FIPA INVESTMENT PROJET PROFILE





ENERGY CONTRACTING AND RENOVATION OF OLD FACILITY`S

Project title	Energy contracting and renovation of old facility in Bosnia and Herzegovina
Sector	Energy sector , Construction industry, Renewables
Location	Bosnia and Hercegovina with main offices in Aleksandrovac and Sarajevo
Location description	The main business will be located in the business zone of the municipality of Aleksandrovac-Laktaši. The location is situated in the north-western part of BiH, 25 km from the border of Croatia and EU with a 2 km far connection to the new A1 freeway and only a few km from a smaller airport in Banja Luka/Mahovljani.
Project status	Feasibility study, business plan, team assembly - completed
Project description	The project focuses on delivering comprehensive energy contracting solutions and facility modernizations, primarily through the installation of new biomass heating systems and heat pumps. The initiative will begin in Bosnia and expand to preferable markets in Eastern Europe. The project proposer plans to implement 400 wood pellet heating systems in smaller objects and 50 larger heat pump projects, covering a total combined heating area of approximately 1.000,000 m^2 within the next two years. The combined Return on Investment (ROI) for the entire portfolio of projects is projected for the 6th operational year. Energy contracting will be delivered under long-term agreements spanning 20 to 25 years, ensuring a clear profit window of 14 to 19 years post-ROI.
Estimated total investment cost	37 230 000 EUR
Inputs provided by local partner	€211,000 in-kind contribution covering know-how, documentation, and secured incentives
Inputs required from foreign partner	Seed Round €7M, Foundation. HQ, pellet facility, IT/Brand, core team. Launch 30 pilot projects, Series A €10.2M for scaling, Series B €20M for more scaling
Form of cooperation with foreign partner	Seeking a single VC or angel investor for all three stages backed by Equity, structured as a joint venture or favorable loan with a two-year grace period.
Supporting information available	For additional information about this project, please contact FIPA either by e-mail: fipa@fipa.gov.ba or phone number: +387 33 278 080.