



INVESTMENTS IN CROATIA



# Vukovar- Srijem County

Location of the Future for  
International Business and  
Investment





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**Vukovar-Srijem**  
County

## Basic indicators about Croatia

Land area:	<b>56,542 sq km</b>
Capital:	<b>Zagreb</b>
Population:	<b>4.2 million</b>
Climate:	<b>Mediterranean and continental</b>
Political system:	<b>Parliamentary democracy</b>
Official language:	<b>Croatian</b>
Domestic currency:	<b>Kuna (HRK)</b>
Average exchange rate in 2011:	<b>7,43 HRK/EUR; 5,34 HRK/USD</b>
GDP per capita (EUR):	<b>10,427 (2011)</b>
Unemployment rate ILO:	<b>17.4% (2011)</b>
Average gross salary (EUR):	<b>1,021 (monthly)</b>
Profit tax:	<b>20%</b>
VAT:	<b>25%</b>
Personal income tax	<b>12-40%</b>

## Overview Vukovar-Srijem county

Land area:	<b>2,448 sq km</b>
Capital:	<b>Vukovar</b>
Administration:	<b>5 towns and 26 municipalities</b>
Population:	<b>180,117 (2011)</b>
Climate:	<b>Continental</b>
GDP per capita (EUR):	<b>5.974 (2009)</b>
Unemployment rate:	<b>31,3%</b>
Average gross salary (EUR):	<b>465 (monthly)</b>

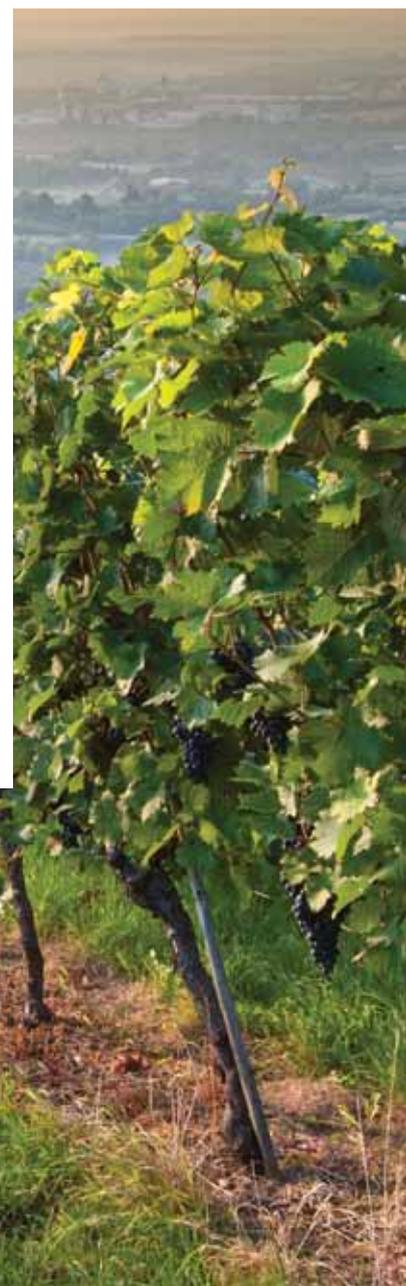


# Why Invest

in Vukovar-Srijem County

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We are committed to attracting investors to our county and offer: excellent business climate, skilled and competitive workforce, access to markets, strategic location, national and regional incentives and excellent infrastructure.



Our county has huge potential in food production and wood processing industry and its geographic location offers excellent opportunities in logistics and all types of people, goods and services transportation. The County is open to new opportunities and investment, and it bases its economy on high-quality and skilled workforce and sustainable use of natural and cultural heritage and very high level of social inclusion.

## Skilled and Competitive Workforce

Represents one of the main resources of the Vukovar-Srijem County. Our workforce is experienced, highly motivated and has a long tradition of excellence in education particularly in the fields of food production, wood processing, metal and logistics.

## Easy access to markets

Croatia, as future 28th EU Member State, will have duty free access to all European Union countries for virtually all products. This means that investors have access to a single market of more than 500 million affluent consumers. In addition we offer potential investors access to a long tradition of doing business, and established trade links, with the countries of South Eastern Europe (SEE).

## Strategic location

Our county is located at the intersection of road, railway and water routes (including Port of Vukovar on Danube) of national and international importance and the Pan-European transport corridors (particularly X and Vc). This natural position makes it ideal for transport and logistics centres. Distance to Osijek airport is less than 20 km.

