

Vienna Economic
Talks

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a  **TITAN** Group Company

The experience as a Foreign Investor in Kosovo

by Emmanuel Mitsou

Sharr Beteiligungs
GmbH, Hamburg,
as part of the
Titan Cement
Group, owns and
operates the
SHARRCEM
Cement plant
in Hani i Elezit,
Kosovo as of 2009



Kosovo: a place to invest?

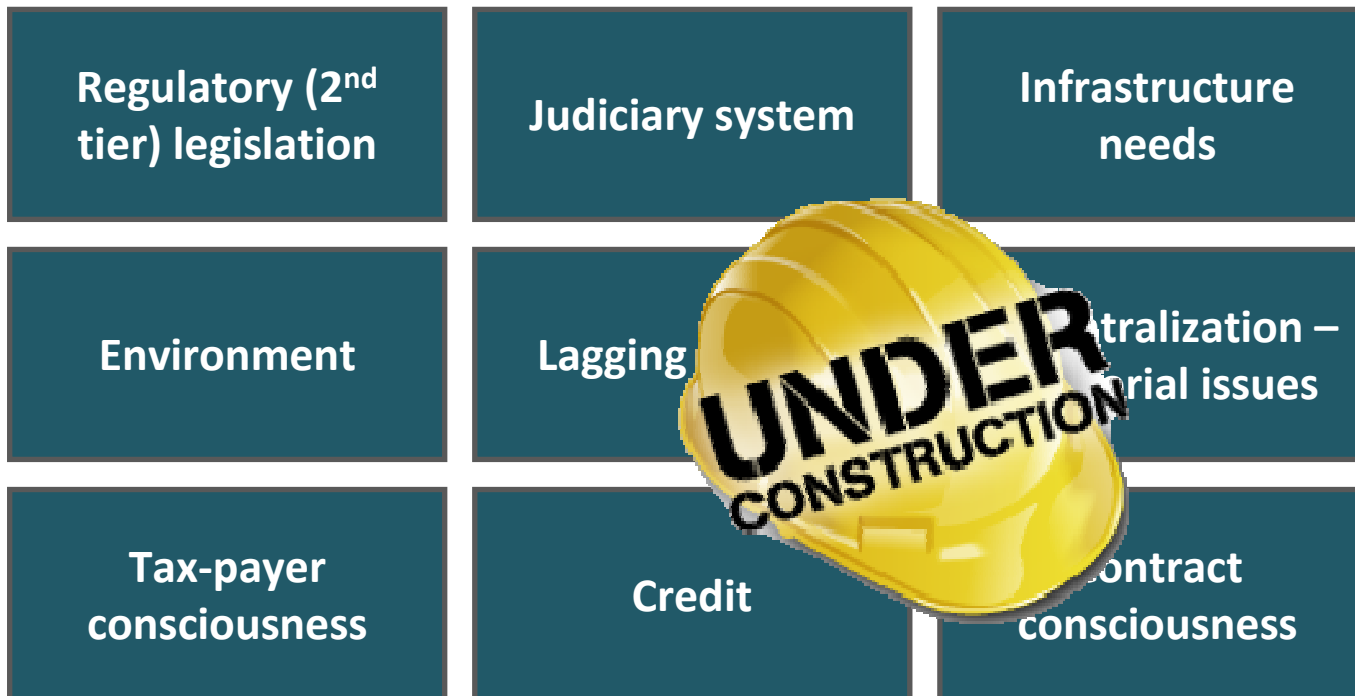
- Location, Resources and Demographics
 - Excellent location, rich in resources, booming demographics

All that easy?



