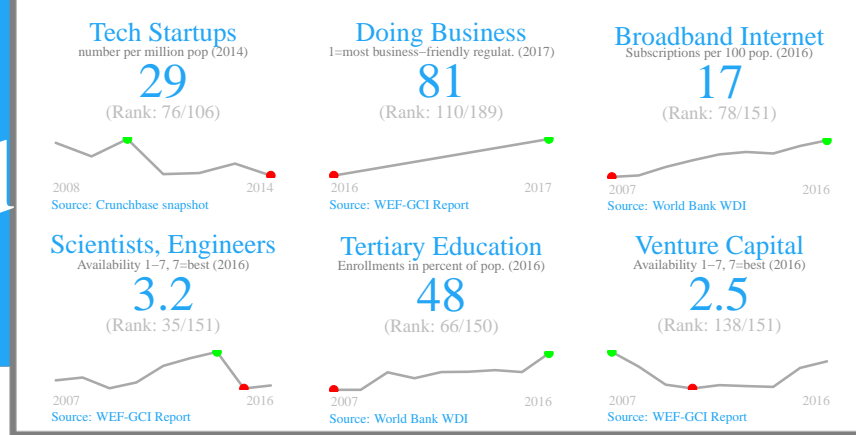
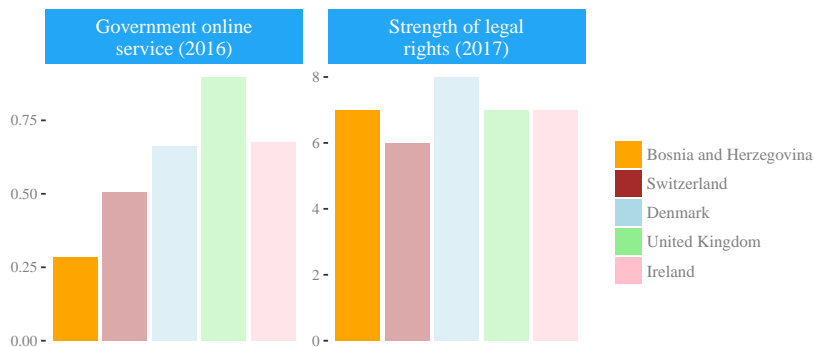


# Bosnia and Herzegovina



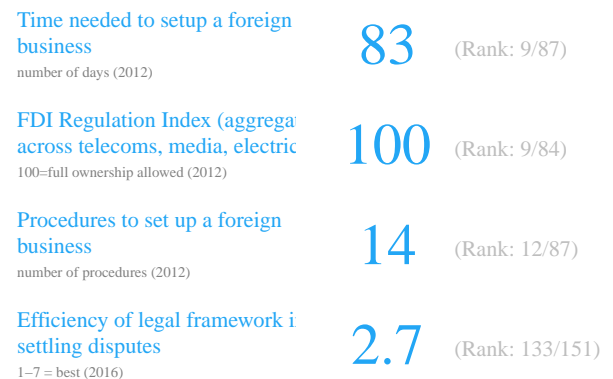
## POLICY Laws, regulations, and government initiatives

### GOVERNMENT INDEXES



SOURCES: GLOBAL INFORMATION TECHNOLOGY REPORT; WORLD BANK - WDI

### INVESTMENT FRIENDLINESS



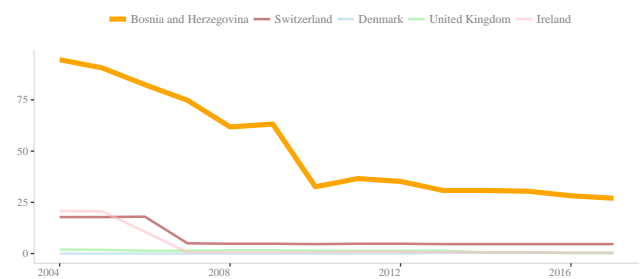
SOURCE: INVESTING ACROSS BORDERS

### DOING BUSINESS 2017

|                                     | 2016         | DTF          | Change     | 2016      | Rank      | Change    |
|-------------------------------------|--------------|--------------|------------|-----------|-----------|-----------|
| <b>Ease of doing business index</b> | <b>63.07</b> | <b>63.87</b> | <b>0.8</b> | <b>79</b> | <b>81</b> | <b>-2</b> |
| Dealing with Construction Permits   | 51.54        | 52.54        | 1          | 168       | 170       | -2        |
| Enforcing Contracts                 | 60.6         | 60.6         | 0          | 63        | 64        | -1        |
| Getting Credit                      | 65           | 65           | 0          | 42        | 44        | -2        |
| Getting Electricity                 | 60           | 60.05        | 0.05       | 120       | 123       | -3        |
| Paying Taxes                        | 55.15        | 60.08        | 4.93       | 151       | 133       | 18        |
| Protecting Minority Investors       | 55           | 55           | 0          | 78        | 81        | -3        |
| Registering Property                | 61.52        | 61.54        | 0.02       | 97        | 99        | -2        |
| Resolving Insolvency                | 36.3         | 37.3         | 1          | 40        | 41        | -1        |
| Starting a Business                 | 63.6         | 65.09        | 1.49       | 175       | 174       | 1         |
| Trading Across Borders              | 91.87        | 91.87        | 0          | 36        | 36        | 0         |

