montenegrin Government, with the goal to stimulate and facilitate investment, is the launch of the one-stop-shop principle for company registration. New business entities can register a company, apply for general tax registration and obtain a VAT, excise and customs code all in one place. This means that it is not necessary to go to several different institutions, since everything can be done with the Central Register of the Commercial Court, which saves time and money. It is expected that in the coming period there will be another improvement to the implementation of the one-stop-shop principle with the possibility to register a company in one of eight regional units besides the Central Register of the Commercial Court (which has so far been the only place to provide this service). The goal of these reforms has been to simplify administrative procedures and remove business barriers.

TYPES OF COMPANIES THAT CAN BE ESTABLISHED

According to Montenegrin law, it is possible to establish six types of companies:

- **Entrepreneur** (minimum capital required: none, registration fee: €10)
- **Limited Liability Company** (minimum capital required: €1, registration fee: €10)
- **Joint Stock Corporation** (minimum capital required: €25,000 , registration fee: €50)
- **General Partnership** (minimum capital required: none, registration fee: €10)
- **Limited Partnership** (minimum capital required: none, registration fee: €10)
- **Part of a foreign company** (minimum capital required: none, registration fee: €10)

LEGAL STATUS OF FOREIGNERS IN MONTENEGRO

A foreigner in Montenegro may be entitled to:

1. Stay up to 90 days
2. Temporary residence
3. Permanent residence

In case of a stay up **to 90 days**, one is required to submit residence registration in a police station within 24 hours of arrival.

In case one intends to stay in Montenegro **longer than 90 days** for the purpose of working, one can apply for a temporary residence and work permit at the Ministry of Internal Affairs. The conditions one has to fulfill are the following:

1. Sufficient funds to finance the stay
2. Accommodation
3. Health insurance
4. A valid foreign travel document or ID card issued by the authorities of another country
5. Evidence that the person is not prohibited to enter Montenegro (issued by the Ministry of Internal Affairs)
6. Evidence that the person is not sentenced in Montenegro to unconditional imprisonment for a period longer than six months for a criminal offense which is prosecuted ex officio or for which the legal consequences of conviction have ended (provided by the Ministry of Internal Affairs)
7. Evidence that the person is not sentenced in the country of origin to unconditional imprisonment for a period longer than six months for a criminal offense which is prosecuted ex officio or for which the legal consequences of conviction have ended (provided by the Ministry of Internal Affairs)
8. There are no threats regarding national security, public order or public health (provided by the Ministry of Internal Affairs)
9. Evidence that there is justification to issue the permit in accordance with the Law on Foreigners

A temporary residence permit is issued by the Ministry of Internal Affairs within 40 days of filling in the application. The permission is issued with a validity of up to one year, except for a temporary permit for the right to dispose of real estate where the permission is issued for a period of one year.

THE LEGAL SYSTEM OF MONTENEGRO

The Law on the Courts of Montenegro follows universal values providing legal protection to all of those who would like to protect their rights and everyone is equal before the court. The legal system in Montenegro recognizes three levels of courts: the Basic, Higher and Supreme Courts.

There are 15 Basic Courts, providing basic legal protection in the areas of criminal and civil law. There are two Higher Courts, in Podgorica and Bijelo Polje, which decide on crimes where a prison sentence of more than 10 years is the main legal sanction and hears appeals against the decisions of the Basic Courts. They also have departments dedicated to resolving corruption crimes, organized crime, terrorism and war crimes.

Within the jurisdiction of Commercial Court are disputes between legal entities, registration of legal entities, intellectual property rights, violation of the rules on competition, abuse of monopolistic and dominant positions, disputes related to maritime law and other legal matters which the law places within its jurisdiction.

The Administrative Court decides in administrative proceedings and performs other duties prescribed by law.

The Appellate Court resolves the complaints of the Higher Court's decisions, as well as decisions of the Commercial Court.

The Supreme Court is the final instance for resolving all legal disputes in Montenegro, including final complaints on the decisions of the lower courts and extraordinary legal remedies.

In the previous period the State of Montenegro has also worked on promoting alternative dispute resolutions, such as mediation and arbitration. The Parliament adopted the Law on Arbitration during 2015 with the purpose of reducing the huge number of court cases, which is very similar to the Law on Mediation. Unfortunately, the large number of disputes that come to the court shows that the awareness of alternative dispute resolutions is still quite low, but the positive thing is that it is increasing. This is shown in the official data of the Center for Mediation, where the number of cases before this institution doubled in 2014 compared to 2013. This way of resolving disputes saves money and time, and it has been recognized by many managers and directors in the world as one of the most convenient ways of dispute resolution.

PRINCIPAL TAXES IN MONTENEGRO

Personal Income Tax – 9% (11% for gross personal income above €720)

Corporate Income Tax – 9%

Value Added Tax – 19% (reduced to 7% for tourism and 0% for some basic products)

Withholding Tax – 9% on dividends/profit distribution, capital gain, royalties, intellectual property rights, rental income, consulting, marketing and auditing services

Social Security Contributions – 33.8%

Acquiring property rights

Foreign investors can acquire rights to real estate in Montenegro, such as company facilities, places of business, apartments, living spaces and land for construction. The Foreign Investment Law specifically permits foreign investors to purchase real estate through a contract. This right is additionally reinforced by the Property Law. Foreign persons can claim property rights to real estate by inheritance in the same manner as local citizens.

Property tax rates

The property tax rate is proportional. It can amount to between 0.08% and 0.80% of the real estate property's market value. The local governance unit may set the property tax rates according to the categories of real estate properties (for instance, the tax rate on the sale of non-cultivated land is up to 50% higher than for cultivated land). Property transfer tax is 3%.

Obtaining a construction permit

In order to obtain a construction permit, it is necessary for the building for which the permit is requested to be in accordance with the requests contained in one of two planning documents – state and local planning documents. State planning documents are spatial plans of Montenegro and the spatial plan of a special purpose area, while local planning documents are spatial urban plans, detailed urban plans, urban projects and local studies of locations. State administrative bodies, namely the Ministry for Sustainable Development and Tourism, issue the permit for buildings constructed according to state planning documents, while local administrative bodies issue permits for buildings constructed according to local planning documents.

BUSINESS ZONES

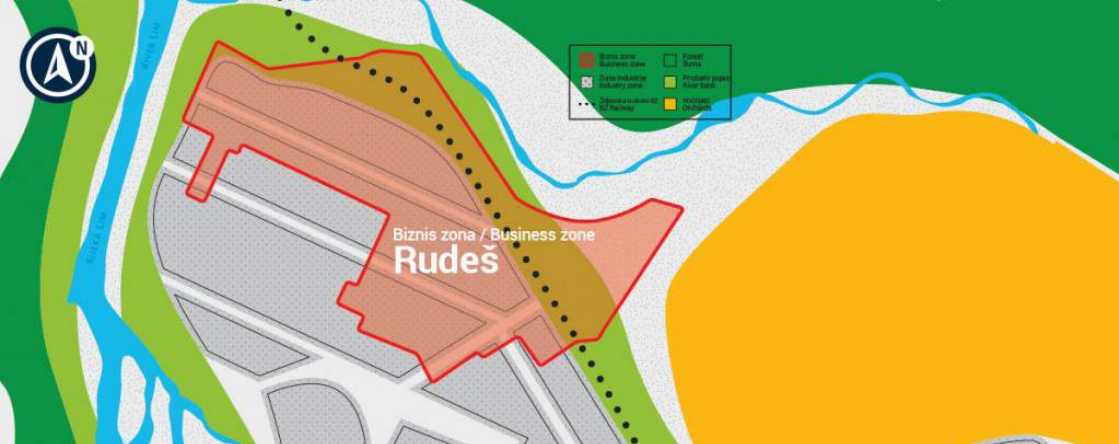
The development of business zones represents a project of the Government of Montenegro which has the goal of stimulating business development and creating more attractive investment opportunities. A business zone represents a developed area in construction terms, which is fully equipped with utility infrastructure and directed at production activities and favorable conditions for investment.

The beneficiaries of business zones will have more encouraging work conditions in terms of lower costs and resolved infrastructural problems. Such benefits are intended for small and medium-sized enterprises engaged in light industries which do not harm the environment. These include industrial branches whose production is focused on the means of consumption (food, textiles, tobacco, furniture and electronics industries and the finishing and assembling of final products). Business incentives offered by the zones are:

- **Developed land with all the necessary permits**
- **Lower lease prices of business premises**
- **Reduced administrative costs**
- **Integration of complementary business activities**
- **Other business incentives**

Some municipalities have already recognized the importance of business zones and used the concept to make attractive business environments in order to attract foreign and domestic investors.

