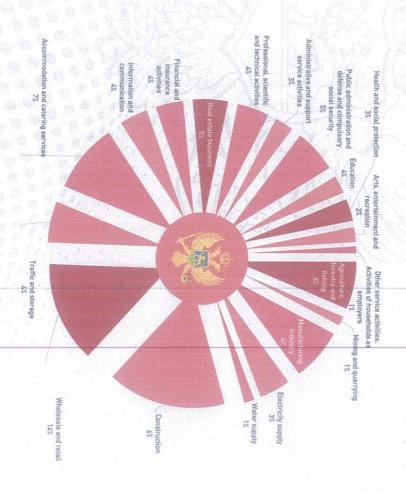
Investment potentials Montenegro



Montenegrin Investment Agency

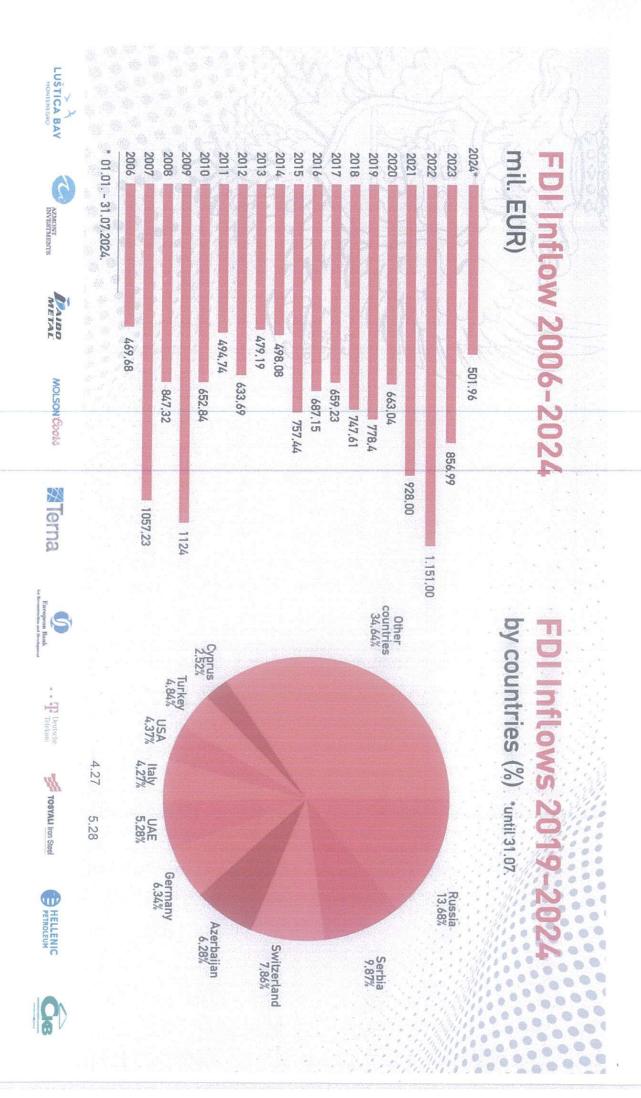
SHARE OF ECONOMIC SECTORS IN GDP IN MONTENEGRO



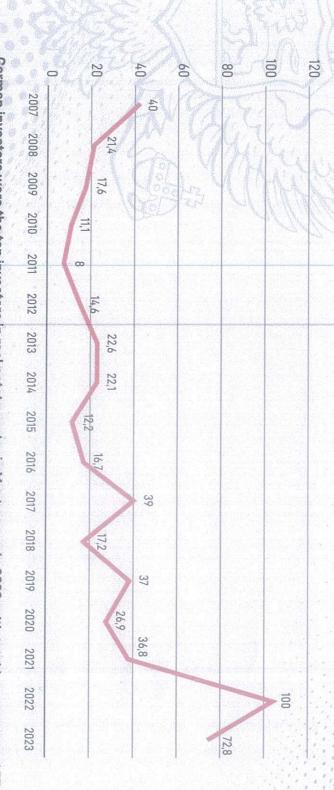
GDP at current prices (mill EUR)







Montenegro from Germany 20



German investors were the top investors in real estate sector in Montenegro in 2022, with total investments of 57 milion EUR out of total 370 milion EUR invested in real estate sector in 2022.

