

## ABOUT US

Smart Expo Ltd. has over 15-year long experience with various business activities related to connecting investors and entrepreneurs and providing the environment and related services for exporters to present themselves on the foreign markets.

Through the cooperation with the biggest trade show organizers, we have built a wide network of partners and have direct access to the investment opportunities in the area. Our portfolio includes companies from all sectors, as well as business zones looking for strategic partners and other forms of cooperation with foreign companies from all over the world.

Given our big database about the regional markets, leaders, and trends, we provide support to meet the needs and desires of our clients. Whether it is a trade show, project activity or investment opportunity, our mission is to help clients achieve the added value of their products and services. In that process, we use know-how, numerous international contacts, and the experience and data of the sectors that are relevant for our clients.

## OUR CORE ACTIVITIES

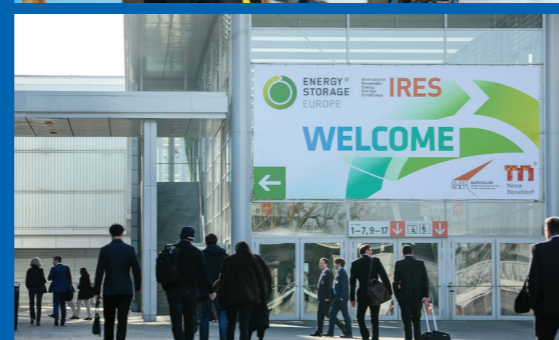
- Providing information about investment opportunities in Croatia
- Supporting foreign investors regarding their investment activities
- Assistance to international trade show organizers
- Identifying business opportunities for Croatian companies on the foreign markets

## OUR SERVICES

- Linking investors with the projects looking for strategic partners
- Facilitating communication with institutions on national and local level
- Providing assistance with the application for investment incentive
- Supporting investors in dealing with administrative procedures on all levels

## We offer our services in the following investment categories:

-  CATEGORY 1:  
**TOURISM & HOSPITALITY**
-  CATEGORY 2:  
**FOOD & AGRICULTURE**
-  CATEGORY 3:  
**HEALTH & BEAUTY**
-  CATEGORY 4:  
**INDUSTRY & CONSTRUCTION**
-  CATEGORY 5:  
**ENERGY & FUELS**
-  CATEGORY 6:  
**BUSINESS ZONES & INFRASTRUCTURE**



## Smart Invest Croatia and Western Balkan



## Investment Opportunities Overview\*

\*Further projects can be offered on request

## Why invest in Croatia?

### 1 The Benefits of Doing Business from an EU Country

As the newest member of the European Union, Croatia now has access to the rest of the EU and the business opportunities that it provides, without restrictions, opening up the greater part of the European market with little effort.

Additionally, Croatia has access to €1 billion of the EU Structural Funds each year, much of which is used to promote entrepreneurship. Foreign investors who set up businesses in Croatia have equal access as domestic companies to compete for those funds. Unlike in many countries, foreign investors can hold up to 100% interest in the shares of a Croatian company, with a few exceptions. There is no obligation to declare, except for the acquisition of public joint stock companies.

### 2 The Workforce is Talented, Affordable, and Multilingual

As English is often the preferred language for global investments, Croatia is worth a second look: 49% of the population speaks English (compare that to India, where 12% of the population speaks it), followed by 34% German, and 14% Italian, making its population remarkably multilingual: a key factor for many businesses.

Finally, Croatia's population is innovative: the tie, the ballpoint pen, the parachute, the tungsten light bulb, the torpedo, the azithromycin antibiotic, the electronic speedometer, dactyloscopy (finger printing), the MP3 player, and the world's fastest electric car (Rimac Automobili), to name a few, were all created by Croatians.

### 3 All of Europe is Accessible within Three Hours or Less

Croatia is the gateway to 500 million consumers living in Europe. International airports in cities such as Zagreb, Split, and Dubrovnik have experienced significant increases in activity in recent years, and all of Europe is reachable in three hours or less.

Croatia's geo-strategic location in Central and South East Europe, on the border between the east and west, as well as its location on the Adriatic Sea, and especially its ports, make it highly appealing to the business market.

### 4 Its Modern Transportation Infrastructure

Business shipping and logistics require easy-to-navigate highways and transportation channels, and Croatia is proud of its infrastructure. Its highways are modern and effective, and its six primary seaports are ready to accept and send off global cargo shipments. Additionally, its nine international airports connect the country to the entire world. All this facilitates connections with other European cities, and will continue to invest in its transportation, telecommunications, and energy infrastructure.

### 5 Croatia Offers Appealing Tax Incentives

A country's tax structure often factors into a business' decision to invest there or not. With up to 0% profit tax up to 10 years in designated free trade zones, no customs for all EU member states, double taxation avoidance agreements with 55 countries, and cash incentives of up to €9,000 for each new job created, Croatia's tax incentives are appealing to global businesses.