- Operating System

- Needs to evolve to a well woven web



Our experience



Our experience



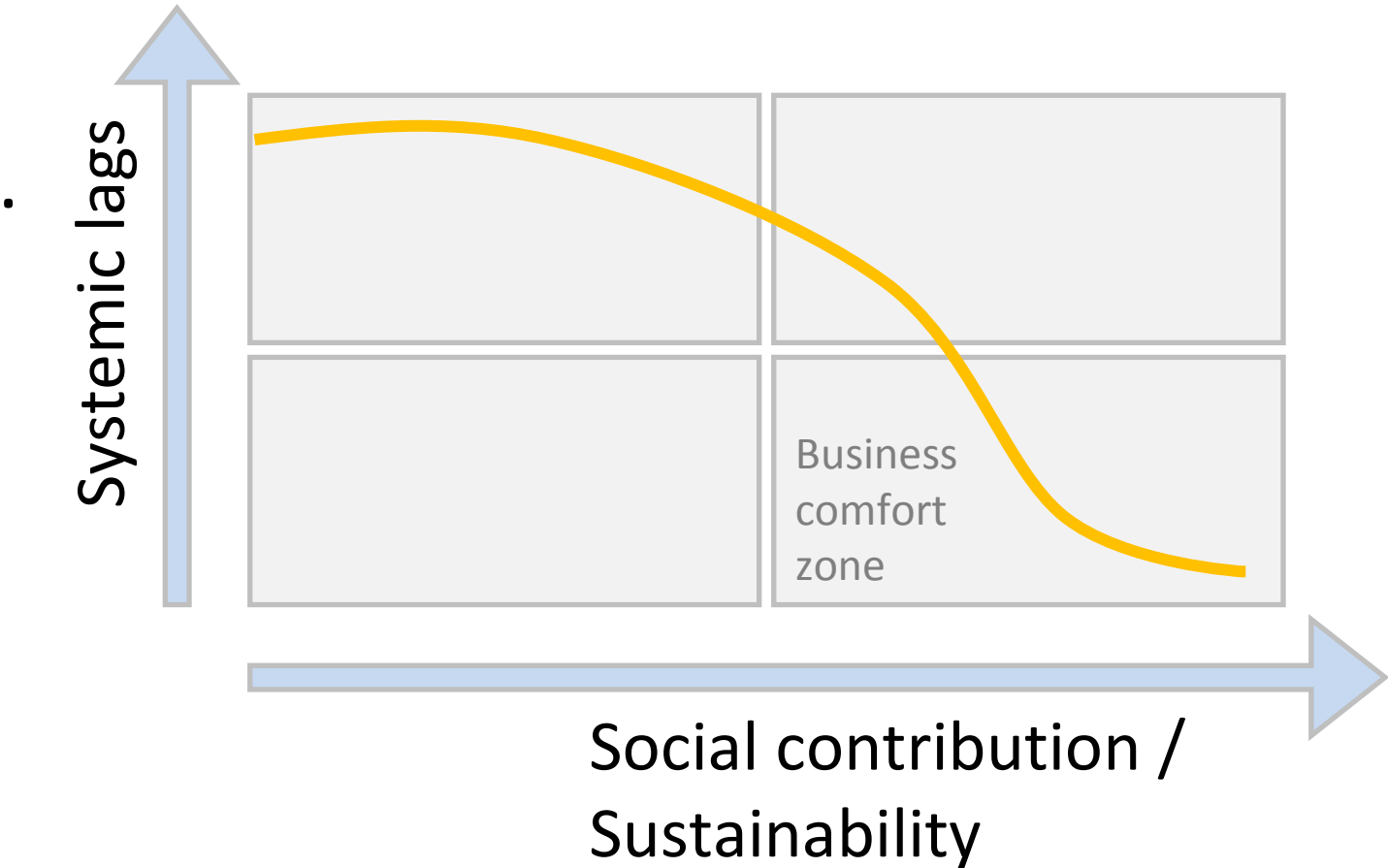
- Young population eager to develop professionally – determined to progress.
- Accessible and business-oriented Administration
- Supporting Legal Framework: Law on Foreign Investments.

A roadmap



- A solid business plan – well prepared and communicated in advance, which :
 - has identified and involved all stakeholders from stage one
 - focuses on Sustainability/CSR principles
 - encompasses substantial training and educational capacity to empower local resources
- Under an experienced management team
 - to interact and foster transfer of know-how with local Institutions.

In a nutshell



In a nutshell



- A successful business venture in Kosovo, gives a reward to the Investor beyond ROI; a social acknowledgement, a bond beyond figures.

SHARRCEM



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Thank you for your attention