

VOJVODINA  
**COME AND GROW**



Municipality of Senta

Invest in Vojvodina

# Global Market Access



<b>Russia</b>	<b>EFTA</b>	<b>USA</b>
142 million	13 million	317 million
<b>EU</b>	<b>CEFTA</b>	<b>Belarus</b>
505 million	30 million	10 million
<b>Kazakhstan</b>	<b>Turkey</b>	
16 million	72 million	

Duty-free export  
to over 1 billion  
consumer base



# Quick Facts

## SERBIA



Total area  
21,506 km



Population  
1.9 million



26 nationalities  
6 official  
languages



Export volume  
\$ 4.9 bn



Export growth  
rate 3.2%

## VOJVODINA

### Key export sectors

Manufacturing 85.5%

Food & Beverage 15.6%

Oil derivatives 8.9%

Chemicals 7.5%

Rubber & Plastics 7.4%

Machines & Equipment 6.8%

### Major export markets

EU, CEFTA, Russia

Source: Vojvodinian Chamber  
of Commerce, 2014

GDP 2014 € 33.075\* bn

Currency Serbian Dinar (RSD)

Double Taxation Treaties  
with 55 countries

\*according to ESA 2010



# Overview of Tax Rates

## Corporate Profit Tax Rate

	Serbia	15%
	Romania	16%
	Hungary	19%
	Poland	19%
	Czech Republic	19%
	Croatia	20%
	Slovakia	22%

## Salary Tax Rate

	Serbia	10%
	Czech Republic	15%
	Romania	16%
	Hungary	16%
	Slovakia	19-25%
	Poland	18-32%
	Croatia	12-40%

## Standard VAT Rate

	Serbia	20%
	Bulgaria	20%
	Slovakia	20%
	Czech Republic	21%
	Poland	23%
	Romania	24%
	Croatia	25%
	Hungary	27%

## Social Insurance Contributions

Pension & disability	12%	14%
Health Insurance	5,15%	
Unemployment	0,75%	
Annual Income Tax	10-15%	
Other Income Tax	20%	



5 day work week - 40 work hours  
(net 37.5 hours a week)  
30 min rest period per day

**Vacation**  
min 20 days p.a.

**Holidays**  
non-working  
days p.a.  
11 to 12

**Overtime  
&  
Night shift**  
26% bonus  
on basic salary

**National Holiday**  
110% bonus  
on basic salary

**Fixed-Term  
Contract**  
max 2 years

**Trial Period**  
max 6 months

**Min Monthly  
Salary**

NET  
€174

TOTAL COST  
€277

# Incentives

## State

### FINANCIAL INCENTIVES

Funds are awarded for financing investment projects in the:	Manufacturing Sector Services Sector* (subject to international trade)
The level of funds is determined in accordance with a set of criteria:	level of eligible investment costs costs of gross salaries for new employees for a 2-year period

For more information, visit SIEPA website - [www.siepa.gov.rs](http://www.siepa.gov.rs)

### NATIONAL EMPLOYMENT SERVICE GRANTS

Employment Subsidies Program	cca. € 1,250-2,500
Apprentice Program	cca. € 80-115 per employee
Re-training Program	max cca. € 750 per employee

## Vojvodina

### REIMBURSEMENT OF INVESTMENT COST

Minimum investment	€ 1 mil	New jobs created	30	Incentive	up to € 50,000
Minimum investment	€ 2 mil	New jobs created	100	Incentive	up to € 100,000

### NEW EMPLOYMENT INCENTIVES

€ 1,150	Per every new job created
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# Logistics



**SENTA** - Total Area: 293 km<sup>2</sup>



Distance from borders

HUN	CRO	ROM	BUL	B&H
42 km	103 km	20 km	482 km	217 km



Distance from highway

E-75	E-70
34 km	175 km



Distance from airport

BGD	Belgrade	BUD	Budapest	OSI	Osijek
174 km		218 km		143 km	

# Energy Potential



## GAS

Municipality is gasified	100 %
Local pipeline length	60 km
▪Pressure on main pipeline 6 bar ▪Pressure on local pipeline 1 bar - 60 km length	



## BIOMASS

Total land	29,340 ha
Agricultural land	26,516 ha
Arable land	25,556 ha
Most common crops: ▪maize (65%), wheat (15%), sugar beet (7%), alfalfa (5%), sunflower (3%), other (5%)	
*In progress: construction of the cogeneration plant on biomass with excess heat energy	