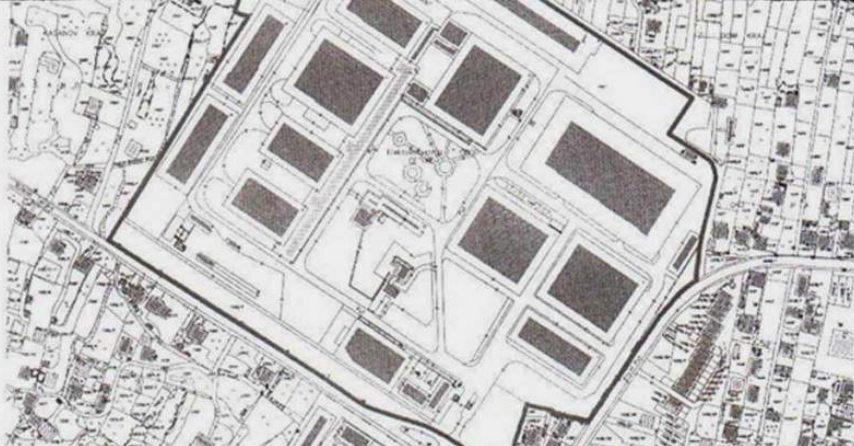
Berane established the business zone of Rudeš as the strategically most important project of the city in order to position it as the main industrial city in the northern part of the country with a modern business zone attracting small and medium-sized enterprises. The defined zone in the property of the municipality covers 225,011 m², and the free area defined for new capacities in that zone is 167,579.34 m², divided into three cadastral parcels. The land may be used for up to 10 years for no charge. Potential investors have to employ a certain number of employees (for up to 2,500 m² the number is 3–5 employees; for up to 5,000 m² 6–10 employees and for 10,000 m² 11–20 employees).



Business zone of Rudeš

The Old Royal Capital Cetinje has two business zones suitable for the development of greenfield and brownfield investments. Primarily, in the location of the former factory EI "Obod" and in cooperation with the worldwide recognized artist Marina Abramovic, a business zone was created under the name of MACCOC. The zone has 133,000 m² with great infrastructure and more than 50,000 m² of space suitable for investors to develop their businesses. The envisioned content is cultural (movie studio, galleries, ateliers...), service and commercial (hotel, shopping mall, exhibition area, business incubator) and industry and production activity (innovation centers, IT companies, hi-tech businesses and production sites). The other business zone, called Cetinje II, is located next to the highway between Cetinje and Budva. It is spread over 300,000 m² with very good transport links to the central and southern parts of the country, to international airports in Tivat and Podgorica, the Port of Bar and rail transport in Podgorica. This business zone is suitable for the development of all types of greenfield investment. Depending on the location where the business is opened and the number of newly opened working places, the investor is entitled to the following incentives:

- Exemption from tax on profits (corporate profit tax) for the first eight years of operation
- Exemption from personal income tax and contributions for social security that the employer bears until 31 December 2014
- Exemption from paying reimbursement for utility connection of construction site
- Exemption from paying real estate tax for the first three years of operation



Business zone MACCOC

- Financing for one apprentice for every ten employees, provided by the Old Royal Capital
- Financial participation of the Old Royal Capital amounting to up to €3,000 for each new work position

Bijelo Polje is also one of the municipalities that have recognized the importance of business zones for the overall development of the city. It has set up the Nedakusi, Cerovo, Vraneška dolina and Bistička dolina business zones. Legal entities and entrepreneurs are offered exemptions from fees for the use of municipal roads for five years, exemptions from fees for arranging construction land, (if the investor employs a minimum of five employees), exemption from personal income tax for five years, exemption from real estate tax over 0.1 % of the market value of the real estate for a five-year period.

Business zone Nedakusi



E763



Biznis zona / Business zone
Nedakusi

Mikro lokalitet „Vunko“ /
Micro-site „Vunko“

	Biznis zona Business zone		Željeznica Railway
	Vunko lokalitet Vunko micro-site		Željeznička Railway station
	Zona Industrije Industry zone		

Legal entities and entrepreneurs that invest in the area of business zones get their building permit within 7 days of the day of submitting complete documentation with the request for a building permit.

Mojkovac has established the Babića Polje business zone, located 2.1 km from the town center, near the Mojkovac–Đurđevića Tara regional road and the main road to the capital city of Podgorica.



Business zone Babića Polje

It is also near the railroad that goes to the Port of Bar. It has the following natural resources: arable land, the hydroelectric potential of the River Tara, biomass for fuel pellets, forest reserves, and lead and zinc mines. The incentives offered when investing are:

- Land lease at 0.05 €/m² for production and wholesale.
- Exemption from fees for municipal communal infrastructure on construction land for investors hiring more than 10 employees.
- The fee for communal infrastructure on construction land is 85% lower than the amount stipulated by the ruling regulating this field. The reduced fee is available only to investors hiring 6–10 employees.
- The fee for municipal communal infrastructure on construction land is reduced by 70% compared to the amount stated in the ruling regulating this field, for investors hiring 3–5 employees.
- Real estate tax is reduced by 80% for the lease duration from the amount stated in the ruling regulating this field.

Nikšić has established the business zone Nikšić, at the location between Vuka Karadžica Street, the road leading to Oštrovac, the unpaved access road to the steelworks in the west and the industrial siding covering an area of 101 ha. The existing infrastructure consists of production plants, access to the road and the industrial siding, development in line with the production process green buffer zone, the wastewater treatment system, the urban (industrial and drinking) water supply system and sewerage system with the potential for further expansion in the western section. The incentives Nikšić has to offer are:

- Exemption from contributions for mandatory social insurance of employees otherwise paid from salaries
- Exemption from personal income tax and corporate income tax during the first eight years of operation, if the tax amount is below €200,000
- The fee for municipal communal infrastructure for construction land is reduced by 50% compared to the amount stated in the ruling regulating this field
- Real estate tax is reduced by 70% compared to the amount stated in the ruling regulating this field
- Exemption from the surtax on personal income tax

Business zone Nikšić



Biznis zona / Business zone
Nikšić

Additionally, the municipality is planning to open Technopolis, an innovation/entrepreneurship center in order to foster the development of science and entrepreneurship. It is intended to function as a science and technology park, business zone and business incubator. The Municipal Strategic Development Plan identifies the following key drivers of development: metal processing, the engineering industry, minerals, agriculture, wood processing and the food industry.

Kolašin offers the Bakovići business zone with a surface area of 131,648 m² and 43,789 m² (30%) of construction land. It has overhead 10 kV power lines, the possibility to connect to the power supply grid, the water supply system, telecommunications system and the internet. Several small-sized wood-processing companies are already operating in the industrial zone and a fuel pellet factory will be opened soon. The major business activities are spring water bottling and wood processing. The major resources are: water (hydroelectric power and bottling), forests, ornamental and construction stone.

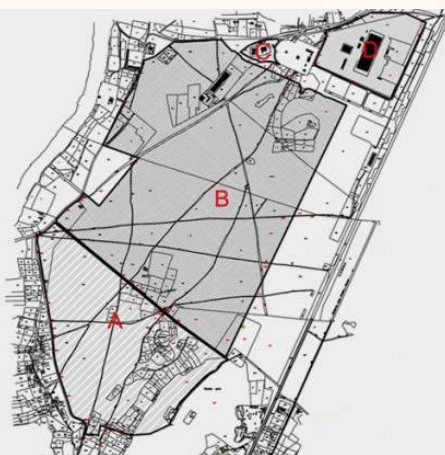
The incentives this business zone offers are the following:

- Exemption from contributions for mandatory social insurance of employees
- Exemption from personal income tax and corporate income tax for the first eight years of operation, if the tax amount is lower than €200,000
- Exemption from real estate tax for a period of eight years from the date of commencement of business activity
- Exemption from the fee for communal infrastructure on the construction land
- Land leasable for up to 30 years

Business zone Bakovići



Podgorica, as the capital city of Montenegro, surely has a lot of things to offer to potential investors. As such, it has defined a business zone within the KAP industrial complex on the outskirts of the city. The business zone is split into four sectors: A – 79.78 ha; B – 183 ha; C – 2.11 ha and D – 22.38 ha. The level of infrastructure is quite high, as far as access to roads, availability of electricity, water and sewage networks, public lightning, and telecommunication networks are concerned. This is a brownfield business zone, with some territory suitable for greenfield investments. The activities that can be supported in the business zone are: transport and logistics, light industrial production and processing, storage and wholesale, food processing, service activities, information and communication technology. The land forming the first business zone in Podgorica is near Golubovci Airport with a total area of 280 ha.



