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SEE Market Snippets 2022Q4





Business opportunities in SEE

SEE Market Snippets - 2022Q4

SELA - South East Legal Alliance
December 2022



PREFACE

This report provides a comprehensive analysis of actionable intelligence on current opportunities within the SELA member countries. The information contained herein is intended solely for informational purposes and is generally available to the public and from sources believed to be reliable. SELA does not guarantee the accuracy, completeness, or timeliness of the information and shall not be liable for any damages or costs in connection with the use of the content contained herein.

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SELA LAWYER SPOTLIGHT

Featuring Stevan Dimitrijević

[Meet Stevan, lawyer and a drummer→](#)

OVERVIEW

Country-by-Country



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In December 2022 Standard & Poor's (S&P) international agency confirmed Albania's rating at "B+", outlining a "stable" perspective.

The Agency forecasts that Albania's GDP may suffer a drop from 3.2% during 2022 to 2.2% during 2023, which is expected to recover in the upcoming years until potentially reaching an average of 3.4% in 2024-2025.

The Agency envisaged a reduction of Albania's fiscal deficit to 3.7% of the GDP for 2022 and further on an improvement to 2.9% until the end of 2025, in accordance with the Albanian Government commitment to balance public finances.

Notwithstanding the difficult global financial situation, the Russia-Ukraine conflict and the downsizing of the work economic activity, the Albanian currency LEK (ALL), situated under a free exchange rate regime has been evaluated over the EU currency (Euro). The stability of LEK (ALL) has caused to downsizing of the pressure over public finances and banking system. The strong foreign net influxes have strengthened the foreign currency reserves in Albania.

The banking sector in Albania is considered to be liquid, duly capitalized and profitable. Nonperforming loans were at the level of 5.1% of overall loans in September 2022; the lowest level of NPLs having been reached in 2014 with 25.0% of overall loans.



**For more information on the Bosnian market
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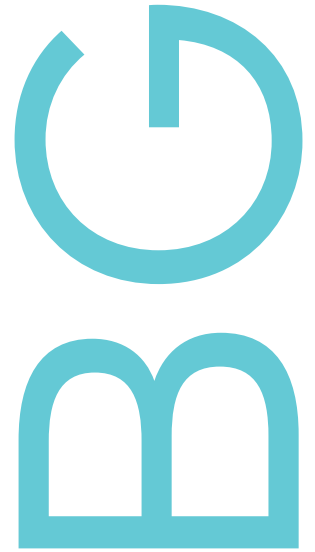
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Bosnia & Herzegovina has a complex multi-level government structure. It is composed of the Federation of Bosnia and Herzegovina and the Republic of Srpska, collectively referred to as the "Entities". The Entities have significant legislative powers in economy and foreign investments.

At the end of 2022, Bosnia and Herzegovina officially received the status of a candidate country for EU.

The economy of Bosnia and Herzegovina bounced back strongly in 2021 from the pandemic-induced economic crisis, with growth estimated at 7.1%. Real GDP growth was driven by a surge in exports, and robust growth in private consumption. However, output growth in 2022 is expected to slow to 2.7%, as the war in Ukraine disrupts trade and exacerbates energy and food price increases.



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Bulgaria's aspirations to join the eurozone as of January 2024 are jeopardized by the high inflation rate, though as it is not a local problem, but rather a global problem nothing is clear yet. Although many sectors are struggling, others, such as energy, and especially renewables, are seeing a significant growth.

Meanwhile, the country is still under a caretaker government and heading to another elections on 02 April 2023 – the fourth since April 2021, with each vote until now failing to form a viable government amid a political crisis.



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Croatia officially joined the Eurozone and the Schengen Area on 1 January 2023.

Croatia's inclusion in the Schengen Area has eliminated border controls with Slovenia and Hungary. Therefore, Croatia's geopolitical position and investor appeal are expected to boost tourism and business.

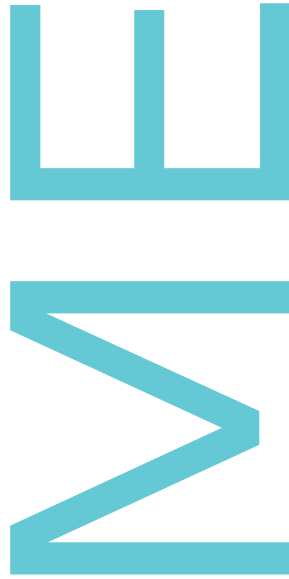
Experts tend to argue that a euro transition will increase Croatia's economy's efficiency, competitiveness, and resilience in the face of global disturbances. That said, all sectors should benefit from the euro changeover. The use of a common currency is expected to contribute to the strengthening of international exchange and attract foreign investments, which will strengthen competitiveness and hopefully reduce the vulnerability of the domestic economy

According to the Croatian Banking Association, economic growth in 2022 exceeded expectations with growth of 5.9%, while GDP in 2023 is expected to subdue growth to 1.3%.