## ELECTRICITY

No. of distribution substations	115
▪Electro-distribution ownership: 67 ▪Private ownership: 20	
Total power	27,080 + 2,000 kVA
Total network length	363 km + 30 km
Energy supplied in 2013	119,213 MWh
Available capacities	35,000 kVA



## GEOTHERMAL

50°C temperature	at 1,120 m
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# Infrastructure

## ROADS

Regional road network	44 km
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- Connecting Croatia-Romania border

Local road network	25 km
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## OPTICAL CABLE

Cable length	30 km
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- Developed cables in the industrial zone

## WATERWAY

River Tisza length	12.7 km
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- Port in Senta - distance 18 km
  - located in industrial zone, the annual transfer capacity of cca. 1.5 mil t of various goods
  - 2 reloading locations with capacity up to 1,800 t
  - public warehouses and public indoor and outdoor storage with capacity of over 18,000 m<sup>2</sup>

Canal network length	132 km
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## RAILWAY

Railway network length	84 km
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- Subotica-Senta-Coka-Novo Milosevo
  - Railroad track in the industrial zone
  - Road and railroad bridge on the Tisza river

Axial pressure	16-20 t
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## SEWAGE

Sewage system capacity	17,000 ES
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Sewage network	88 km
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- 3 waste water treatment plants
  - 2 private, and 1 city plant capacity 17,000 ES
  - main collector is in industrial zone, length 1,000m.



# Why Invest

## TOP 5 REASONS to invest in Senta

**1** Proven record of attracting FDI  
- investors from 9 countries

**3** Re-trainable unemployment pool  
- various programs available

**5** 4 investment projects in pipeline  
- to be realized in the next 2 years

Waterway with river port  
- capacity 1 mil t & warehouse 18,000 m<sup>2</sup> **2**

Existence of water purifiers  
- 1 municipal & 2 private **4**



growing your profits



increasing productivity



boosting competitiveness

# Population

Number of inhabitants



## Workforce

### Employed

Sep, 2014

Total = 5,527



2,666



2,861

### Unemployed

Feb, 2015

Total = 1,634

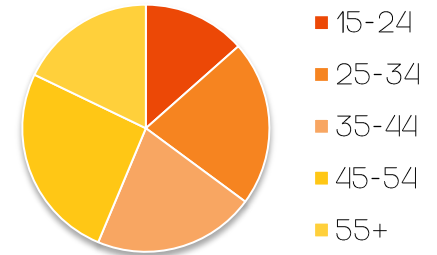


764



870

### Unemployed age structure



13 %	22 %	21 %	26 %	18 %
220	354	346	422	292

# Education



## High Schools

School	Profile	#students	#graduates
Special Talent Gymnasium	Mathematics	70	20
	Fine Arts	78	21
	Sports	24	13
Gymnasium	General	233	64
	Social-Linguistics	143	37
	Science-Mathematics	51	0
Economics & Commerce	Finance Admin	123	36
	Business Admin	175	42
Medicine	Pharmacy	112	28
	Nursing	200	31
	Physiotherapy	32	32

# Key Sectors

Opportunities to invest

1

AGRIBUSINESS

Meat & Dairy

Fruit & Vegetable

2

AUTOMOTIVE  
COMPONENTS

3

TOURISM

# Key Sectors

## Engine of the economic growth

### Main advantages:

- 25,500 ha of agricultural land - 97% of total land area
  - cereal & industrial plant crops - cca. 24,000 ha
  - vegetable crops - 280 ha | fruit crops - 380 ha
  - grape crops - 160 ha | medicinal herbs & other 1,100 ha
  - Well-developed processing industry: sugar processing, milling, tobacco, etc.
  - Storage capacity for grains
  - Municipality projects - irrigation network
- 132,204 m length of drainage & irrigation network with the possibility of extending the canal network

Cereals	23,300 ha		
Wheat	3,580 ha	Sunflower	710 ha
Barley	455 ha	Sugar beet	1,560 ha
Oats	100 ha	Alfalfa	1,220 ha
Triticale	10 ha	Canola	10 ha
Corn	15,100 ha	Tobacco	62 ha
Soybean	570 ha	Fodder	15 ha