In 2023, Germany was the 4th biggest investor in Montenegro, with 72.8 million EUR invested by German companies.

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

% import coverage by export	Trade Balance	Export	Import	Total	
by export					
17.4%	-2.068.069	437.04	2.505.1	2.924.1	jan-dec 2021
19,8%	-2.839.528	700.2	3.539.7	4.239.9	jan-dec 2022
17.7%	-3.133.313	674.3	3.807.6	4.481.9	jan-dec 2023

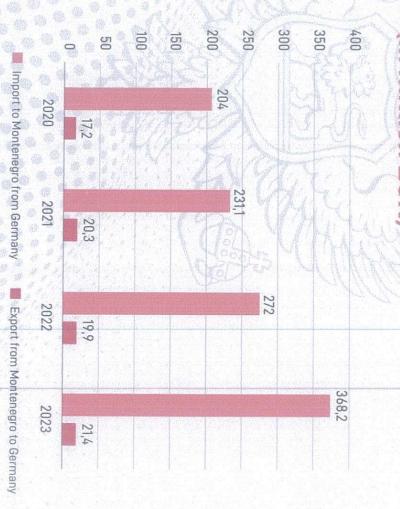


Top imported products in 2023 (in million €)

Top exported products in 2023 in thousand €)

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

The trade in goods between Montenegro and Germany (in million EUR)

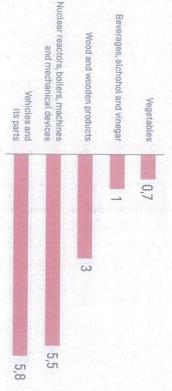


List of top imported products from Germany to Montenegro in 2023 in million EUR

.



List of top exported products from Montenegro to Germany in 2023 in million EUR



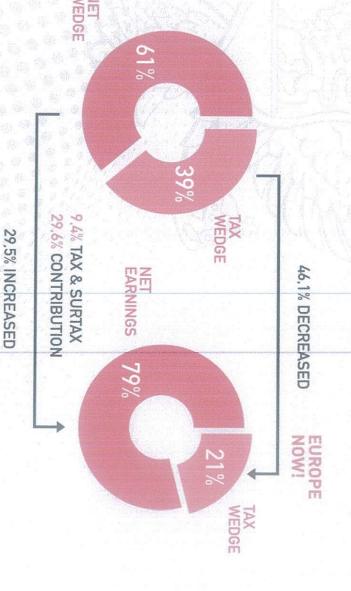
NEW FISCAL POLICY

Substituting health insurance contributions with other government financing

Introduction of a non-taxable part of wage

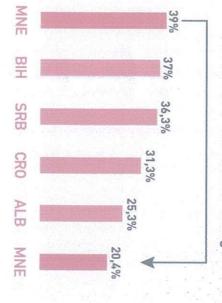
Introduction of progressive income taxation

...





Tax burden on the minimum wage



ABOUR MARKET

a significant decrease of unemployment rate and increase of average salary

47,8 2020 Unemployed persons (in thousands) 17,9 Number of unemployed persons and 42,2 unemployment rate by year 2021 16,6 43,2 2022 14,7 Unemployment rate (%) 41,8 2023 13,1 36,3 Q2 2024 11,4

07-2020

07-2021

07-2022

07-2023

07-2024



FAST POST-COVID RECOVER



SUCCESS STORIES

The most significant realized investments in the tourism sector



Porto Novi Investor: Azmont Investments

835 million & investment 500 new employees

in 2021, the "One & Only" hotel was opened wthin the resort - the first of that brand in Europe