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Most economists agree that the EU economy is on the verge of a recession, although a recession is not yet the main scenario. Even if it happens in the EU, they agree that the Croatian economy has a high degree of resilience. Through the use of EU funds and entry into the euro area with growing ratings and a reduced risk premium, Croatia is more likely to avoid a recession during the forecast period.

In addition, the Ukraine security crisis continues to impact the energy market, but Europe does not experience a significant impact as a result of the mild winter. Therefore, entrepreneurs are relieved to see that these changes in energy affordability will not negatively impact their businesses in a serious way despite the forecasted increase in energy prices (gas, electricity).



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The outbreak of the war in Ukraine and the associated developments have significantly worsened the outlook for Montenegro in 2022, reducing the growth rate to 3.6%, down from an estimated 5.9% before the war. The main impact of the war on Montenegro's economy is through tourism which will further slowdown exports, private consumption, and employment recovery.

In order to improve tourism sector, Montenegro will keep investing in its tourism infrastructure and development of its eco-tourism industry to exceed 30% of GDP by 2027. The government is trying to attract large foreign hotel chains that will provide hospitality standards similar to those in Europe.

Montenegro has adopted an investment framework to encourage growth, employment, and exports. Although the continuing transition has not eliminated all structural barriers, the government recognizes the need to remove impediments, ensure business-friendly policies and improve transparency and openness to foreign investors.



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The energy crisis and the war in Ukraine brought new challenges to North Macedonia.

Inflation (particularly the price of food and energy) is raising the cost of living, disproportionately hurting the poor. The medium-term outlook remains positive, but downside risks are elevated. Prolonged supply chain disruptions, rising inflationary and minimum wage pressures, weak political stability, and the energy crisis continue to weigh on the outlook. Delayed EU accession negotiations may weaken the reform efforts that are needed to boost potential growth and consolidate public finances.

In the medium term, the country needs to set public finances back on a sustainable path and shift its focus to resolving structural challenges, including low human capital, weak competition policy, and the fragile rule of law.



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In 2022, Serbia had a new record year with inflows of foreign direct investments, between EUR 4.3 and 4.4 billion. Serbia's status as a desirable investment destination has been preserved. As in previous years, more than half of the inflow is directed to exchangeable sectors, and mostly to the processing industry, which is the key export sector of the Serbian economy.

The Fitch rating agency decided to keep Serbia's credit rating at BB+ level, as well as stable prospects for its further increase. Serbia's rating is supported by its credible macroeconomic policy framework and prudent fiscal policy, and somewhat stronger governance, human development and GDP per capita.

The World Bank endorsed a new five-year Country Partnership Framework for Serbia for the period 2022-2026. The strategy aims to support the country in strengthening its institutions to achieve a robust post pandemic recovery, accelerating economic growth that is fiscally and environmentally sustainable, and promoting inclusive service delivery.



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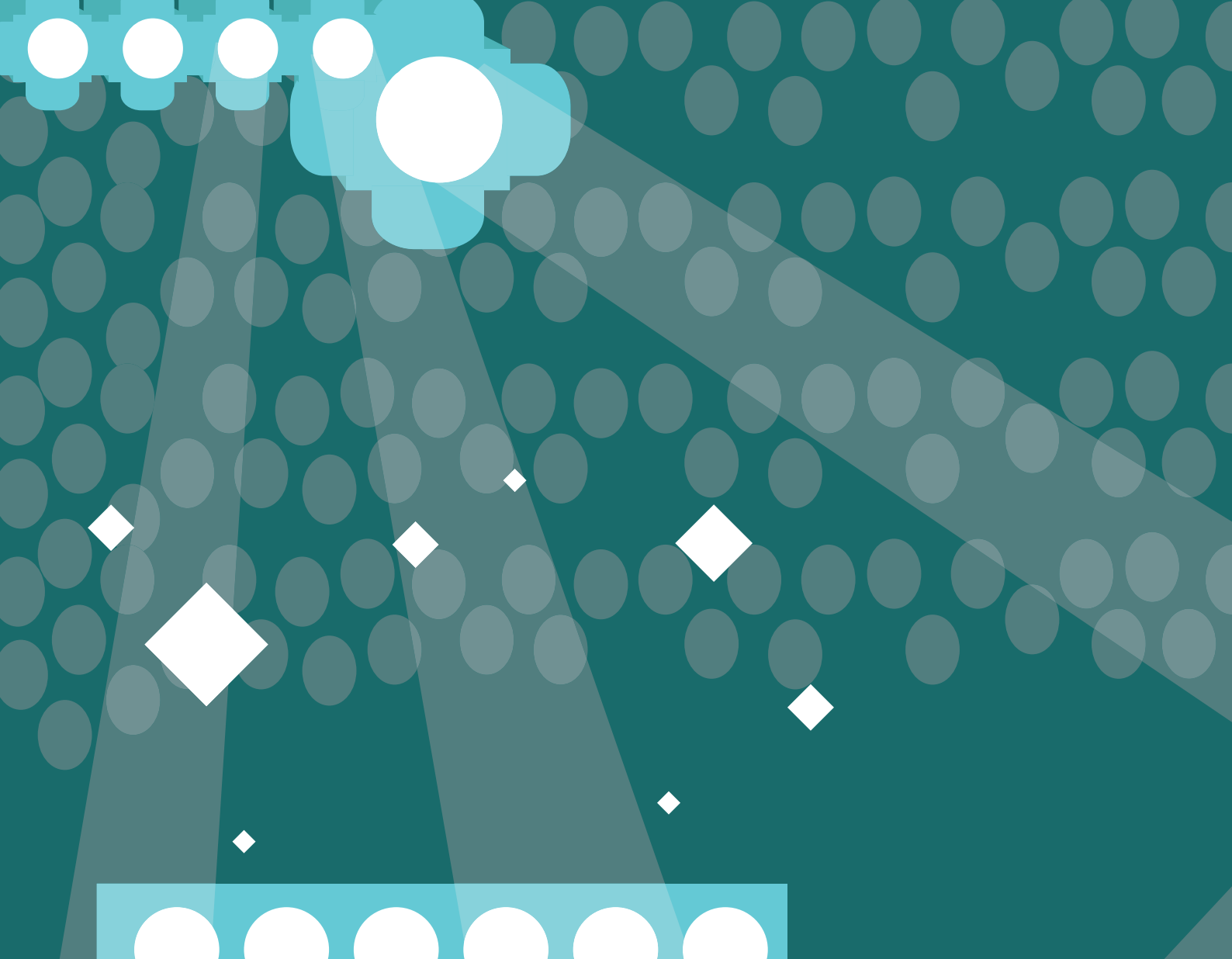
At the transition to the last quarter, economic growth has slowed down. This was most likely influenced by the decline in household consumption. November saw a halt to the economy's decline as confidence increased in most activities, and among consumers as well. This could be influenced precisely by the reduction of uncertainty regarding the supply of energy products for this winter and the announcement of measures intended to mitigate the energy price.