## Agribusiness



# Key Sectors

## Potential for processing sector

### Main advantages:

- Majority of local population lives in rural areas
- Possibility of organizing cooperative livestock farming
- The biggest pig farm has 5,000 pigs
- 4 milking cow farms (milk producers without milk processing plant)
- Tradition in milk production
- Presence of high-quality Animal Feed producers in the region

#### Number of farms

Milking cow	4	Fattening chicken	1
Bull	3	Quail	1
Pig	2	Pheasant	1
Hens	1		

## Meat & Dairy

# Key Sectors

## Premium quality resource base

### Main advantages:

- Highest number of local inhabitants engaged in agriculture
- More than 500 registered local farmers
- Outstanding quality and easy-access to resource base benefits fruit & vegetable processing sector establishment

Vegetables	280 ha	Fruits	380 ha
Onion	38.5 ha	Apple	106 ha
Root vegetables	28.5 ha	Pear	55 ha
Peper	104.5 ha	Quince	4 ha
Tomato	7 ha	Plum	100 ha
Potato	13 ha	Peach	15 ha
Parsley	58 ha	Apricot	85 ha
Spinach	15 ha	Cherry	3 ha
Greenhouse	10.5 ha	Sour cherry	5 ha
Brasicas	19.5 ha	Nuts	8 ha

## Fruit & Vegetable

# Key Sectors

## *Ready-made & adaptable locations*

### *Main advantages:*

- *Know-how & rich experience from the past*
- *Long tradition in industrial production*
- *Qualified workforce eager to expand their competencies*
- *Available relevant training programs in municipality*
- *Existing foreign investors & successful companies  
Mecafor, Tisza-Automotive doo, Rasco-Tamp*
- *Local supplier network*

### *Investment opportunities:*

- *Existence of suitable Brownfield & Greenfield locations*

## Automotive Components





# Key Sectors

## Thermal Spa Center development

### Main advantages:

- Potential for thermal spa center development - thermal water study analysis performed: belongs to the category of mineral, calcium-magnesium-hydrocarbon, sulfuric hyper-thermal water. Indications: musculoskeletal system diseases, neurological diseases; gynecological diseases
- Thermal borehole with 50° C temperature
- Health Centers (Hospitals) in the city of Senta
- Sport center with all accompanying contents (jacuzzi, sauna, gym, ect.)
- Open sport facilities (tennis courts, athletic stadium, football stadium, bowling alley, swimming pools)
- Easy access to qualified workforce - medical high-school

### Investment opportunities:

- Spa centers development  
currently just 178 beds cannot accommodate demand



Wellness  
Tourism

VIP



# Top 10 Employers

COMPANY	SECTOR	COUNTRY	#EMPLOYEES
SENTA PROMET AD	Trade	SERBIA	369
JTI AD	Tobacco	JAPAN	316
ZITOPROMET-MLIN AD	Agribusiness	SERBIA	214
TISZA AUTOMOTIVE DOO	Automotive components	HUNGARY	400
ALLTECH SERBIA AD	Agribusiness	USA - HUNGARY	200
TE-TO AD	Sugar processing	ITALY	190
FAS SHOES SERBIA DOO	Footwear	SWITZERLAND	94
EXTRAFORM DOO	Furniture	SERBIA	78
RASCO-TAMP DOO	Metal processing	CROATIA	54
TEMPOREX DOO	Meat Processing	SERBIA	39

TOP  
**5** Sectors  
by #employees

- 1 Agribusiness
- 2 Trade
- 3 Automotive components
- 4 Agriculture
- 5 Crafts

# Labor Cost - Senta

## LABOR COST STRUCTURE Average salary in Senta

JUNE, 2016

NET Salary		319
Personal Income Tax	10%	32
Contributions (Employee)	19.90%	83
GROSS Salary		418
Contributions (Employer)	17.90%	75
TOTAL Cost		509

From July 1st, 2014  
the employers have the right  
for refund on the paid  
personal income tax  
& social insurance contributions

- + 65% refund for employing 1-9 workers
- + 70% refund for employing 10-99 workers
- + 75% refund for employing 100 + workers

