

AYDIN TICARI	ET BORSASI
KAYIT ED	LMISTIR
Tarihi	No.su
21.06.2021	55%

TÜM ODA VE BORSALARA (Genel Sekreterlik)





Tarih

21.06.2021

Sayı

84403118-720- 5929

Konu

: Karadağ İş Hizmet Sektörü Broşürü

İlgi: Ticaret Bakanlığı'nın 17.06.2021 tarihli ve 64817777 sayılı yazısı.

İlgide kayıtlı yazıda iletilen ve Karadağ'da yapılabilecek yatırımlara ilişkin bilgiler içeren "Karadağ İş Hizmet Sektörü" isimli broşürün bir örneği ekte sunulmaktadır.

Bilgilerinizi ve ilgili üyelerinize iletilmesini rica ederim.

Saygılarımla,

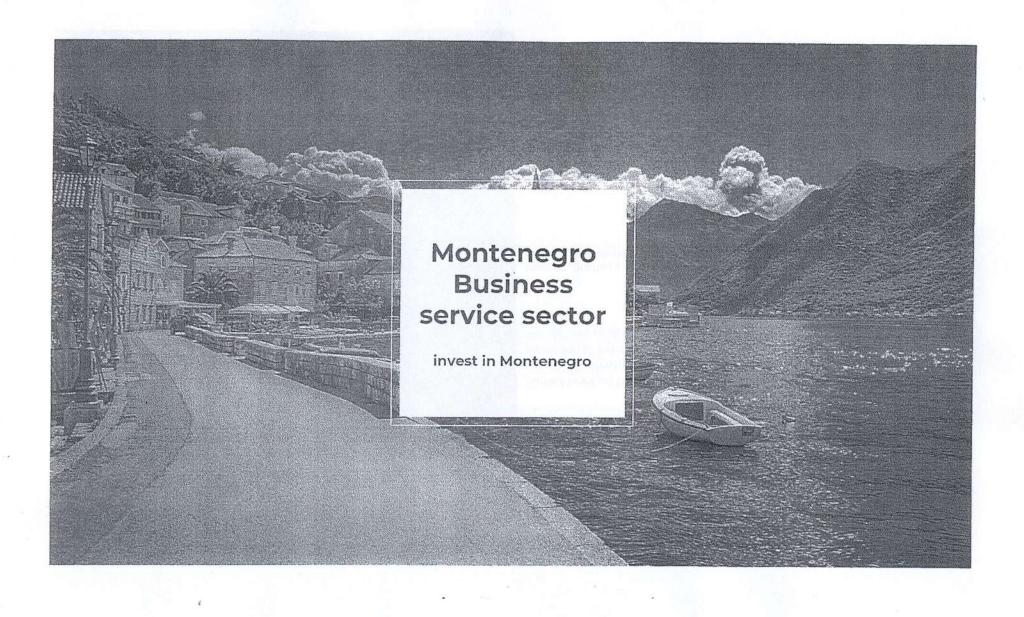
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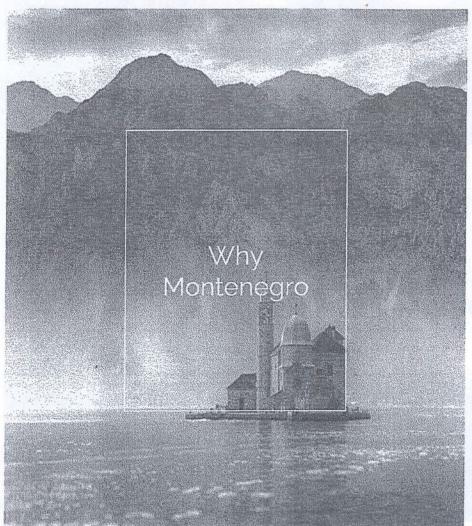
Ali Emre YURDAKUL Genel Sekreter Yardımcısı

EK:Tanıtım Broşürü (15 sayfa)



E-Posta: sila.kozanli@tobb.org.tr





Availability of skilled labour

Unemployment rate of 17.9% in Montenegro is still at a higher level than in most of the countries in SEE. The educational structure of unemployed persons shows that 61.9% of persons have completed high school followed by the unemployed with completed high education 22.2%.