Compared to the previous year, the recorded consumption of natural gas and electricity was lower. Industrial consumption decreased the most. This was likely influenced by the favorable weather conditions in October and November, measures to reduce gas consumption and the industry adjusting to the higher prices of energy by reducing production and consequently consumption.

Additionally, there is less energy consumption in households, which could be attributed to fewer people working from home.

In recent months, the inflation rate has been around 10%, which is slightly lower than during the summer.

The downward trend in the number of unemployed persons continues, as the demand for the workforce remains high. Employment growth remains strong in the construction sector, where there is still a large workforce shortage. The employment of foreign citizens also has an increasing influence on the growth of the number of persons employed.



By Industry

POTENTIALIA DEALS



AL

MERGERS & ACQUISITIONS

PRIVATIZATION OF THE ARMS PRODUCTION COMPANIES IN THE REPUBLIC OF SRPSKA

Market/jurisdiction: Bosnia & Herzegovina
Sector: Arms Industry
Deal Category: Privatization
Deal value: n/a

The Government of the Republic of Srpska intends to privatize companies engaged with production of arms and provision of services related to defence including Kosmos Banja Luka and Orao Bijeljina.

SALE OF LARGE LAND PLOT NEXT TO A GOLF COURSE

Market/jurisdiction: Bulgaria
Sector: Real estate and construction
Deal Category: M&A
Deal value: Upon request

Sale or exchange for compensation of a land plot of 11,520 m² in Dolna Banya - a resort town in Sofia Province, known for its hot mineral waters. The plot is in urbanized territory next to a golf course and is suitable for construction of houses or other residential buildings with permitted height of up to 10 m.

PUBLIC CALL FOR STRATEGIC INVESTORS

Market/jurisdiction: North Macedonia

Sector: Various

Deal Category: n/a

Deal value: EUR 30 to 150 million

The purpose of the Law for Strategic Investments is to attract foreign investor in strategic areas for the country.

In order to qualify for the status, the Investment must be at least EUR 50 million. Once it qualifies the investor enters direct negotiation with the government in regard to support and state aid possibilities.

PUBLIC TENDER

Market/jurisdiction: North Macedonia

Sector: Construction – Energy

Deal Category: Public Procurement

Deal value: The estimated total value EUR 2.4 million

NOMAGAS JSC Skopje – published a contract notice in an open procurement procedure for supervision services and support management services. The selected bidder will have to fulfill all duties of the Engineer in accordance with the FIDIC Conditions of Contract for Construction ("Red Book" – First Edition, 1999). The supervision services will be conducted over the construction of the bidirectional gas interconnector Negotino – Evzoni on the territory of North Macedonia. Deadline for submitting is 6 March 2023.

MEDICAL CANNABIS

Market/jurisdiction: North Macedonia

Sector: Pharmacy

Deal Category: M&A

Deal value: n/a

There are multiple opportunities for potential investors in the medical cannabis industry in North Macedonia.

The industry has been booming in the last 5 years and there are many investment opportunities.

We have data about deals ranging from EUR 5 to 20 million.