Porto Montenegro
Investor: Investment Corporation of Dubai

923,4 million © investment 580 new employees



Luštica Bay Investor: Orascom

447 million € investment 483 new employees



Swissôtel Resort Kolasin

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

Mamula Island Investor: Orascom

36,6 million € investment 203 new employees

Montenegro - the biggest tourist construction site in the region

Ongoing projects



16 hotels under construction at this moment

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

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

"B" Hotel, Kolasin

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

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

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

444 million EUR ongoing projects in tourism sector

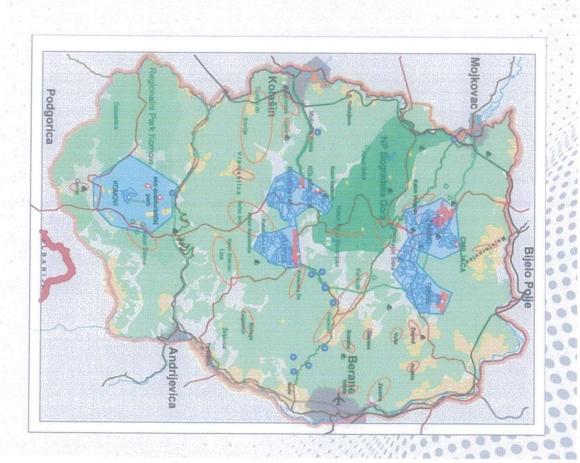
2764 new high category accomodation units

(ey projects

On the basis of the planned analyses, a planning concept has been proposed, which includes the development of tourism, agriculture, forestry, exploitation, energy and the development of transport and other technical infrastructure.

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

Mountain Center Žarski, Mountain Center Cmiljače, The Mountain Center of Jelovica, including the golf course,



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

In the base settlement, the following are planned:

- zones with the facilities of the Central Settlement with Hotels, Apartments, reception and public facilities,
- zones of separate groups with facilities of single-family and multi-family accommodation units,
- Ski lift departure area,
- parking zone at the entrance.

A network of pedestrian communications is planned within the base settlement.

The ski slope zone is interpolated into the zone of the base resort in such a way as to provide ideal accessibility for skiers The possibility of planning the Mojkovac Gondola-Base Settlement is given.

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

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

CGA = 159.471m²
Total number of beds 6.796



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

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

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

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

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

CGA = 47.368m² Total number of beds = 1,995



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

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

- zones with the facilities of the Central Settlement with Hotels, Apartments with reception and public

facilities, zones of sep-

- A group of single-family accommodation units

Ski lift and golf area

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

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

CGA = 82.868m²

Total number of beds = 2.818



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

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

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

Parking Zone

of the base resort in such a way as to provide ideal accessibility for skiers. and enables natural movement for users, following the configuration of the terrain. The ski slope zone is interpolated into the zone Within the base settlement, a network of pedestrian communications is planned, which connects all the facilities of the settlement

As part of the landscaping, squares, green areas as well as sports fields are planned.

Total number of beds =4.526





JP2 Block 2 Zone A Dup Topolica 3

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

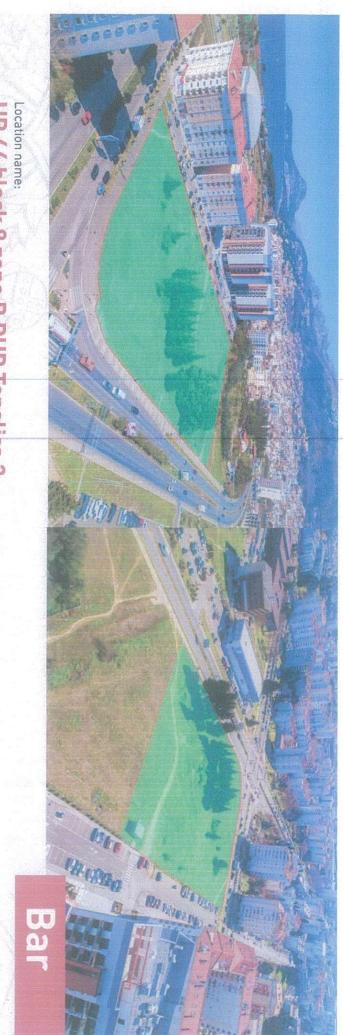
Total surface of all buildings [m2]: without buildings

Ownership status: Municipality of Bar and Government of Montenegro, no encumbrances or restrictions