Strategic location

Perfect point on the map for companies that export their products and services to the EU. Southeast Europe and the Middle East Well airport connectivity, the possibility of transport by land, air and sea guarantees unique access to markets and delivery of all products on time.

Favorable taxation system

Montenegro has one of the lowest corporate tax rates in Europe which is one of the greatest incentives when it comes to foreign investors seeking to open companies.

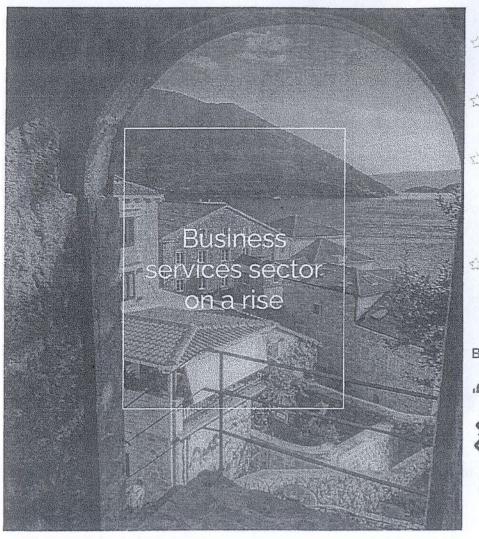
Friendly legislation

Montenegro has a very friendly legislation for foreign investors, as it even has a Foreign Investment Law which guarantees a national treatment for foreign investors, who have the same status as the domestic ones.

Growth

Montenegro has been ranked the world's $5^{\rm th}$ fastest growing tourism destination by the UNWTO in 2019.





Due to time proximity (GMT+2), cultural similarities and multilingual capabilities, Montenegro is an attractive location for both in-house and outsourced operational hubs

With unsaturated but fast developing market. Montenegro is becoming a next-wave location for delivery of voice and non-voice business process services and IT

The turnover of IT and business services sector reached 56,3 million € in 2020. Members of the ICT cluster achieved revenue growth of 25% of which 79.12% of revenues are exports - a total of 12.2 million€. The number of employees in the 30 most successful IT companies in Montenegro in 2020 was 704.

*For now, the IT sector is successfully resisting the crisis caused by the corona virus pandemic, and our goal is to create conditions for the IT sector to become the backbone of the future development of Montenegro and a strong economic activity that will create leading export products. We are proud of the business results of our founding members, and we are especially pleased that IT exports in 2020 increased by almost 30%. The outcome of the analysis gives us confirmation that IT is a promising branch, export-oriented, and further investment in IT can certainly provide an incentive for recovery and strengthening of the entire economy. * - said Tanja Dukić, Marketing Director of ICT Cortex.

BPO&IT Providers in Montenegro

....amplitudo

winis

logate

bildstudio













We have chosen Montenegro as our investment destination because of growing IT market opportunities.

Based on the analysis of "S & T Crna Gora Ltd", we defined the key strengths.

i Resources

the rocation of the company that provides quick intervention at the focation of most use possession of the complete equation is needed to provide quality service to use it.

2. Human resources

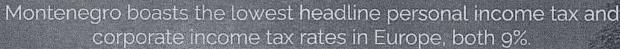
rempto sees are trighty educated staff with the constant and whedge and experience for successful bibliographical and experience for currents of the constant

3. Financial resources

Financing from own resources for the implementation of most projects

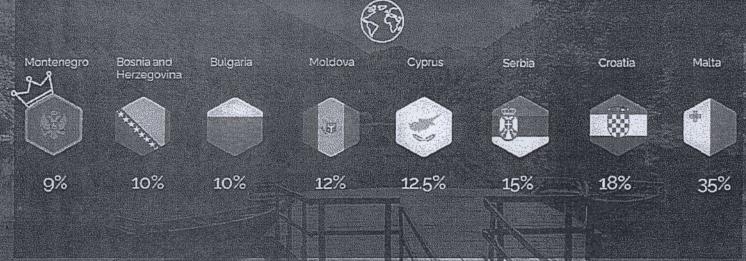
4. Other

- · good business relationships with key users
- Connection with the parent company and use of their resources
 positive reputation based on the quality of implemented projects in Montenegro