INFRASTRUCTURE

TENDER FOR CONSTRUCTION OF NEW INTERMODAL TERMINAL

Market/jurisdiction: Bulgaria
Sector: Infrastructure – Railway
Deal Category: Tender procedure
Deal value: EUR 27 million

The National Railway Infrastructure Company has opened a tender procedure for the construction of an intermodal terminal at the railway junction in the city of Ruse. The project will be funded under the National Recovery and Resilience Plan and its estimated value is a little over EUR 27 million (net of VAT). The tender was announced on 3 February and the deadline for submission of bids is 6 April 2023.

Currently there is only one intermodal terminal in the country - near Plovdiv, whose operator is PIMC. Once the construction is completed, the concessionaire of the terminal in Ruse will be chosen, and it will have to provide the necessary equipment - mobile equipment, cranes, computer and office equipment, etc.

The project will construct a terminal yard with one loading and unloading track with a length for 26 wagons (520 m) and various buildings and facilities. Among them are parking lots, a two-storey administrative building (with a built-up area of 307.5 sq.m and a floor area of 615 sq.m), a car wash, a new service building at the Receiving and Dispatch Park, the Ruse-East terminal station, and sites for various purposes. According to the analyses, the terminal will be able to process about 60,000 containers a year at the beginning.

The bids will be evaluated mainly on the proposed price, as it will have a weight of 60%, while the other two indicators are the average monthly progress of construction (30%) and the technical assessment of the design management team (10%).

TENDER FOR THE NEW TRAINS

Market/jurisdiction: Bulgaria
Sector: Transport – Railway
Deal Category: Tender procedure
Deal value: EUR 0.5 billion

A tender for supply of new trains for BGN 1 billion under the National Recovery and Resilience Plan to be announced on 28 February. This information was shared by the deputy minister of transport with the members of the transport committee of the parliament prior to its dismissal. Subject of the tender will be 7 double-deckers, 25 intercity push-pull trains and 20 multiple units plus 18 hybrid shunting locomotives. The new rolling stock is stipulated to be supplied by 2026.

CONCESSION FOR THE RECONSTRUCTION OF "ELBASAN – QAFË THANË" – "B" CLASS ROAD

Market/jurisdiction: Albania
Sector: Infrastructure – Roads
Deal Category: Project
Deal value: Approx. EUR 18 million +18.4 million

The Albanian Road Authority granted to the company ALB – BUILDING Sh.P.K. the tender for the widening of Elbasan - Qafë Thanë road („First Phase"), whilst to the company „INVICTUS" Sh.P.K granted the tender for the supervision of construction works for the same road.

The road "Elbasan – Qafë Thanë" is a B Category Road, having as itinerary Durrës – Elbasan – Librazhd – Qafë Thanë. The road continues further on toward North Macedonia and Bulgaria, and is one of the most important roads in Albania and a part of The Pan-European Transport Corridor VIII.

The winning bidders shall have the obligation to finalize the work within 18 months and provide financing for the implementation of the Project.

The investor, "ALB-BUILDING Shpk" is expected to divide the construction of the road into two phases, in order for the development of the road to be more flexible both from economic and administrative aspects.

PRESENTED THE PROJECT ON PORTO-ROMANO PORT

Market/jurisdiction: Albania
Sector: Infrastructure – Ports
Deal Category: Project
Deal value: Approx. EUR 390 million (VAT excluded)

The Dutch company Royal Haskoning DHV, who prepared the feasibility study on Porto-Romano Port presented the project on the development of this Port. The first phase of this project is expected to be launched by the Albanian Port Authority (Durrës) during 2023, and construction works are expected to be completed by the year 2025, whilst the entire project will be finished by the year 2050.

The Porto–Romano Port shall require considerable financing for its completion, the first phase of which is estimated to cost Euro 390 million. At least 46% of the financing shall be provided by the Albanian government, whilst 54% it's expected to be financed by the private sector. The modality is yet to be clarified.

This first phase will include the construction of containers terminal, the interconnection with the road infrastructure, the sewage water and energy canals, joint buildings, the customs' premisses, and other agencies premisses, the harbor master's offices, the Vessel Traffic Service control tower, etc.

TENDER FOR CONSTRUCTION OF NATIONAL FOOTBALL STADIUM

Market/jurisdiction: Serbia

Sector: Infrastructure

Deal Category: Tender

Deal value: Approx. EUR 12 million

The Ministry of Finance of the Republic of Serbia has published the tender for the project management, expert supervision and management of the construction of the National Football Stadium of a capacity of roughly 52,000 spectators in Belgrade, in the territory of the city municipality of Surčin.

The scope of the works, in addition to the National Stadium building itself, also encompasses the concrete structure of access ramps, the plaza between the façade and the ramps, as well as the staircase of the stadium.

An integral part of the realization of the project are also all the infrastructural works which need to be designed and carried out in the stadium space, in order to be connected with the infrastructure which comes from the stadium, as well as an energy block and all the equipment within it.

The tender is open until 21 March 2023.

PRESENTED THE NON-TECHNICAL PROJECT ON VORA-HANI I HOTIT RAILWAY

Market/jurisdiction: Albania

Sector: Infrastructure – Railway

Deal Category: Project

Deal value: Approximately EUR 62.9 million

The rehabilitation of Vora-Hani i Hotit rail line of 120 km is one of the main parts of the Western Balkans Network and carries important significance in the overall layout of the region Transeuropean Transport Networks.