Planning document: DUP Topolica 3, amendments to the DUP are being drafted

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

max GBA 62184 m2 is planned. The plot has a connection to the city water supply, sewerage and electricity network. The location is infrastructurally equipped. Location description: The location is located near the sea, in the area intended for the construction of high category hotels. The construction of the hotel building



UP 44 block 8 zone B DUP Topolica 3

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

Total land area (m2): 17430

Total surface of all buildings (m2): no buildings built

Ownership status: Municipality of Bar and Government of Montenegro, no encumbrances or restrictions

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

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



TERCEG NO

000







Location name:

Mixed-use Building in Meljine

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

O. Podi

Land area: cca 2400 m2

parking lots. max lp = 0.4, max li = 1.5, maxLand use: Mixed-used complex with various social contents, including

three floors) floor of facilities in the complex is S + P + 3 (basement + ground floor +

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

ENERGY SECHOR



Undersea Cable between Italy and Montenegro

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

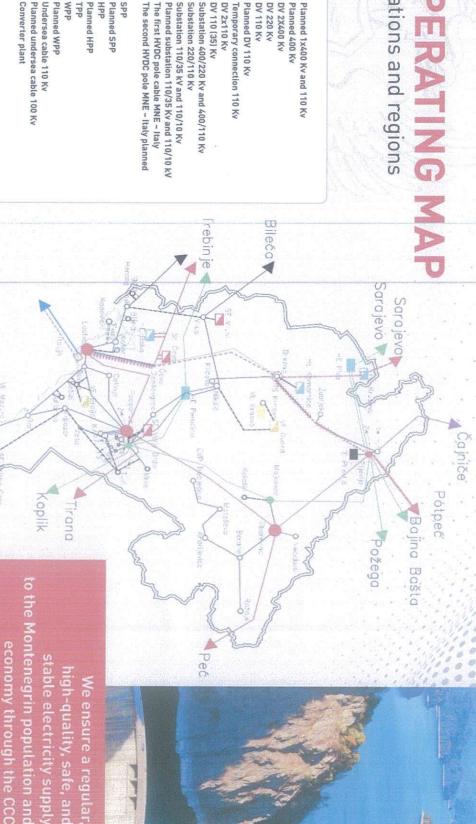
Regional hub for the electricity export to the EU market

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

600 MW capacity (total 1200 once the 2nd phase is implemented)

1.2 billion EUR total investment

Locations and regions



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HPP

IPP

SUSTAINABLE ENERGY SECTOR



10 DAYS OF COAL FREE ELECTRICITY GENERATION IN 2021

0.15

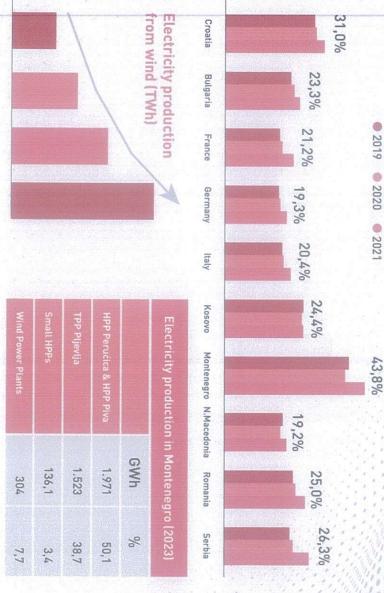
0.25

The largest share in the production of energy from renewable sources.

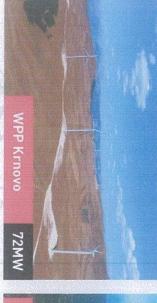
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0

Share of electricity production from renewables (%)



emented projects



W/PP Možura 46MW

pcoming projects

Wind farm Brajići

100MW

54,6MW

Wind farm Gvozd

Wind farm Bijela 111MW

Solar PP Čevo 170MV 170MW

PROJECT GVOZD Construction of new Wind Farm

Planned installed capacity - 54,6 MW

Estimated investment value - cca 61 Mil. ©

Expected loan from EBRD Krnovo Project was financed by EBRD, KfW IPEX-Bank and Proparco

Start of construction envisaged in 2023

Planned annual generation - 150 GWh

Overview of new and upcoming HPP and SPP projects in Montenegro

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

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

WATER PRODUCTION FACTORY

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

A 25-year concession was obtained.