## Modern Efficient Infrastructure

There are 9 business zones available with all the necessary infrastructure and are ready for investors. Incentives

We offer a range of excellent incentives at national, regional and local level. Incentives cover:

- *Tax privileges for up to 10 years from a beginning of an investment*
- *Tariff preferences*
- *Support for calculated costs of job creation associated with investment*
- *Support for reasonable costs of training associated with investing*
- *Incentives for technological development and innovation activities and strategic business support*
- *Incentives for large investment projects - investment projects of significant economic interest*

## Quality of life

Our county is rich in natural beauty and provides a wide range of opportunities for leisure and cultural activities. It offers a safe and stimulating environment for family living which compares favourably to any West European country. There are excellent hotels and restaurants, museums and galleries. In addition, high quality child care is available at reasonable cost. A wide variety of accommodation, suitable for expatriates, and their families is available throughout the county. It has one of the lowest crime rates in Europe.

## Opportunities

We are particularly attractive to investors from the food processing industries (excellent agricultural land and clean environment); wood processing industries (long tradition in wood-processing and superb quality resources); and logistical services (strategic location and infrastructure).

# Success stories



## **ALPI AVIATION Ltd.**

Production of ultra-light aircraft  
Year of establishment: 2002

Alpi Aviation Ltd. Company produces ultra-light aircraft, type two-seater Pioneer 200 and Pioneer 300, and four-seater Pioneer 400. Basic wooden aircraft structure is made of resonant spruce which is inserted into plastic castings for aircraft's fuselage, and then aircraft's engine and control panel are installed. In 2011, 11 aircrafts were made and all production was placed on the EU market. The company is based on Italian investment combined with a local partner. The company operates in Štitar in two new production halls with total area of 2,000 m<sup>2</sup>. In the immediate vicinity of the production facilities, a runway for aircrafts' test takeoffs is located.

Number of employees: 20

“*Long-term cooperation between the Italian and Croatian partners has been based on professionalism and trust, as well as on quality and competitive workforce. Various benefits are support for a long-range success and continuous growth and development of the company.*”

*Mijo Ćošković*  
Board Member of the Company



### **SAME DEUTZ-FAHR Žetelice Ltd.**

Manufacture of agricultural and forestry machinery  
Year of establishment: 2006

Same Deutz-Fahr Žetelice Ltd. is a company that is engaged in crop production unit (combines) for the harvesting of various crops such as oilseed rape, oats, barley, wheat, sunflower and corn. SDF offers its customers 7 types of combines with a variety of options and preferably concerning crop harvesting. SDF exports over 95% of total production.

Number of employees: 175 permanent + temporary workers (min 25 to max 125 depending on time of year). From 2006 till today SDFC has invested more than 18 million EUR

“ *SDF bought the former factory Đuro Đaković combine in Županja and the main reason for coming here is the existence of a skilled and knowledgeable workforce to continue the operations.* ”

**Damir Kobaš**  
director of Same Deutz-Fahr Žetelice Ltd. (Exports over 95% of total production; invested more than 18 million EUR)



### **ADRIATICA DUNAV Ltd.**

Production of mineral fertilizers  
Year of establishment: 2007

The factory is engaged in the production of mineral fertilizers of different formulations. It is located in the business zone Đergaj - Vukovar on the area of 110 028 m<sup>2</sup> and momentarily employs 56 workers, and collaborates with many companies and trades in the area of Vukovar-Srijem County.

Italian production technology includes technological process which does not produce wastewater, and the whole process is automated and separated in phases controlled by a computer. Most of the products are intended for foreign markets of Eastern and Western Europe.

Number of employees: 56

Value of investment: 17 million EUR

“ *Vukovar area has been chosen because of its strategic location at the intersection of routes between the Croatian, Hungarian, Serbian, Bosnian-Herzegovinian and Romanian markets, excellent transport connections by road, rail and river routes, and the existence of skilled workers.* ”

**Višnja Sedlar**  
Adriatica Dunav Ltd. (exports all over Europe, invested 17 million EUR)

# Our services



## Our commitments

- providing full information assistance to investors
- handling investment incentives
- providing foreign and indigenous partner search
- provisioning aftercare services
- identifying supplier
- responding quickly to initial investor's inquiry

## What can you expect from us?

- To carry out necessary activities in efficient, effective and professional manner
- To provide all necessary and accurate information in time
- To address you with respect and courtesy
- To maintain a mutual relation in confidential manner

## HRAST Ltd.

### Vukovar-Srijem County Development Agency

Address: Antuna Akšamovića 31, 32 100 Vinkovci

Phone: +385 (0)32 339 993

Fax: +385 (0)32 339 997

E-mail: [ar-hrast@ar-hrast.hr](mailto:ar-hrast@ar-hrast.hr)

[www.ar-hrast.hr](http://www.ar-hrast.hr)

[www.invest-croatia-vs-county.com](http://www.invest-croatia-vs-county.com)

## Zvonimir Čordašić, B.Sc Economics

Director

Phone: +385 32 339 993

E-mail: [zcordasic@ar-hrast.hr](mailto:zcordasic@ar-hrast.hr)



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