Fourth lowest in the world, first in Europe (alongside Hungary) excluding jurisdictions with a corporate income tax rate of zero percent





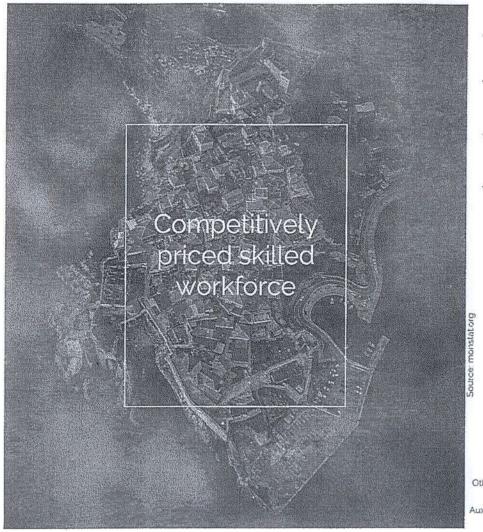
While almost all of eastern Europe offers rather reasonable tax rates. Montenegro offers the lowest tax rates and the benefit of a country you might actually want to live in Montenegro's corporate income tax (CIT) rate is a flat rate of 9% on all company income. This refers to standard operating income, capital gains, and interest income. VAT is 21%.



Montenegro's government has set up transparent and fair tax conditions for potential international investors at the created an environment that is perfect for company formation which benefits both the country and the business owner Business owners in Montenegro are benefiting from these low tax rates and you could be too.



Montenegro has double-tax treaties with a majority of the EU countries including but not restricted to. Germany, Italy, Croatia, Ireland, the UK, Netherlands, and France Montenegro also has double-tax treaties with Switzerland, China, and Korea. In total, Montenegro has signed 42 treaties with 36 treaties currently in place and 6 treaties that are still pending.



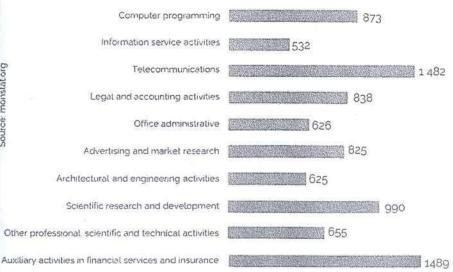
Montenegro offers one of the lowest salaries in almost all service areas across European service delivery locations

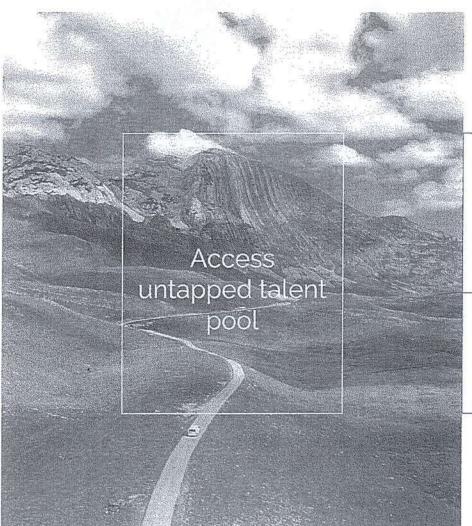
The Montenegrin labor code provides extremely flexible conditions for employment

Montenegro has a government-mandated minimum wage. No worker in Montenegro can be paid less then this mandatory minimum rate of pay Minimum Wage is 250€.

Payment of overtime hours must be more than usual working hours, and exact payment is defined by the employment contract

AVERAGE GROSS MONTHLY FIXED PAY IN €





Graduates 2011-2021

For a period of 10 years, 6776 Montenegrins graduated from University with a degree in electrical engineering, sciences, civil engineering and information technology.