More information available at request.







SINESS ZONES

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

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



Podgorica, the capital

10 zones

0,01 €/m²

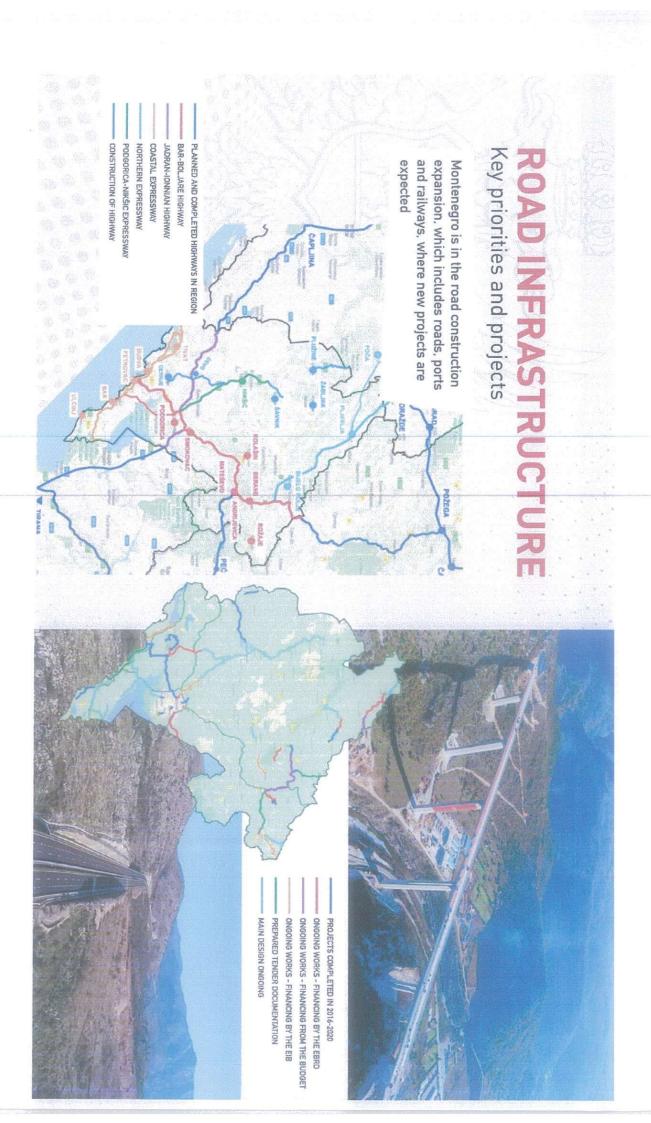
257 hectares 30 years lease Investors shall be provided with incentives at both, the state and

local levels. Incentives at the local level relate to the following:

- reduction of utility or other fees;
- favorable price of renting / buying space within the business zone;
- income tax; reduction or exemption from payment of surtax on personal
- reduction of real estate tax rate;
- nership; the possibility of defining a favorable model of private-public part-
- Infrastructural equipping in areas where it does not exist.

n agricultural production





BAR-BOLJARE HIGHWAY

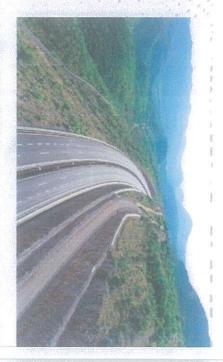
The largest infrastructure project being implemented in Montenegro

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

Coming next:

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

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





PORT OF BAR

great potential for further development and new business partnerships

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

48.8 ha of infrastructural arranged space;

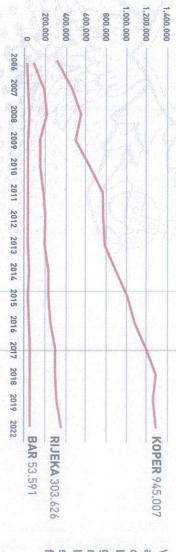
25 ha of infrastructure partially arranged space - space for expansion of Free zone;

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

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

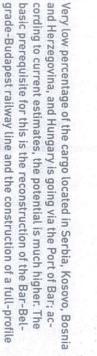
Bar has great potentials as a regional importance port. The quality of the port infrastructural links with its hinterland has a strong operative quay with draft 5,0-11,0 m, length 1573 m; Belectro-energetic, water and sewerage, telecommunication infrastructure

influence on the current port capacity utilization rate.