The project's objectives include the design of a railway infrastructure that complies with European Rail Traffic Management System with respect to railway security, ensuring the velocity of trains between 100 km/hour to 120 km/hour; provision of a proper environment for the development of rail passengers and goods transport services; development of a multimodal and intermodal transport in Albania and on larger scale.

The entire project for the rehabilitation of railway shall be co-financed by the European Investments Bank and the EU through the Western Balkans Investments Financing. The total cost of the project is expected to be approximately Euro 267 million.

The winner of the loan for this part of the project of Euro 62.9 million, as announced by the European Bank for Reconstruction and Development (EBRD) shall be the state owned company "Hekurudha Shqiptare" Sh.A.

ESCO PUBLIC LIGHTENING

Market/jurisdiction: Bosnia & Herzegovina

Sector: Infrastructure – Public utilities

Deal Category: Investment/Construction

Deal value: n/a

Environmental Protection Funds in Bosnia and Herzegovina in cooperation with various international agencies such as World Bank, EBRD and the World Bank have initiated number of ESCO model projects in different local communities in Bosnia and Herzegovina in order to improve energy efficiency in public buildings and public lightening.

This creates opportunities for ESCO companies to actively participate on tenders for implementation of ESCO projects.

GATE OF ZADAR

Market/jurisdiction: Croatia

Sector: Infrastructure

Deal Category: Project

Deal value: Approx. EUR 110.8 million

The City of Zadar, as the project holder, intends to revitalize and urbanize the area between the historical center and the newly developed area, called Ravnica. Currently, there is a number of obsolete cultural and sports facilities on the land encompassed by this project, as well as an old fortress, a small harbour, and two canals.

Some of the existing structures of historical value are slated for renewal, but the bulk of the project area is slated for development of infrastructure and commercial facilities that will transform the area into a modern urban centre.

The transaction model for land designated for the construction of commercial and other facilities would be based on the building right that will be granted for up to 99 years. Strategic partners may participate in the development of the entire project or just the commercial facilities, depending on their interests. Upon selecting a strategic partner, the City of Zadar plans to apply for the status of a strategic importance project. This will ensure that ownership issues for the land within the project's scope are resolved more easily, as well as speed up the process of obtaining the necessary permits.

TENDER FOR DEVELOPMENT OF BELGRADE CITY MUSEUM

Market/jurisdiction: Serbia
Sector: Infrastructure – Cultural
Deal Category: Tender
Deal value: Approx. EUR 36.2 million

The Secretariat for Investments of the City of Belgrade has opened, for the third time, the tender for the reconstruction, repair, extension and repurposing of the special-purpose facility at 40b Resavska Street into the Belgrade City Museum. The previous two public procurement procedures were cancelled because no submitted bid was acceptable. The price of the job has now been increased to EUR 36.2 million.

The tender is open until 6 April 2023.

It will be the biggest Serbian museum, on nearly 18,000 m².

CONSTRUCTION A2 EXPRESSWAY SECTION KRIVA PALANKA - DALABOCHI - STRACIN (CHATAL)

Market/jurisdiction: North Macedonia
Sector: Transport infrastructure – Expressway
Deal Category: Privatization/PPP
Deal value: n/a

The expressway is with length of 30km. It is expected that the public tender will be announced in the first half of 2023.

PUBLIC TOURISM INFRASTRUCTURE

Market/jurisdiction: Slovenia
Sector: Tourism
Deal Category: Investment/Project
Deal value: EUR 10 million

Funding of EUR 10 million is available from the European Union's Recovery and Resilience Fund. It will be used to co-finance investments in urban parks and other green public spaces, beaches and coastlines of the sea, rivers, lakes, ponds and other water areas, other natural heritage valorised in tourism, tourist attractions, parking areas, signposting, walking trails, viewpoints, public drinking water points and so on.

The Ministry will only support investments in infrastructure that is directly linked to tourism, which means that it will be used predominantly by tourists. The Ministry will also only support investments in environmentally efficient and green solutions.

INDUSTRIAL AND COMMERCIAL COMPLEX IN LJUBLJANA CENTRE FOR SALE

Market/jurisdiction: Slovenia

Sector: Industrial Real estate

Deal Category: Investments

Deal value: EUR 6.9 million + tax

This production and warehouse property is a former printing complex of the company DELO on Likozarjeva Street in Ljubljana. The complex comprises several adjoining commercial and industrial buildings. The industrial part of the complex consists of two buildings: an industrial building at Likozarjeva 1 and an office building at Likozarjeva 3. The total land area is 4.559,00 m². Both buildings are located in an amazing location near the centre of Ljubljana.

NATURAL RESOURCES & ENERGY

DESIGN, CONSTRUCTION, AND MANAGEMENT OF PHOTOVOLTAICS IN TECHNOLOGICAL INDUSTRIAL DEVELOPMENT ZONES

Market/jurisdiction: North Macedonia
Sector: Energy
Deal Category: PPP
Deal value: n/a

The Directorate for Technological Industrial Development Zones of North Macedonia adopted a decision to initiate a procedure for awarding a public-private partnership contract ("PPP Contract") for the design, construction, financing, management, and transfer of photovoltaic power plants in several technological industrial development zones ("TIDZ") in North Macedonia.