Literacy rate 98.85%

Number of university graduates

University of Montenegro.

achelor

Faculty of electrical engineering: 1945
Faculty of sciences: 702
Faculty of Civil Engineering: 876
Specialist academic studies:
Faculty of electrical engineering: 1277
Faculty of sciences: 489
Faculty of Civil Engineering: 645

Masters

Faculty of electrical engineering: 106 Faculty of sciences: 96 Faculty of Civil Engineering: 55

Doctoral studies (PhD): Faculty of electrical engineering: 13 Faculty of sciences: 15 Faculty of Civil Engineering: 12

Mediterranean university:

Faculty of Information Technology Bachelor – 209 Specialist academic studies – 139 Masters – 8 University Donja Gorica:

Faculty of Information Systems and Technologies Bachelor – 140 Specialist academic studies – 27 Masters – 22

Graduates from all fields (2011-2021) Specialist academic studies: 16607 Masters: 2315 Doctoral studies (PhD): 183



Population with secondary education: 61,2%

Office Market

The core of business activity is located in Podgorica, and therefore represents the main business hub of Montenegro

Demand is driven by new companies, expansion of those already present on the market, as well as companies currently occupying lower standard offices. The majority of demand will continue to come from international and local companies that are actively looking to relocate from older and lower standard office buildings to newer and modern buildings.

The majority of office space demand is broken down into 4 main sectors: companies specializing in IT products and

(35%).

services (20%), health industry

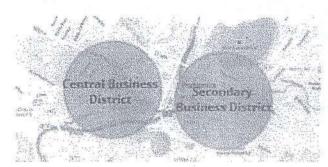
banking,

insurance

services

investment and

(15%) and media (5%).



Source Colliers Montenegro



Source: Colliers Montenegro

Modern Office Building Stock

Project	Business District	GLA
Ex Hypo Alpe Bank	Central	4,500
Kroling	Central	3.000
Building between THB	Central	4,500
"Professor's Building"	Central	3.000
Cijevna Komerc	Central	5,500
Normal Tower	Central	6,515
Europoint	Central	8,895
Capital Plaza	Central	7.480
Riverbank Tower	Central	11.083
Jugopetrol	Secondary	5,765
Hidromol	Secondary	6,000
Palada	Secondary	3.000
Šofranac	Secondary	1,000
Čelebić	Secondary	1,100
	Total	77.338

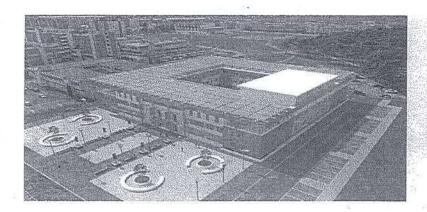
Rental levels for modern office space in Podgorica range between 1250- 20 €/m2/month. Class A office buildings on good locations can be rented at 17 €/m2/month. Lower quality office space price varies between 8 and 13 €/m2/month.

The following table shows a breakdown of office rental prices in Class A office buildings in Podgorica. These prices represent range of rental prices, and do not include any additional service or marketing charges.

Rental price (€/m2)

		THE CONTRACTOR OF THE CONTRACT
10-17	13-17	13-16 15-17 15-17
	100	
Capital Plaza	Normal Tower	Europoint Čelebić Building Cijevna Komerc

- Fast and reliable network connectivity enables providers running uninterrupted operations at offices, as well as implement Workat-Home and hybrid models
- Modern office spaces are available in all major cities of Montenegro
- Podgorica, the capital has a largest supply A class business centers while Budva and Tivat owner-occupied properties, semi-commercial and stand-alone buildings suitable for business services delivery sites



Science and Technology Park Montenegro is founded with the aim of giving the support and strengthening the potentials of economic growth and development of Montenegro, through establishment and growth of the companies/teams in high tech activities. As well, a special activity aspect of Science and Technology Park Montenegro is a support in developing and commercialization of innovative ideas and projects.