KOPE	RIJEKA	BAF	No. of Lot
N	\$	-	
13,23	10,36	1,51	
13,85	11,43	1,51	
16,67	13,80	2,51	
17,83	10,82	3,82	
19,28	16,89	3,50	
19,91	17,35	3,37	
20,12	17,87	4,40	
21,05	18,72	3,65	
22,61	19,97	3,88	
25,78	23,17	3,65	
29,96	26,99	4,56	
32,44	29,80	3,92	
31,37	29,32	3,11	
34,26	32,34	4,27	
35,32	33,35	5,25	

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





0	CITY	ROAD	RAILWAY
	Belgrade	530 km	476 km
	Novi Sad	580 km	
	Subotica	691 km	
	Niš	476 km	523 km
	Skoplje	442 km	647 km
	Priština	551 km	
	Segedin	739 km	
1	Budapest	875 km	826 km
	Bucharest	940 km	



•

Runway: 2.500 m. width 45 m

Airport marks: IATA - TGD, ICAO LYPG

- Passenger terminal: 5.500m2
- Services:
- Passenger handling
- Aircraft handling Baggage handling
- Cargo and mail handling
- Aircraft fuel supply

Cetinje Niksic Ulcin Bar Tivat Zabljak Podgorica Airport: 90 min 60 min 90 min 40 min

Bijelo Polje 150 min 120 min

Distance from

Airport marks: ATA - TIV. ICAO - LYTV

Distance from Tivat Airport:

30 min Runway: 2.500 m T1 - 4.056 m2, T2 - 1.300 m2 Passenger terminal:

- Services:

Kotor

10 min 30 min

20 min

5 min

Budva Tivat

Petrovac Herceg-Novi

40 min

- Passenger handling
- Aircraft handling
- Baggage handling
- Cargo and mail handling
- Aircraft fuel supply

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

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

PODGORICA AND TIVAT

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

turesque

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

In 2023. Podgorica Airport reported record of 1.657.522 handled pas-

Adriatic Sea and tremendous northern mountains in an hour or two

reach both

Passenger Traffic 2003-2023

Aircraft Traffic 2003-2023

PODGORICA AND TIVAT

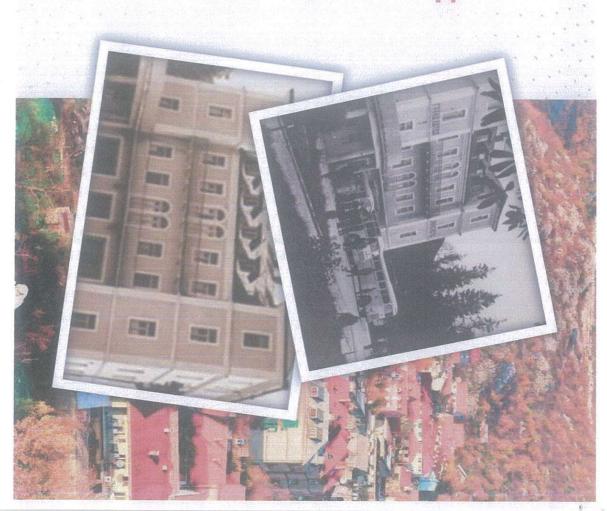
PROPOSAL FOR THE PPP LOKANDA CETINJE Project