Business zone Podgorica

The land is near the Bar–Podgorica–Bijelo Polje highway, 1,000m from the airport and bordering against the Beograd–Bar railway. The distance to the center of Podgorica is 10 km, and from Port of Bar 50km. The incentives are the following:

- Partial release fee for utility connection in the construction of buildings of 70%
- The possibility of obtaining a building permit within 30 days
- Lease of land for the construction of buildings for up to 49 years,

binding potential investors to employ a certain number of workers based on the amount of land used, namely:

- For use of land of up to 2,500 m² – 6–10 employees
 - For use of land of 2,500–5,000 m² – 11–20 employees
 - For use of land of 5,000–10,000 m² – 20–30 employees
 - For use of land of over 10,000 m² – 30+ employees
- Exemption from payment of real estate tax for a period of five years
 - Exemption from payment of surtax on income tax for a period of five years
 - No payment of VAT and customs duties for export products in accordance with the Law on VAT
 - Exemption from payment of contributions for compulsory social insurance on the salaries of employees
 - The possibility of tax relief on profits and income tax for the first eight years of operation, if the tax amount does not exceed €200,000

The Municipality of **Ulcinj** also declared the locality Vladimirske Krute and part of the Bar–Vladimir main road as its business zone, a total area of 276,166 m².

The importance of business zones are quite evident, so other municipalities besides these also have plans to establish business zones.

The Ministry of the Economy in cooperation with UNDP provides support for creating business zones to municipalities through the project "Program of strengthening the capacity of local municipalities in management and promotion of business zones", so it is expected that the other municipalities will also create unique business zones in order to attract investors more effectively.

DECREE ON FOSTERING DIRECT INVESTMENTS

At the beginning of 2015 the Government of Montenegro adopted the Decree on Fostering Direct Investments, a legal act that should contribute to an increase in domestic and foreign investment. In accordance with the Decree, a direct investment shall mean an investment in tangible and intangible assets of business entities with the aim of establishing a new business entity, expanding the capacities of an existing business entity or diversifying the production of a business entity into new products and production processes. Acquisition of stakes or shares in a business entity is not considered a direct investment under the Decree.⁸

Funds for fostering investment may be awarded for investment projects with a minimum investment value of €500,000 and which generate a minimum of 20 new jobs within three years of the date of the agreement on utilization of funds. The amount of the funds that may be awarded according to the criteria ranges from €3,000 to €10,000 per job created for local employees. The funding is awarded on the basis of criteria which, among other things, evaluate the investor, the viability of the investment project, the effect of the project on the development of less developed local government units, the effect of the investment project on human resources, the environmental impact and the scope of international trade.

Protecting intellectual property rights

The Montenegrin Intellectual Property Office is an authority within the state administration system of Montenegro which is competent for activities related to industrial property rights and the receipt and filing of copyright and other related rights. It was established under the Regulation on the Organization and Manner of Work of the State Administration on 11 May 2007 and officially started operating on 28 May 2008.

In 2006 Montenegro became a member of the World Intellectual Property Organization and so far it has signed about 20 WIPO-administered treaties. As a candidate for EU accession, it has also indicated that it is ready to accept the *acquis communautaire* regarding intellectual property rights and to make progress in their enforcement. According to the screening report on Montenegro's progress in the area of IPR issued by the European Commission, Montenegro is said to have reached a high level of alignment

⁸ Decree on Fostering Direct Investments, Article 2.

with the acquis in this area and improved basic enforcement capacities. However, more decisive progress with regards to enforcement is expected in the coming period.

Average customs rate in Montenegro

The average customs rate on the import of goods amounts to 6.28% for countries with which Montenegro has not signed an agreement on free trade. Customs rates for countries with which Montenegro has signed an agreement on free trade change annually. Import duties are set by the Customs Tariff as part of the Customs Tariff Law, which is based on the Commodity Description and Coding System (HS System) and coordinated with the EU Combined Tariff.

Free trade agreements

Montenegro has signed several free trade agreements:

- CEFTA (Central European Free Trade Agreement)
- Free Trade Agreement with EFTA (European Free Trade Association) – signed in 2011
- Free Trade Agreement with Russia –concluded in 2000
- Preferential Trade Agreement with the European Union
- Free Trade Agreement with Turkey – signed in 2008

Major foreign trading partners

During 2015, Montenegro's trade exchange with other countries amounted to €2,158.7 million, which indicates a growth of 2% in comparison with the same period in the previous year.

With regards to exports, the major exchange partners in 2015 were:

1. **Serbia** (€70.2 million)
2. **Italy** (€40 million)
3. **Bosnia and Herzegovina** (€29.4 million)

With regards to imports, the major exchange partners in 2015 were:

1. **Serbia** (€518.1 million)
2. **China** (€189.6 million)
3. **Bosnia and Herzegovina** (€120 million)

Foreign trade was the highest with CEFTA and EU countries.

Labor market data⁹

Total labor force – 268,900 (men: 146,800 ; women: 122,100)

Total employment rate – 44.4%

Total unemployment rate – 17.6%

Average gross wage – €739

Average net wage – €491

The number of employed increased compared to the previous year by 2.5%, but the unemployment rate decreased by 0.6% as well.

Full-time working hours

The working week consists of 40 working hours (8 hours per day). According to the Labor Law, it is possible under certain circumstances to sign a contract specifying a minimum 10-hour working week. Overtime working hours are limited to 8 hours per week. The maximum number of working days per week is 6.

Insuring your investment in Montenegro

A foreign investor is obliged to insure his/her investment in Montenegro. There are several foreign companies in Montenegro providing insurance from expropriation, nationalization, confiscation, civil war, inconvertibility of profits and dividends, and non-transferable currency.

- Austria – OEKB (Oesterreichische Kontrollbank AG) www.oekb.at
- Italy – SACE Group www.sace.it
- Slovenia – SID (Slovenska izvozna in razvojna banka) www.sid.si
- UK – ECGD (Export Credit Guarantee Department) www.ecgd.gov.uk
- USA – OPIC www.opic.gov
- World Bank –MIGA (Multilateral Investment Guarantee Agency) www.miga.org

MAJOR INVESTORS¹⁰

AZAERBAIJAN

Investing Company: SOCAR

Investment: Greenfield investment in the "One&Only" hotel and resort and residential area in Kumbor of US\$700 million

⁹ Labor Force Survey, 2nd quarter 2015, Monstat Statistical office, available at: <http://www.monstat.org/cg/novosti.php?id=1900>.

AUSTRIA

Investing Company: Springer & Sons

Investment: Acquisition of Hotel Panorama for US\$9.3 million

Investing Company: Hypo Group

Investment: Greenfield investment in Hypo Alpe Adria Montenegro of US\$15 million

CANADA

Investing Company: Molson

Investment: Acquisition of Brewery for US\$32 million

Investing Company: Adriatic Marinas

Investment: Greenfield investment in hotel and residential area in Tivat, US\$280 million

Investing Company: Swiss Investment Fund

Investment: Greenfield investment of US\$73.5 million

FRANCE

Investing Company: Societe Generale

Investment: Acquisition of 64.45% of Podgoricka Banka for US\$16.8 million

Investing Company: Alstom

Investment: Expansion of Niksicka Tehno Baza of US\$7.35 million

GERMANY

Investing Company: Strabag AG

Investment: Acquisition of Public Enterprise Crna Gora Put for US\$10.5

GREAT BRITAIN

Investing Company: Beppler & Jacobson

Investment: Acquisition of Hotel Bianca and Bjelasica Ski Center for US\$11.3 million

Investing Company: Beppler & Jacobson

Investment: Acquisition of Hotel Avala for US\$15.2 million

GREECE

Investing Company: Hellenic Petroleum

Investment: Acquisition of the 54.4% of Jugopetrol Kotor petroleum refinery for US\$120 million

HUNGARY

Investing Company: Matav (with Deutsche Telekom)

Investment: Acquisition of 51% of Telekom Montenegro for US\$142 million

Investing Company: OTP Bank

Investment: Acquisition of CKB bank for US\$134 million

ITALY

Investing Company: A2A

Investment: Acquisition of the Electric Power Company of Montenegro (EPCG) of US\$282.3 million

Investing company: Terna

Investment: Greenfield investment in undersea cable of US\$975 million

JAPAN

Investing Company: Daido

Investment: Acquisition of ball-bearing factory for US\$11.2 million

NORWAY

Investing Company: Telenor

Investment: Acquisition of Promonte mobile operator for US\$145 million

RUSSIA

Investing Company: Salomon Ent

Investment: Acquisition of Bauxite Mine (Rudnici boksita AD Podgorica) for US\$12.5 million