SOURCE: DOING BUSINESS

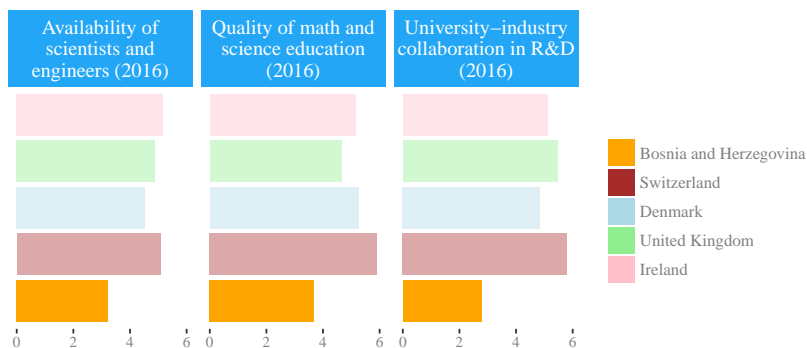
### COST OF BUSINESS STARTUP PROCEDURES % of GNI per capita



SOURCE: WORLD BANK WDI

## HUMAN CAPITAL State of educational institutions and access to skilled labor

### AVAILABILITY OF SKILLED LABOR AND EDUCATION (1-7, 7 = best)



SOURCE: WEF-GCI REPORT

### POPULATION EMPLOYED IN SERVICES SECTOR (% total employed population)

Data not available

SOURCE: WORLD BANK WDI

## FINANCING

Sources of capital available for digital entrepreneurs, including debt, equity, grants, blended financing, etc

### FDI, PUBLIC CAPITAL MARKET AND VENTURE CAPITAL

**FDI, net inflows**  
BoP, current US\$, as % GDP (2015)

**1.7**  
(Rank: 71/195)



**Investment in Telecoms w/ Private Part.**  
Millions, \$US (2013)

**62**  
(Rank: 14/136)



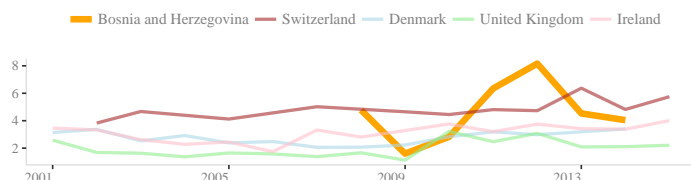
**Market Capitaliz. of Listed Companies**  
% of GDP (2011)

**12**  
(Rank: 68/115)



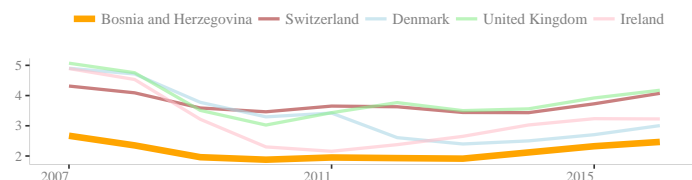
SOURCES: WEF-GCI REPORT; WORLD BANK - WDI

### INFORMAL INVESTORS RATE (% of 18-64 population)



SOURCE: GLOBAL ENTREPRENEURSHIP MONITOR - ADULT POPULATION

### VENTURE CAPITAL AVAILABILITY (1-7, best)

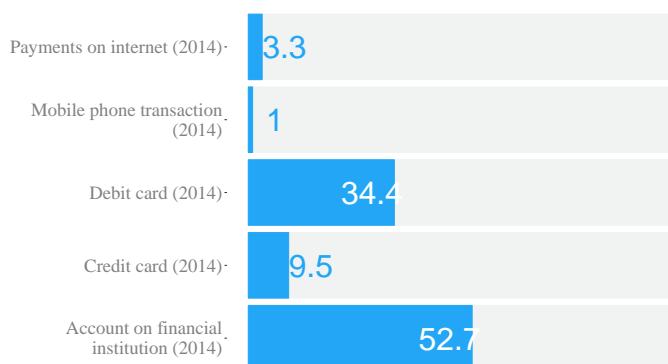


SOURCE: WEF-GCI REPORT

## MARKETS

Existence of early customers and distribution channels

### FINANCIAL INCLUSION (% age 15+)



SOURCE: WORLD BANK - FINDEX

### DIGITAL COMMERCE & INTERNET ACCESS

**New business density**  
new registrations per 1,000 people ages 15-64 (2009)

**0.7** (Rank: 90/137)

**Ratio of online/in store purchases**  
Percentage (2016)

(Rank: /54)