60.60 hectares of land in total, will be given to the selected private partner and the private partner will also be able to conclude contracts with investors who are users of a TIDZ for installing photovoltaics on the roofs of factories.

Contract Duration: **25 years.**

TENDERS FOR SIX EXPLORATION GEOTHERMAL BLOCKS

Market/jurisdiction: Croatia
Sector: Energy
Deal Category: Project
Deal value: n/a

The Croatian Hydrocarbon Agency, in cooperation with the Ministry of Economy and Sustainable Development, published tenders for the exploration of geothermal waters in six exploration blocks. It is a geographical area of the Drava Basin with significant geothermal potential. Therefore, investors are offered exploration areas in four Croatian Counties (Međimurje County, Koprivnica-Križevci County, Virovitica-Podravina County, Osijek-Baranja County) covering over 200 km². A significant reduction of risk and costs for future investors has been achieved by identifying potential exploration areas in prior wells created for the purpose of exploration and exploitation of oil and gas. All locations have sufficient temperatures to produce electricity, while the total production potential of all locations is about 600,000.00 MWh.

Bids for all tenders must be submitted no later than 1 June 2023.

BIOMASS COGENERATION PLANT, VOJNIĆ

Market/jurisdiction: Croatia

Sector: Energy

Deal Category: Project

Deal value: EUR 7.4 million

The municipality of Vojnić owns a land plot with an area of 25.371 m² that is intended to be used for the production of electricity and heat using wood waste and pellets.

The project involves the construction of a 1000 kW biomass cogeneration plant (maximum dimensions of 42.45 x 24.70 m) along with a 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 m²; gross: 1.276,26 m²). Based on the estimates from the main project, 7.200 MWh of electricity and 16.800 MWh of heat will be produced from renewable sources.

The building permit for the project has already been obtained (valid from April 2019). The Municipality of Vojnić offers various options for the execution of the project including sale, establishing building right or lease of land within the scope of the project.

16 BUSINESS SOLUTIONS IN GREEN TRANSITION

Market/jurisdiction: Serbia

Sector: Energy

Deal Category: Project

Deal value: n/a

The EU Delegation to Serbia, the Ministry of Environmental Protection and the United Nations Development Program (UNDP) have awarded recognitions and monetary prizes to the authors of 16 new business solutions for the acceleration of the green transition of the Serbian economy. Thanks to the EU funds, these solutions got financial support of a total of EUR 726,000 in order to be realized in 2023.

The new Public Invitation has also been opened for business solution propositions in all five fields of the Green Agenda for the Western Balkans: decarbonization (reduction of dependence on fossil fuels), circular economy (preservation of natural resources), reduction of environmental pollution, protection and preservation of nature and biodiversity, and establishment of sustainable systems of food supply and rural development. The invitation remains open until the end of 2026.

TENDERS FOR 2010 MW FROM RENEVABLES

Market/jurisdiction: Croatia

Sector: Energy

Deal Category: Project

Deal value: n/a

Green transition in Croatia will be unfeasible without investing in renewables. Investments are now more facilitated due to the reduction of technology prices in recent years. The main focus on the market is on solar and geothermal energy due to a great amount of resources and cost efficiency. Further, wind energy is still very significant, with huge potential and good geographical location it has become strategically important to Croatia.

Tender for 648 MW capacity of renewable energy sources has already been published, and the new tender for 2010 MW is expected to be launched in the forthcoming period. Investors have already recognized this as a prospective potential for new projects.

SEA-BASED RENEWABLES

Market/jurisdiction: Croatia

Sector: Energy

Deal Category: Project

Deal value: n/a

The European Bank for Reconstruction and Development (EBRD) is funding two studies worth around EUR 150.000,00 concerning the development of sea-based renewable energy projects on the Croatian coastline. These would mostly include wind farms, but also floating solar energy plants, as well as other complementary solutions.

The main focus of these studies will be pinning down optimal zones for the construction of these projects, as well as identifying main roadblocks in administrative and other procedures. Additionally, a list of local experts knowledgeable in all aspects of the process will be provided to ensure the smoothest possible experience.

SIGNED AGREEMENT ON THE MUTUAL COOPERATION BETWEEN THE ALBANIAN COMPANY ALBGAS SH.A. AND THE SPANISH COMPANY ENAGAZ S.A.

Market/jurisdiction: Albania
Sector: Energy – Natural Gas
Deal Category: Mutual Cooperation Agreement
Deal value: n/a

Signed Agreement on the Mutual Cooperation between the Albanian company Albgaz Sh.A. and the Spanish company ENAGAZ S.A.

In October 2022, a Mutual Cooperation Agreement was signed between the Albanian gaz company "Albgaz" Sh.A. and ENAGAZ S.A., a spanish energy and European transmission system operator. This agreement opens the way for the future cooperation and the potential ENAGAZ participation at Albgaz Sh.A. company capital, as well as the potential involvement of this spanish company at various strategic projects in the Albanian natural gas sector, such as a potential future involvement at IAP project, Vlora LNG Terminal, Dumrea underground storage project and the Small Scale Distribution Project.