Investing Company: Lukoil

Investment: Portfolio investment in Roksped of US\$39 million

SLOVENIA

Investing Company: HIT Nova Gorica

Investment: Acquisition of the Hotel Maestral for US\$48 million

Investing Company: LB Leasing Ljubljana

Investment: Greenfield investment in LB Leasing Podgorica of US\$10.1 million

Investing Company: Petrol Bonus

Investment: Acquisition of Montenegrobonus for US\$154.5 million (for six years)

Investing Company: Intereuropa

Investment: Portfolio investment in Zetatrans for US\$12.3 million

Investing Company: Mercator Group

Investment: Portfolio investment in Mercator Mex of US\$8.8 million

SINGAPORE

Investing Company: Aman Resorts

Investment: Lease of HTP Budvanska Rivijera ("Sveti Stefan", "Milocer", "Kraljicina plaza") for US\$1.95 million per year for 30 years, following a first-year payment of US\$2.1 million

SERBIA

Investing Company: Delta

Investment: Greenfield investment in Delta City shopping mall of US\$86.9 million

SWITZERLAND

Investing Company: Orascom Development Holding AG

Investment: Greenfield investment on Lustica Peninsula of US\$1.25 billion

TURKEY

Investing Company: Gintas Group

Investment: Greenfield investment in Mall of Montenegro of US\$58.8 million

Investing company: Toshcelik

Investment: Acquisition of Steel Mill for US\$22 million

Investing company: Global Ports

Investment: Container Terminal and General Cargo JSC Port of Bar US\$12 million

UNITED ARAB EMIRATES

Investing Company: Capital Investment

Investment: Greenfield investment in Atlas Capital Center of US\$175 million

USA

Investing Company: Morgan Invest

Investment: Portfolio Investment of Titex for US\$2.45 million

Investing Company: Becovic Management Group

Investment: Acquisition of Hotel Mediteran for US\$1 million

MOVING TO MONTENEGRO...



GENERAL INFORMATION ABOUT MONTENEGRO

Location:	South-East Europe
Surface area:	13,812 km ²
Population:	620,029
Border length:	614 km
Bordering countries:	Montenegro borders Italy (on the Adriatic Sea), Serbia (to the north), Kosovo (to the east), Bosnia and Herzegovina (to the north), Albania (to the south) and Croatia (to the west).
Capital city:	Podgorica
Currency:	Euro
Length of coastline:	293 km
Number of beaches:	117
Length of beaches:	52 km
Longest beach:	Velika Plaža (Large Beach), Ulcinj – 13 km
highest mountain peaks:	Maja Rosit, Prokletije – 2,524 m; Bobotov Kuk, Durmitor – 2,522 m
Largest lake:	Lake Skadar 391 km ²
Deepest canyon:	Tara River Canyon – 1,300 m
Time zone:	GMT+01:00

ABOUT MONTENEGRINS:

The Montenegrins are a people originating from the South Slavs, mainly living in the Balkans, primarily inhabiting Montenegro. There are large migrant communities of Montenegrins, beside neighboring countries, in Latin America (Argentina, Bolivia, Peru...), USA, Canada, and even in Australia. As typical representatives of the Dinaric race they are usually tall, have dark skin color, dark eyes and dark hair. Montenegrins, unofficially, share the distinction with the Dutch as being the tallest nation in Europe, with an average height of 186 cm for men and 171 cm for women.

The Montenegrin language is one of the languages that belongs to the Slavic group of languages and shares the same characteristics with Serbian, Croatian and Bosnian, originating from Serbo-Croatian, the official language of the former Yugoslavia. Other similar languages are Macedonian and Slovenian. The older generations of Slovenians and Macedonians are still able to understand and speak the former Serbo-Croatian, which implies that cohesion in the region is still quite strong, considering this is one of the relics of the former Yugoslavia. The younger generations in Slovenia and Macedonia are able to understand, but mostly, do not speak the former Serbo-Croatian language.

Montenegrin society is still considered quite traditional and closed, but this way of thinking is beginning to fade and is being replaced with a more open and modern way of thinking, especially among young people. Various programs and initiatives enable Montenegrin youth to travel and study in many countries abroad, so the number of students studying abroad is increasing every year. Still, many young people finish their studies in Montenegro, but take their masters or PhD studies abroad, which contributes to their professionalism and ability to work in a multicultural environment.

Montenegro is dedicated to maintaining good relations with its neighboring countries, due to economical, cultural and traditional relations. Montenegro is, also home to several minority communities and multiculturalism is one of the phenomena that Montenegrin society is especially proud of. The Government encourages the minorities to keep their relations strong with their originating countries, just as it puts effort into keeping its relations with Montenegrins living abroad strong.

Circumstances in the past have led to a small number of foreigners in Montenegro, so older Montenegrins are still closed towards people coming from other countries (besides the neighboring ones). Each year the number of foreigners who recognize the potential of Montenegro increases, which leads to greater openness towards other cultures as well.

TEN INTERESTING FACTS ABOUT MONTENEGRO

1. The Cathedral of St Tripun was built in 1166 and it is 69 years older than Notre Dame Cathedral in Paris.
2. Montenegro is the home of the .me domain.
3. The River Bojana is the only river that flows in two directions.
4. One of the five remaining rainforests is located in Montenegro (Biogradska gora).
5. Montenegro was officially declared an ecological state, the first of its kind in the world.
6. Almost all the mountains in Montenegro are glacial and they will eventually disappear.
7. The Monastery of Cetinje contains one of the hands of St. John the Baptist who baptized Jesus Christ.
8. Montenegro has the largest vineyard in Europe, covering 2,310 ha.
9. Montenegro has 117 beaches.
10. Montenegro has the second deepest canyon in the world and the deepest in Europe, the Tara Canyon, up to 1,300 m deep.

GETTING TO MONTENEGRO

Montenegro can be easily reached by plane. There are two airports (in Podgorica and Tivat) which offer many regular connections. Podgorica is the capital of Montenegro and it represents the political, economic, administrative and cultural center. The airport in Podgorica offers direct connections to: Frankfurt, Vienna, Rome, Ljubljana, Belgrade, Paris, Naples, Bari, Moscow, Zurich and London. Tivat is a coastal town in southwest Montenegro. With major tourism potential and investment projects in the area, the airport in Tivat has gained particular significance. It offers direct connections to: Belgrade, Moscow and Paris.

It is also possible to come to Montenegro by train, as railroad traffic is active between Bar and Belgrade and Bar and Subotica, but during the summer, there are direct lines from Prague to Bar, Moscow to Bar and Budapest to Bar.

CLIMATE

Montenegrin coastal areas enjoy a Mediterranean climate with long, dry summers and short, mild winters, while a continental climate is predominant in the immediate hinterland where the winter is colder and the summer warmer than on the coast. Montenegro has on average 180 sunny days (its coastal town of Bar has as many as 270 sunny days on average per year) and a coastline of 293 km, of which 73 km are sandy beaches. The average air temperature is 27.7°C (during the summer) and the maximum sea temperature is 27.1°C.

GSM OPERATORS

There are three mobile operators in Montenegro:

- Telenor (100%-owned by Telenor Norway) www.telenor.me
- Crnogorski Telekom (majority-owned by Magyar Telekom, part of the Deutsche Telekom group) www.telekom.me
- M:Tel (positioned in Montenegro within the scope of a Serbian-Dutch Consortium of Telekom Serbia a.d. and Ogalar B.V.) www.mtel.cg.com

INTERNET AVAILABILITY IN MONTENEGRO

Low-cost broadband internet is readily available throughout the country. At this point there are several licensed Internet Service Providers in Montenegro which are currently operating: Elta-Mont (www.eltamont.com), M-Kabl (www.m-kabl.net), M:Tel (www.mtel-cg.com) and Crnogorski Telekom (www.telekom.me). The largest is Crnogorski Telekom. There are several kinds of internet access that customers can choose – ADSL, FTTx, KDS, WiFi and WiMax. Among these, fiber optic cable is becoming the most popular.

NEWS AND MAGAZINES (IN ENGLISH)

MNNEWS

www.mnnews.net

NEWS-Montenegro

This website is dedicated to publishing all the most important news from Montenegro and to providing a large amount of useful information.

www.news-montenegro.com

THE MONTENEGRO LUXURY COLLECTION

The Luxury Collection magazine is a lifestyle print resource which gives reviews on topics such as real estate, travel, fashion, jewelry, boating and automobiles. TLC guides its readers through a unique luxury experience.

www.theluxurycollection.me

INTERNATIONAL SCHOOLS

There are three international schools in Montenegro: Bar, Moscow to Bar and Budapest to Bar.