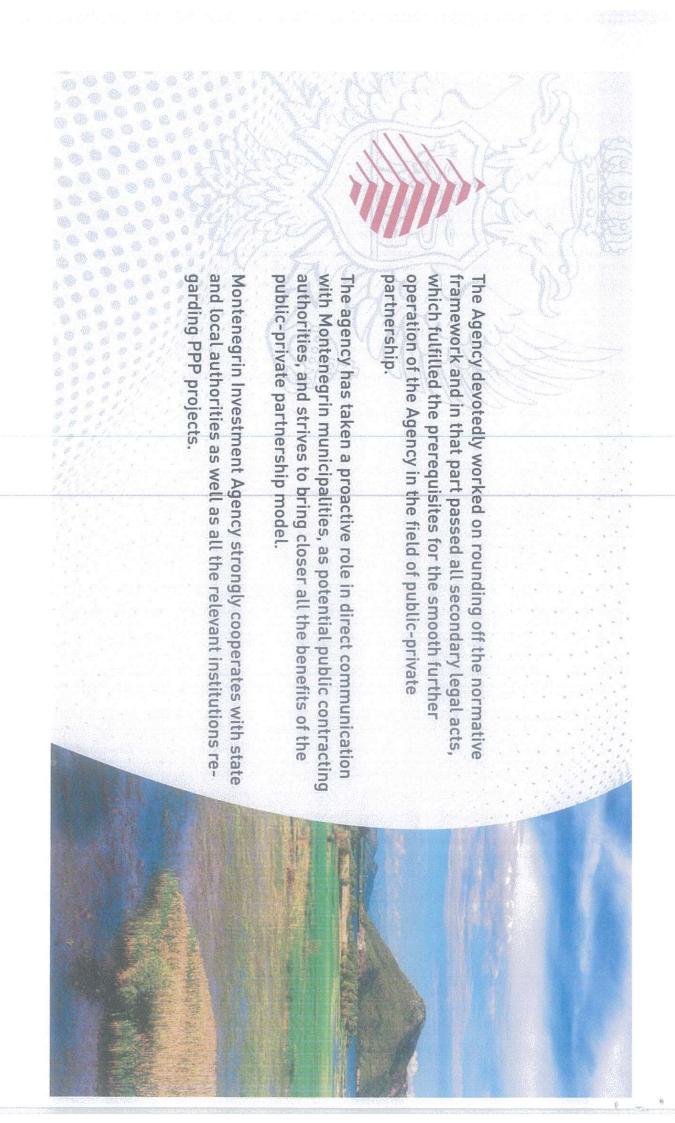
The evaluation of the project proposal "Construction (renovation) of the protected cultural property of the Hotel Lokanda" is underway.

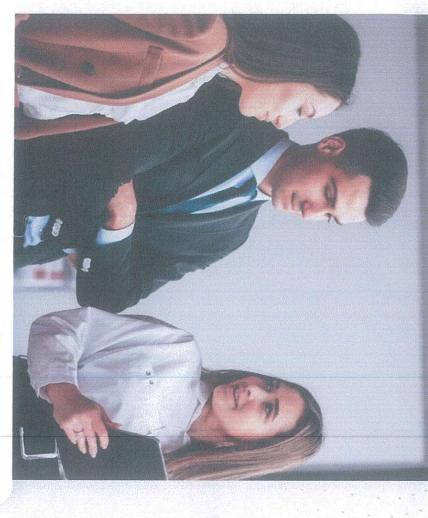
The project proposal contains a justification analysis and a draft contract.

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

The public call is expected to be announced in the first half half of the year.







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

ICT SECTOR

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

total export (2017-2022) Share of IT services in

Realized revenues in ICT in 2022



MLICORN fleka S&t Dbildstudio Mamplitudo coinis datadesign (1) oykos logate

1 one

revenue growth

PARK MONTENEGRO

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

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



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

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

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

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

Innovation fund's budget by year 2022: 716 838 EUR

2023: 2 million EUR expected

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



GRAM FOR IMPRO COMPETITIVENESS OF THE ECON

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

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

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



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

Why VIOI

Low corporate profit tax

9% - from 0 € to 100.000€ 15% - over 1.500.000€ 2% - from 100.000€ to 1.500.000 €

Easy business start up

Low company maintenance costs Minimum initial capital for opening a LLC is 1 € Company registration in 10 business days

Buy a property in Montenegro

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

Issued in 15 days No restrictions

Residence permit

3% - the real estate purchase tax



toreign investors National treatment of

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

Stable banking system

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

Great connectivity

ery of all products on time. of transport by land, air and sea guarantees unique access to markets and deliv-Well airport connectivity, the possibility





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