This cooperation between ENAGAZ and Albgaz Sh.A., is considered to present an added value for the potential future cooperation and the management of major gaz projects.

CONSTRUCTION OF THE HYDROPOWER PLANT BUK BIJELA

Market/jurisdiction: Bosnia & Herzegovina
Sector: Energy
Deal Category: Project
Deal value: EUR 284 million

Elektroprivreda Republike Srpske and Electric Power Industry of Serbia are planning joint construction of the hydropower plant Buk Bijela.

CONSTRUCTION OF HYDROPOWER PLANT USTIKOLINA

Market/jurisdiction: Bosnia & Herzegovina
Sector: Energy
Deal Category: Project
Deal value: EUR 137,5 million

Elektroprivreda BIH put this project as one of the most important capital investments in the next 3 years. One of the reasons is the fact that this project is based on use of renewable energy sources. Therefore, it will help to decrease emission of CO2 into the atmosphere.

Projected overall strength will be around 60,5 MW and annual production up to 237 GWh.

CONSTRUCTION OF PHOTOVOLTAIC POWER PLANT GRAČANICA 1 I 2

Market/jurisdiction: Bosnia & Herzegovina

Sector: Energy

Deal Category: Project

Deal value: EUR 30 million

Gračanica 1 and 2 will be constructed near town of Bugojno. After the construction is finished, these power plants will be two of the biggest solar power plants in our country.

Elektroprivreda BIH started this project with one main objective in mind: transition from coal based production of electric energy to renewable energy sources. With estimated annual production of around 35 GWh, Gračanica 1 I 2 are significant step in achieving that objective.

TENDER FOR DESIGNING AND INSTALLATION OF SOLAR PANELS

Market/jurisdiction: Serbia

Sector: Energy

Deal Category: Project

Deal value: n/a

The Administration for Joint Affairs of State Organs intends to publish the tender for the installation of solar panels on the roofs of the buildings of state organs, along with the preparation of technical documentation.

According to the prior notice, the opening of the tender is planned for 10 May 2023.

CWP EUROPE PLANS TO BUILD A SOLAR POWER PLANT IN CETINJE

Market/jurisdiction: Montenegro

Sector: Energy – Solar

Deal Category: Project

Deal value: EUR 360 million

CWP Europe plans to build a Montechevo solar power plant in Montenegro, with a total installed capacity of 400MW. The plant will be built in the cadastral municipalities of Lastva, Čevo and Prentin, in the territory of Cetinje. The construction of the solar power plant is expected to begin in early 2025, and the completion of the works and it's commissioning a year later, i.e. in 2026.

After the realization of the project, Montechevo will be the largest solar power plant in Montenegro. The expected annual output of the future power plant is about 650 GWh, which is enough to supply green energy to more than 154,000 households.

WOOD PROCESSING

Market/jurisdiction: Slovenia

Sector: Natural resources – Forest and Wood processing

Deal Category: Investment/Project

Deal value: EUR 10 million

Slovenia has launched an additional EUR 10 million to encourage more wood processing. The aim of the measure is to increase domestic and foreign investment in activities that are important for the transition to a low-carbon, circular and climate-neutral economy.

LEISURE

COMMENCED CONSTRUCTION OF THE NEW ALBANIAN NATIONAL THEATRE

Market/jurisdiction: Albania

Sector: Culture – Construction

Deal Category: Construction

Deal value: Approx. EUR 15 million

Tirana Municipality awarded the contract for the construction of the new Albanian National Theatre to the union of companies "Agi Cons" Shpk and „BE-IS" Shpk.

The former National Theatre was demolished in May 2020, following long disputes and discussions between the Albanian government and Albanian artists and citizens, who requested the rehabilitation of the existing building. The new National Theatre shall be erected at the same location where the previous historic building was placed; the entire space consisting of 9000 square meters, out of the current 1126 square meters.

This is only the first phase of the project for the construction of the new National Theatre. Overall, the construction it is expected to be completed within 27 months from the signing of the contract.

POSSIBILITY TO INVEST IN LARGE HOLIDAY RESORT ON THE BLACK SEA COAST IN BULGARIA

Market/jurisdiction: Bulgaria

Sector: Tourism

Deal Category: Financing/Investments

Deal value: Approx. EUR 12 million

Black Sea Properties AS ("BSP") is a Norwegian development company listed at Oslo Stock Exchange. In 2015, BSP acquired a resort under construction (the "Sunrise Gardens") on the Bulgarian coast. After re-planning of the project, BSP brought the construction from 15% to currently 90% completed. BSP entered into operation 183 units for the summer season of 2022, with additional 419 apartment units to be inaugurated for the 2023 summer season.