• ARCADIA ACADEMY

(Arcadia Academy is a British international school and preschool in Montenegro)

Address: Donja Lastva, Jadranska magistrala, 85332, Tivat

Phone: +382 32 662662

Email: office@arcadiaeducation.me

Website: www.arcadiaeducation.me

• KINGTSBRIDGE SCHOOLS INTERNATIONAL MONTENEGRO

(Knightsbridge Schools International in Montenegro is an international school for boys and girls aged 3– 15 years)

Address: Seljanovo bb, Porto Montenegro, 85320, Tivat

Phone: +382 32 672655

Website: www.ksi-montenegro.com

• QUALITY SCHOOL INTERNATIONAL (QSI)

(QSI International School of Montenegro is a private non-profit institution which offers education in the English language for elementary and secondary school students – students aged 3–18)

Address: Romanovih 33, 81000, Podgorica

Phone: +382 20 641734

Email: montenegro@qsi.org

Website: www.qsi.org

PUBLIC HOLIDAYS IN MONTENEGRO

There are five public holiday periods in Montenegro:

New Year's Day: 1 and 2 January

Christmas Day: 7 January

Independence Day: 21 May

Statehood Day: 13 and 14 July

Easter holidays: Good Friday to Easter Monday

Labor Day: 1 and 2 May

THINGS TO SEE AND DO

MUSEUMS & GALLERIES

Bar

Velimir A. Lekovic Art Gallery
Homeland Museum – King Nikola's Residence

Budva

Budva Town Museum
Modern Art Gallery

Cetinje

Artistic Museum of Montenegro
Biljarda (Museum of Petar II Petrovic Njegoš)
Ethnographic Museum of Montenegro
Historical Museum of Montenegro
King Nikola's Museum
Miodrag Dado Đuric Montenegrin Gallery of Arts

Kotor

City Gallery
Maritime Museum of Montenegro

Nikšić

Castle of King Nikola
Museum of Local History

Podgorica

Center of Modern Arts
Museums and galleries
Marko Miljanov Museum

Ulcinj

Archeological Museum
Art Gallery
Ethnological Museum

ANNUAL CULTURAL EVENTS

MIMOSA FESTIVAL

Herceg Novi, February

This festival of flowers in honor of the mimosa flower was established in Herceg-Novi in 1969. Since the mimosa flower blooms in February, this festival is usually connected with the month of February. This event is a member of the Association of European Carnival Cities (Foundation of European Carnival Cities – FECC).

KOTOR CARNIVAL

Kotor, February-March

A major yearly-held carnival with a range of events – a traditional masked ball, procession of majorettes, a children's carnival, promotion of local cuisine, carnival concerts, etc. Several thousand people visit the Kotor carnival.

BIJELO POLJE PAINTING SUMMER – Bijelo Polje

Bijelo Polje, 21 March

Bijelo Polje Painting Summer has been held on 21 March ever since 1994. Every year it gathers academic and self-taught painters and all of them have the opportunity to show their talents, vision and inspiration.

HAPS – Herceg Novi April Theatre Festival

Herceg Novi, April

This event was established with the aim of making Herceg Novi a city of a cultural and artistic tradition. Every year since 1996 in the period from 15–30 April the Theatre of Herceg Novi hosts numerous theatre troupes.

INTERNATIONAL CARNIVAL

Budva, April

Carnival groups from 12 countries with over 2,500 participants join the local carnival group "Festadjuni" in the large international parade. Over 1,100 children from five countries take part in the small children's international parade.

INTERATIONAL BOOK FAIR

Podgorica, May

During the 10 years of its existence, the International Book Fair in Podgorica has become an influential and significant regional book fair where the developments, achievements and specificities of publishing, primarily in the region, and then in Europe and the world are presented.

TIVAT CULTURAL SUMMER PURGATORIJE

Tivat, June–July–August–September

Tivat Cultural Summer is a traditional event which consists of presentation of versatile theatrical, musical, literary and artistic programs. It is organized by the local cultural center.

SUNČANE SKALE (SUNNY STAIRS)

Herceg Novi, June–July.

The Sunčane Skale Festival is a three-day pop-music festival held every summer since 1994. On the final day, the jury chooses the winning song, which then becomes the Song of the Summer (Pjesma ljeta).

INTERNATIONAL SUMMER KOTOR CARNIVAL

Kotor, August

Similar to the winter carnival, the summer carnival too is meant for fun and partying on the streets and squares of Kotor.

MONTENEGRO FILM FESTIVAL

Herceg Novi, August

One of the biggest and most appreciated domestic film festivals, during which the achievements from the domain of domestic movies are displayed. It takes place at various locations in Herceg Novi, both indoor and open-air.

PETROVACKA NOC (PETROVAC NIGHT)

Petrovac (Budva Municipality), August

In Petrovac on 31 August each year the biggest folk festival of fish and wine is held – Petrovacka noc – which marks the end of the summer tourist season.

SEPTEMBER DAYS

Nikšić, September

This event is organized to celebrate the Day of the Municipality and includes cultural and sporting events (the International Festival of Chamber Music, theatre plays, concerts, sports competitions, tourist events, business events...)

GATHERINGS UNDER THE OLD OLIVE TREE

Bar, 23 November

"Gatherings under the Old Olive Tree" is an event taking place by a 2000-year-old olive tree to promote culture and poetry. It is traditionally held in the town of Bar. Apart from the presentation of books and collections of poetry by writers of children's literature, its program also includes artistic and literary works on the topic "Olive, Peace, Friendship."

ANNUAL MUSIC FESTIVALS

SEA DANCE FESTIVAL

Jaz Beach, Budva, 14–16 July

Sea Dance Festival is an award-winning music festival which has been held on Jaz Beach in Budva since July 2014. Jaz Beach was named 'Europe's Best Beach' by Lonely Planet for its long, beautiful sandy bay, picturesque mountains and its location is close to the historical town of Budva. The festival represents an additional three days of the world-renowned EXIT music festival. In the short period since its inauguration, SEA DANCE has amassed several awards, such as the 'Best Medium-Sized European Festival'. Finally, the festival has attracted fans from all over the world (110,000 people in two years) and most importantly has attracted famous artists such as The Prodigy, Rudimental and Skrillex. With 10 more years guaranteed on Jaz Beach, Sea Dance is becoming a new must-visit destination for everyone who enjoys great music and dancing on a stunning beach.

SOUTHERN SOUL FESTIVAL

Ulcinj, 25–29 June

The Southern Soul festival has been one of the most popular festivals for locals and fans from the region. In 2016, this will be its 4th year of bringing a magical experience of music, dance, sea and sun. The real gem of this festival is not only the alternative music soundtrack, but also its location. Located on the Large Beach, Ulcinj, one of the most beautiful sandy beaches, this festival offers amazing landscapes as well as a very unique opportunity to experience the most beautiful sunsets you will ever see. Moreover, the festival offers a broad selection of musical styles including soul, jazz, funk, house and disco with over 40 acts and more than 70 hours of music on three stages.

ORGANIZATIONS RELATED TO FOREIGN INVESTORS

Montenegrin Investment Promotion Agency

The Montenegrin Investment Promotion Agency (MIPA) is a national investment agency that was set up by the Government of Montenegro in 2005 to promote foreign investments and facilitate economic development in Montenegro. The MIPA provides support in the process of exploring investment opportunities and investing.

Phone number: +382 20 203141

Address: Jovana Tomasevica 2A, 81000, Podgorica

E-mail address: info@mipa.co.me

Chamber of Commerce Montenegro

This is an economic association which provides implementation and improvement in the common interests of its members, participates in the economic system and economic policy measures within the jurisdiction of the state by giving proposals and positions on specific issues of interest to businesses and the development of the market, and is dedicated to the economic and overall development of the country. Its goals are achieved through: representation of the general interests of the economy and all economic participants, enabling companies to participate in management of the economy and thus preserve their freedom; stimulation of production in the economy; and presentation of business opportunities abroad.

Phone number: +382 20 230545

Address: Novaka Miloševa 29/II, 81000, Podgorica

E-mail address: pkcg@pkcg.org

American Chamber of Commerce

The American Chamber of Commerce in Montenegro (AmCham Montenegro) is an independent business association based in Podgorica and is financed strictly from the contributions made by its members through membership fees and other charges. AmCham Montenegro is dedicated to improving the business environment of Montenegro in order to attract more U.S. and other foreign investments.