Innovation and Entrepreneurship Center Tehnopolis is a part of Science and Technology Park (STP) in Montenegro.

Tehnopolis supports the development of micro, small and medium-sized enterprises in the municipality of Niksic.

In longterm sense, registering your company means better protection for your idea and your work.

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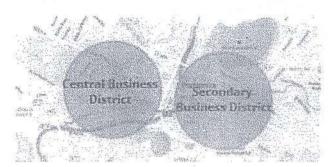
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Internet Providers in Montenegro

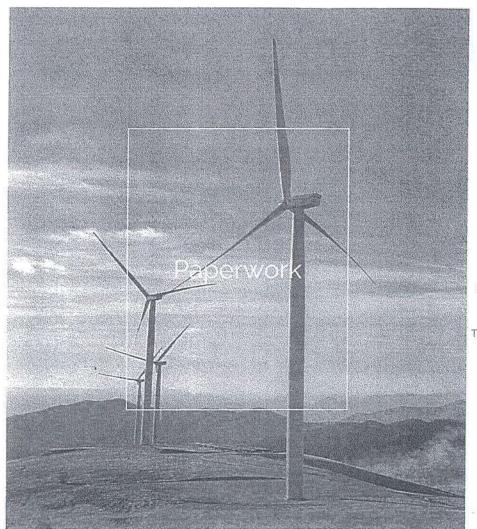






Prices vary from 11.66€ to 37.99€ a month depending on the packet, speed up to 200 Mbps.

Worldwide broadbar	nd speed league 2020				Average down	iload speed globally 24.83
25.07	24.74	15.66	15.62	13.49	12:35	11.48
(\$\frac{1}{2} \)	A			* *		祭
Montenegro	Serbia	Bosnia and Herzegovina	Cyprus	Georgia	Albania	North Macedonia
Worldwide cost of a	fixed line broadband (pe	er month)			Average pa	ckage cost (Global): 78:145
27.21\$	27.85\$	28.99\$	29.79\$	36.41\$	- 45.59\$	48.70\$
					4	
Croatia *	Montenegro	Albania	North Macedonia	Slovenia	Austria	Cyprus
lectricity cost (per k	Wh) 2020					
9.88	10.31	13.01	14.48	14.59	16.86	1841
			-RI			
Montenegro	Hungary	Croatia	Slovenia	Romania	Slovakia	Czech Republic



Montenegro is ranked 50 among 18g economies in the ease of doing business, according to the latest World Bank annual ratings.

119 12	Starting a Business (days)
120 170.1	Dealing with Construction Permits (days)
99.6 131	Getting Electricity (days)
20.8 69	Registering Property (days)
8 hours 16.1 hours	Time to export (Border compliance)
85 150	Cost to export: Border compliance (USD)
22.2 31.7	otal tax and contribution rate (% of profit)
7.8	Strength of legal rights index (0-12)
14 23	Resolving Insolvency: Time (years)
Europe & Central Asia	(Montenegro
ANKGROUP	World
of Doing Business 2020	Source World Bank Exce

Source: World Bank, Ease of Doing Business 2020

Business zones

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



The Capital Podgorica

10 zones

257 hectares

0,01 €/m²

30 years lease

Investors could be provided with incentives at both, local and state levels. While leaving the opportunity to apply for all incentive programs at the state level, incentives at the level total level relate to the following:

· reduction of utility or other fees:

· favorable price of renting / buying space within the business zone:

· geduction or exemption from payment of surtax on personal income tax:

· reduction of real estate tax rate;

· the possibility of defining a favorable model of private-public partnership;

· infrastructural equipping in areas where it does not exist.

The public invitation was announced on May 4th, 2021.

Montenegrin Investment Agency offers professional and dynamic guidance throughout the decision-making process by providing expert and timely services. Montenegrin Investment Agency Information Communication Aftercare
• Support in further expansion
• Constant feedback Facilitation General statistics and data - Access to Government at all · Assistance in location about business-operating costs - Connection to local partners - Organization of site visits (consulting, education, real Sector researches

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