**Firms using email to interact with clients/suppliers (%)**  
% of firms (2010)

**96** (Rank: 13/146)

**Firms with their own Website**  
% of firms (2014)

**63.4** (Rank: 30/143)

**ICT service exports**  
% of service exports, BoP (2014)

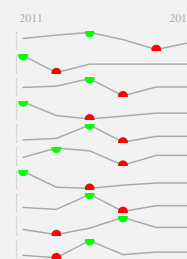
**6.9** (Rank: 149/178)

SOURCES: ENTERPRISE SURVEYS; WEF-GCI REPORT; WORLD BANK - WDI

## CULTURE

Societal attitudes toward entrepreneurship

|  | Avg 2003-2011 | 2011  | 2012  | 2013 | 2014 | 2015 | 2016 |
|--|---------------|-------|-------|------|------|------|------|
| Company spending on R&D, 1-7 = best                                  | 2.6           | 2.8   | 2.9   | 3.0  | NA   | 2.5  | 2.7  |
| Listed domestic companies, total, Number                             | 804.1         | 791.0 | 743.0 | NA   | NA   | NA   | —    |
| Perceived Capabilities, % of 18-64 population                        | 59.2          | 48.9  | 49.1  | 50.5 | 47.3 | NA   | —    |
| Fear of Failure Rate, % of 18-64 population                          | 28.2          | 30.5  | 26.9  | 26.1 | 26.8 | NA   | —    |
| Number of tech startups, number per million pop                      | 38.1          | 29.2  | 29.6  | 33.7 | 28.6 | NA   | —    |
| High Status Successful Entrepreneurship, % of 18-64 population       | 64.6          | 71.0  | 72.3  | 71.9 | 69.9 | NA   | —    |
| Media Attention for Entrepreneurship, % of 18-64 population          | 50.3          | 42.7  | 39.4  | 39.2 | 39.9 | NA   | —    |
| Total early-stage Entrepr. Activity (TEA), % of 18-64 population     | 7.3           | 8.1   | 7.8   | 10.3 | 7.4  | NA   | —    |
| Improvement-Driven Opp. Entrepr. Activity: Rel. Prevalence, % of TEA | 25.3          | 21.7  | 20.1  | 22.0 | 25.2 | NA   | —    |
| New Product early-stage Entrepr. Activity, % of TEA                  | 24.6          | 24.1  | 23.0  | 31.1 | 24.4 | NA   | —    |

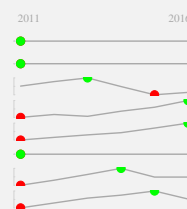


SOURCES: GLOBAL ENTREPRENEURSHIP MONITOR - ADULT POPULATION; WORLD BANK - WDI

## SUPPORTS

Infrastructure and support services available through incubators, accelerators and other NGOs

|  | Avg 2003-2011 | 2011 | 2012  | 2013 | 2014 | 2015 | 2016 |
|--|---------------|------|-------|------|------|------|------|
| % firms identifying transportation as major constraint, % of firms         | NaN           | NA   | NA    | 3.7  | NA   | NA   | —    |
| % of firms with an annual fin. Statem. reviewed by ext. audit., % of firms | NaN           | NA   | NA    | 67.8 | NA   | NA   | —    |
| Quality of electricity supply, 1-7 = best                                  | 5.1           | 5.4  | 6.0   | 6.5  | NA   | 4.3  | 4.6  |
| Broadband Internet subscriptions, per 100 population                       | 4.9           | 10.4 | 11.5  | 10.8 | NA   | 14.2 | 16.6 |
| Internet bandwidth, kb/s/capita  | 10.6          | 10.6 | 17.8  | 24.5 | NA   | 43.0 | 56.3 |
| Access to electricity, % population  | 99.7          | NA   | 100.0 | NA   | NA   | NA   | —    |
| ICT goods imports, % total goods imports                                   | 3.3           | 2.6  | 2.7   | 2.8  | 2.9  | NA   | —    |
| Internet users, per 100 population   | 28.5          | 47.8 | 52.8  | 57.8 | 60.8 | 65.1 | —    |



SOURCES: ENTERPRISE SURVEYS; WEF-GCI REPORT; WORLD BANK - WDI