Phone number: +382 20 621328

Address: Rimski trg 4/V – Telenor Building, 81000, Podgorica

E-mail address: info@amcham.me

Montenegrin Employers' Federation

Montenegrin Employers' Federation has been a representative employers' organization since 2005. It cooperates with the International Labor Organization and conducts its business according to ILO principles and standards. It is a member of the Social Council and is a co-founder of the Adriatic Region Employers' Center.

Phone number: +382 20 209250

Address: Cetinjski put br.36, 81000, Podgorica

E-mail address: office@poslodavci.org

OTHER USEFUL INFORMATION

LEGISLATION

- Foreign investment Law
- Business Organization Law
- Accounting and Auditing Law
- Law on Amendments to the Law On Accounting and Auditing
- Law on Foreign Current and Capital Operations
- Customs Law
- Free-Trade Zone Law
- Custom Tariffs Law
- Law on Tax on Profit of Legal Entities
- Tax Administration Law
- Personal Income Tax
- Law on Tax on Turnover of Immovable Property
- Value-Added Tax Law
- Excise Tax Law
- Law on Real Estate Tax
- Secured Transaction Law
- Deposit Protection Law
- Financial Leasing Law
- Law on State Property
- Law on Spatial Development and Construction of Structures
- Labor Law
- Law on Banks
- Tourism Law
- Public Procurement Law
- Law on Telecommunications
- Law on Insurance
- Law on Investment Funds
- Law on State Administration
- Law on Restitution of Property Rights and Compensation
- Law on Registers of Temporary and Permanent Residence
- Environment Law
- Concession Law

INSTITUTIONS AND ORGANIZATIONS

- Agency for SME development – www.nasme.me
- Ministry of Agriculture – www.mpr.gov.me
- Ministry of the Economy – www.mek.gov.me
- Ministry of Finance – www.mif.gov.me
- Ministry of Foreign Affairs and European integration – www.mip.gov.me
- Ministry of Sustainable Development and Tourism – www.mrt.gov.me
- Ministry of Transportation and Maritime Affairs – www.msp.gov.me
- Montenegrin Foreign Investors Council – www.mfic.me
- Montenegro Stock Exchange – www.montenegroberza.com
- Privatization and Capital investment Council – www.savjetzaprivatizaciju.me
- Regulatory Agency for Energy – www.regagen.co.me
- Statistical Office of Montenegro – www.monstat.org
- Telecommunication Agency – www.ekip.me
- Union of Municipalities of Montenegro – www.uom.co.me

BANKS

- Atlas banka AD – www.atlasbanka.com
- Komercijalna banka Budva – www.kombankbd.com
- Erste bank AD – www.erstebank.me
- Universal Capital Bank AD – www.ucbank.me
- Hypo-Alpe-Adria Banka AD – www.hypo-alpe-adria.co.me
- Invest banka Montenegro AD – www.invest-banka.com
- Crnogorska komercijalna banka AD – www.ckb.me
- Hipotekarna banka AD – www.hipotekarnabanka.com
- NLB Montenegro banka AD – www.nlb.me
- Societe Generale banka Montenegro – www.societegenerale.me
- Prva Banka Crne Gore AD – www.prvabankacg.com
- Lovcen banka – www.lovcenbanka.me
- Zapad banka AD – www.zapadbanka.me
- Ziraat Bank Montenegro AD – www.ziraatbank.me

AUDIT FIRMS

- Deloitte – www.deloitte.com/me
- Ernst & Young – www.ey.com/ME/en
- KPMG – www.kpmg.com
- Mont Audit – www.montaudit.me
- PricewaterhouseCoopers d.o.o. – www.pwc.com

LAW FIRMS

BAR

- **Law office of Vesna and Sonja Cejovic**
Practice: Business and civil law
Address: Jovana Tomaseva 41, 85000, Bar
Phone: +382 30 311766 | +382 69 027322
Email: cejovic@t-com.me

BUDVA

- **Jovanovic law office**
Practice: Business law, commercial law, construction law, corporate law, etc.
Address: Mediteranska 5, 85310, Budva
Trg Sunca, 85310, Budva
Phone: +382 69 041395
Email: advokat@t-com.me

CETINJE

- **Vlahovic IP & law office**
Practice: Patents and trademarks, intellectual property advisors.
Address: Bajova 9, 81250, Cetinje
Phone: +382 86 236156
Email: office@vlahovic-ip.com
Website: www.vlahovic-ip.com/montenegro.php

KOTOR

- **Barovic law office**
Practice: Real estate, contract and corporate law
Address: Stari grad 296, 85330, Kotor
Phone: +382 32 322220 | +382 69 043090
Email: barovic@t-com.me
Website: www.barovic.com

PODGORICA

- **Nikola Boškovic**
Practice: Family law, civil law, criminal law, contract law, foreign claims, immigration
Address: Vasa Raickovica, 81000, Podgorica
Phone: +382 20 237067 | +382 69 470464
Email: nik_boskovic@yahoo.com
- **IKRP Rokas & Partners – Radinovic law firm**
Practice: Advice on investment and privatization transactions in banking, insurance, media, telecommunications and utilities sectors by way of share acquisitions, company establishment and joint ventures.
Address: Bulevar Svetog Petra Cetinskog bb, 81000, Podgorica
Phone: +381 11 2080265
Email: podgorica@rokas.com
- **Pešić and Bajčeta LLC**
Practice: Corporate and commercial law, mergers and acquisitions, litigation, real estate, debt collection, dispute resolution, taxation
Address: V Proleterske bb, 81000, Podgorica
Phone: +382 20 657060 | +382 67 272119
Email: info@montenegrolaw.com
Website: www.montenegrolaw.com
- **Karanović & Nikolić law firm**
Practice: Banking and finance, commercial and healthcare, competition, corporate, employment, energy and infrastructure, real estate, dispute resolution
Address: Serdara Jola Piletića bb (TC Palada), 81000, Podgorica
Phone: +382 20 238984
Email: knmontenegro@karanovic-nikolic.com
Website: www.karanovic-nikolic.com

- **Harrisons solicitors**
Practice: Antitrust/competition, banking and finance, corporate and M&A, employment, energy, infrastructure and transport, real estate
Address: Bulevar Svetog Petra Cetinjskog 1A, 81000, Podgorica
Phone: +382 20 246166
Email: office@harrison-solicitors.com
Website: www.harrison-solicitors.com/en/home/offices/podgorica/

ULCINJ

- **Anton Markić law firm**
Practice: Family law, foreign investment, civil law, criminal law, contracts
Address: Bratstva jedinstva, 85360, Ulcinj
Phone: +382 30 401128
Email: advanton@t-com.me

PUBLIC NOTARIES

Bar

Name: Lekić Pake
Address: Bulevar revolucije C-6
Phone: +382 30 311025
E-mail: notar.lekic@yahoo.com

Berane

Name: Adrović S. Harun
Address: ul. 29. novembra, br. 12C
Phone: +382 51 233277
E-mail: notaradrovic.h@hotmail.com

Budva

Name: Vuksanović Branka
Address: ul. Žrtava fašizma 42-46, zgrada „Nivela“
Phone: +382 33 560310
E-mail: brankav@t-com.me

Cetinje

Name: Knežević Irena
Address: Njegoševa, br. 96
Phone: +382 41 232812
E-mail: irenaknezevic@notari.me

Danilovgrad:

Name: Vujović Ranka
Address: ul. Dečanska, br.16
Phone: +382 20 811190
E-mail: vranka@t-com.me

Herceg Novi:

Name: Antunović Ljubica
Address: ul. Mića Vavića, br.1 (robna kuća Novljanka)
Phone: +382 31 321089
E-mail: antunovicljubicanotar@gmail.com

Kotor

Name: Kaščelan Branka
Address: Stari grad 495
Phone: +382 32 325488
E-mail: notarkascelan@t-com.me

Nikšić

Name: Marković Ljubiša
Address: ul. VI Crnogorske, b.b.
Phone: +382 40 235377
E-mail: notarmarkovic@gmail.com

Pljevlja

Name: Bjeković Danko
Address: ul. Boška Buhe, b.b.
Phone: +382 52 356156
E-mail: notarbjekovic@t-com.me

Podgorica

Name: Ćurić Darko
Address: ul. Slobode, br. 34
Phone: +382 20 665163
E-mail: notar.curic@t-com.me

Rožaje

Name: Kozar Feho
Address: ul. 30. septembar, br. 1/16
Phone: +382 51 273939
E-mail: kfeho.notar@t-com.me

Tivat

Name: Jovanović Rade
Address: Kalimanj, b.b.
Phone: +382 32 671709
E-mail: notarjovanovic@gmail.com

Ulcinj

Name: Kalabrezi Gzim
Address: Bulevar Majke Tereze, b.b.
Phone: +382 30 411995
E-mail: kalabrezi@t-com.me