Croatia is serious about investing in tourism: it expects that €7 billion will be invested in hotel construction and renovation, convention centres, campsites, nautical tourism harbours, and theme parks by 2020. Tourism accounts for 12.5% of Croatia's GDP (in comparison to 2.7% of Australia's GDP), which indicates that tourism is one of the most lucrative Croatian industries to invest in.

## Selection of open investment projects

### ADVENTURE PARK SUNGER

1

ESTIMATED VALUE:  
**3 mil. EUR**



The current spatial plan envisages an adventure park as a multipurpose sport and tourist recreational centre on an area of almost 7.75 ha, which unlike other centres will offer opportunities for skiing and sledding during the summer on an artificial surface, for which two trails of 300 m are planned.

#### LOCATION

The project is located in the small village of Sungler in Gorski Kotar, a wooded region of western Croatia. The village is only 2 km away from the municipal centre of Mrkopalj, next to a pine forest and a rock complex. Situated on a county road and 40 km away from the City of Rijeka, the seat of the Primorje-Gorski Kotar County, the village is easily accessible and very well connected to the Adriatic coast, making it a desirable destination for active holidays the whole year round.

#### TRANSACTION MODEL

The project holder is seeking a strategic partner. The transaction model includes lease of the land with the right to build for a period of 30-50 years. The Municipality of Mrkopalj is intending to offer additional incentives to investors (partial waiving of payment - 50 % reduction in municipal contribution and exemption of municipal fees for a period of 5 years).

### CCPP SLAVONSKI BROD

3

ESTIMATED VALUE:  
**450 mil. EUR**



CCPP Slavonki Brod is a greenfield project of phased construction of gas Combined Cycle Power Plant of rated capacity up to 2x250 MWe and 25 MWt next to the City of Slavonki Brod. The net rated capacity of the first phase of CCPP Slavonki Brod is up to 240 MWe. Estimated value of the total investment is 450 million EUR, while the investment estimate for the first phase is 200 million EUR.

#### LOCATION

The location has been chosen carefully, equipped with utilities and infrastructure and is ready for construction. The property-legal affairs regarding the building plot have been resolved (concession contract for 35 years).

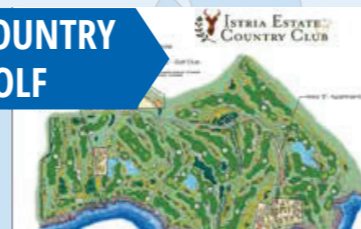
#### TRANSACTION MODEL

The power plant will offer on the energy market electricity, ancillary services and balancing energy for electrical power system as well as for gas system. The project is market oriented and will generate revenues in the open energy market according to market principles.

### ISTRIA ESTATE & COUNTRY CLUB, MARLERA GOLF

2

ESTIMATED VALUE:  
**160 mil. EUR**



The Istria Estate & Country Club, Marlera Golf provides a unique investment opportunity with the possibility of participating in a premier high-end integrated golf and real estate development, with direct access to the sea and in a truly enchanting natural environment.

#### LOCATION

The project is located on the southern tip of the Istria peninsula, with incredible views on the Adriatic Sea, where the tranquillity of the countryside meets the untouched sea shore, only a few kilometres from vibrant Pula, the region's administrative centre. The project extends over 126 hectares of land.

#### TRANSACTION MODEL

The company is looking for an investor or strategic partner. The project is in an advanced development stage. To date, the following project preparatory work has been completed: Market assessment, Concept and master plan development, Financial feasibility studies, Design and architectural planning, Permits. For all zones, including infrastructure, building permits have been procured except for the hotel, for which there is a location permit in place.

### BIOGRAD HEALTH & TOURIST CENTRE

4

ESTIMATED VALUE:  
**25 mil. EUR**



Biograd Health and Tourist Centre is a project held by Special Orthopedic Hospital in Biograd na Moru. Its goal is the development of medical tourism offer within the Special Orthopaedic Hospital in Biograd na Moru. It involves creating a new health and tourist centre next to the existing hospital building.

#### LOCATION

The project is located in Biograd na Moru, a well-known tourist and nautical centre at the midpoint of the Adriatic coast. It has excellent traffic connectivity - Zadar International Airport is 28 km, while the highway E65 is 22 km away. Estimated value of the project is 25 mil EUR.

#### TRANSACTION MODEL

Several possibilities are offered to potential investors, including construction/ concession, public-private partnership and other contract arrangements. This project, under conditions stipulated by the Act on Investment Promotion (OG 102/15, 25/18, 114/18, 32/20) can qualify for investment incentives.

### ESTERHÁZY CASTLE

5

ESTIMATED VALUE:  
**6,7 mil. EUR**



The Esterházy Castle is located in the centre of the Municipality of Darda, in the immediate vicinity of Osijek, the seat of the Osijek - Baranja County. The project is owned by the Municipality of Darda and envisages the reconstruction of the old castle complex into a 5\* hotel (36 rooms and 4 apartments and 126 beds) with additional facilities (restaurant, coffee house, hotel shop, conference hall, wellness centre, wine cellar, bowling alley and swimming pool) on a land area of 23,807 m<sup>2</sup>. Depending on the preferences of investors, the project can be developed as a home for elderly. The unique baroque architecture of the castle, built at the beginning of the 18th century, has historical, architectural and townscape value and is protected as cultural heritage.