The Sunrise Gardens resort is a large 4-stars hotel and apartment complex of 946 units (77.000 m² GBA). It includes leisure facilities such as restaurants, large swimming pools, kids club, plaza, etc. The resort is perfectly located on the Bulgarian coast, next to the city of Aheloy. The area is an established beach tourism destination. Burgas airport, Sunny Beach (+150 hotels) and Nessebar (UNESCO site) are at 10 min drive. The beach line is in front of the complex. The surroundings are made of a nice river and green areas. Currently the investor is looking for refinancing of the existing loan facility and securing long term financing in order to finalize the construction of all units in the resort.

SALE OF LARGE LAND PLOT SUITABLE FOR VARIOUS DEVELOPMENT PURPOSES

Market/jurisdiction: Bulgaria

Sector: Real estate

Deal Category: Investments

Deal value: EUR 9-10 million

Very attractive land plot near the city of Plovdiv is for sale. The plot possess all zoning permits and is suitable for development of industrial premises, logistics, shopping, etc. The total area is approx. 287,000 m². The land plot is urbanized and has its own and private access and direct exit to Trakia highway. The A1 highway (Trakia-Highway) is part of the European Route E80 that reaches from the eastern parts of Turkey to Lisbon in Portugal.

The property is located approx. 8 km north of the city of Plovdiv which is the second largest city in Bulgaria.

THE CONSTRUCTION OF A FIVE-STAR RIXOS HOTEL IN SUTOMORE

Market/jurisdiction: Montenegro

Sector: Tourism

Deal Category: n/a

Deal value: n/a

The companies Iberostar and Accor plan to build a five-star Rixos hotel in Sutomore. The opening of the hotel is expected by the beginning of the summer season next year, and the plan is to employ 400 people.

The Accor group is number three in the hotel industry in the world and has some of the most successful and recognizable hotel brands in its portfolio.

VILLA FOR SALE IN OTOČEC

Market/jurisdiction: Slovenia

Sector: Tourism Real estate

Deal Category: Investments

Deal value: EUR 1.6 million + tax

The property in question consists of a catering and tourist facility located above the village of Otočec near Novo mesto, in an exclusive location situated along the Ljubljana - Zagreb highway. The building comprises a large restaurant in three rooms, a meeting room, 15 hotel rooms, 2 apartments, a sauna, a wedding hall with a separate kitchen and ancillary facilities, two car parks for 80 cars and a covered terrace. The property is fully furnished, and the buyer can immediately start with gastronomic activity and marketing of accommodation capacities.

SELA lawyer spotlight

FEATURING
STEVAN DIMITRIJEVIĆ



Stevan Dimitrijević is a founder and a senior partner in Dimitrijević & Partners law firm. He has been more than 20 years active in business, out of which more than 15 in legal practice. Needless to say, Stevan is well recognized for his legal skills, among others as [Band 1 in Chambers Europe](#), where he has been listed for 13 years.

However, he also had his band. Furthermore, he is still active in wide range of social activities, where he established with a group of friends in 2014 a [first half-marathon race](#) event in Banja Luka, and he still runs, on races or in the nature; where skiing is also one of the sports of his choice and of social engagement as well, through the [oldest ski club](#) in the city of Banjaluka, where Stevan has been active for more than a decade.

Cooking and eating is also a pastime, which well set offs with sport activities (still...).

"I was happy enough to have a chance to experience the creative part of life already in young age. In 1990, when we were teenagers, [Kanda, Kodža i Nebojša](#) – now well recognized band in the region – started in Belgrade, comprising three close friends from the high school – Rastko (now Ilarion), Vlada and myself. Before even thinking about the law and serious life in front of me, I was emerged into music and drumming was my passion. This lasted from primary school days, through teenager years until I moved from Belgrade to live in Banjaluka in 1999.

Luckily, I did not completely give up the stage, and in 2022 I have joined my old band – still active – at a jubilee concert in Belgrade – as a guest drummer to perform one of the old hit songs "Priroda".

Where Band 1 and my old band connect? First through this lucky experience I had as a youngster, to be able to create something original and beautiful with other friends and musicians and interact with different personalities through which I grew as a personality as well . It was also the joy of sharing with others and learning to respect the intuition as a crucial source of creativity. It is not much different in legal practice, with clients and with our team of Dimitrijević & Partners, where we all interact, develop and create new things in our lives as colleagues, and also in lives and businesses of our clients.

Today, when practicing law I can feel the drive I had when sitting behind the drums. The drummer has this supportive role in a band, everybody sticks to the rhythm that needs to be rock-solid to hold all other musicians on firm grounds. Now, in Band 1 – I feel the similar joy of being a strong support to clients, to my firm, to my colleagues, to whatever challenge we must respond. Even more, again and again I feel happy to be able to preserve the intuitive perception of life, as this is the necessary compound to entangle with lawyer's ratio and analytics, to deliver the best, real life, advise.

While there might be a temptation to swap the courts room for the rock stage, I do not plan to leave my legal practice. However, I definitely plan to include more of creativity and intuitively in the work in the future. To the benefits of our clients, but also of our team and my own. When you are inspired by your work and inspired by people, the sky is the limit. Or as Jimi Hendrix would put it in the Purple Haze, to close this article, I have to go and "excuse ... while he kisses the sky"..." says Stevan.



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