BAILIFFS

BAR

Name: Nikić Ana
Address: Makedonska E 15
Phone: +382 30 550749
E-mail: ana.izvrsitelj@gmail.com

BERANE (AND PLAV)

Name: Milačić Siniša
Address: Njegosev trg bb
Phone: +382 57 241111
E-mail: sinisamilacic978@gmail.com

BIJELO POLJE (AND KOLAŠIN)

Name: Čogurić Dejan
Address: Živka Žizića 1
Phone: +382 50 435330
E-mail: coguricdejan@gmail.com

BUDVA

Name: Rajkovic Darko
Address: Jadranski put bb
Phone: +382 33 473358
E-mail: javniizvrsiteljbudva@gmail.com

CETINJE

Name: Latković Vidak
Address: Bajova 91
Phone: +382 41 241315
E-mail: vidak.latkovic@t-com.me

DANILOVGRAD

Name: Jovičević Mato
Address: Baja Sekulića bb
Phone: +382 20 818117
E-mail: matojovicevic.ji@t-com.me

HERCEG NOVI

Name: Djaković Marko
Address: Njegoševa 136
Phone: +382 31 322010
E-mail: djakovic.marko.marko@gmail.com

KOTOR

Name: Samardžić Branka
Address: Skaljari, zgrada Obnova
Phone: +382 32 302588
E-mail: brankasamardzic1@gmail.com

NIKŠIĆ

Name: Mijušković Aleksandar
Address: Gojka Garcevića 1
Phone: +382 40 280680
E-mail: javniizvrsitelj.mijuskovic@gmail.com

PLJEVLJA (AND ŽABLJAK)

Name: Drobňjak Miloš
Address: Vuka Knezevića 37
Phone: +382 52 323228
E-mail: javni.izvršitelj.drobňjak@gmail.com

PODGORICA

Name: Bošković Aleksandar
Address: Vasa Raičkovića 4b
Phone: +382 20 223410
E-mail: a-boskovic@t-com.me

ROŽAJE

Name: Camić Armin
Address: Maršala Tita bb
Phone: +382 51 275555
E-mail: javniizvršitelj.rozaje@t-com.me

ULCINJ

Name: Mirović Mitar
Address: Bulevar bratstva jedinstva bb
Phone: +382 30 414301
E-mail: mitar.mirovic@t-com.me

Diplomatic missions in Montenegro

- **Albania**

Embassy of Albania in Podgorica
Stanka Dragojevića 14, 81000, Podgorica
Email: embassy.podgorica@mfa.gov.al
Phone: +382 20 667380

- **Austria**

Embassy of Austria in Podgorica
Bul. Svetog Petra Cetinjskog 1A/ VI
Email: podgorica-ob@bmeia.gv.at
Phone: +382 20 201135 | +382 20 201136

Honorary Consulate in Budva
Address: Trg Sunca 7, 86000, Budva
Phone: +382 33 402318 | +382 33 451710

- **Azerbaijan**

Diplomatic Office of the Embassy of the Republic of Azerbaijan
Address: Skoja 32, 81000, Podgorica
Email: podgorica@mission.mfa.gov.az | azmissionpodgorica@yahoo.com
Phone: +382 20 281181

- **Belgium**

Honorary Consulate in Budva
Address: 85317, Lastva Grbaljska
Email: consulbel@t-com.me
Phone: +382 33 426100

- **Bosnia and Herzegovina**

Embassy of Bosnia and Herzegovina in Podgorica
Address: Atinska 58, 81000, Podgorica
Email: amb.podgorica@mvp.gov.ba
Phone: +382 20 618015 | +382 20 618105

- **Bulgaria**

Embassy of Bulgaria in Podgorica

Address: Vukice Mitrovica 10, 81000, Podgorica

Email: embassy.podgorica@mfa.bg

Phone: +382 20 655009

- **China**

Embassy of China in Podgorica

Address: Radosava Burica 4a, 81000, Podgorica

Email: chinaemb_me@hotmail.com

Phone: +382 20 609275 | +382 20 609285

- **Congo, Democratic Republic**

Honorary Consulate in Bar

Address: Marsala Tita 5, 85000, Bar

Email: konzulatkongat-com.me

- **Croatia**

Embassy of Croatia in Podgorica

Address: Vladimira Cetkovicica 2, 81000 Podgorica

Email: croemb.podgorica@mvpei.hr

Phone: +382 20 269760

General Consulate in Kotor

Address: Trg od oruzja bb, Stari grad, Kotor

Email: gkrh.kotor@mvpei.hr

Phone: +382 32 323172

- **Czech Republic**

Embassy of Czech Republic in Podgorica

Address: Partizanski put 6A, 81000, Podgorica

Email: podgorica@embassy.mzv.cz

Phone: +382 20 281103

- **France**

Embassy of France in Podgorica

Address: Atinska 35, 81000, Podgorica

Email: ambafrance@ambafrance.co.me

Website: www.ambafrance-me.org

Phone: +382 20 655348 | +382 20 655344

- **Germany**

Embassy of Germany in Podgorica

Address: Hercegovacka 10, 81000, Podgorica

Email: deutsche.botschaft@t-com.me | info@podgorica.diplo.de

Website: www.podgorica.diplo.de

Phone: +382 20 441000

- **Greece**

Embassy of Greece in Podgorica

Address: Atinska 4, Gorica C, 81000, Podgorica

Email: gremb.pod@mfa.gr | grcon.pod@mfa.gr

Phone: +382 20 655544 | +382 20 618170

- **Hungary**

Embassy of Hungary in Podgorica

Address: Kralja Nikole 104, 81000, Podgorica

Email: mission.pdg@mfa.gov.hu

Website: www.mfa.gov.hu/kulkepviselet/ME/HU

Phone: +382 20 602910 | +382 20 602880

- **Italy**

Embassy of Italy in Podgorica

Address: Džordža Vašingtona bb, Profesorska zgrada, 81000, Podgorica

Email: segreteria.podgorica@esteri.it

Website: www.ambpodgorica.esteri.it

Phone: +382 20 234661 | +382 20 234662

- **Macedonia**

Embassy of Macedonia in Podgorica

Address: Hercegovačka 49/3, 81000 Podgorica

Email: podgorica@mfa.gov.mk

Phone: +382 20 667415 | +382 20 667416

- **Poland**

Embassy of Poland in Podgorica

Address: Kozaračka br. 79, 81000, Podgorica

Email: podgorica.amb.sekretariat@msz.gov.pl

Phone: +382 20 608320 | +382 20 608321

- **Romania**

Embassy of Romania in Podgorica

Address: Prve Proleterske 5, 81000, Podgorica

Email: ambs.romania.mne@t-com.me

Website: www.ambasada.podgorica.go.ro

Phone: +382 20 618040 | +382 20 618041

- **Russia**

Embassy of Russian Federation in Podgorica

Address: Veliše Mugoše 1, 81000, Podgorica

Email: info@ambrus.me | konzulat@ambrus.me

Website: www.ambrus.me

Phone: +382 20 272460

- **Saint Lucia**

Consulate of Saint Lucia in Kotor

Address: P.C. Marinovic Radanovici, 85318, Kotor

Email: consulate@st-lucia.me

Phone: +382 32 331633

- **Serbia**

Embassy of Serbia in Podgorica

Address: Bulevar Ivana Crnojevica br 10, Gorica, 81000, Podgorica

Email: embassy.podgorica@mfa.rs

Phone: +382 20 667305 | +382 20 667565

General Consulate in Herceg Novi

Address: Njegoševa 40, Herceg Novi

Website: www.hercegnovi.mfa.rs

Phone: +382 31 350320 | +382 31 350340

- **Slovakia**

Embassy of Slovak Republic in Podgorica

Address: Crnogorskih serdara 5, 81000 Podgorica, Montenegro

Email: emb.podgorica@mzv.sk

Website: www.mzk.sk/podgorica

Phone: +382 20 601440

- **Slovenia**

Embassy of Slovenia in Podgorica

Address: Atinska 41, 81000, Podgorica

Email: kpg@gov.si

Website: podgorica.embassy.si

Phone: +382 20 618150

- **Sovereign Military Order of Malta**

Office of Sovereign Military Order of Malta in Podgorica

Address: Hercegovacka 13/1, 81000, Podgorica

Email: ambasada.smom@t-com.me

Phone: +382 20 667011

- **Switzerland**

Honorary Consulate in Podgorica

Address: Bul. Sv. Petra Cetinjskog 1A, 81000, Podgorica

Email: podgorica@honorarvertretung.ch

Website: www.eda.admin.ch/belgrade

Phone: +382 20 245100

- **Turkey**

Embassy of Turkey in Podgorica

Address: Radosava Burica bb, 81000, Podgorica

Email: embassy.podgorica@mfa.gov.tr

Phone: +382 20 445700

- **Ukraine**

Embassy of Ukraine in Podgorica

Address: Serdara Jola Piletica br.15, 81000, Podgorica

Email: emb_me@mfa.gov.ua

Phone: +382 20 227521

- **United Arab Emirates**

Embassy of United Arab Emirates in Podgorica

Address: ul. Seika Zajeda br.2, Atlas Kapital Centar, 9. Sprat, 81000, Podgorica

Email: uae@podgoricaembassy.me

Phone: +382 20 411401

- **United Kingdom of Great Britain and Northern Ireland**

Embassy of United Kingdom in Podgorica

Address: Ulcinjska 8, Gorica C, 81000, Podgorica

Email: podgorica@fco.gov.uk

Website: www.ukinmontenegro.fco.gov.uk

Phone: +382 20 618010

- **United States of America**

Embassy of USA in Podgorica

Address: Ljubljanska bb, 81000, Podgorica

Email: podgoricaACS@state.gov

Website: www.podgorica.usembassy.gov

Phone: +382 20 410500

References:

-11 Reasons to Invest in Montenegro, 6th edition, Montenegrin Investment Promotion Agency, 2012

-Bertelsmann Stiftung, BTi 2014 – Montenegro Country Report, Bertelsmann Stiftung, 2014

-Business Affairs – US Department of State, 2015

-Doing Business 2013, World Bank, January 2013

-Doing Business and investment in Montenegro, PricewaterhouseCoopers d.o.o, Podgorica, November 2012

-Economic Opportunities in Montenegro, Export Chicago, December 2013

-Frequently Asked Questions, 6th edition, Montenegrin Investment Promotion Agency, 2012

-Montenegro 2013 Progress Report, European Commission, 2013

-Montenegro Country Report, Montenegrin Investment Promotion Agency, 2011

-Montenegro in Figures 2013, MONSTAT, Statistical Office of Montenegro, 2013

-The Enabling Environment for Sustainable Enterprises in Montenegro Report, Montenegrin Employers' Federation, December 2013

-Travel and Tourism: Trends and Prospects Montenegro, World Travel & Tourism Council, 2011

-Travel and Tourism: Investment Potential Montenegro, World Travel & Tourism Council, 2011

-White Book: Investment Climate in Montenegro – Opportunities and Challenges, Montenegrin Foreign Investors Council, 2012

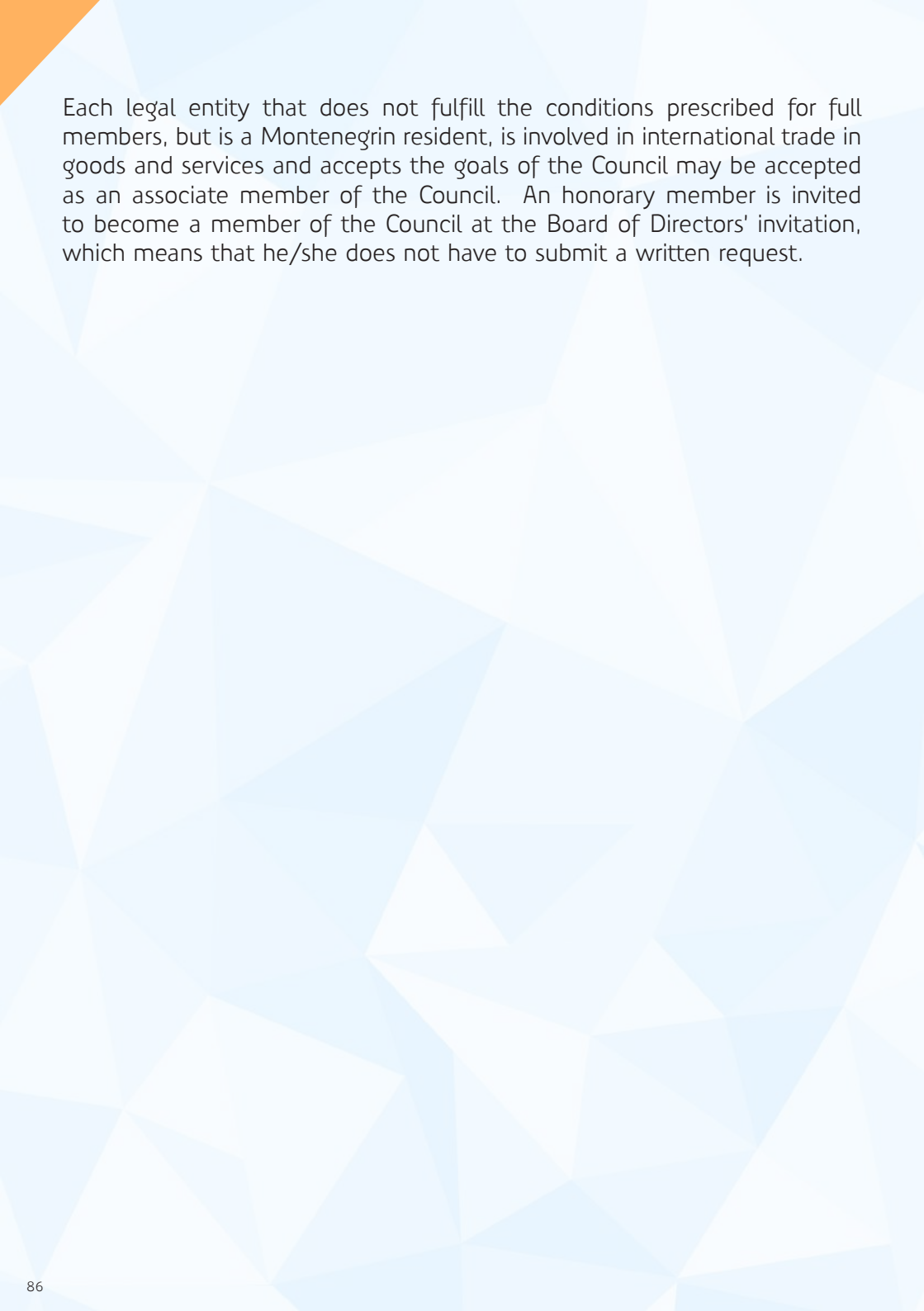
-White Book, Montenegrin Foreign Investors Council, 2014

ABOUT THE MONTENEGRIN FOREIGN INVESTORS' COUNCIL

The Montenegrin Foreign Investors' Council (MFIC) is an association of leading foreign investors in Montenegro. It is a non-governmental and non-profit organization that was officially established in 2009 (although the informal activities of cooperation between investors started in 2007). The MFIC represents 34 members from various sectors (banking/financial services, telecommunications, metallurgy and mining, hotel management, fast-moving consumer goods (FMCG), manufacturing, audit, energy and retail). The members of the MFIC employ around 8000 employees in total and their revenues altogether represent around 30% of GDP. The goals of the MFIC are to improve the investment climate and support business development, to represent and express the opinions of its members for the purpose of promoting common interests and stimulating direct foreign investment, to cooperate with the Montenegrin authorities in order to overcome the problems and obstacles that may be faced by foreign investors and promote such cooperation and dialogue, as well as to connect with foreign organizations for investors within the SEE region.

BECOMING A MEMBER OF THE MFIC

Membership in the Montenegrin Foreign Investors Council is open to entities sharing the goals of the Council and willing to participate in its activities. The Council has full, associate and honorary members. A candidate for membership should submit a written application to the Board of Directors by which he/she confirms that he/she accepts the Statute and the other founding acts of the Council, as well as the willingness to obtain membership status of a certain category. The request may be accompanied by recommendations given by at least two full members of the Council. A full member of the Council may be any legal entity, established and doing business according to Montenegrin laws, and in which one or more foreign legal entities with their headquarters abroad or other foreign investors according to the Law have their own shares.



Each legal entity that does not fulfill the conditions prescribed for full members, but is a Montenegrin resident, is involved in international trade in goods and services and accepts the goals of the Council may be accepted as an associate member of the Council. An honorary member is invited to become a member of the Council at the Board of Directors' invitation, which means that he/she does not have to submit a written request.

Montenegrin Foreign Investors Council

Novaka Miloševa 29/II
81000 Podgorica,
Montenegro
www.mfic.me
info@mfic.me

Design and layout

Luka Radović

Photography provided by

Luštica Development
Porto Montenegro
Azmont Investments

Printing

3M MAKARIJE

Run

500

