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Talks

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# 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?

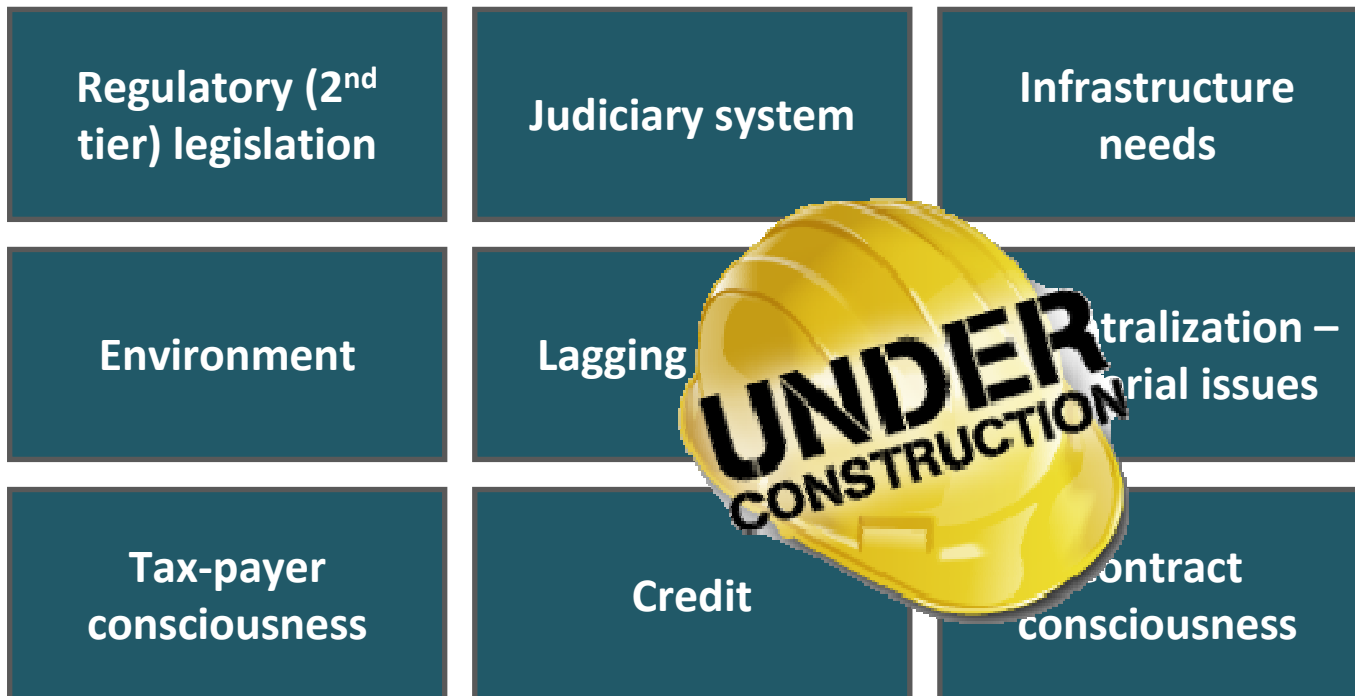
- Location, Resources and Demographics
  - Excellent location, rich in resources, booming demographics

# All that easy?



- Operating System

- Needs to evolve to a well woven web



# Our experience



## Our experience



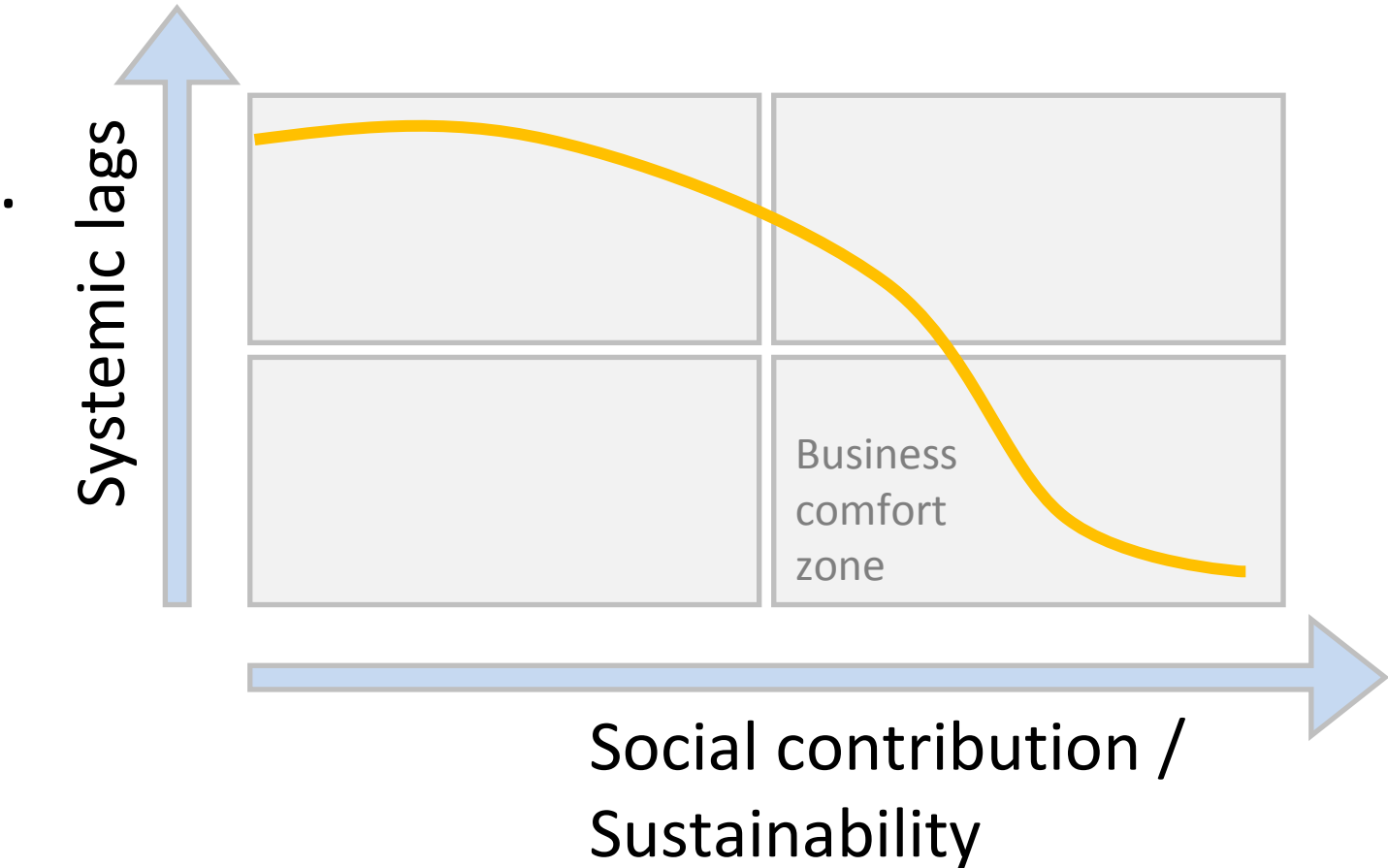
- Young population eager to develop professionally – determined to progress.
- Accessible and business-oriented Administration
- Supporting Legal Framework: Law on Foreign Investments.

## 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