### Production Sector Salary in Vojvodina

NET: € 334.15  
GROSS: € 463.38  
TOTAL COST: € 546.32

# Greenfield Locations

## Location 1

Industrial Zone - South

Land size: 60,866 m<sup>2</sup>

Ownership: municipality

Sale  Lease

## Location 2

Industrial Zone - South

Land size: 15,240 m<sup>2</sup>

Ownership: municipality

Sale  Lease

Industrial Zone South  
Port on river Tisza – in 200 m distance  
Industrial railway track  
Electricity substation  
Customs & freight office

Infrastructure



Electricity



Water



Gas



Sewage



Optical Cable

VIP



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# Greenfield Locations

## Location 3

Industrial Zone - South

Land size: 15,258 m<sup>2</sup>

Ownership: municipality

Sale  Lease

## Location 4

Industrial Zone - South

Land size: 7,001 m<sup>2</sup>

Ownership: municipality

Sale  Lease

Industrial Zone South  
Port on river Tisza - in 200 m distance  
Industrial railway track  
Electricity substation  
Customs & freight office

Infrastructure



Electricity



Water



Gas



Sewage



Optical Cable

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# Greenfield Locations

## Location 5

Industrial Zone - South

Land size: 4,805 m<sup>2</sup>

Ownership: municipality

Sale  Lease

## Location 6

Industrial Zone - South

Land size: 7,110 m<sup>2</sup>

Ownership: municipality

Sale  Lease

Industrial Zone South  
Port on river Tisza - in 200 m distance  
Industrial railway track  
Electricity substation  
Customs & freight office

Infrastructure



Electricity



Water



Gas



Sewage



Optical Cable

VIP



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# Greenfield Locations

## Location 7

Industrial Zone - South

Land size: 5,178 m<sup>2</sup>

Ownership: municipality

Sale  Lease

## Location 8

Industrial Zone - South

Land size: 8,534 m<sup>2</sup>

Ownership: municipality

Sale  Lease

Industrial Zone South  
Port on river Tisza - in 200 m distance  
Industrial railway track  
Electricity substation  
Customs & freight office

Infrastructure



Electricity



Water



Gas



Sewage



Optical Cable

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# Greenfield Locations



## Location 9

Industrial Zone - South

Land size: 65.877 m<sup>2</sup>

Ownership: municipality

Sale  Lease

## Location 10

Industrial Zone - South

Land size: 77.584 m<sup>2</sup>

Ownership: municipality

Sale  Lease

Industrial Zone South  
Port on river Tisza - in 200 m distance  
Industrial railway track  
Electricity substation  
Customs & freight office



Infrastructure





# Greenfield Locations

## Location 11

Industrial Zone - South

Land size: 28.383 m<sup>2</sup>

Ownership: municipality

Sale  Lease

## Location 12

Industrial Zone - South

Land size: 77.584 m<sup>2</sup>

Ownership: municipality

Sale  Lease

Industrial Zone South

Port on river Tisza - in 200 m distance

Industrial railway track

Electricity substation

Customs & freight office



Electricity



Water



Gas



Sewage



Optical Cable

Infrastructure



Electricity



Water



Gas



Sewage



Optical Cable

VIP



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# Construction Procedures

*Upon receiving the investor's request, the consolidated construction procedures are conducted in the following phases:*

*Upon receiving the application:*

**Issuing the location conditions** for the cadastre parcel suitable for construction - from the day of obtaining all special conditions, permits and other documents.

**Issuing the construction permit** - from the day of the submission of the request.

Based on registering the construction work, **issuing the verification for receiving the application** without delay, provided that the complete documentation has been submitted.\*/\*\*

**Issuing the occupancy permit**, upon receiving the submission of the request.

**Issuing the final approval** upon receiving the submission of the request.



## PHASES & TIMELINE

In total: **28** working days

**5** no later than:  
working days

**5** no later than:  
working days

**5** \*Registering the construction works  
to receive acceptance/rejection

**3** \*\*subsequently, submitting the request for  
infrastructure installations  
working days

**5** no later than:  
working days

**5** no later than:  
working days

# Municipality Incentives



## Communal Fee

for company name display  
on office buildings  
for the first year of doing business

Local action program for employment  
in the form of public work and internship programs  
to acquire practical knowledge with a private employer

# Success Stories



# Your Partner in Municipality

CONTACT US

## Municipality Office

Local Economic Development Department

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# VIP Services

*Tailor made solutions*



*Location marketing*



*Business incubators*



*Aftercare support*



*Policy advocacy*



## Vojvodina Investment Promotion - VIP

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