#### LOCATION

The location is well connected to the highway corridor A5 Beli Manastir – Osijek – The Republic of Bosnia and Herzegovina (distance 8 km), as well as with railway (2 km), Airport Osijek (15 km) and river port in Batina (11 km). All necessary infrastructure (gas, electricity, water, sewage) is provided.

#### TRANSACTION MODEL

The Esterházy Castle will be offered to a strategic partner based on a right to build model which will be granted for 99 years or sale (282.433 EUR). In the event of a sale, the Republic of Croatia has preemption rights. Under the conditions stipulated by the Act on Investment Promotion (OG 102/15, 25/18, 114/18, 32/20) this project may qualify for investment incentives in case it will be developed as a tourism project.

### BIOMASS COGENERATION PLANT Vojnić

7

ESTIMATED VALUE:  
**7,4 mil. EUR**



The project involves the construction of a 1000 kW biomass cogeneration plant (maximum dimensions of 42.45 x 24.70 m) along with biomass canopy, a pellet production plant, wheel scales and reception (total net and gross area of all the facilities involved in the project are: net 647.45 m<sup>2</sup>; gross: 1,276.26 m<sup>2</sup>). According to estimates from the main project it is expected that 7,200 MWh of electricity from renewable sources will be sent to the grid and 16,800 MWh of heat.

#### LOCATION

The project is located in Municipality of Vojnić, in the southeastern part of Karlovac County, in the heart of the Republic of Croatia, at the intersection of the most important roads connecting Europe with the Adriatic coast (motorways A6 and A1 - Karlovac 25 km). The proximity to Zagreb (54 km), the capital of Croatia and the strongest economic center, its "Franjo Tuđman" airport (80km) and Rijeka (110 km), the largest Croatian sea port, has influenced the development of the County as a large manufacturing area.

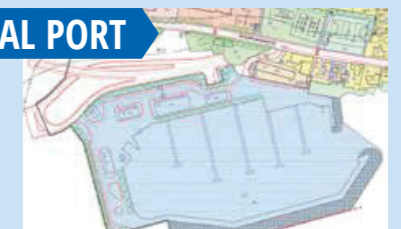
#### TRANSACTION MODEL

The building permit for the project is already obtained (valid from April 2019). The estimated value of the project is 7.4 million EUR and as transaction model, the Municipality offers the sale, right to build or lease of land within the scope of the project.

### BRAJDICA NAUTICAL PORT

6

ESTIMATED VALUE:  
**20 mil. EUR**



Given the evident lack of berths for sports and tourist vessels, the construction of the new marina aims to increase overall nautical capacities with additional supporting facilities and specialized services for nautical tourists and the inhabitants of the City of Rijeka. Its implementation is planned on a total area of 63,000 m<sup>2</sup>, and includes the construction of the following new capacities:

- 200 berths intended for vessels of different sizes,
- small supporting facilities within the marina, with 2,700 m<sup>2</sup> gross developed area,
- petrol stations for vessels,
- 125 parking spaces for cars and 20 parking spaces for motorcycles,
- breakwater that extends from the handling area of the Brajdica container terminal.

#### LOCATION

The project is located in the Primorje-Gorski Kotar County, the birthplace of Croatian tourism. The entire region has been a high-end tourism destination for more than a century. With 10 marinas and a total of 3,500 berths, the county is particularly attractive for nautical tourism.

#### TRANSACTION MODEL

Development of the project is planned on maritime domain, thereby implying the granting of a concession by means of a public tender. Under the conditions stipulated by the Act on Investment Promotion (OG 102/15, 25/18, 114/18, 32/20) this project may qualify for investment incentives.

### GATE OF ZADAR

8

ESTIMATED VALUE:  
**110,8 mil. EUR**



Some of the existing structures of historical value are envisaged for renewal, however the largest part of the project area is planned for the construction of the new infrastructure and commercial facilities that will transform the area into a modern urban centre with a cultural, commercial, entertainment and tourist (hotels) facilities, and a sports and recreational zone on 18.9 hectares of the land area and 11.2 hectares of the sea area.

#### LOCATION

The Project is located in the northern part of Dalmatia, in the City of Zadar, the seat of the Zadar County. The area is easily accessible via road, sea and air. Aside from the state motorway, here too is the ferry port with routes to islands of northern and central Dalmatia and to Italy, as well as the airport with low cost flights.

#### TRANSACTION MODEL

After the selection of a strategic partner, the City of Zadar plans to lodge an application to obtain the status of a project of strategic importance, which would ensure the resolution of ownership issues for the land within the scope of the project and speed up the procedures for obtaining necessary permits and approvals