

## REPUTABLE CUSTOMERS

Historically and today's auto components sector in Bosnia and Herzegovina produces for the leading automotive industry brand names: Volkswagen, Mercedes, MAN, Renault, Peugeot, Toyota, Mazda. Many BH companies forming this sub-sector are producers of a wide range of components, while Volkswagen Sarajevo used to finally assemble various types of VW, Skoda and Audi passengers' cars in the SKD system.

## CONSTANT EXPORT GROWTH

The auto components sector of Bosnia and Herzegovina is strongly export-oriented, exporting in average 90% of their production in 30 countries all around world. At present, export of automotive parts goes mostly to Germany, Italy, Slovenia and Turkey.

## Foreign companies, investors in this sector:

Cimos - Slovenia  
Prevent - Slovenia  
Mann-Hummel - Germany  
Bekto International - Austria  
Alloy Wheels - Germany and Croatia



FOREIGN INVESTMENT PROMOTION AGENCY  
OF BOSNIA AND HERZEGOVINA

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# FIPA

FOREIGN INVESTMENT PROMOTION AGENCY  
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## AUTOMOTIVE INDUSTRY



## Invest in Automotive Industry

### Automotive Industry in BiH

Bosnia and Herzegovina has a long tradition and widespread experience in the automotive industry. With its specialised and competent labour force as well as capacities and resources that used to accommodate final vehicle assembly and automotive components production, Bosnia and Herzegovina holds excellent business opportunities for investors.

Within the past ten years, the automotive industry of Bosnia and Herzegovina (metal production, metal processing, tool making, plastic processing, mechanical and electrical engineering, and automotive textile products) has experienced dynamic development, achieving high production growth rates.

It has also become strongly export-oriented, exporting in average 90% of their production, in 30 countries all around world.

With all recent strategic movements and industry renewals in BiH, the auto components supply chain has a good prospective to develop further and serve the needs of the wider region.

To materialize these potentials, the automotive sector seeks for increased capital equipment investments, new technologies and access to new markets, what can be met with strong strategic partners or large integrator companies which intend to move their production, or assembling activities at lower cost in the Region.

## Bosnia and Herzegovina Key Facts

Land area: 51.209 km<sup>2</sup>  
Population: 3.8 (estimation)  
Capital: Sarajevo (cc. 500.000)  
Time zone: Central European Time  
Climate: Continental-Mountain and Mediterranean

Investment opportunities: strategic location, high quality and reliable suppliers, good educational base, innovations, infrastructure and energy availability, etc

### Useful contacts:

Foreign Trade Chamber of BiH  
[www.komorabih.com](http://www.komorabih.com)  
Chamber of Commerce of FBiH  
[www.kfbih.com](http://www.kfbih.com)  
Chamber of Commerce of RS  
[www.pkrs.inecco.net](http://www.pkrs.inecco.net)

## Invest in Automotive Industry

### STRATEGIC LOCATION

Geographical proximity to automotive manufacturing base in Europe allows foreign investors low distribution costs and “just-in-time” production delivery from Bosnia and Herzegovina.

### IDEAL SUPPLIER BASE

The BH companies are producers of a wide spectrum of parts and components, such as: engines and gears and their parts, high-quality metal precision parts, drive shafts, brake parts and systems, clutches, steering parts and systems, pumps, filters, automotive electric parts (signals, relays, electronic switches), textile and leather products, plastic injection parts, aluminum wheels, car batteries, and various small parts such as springs, screws, hoses, and components of metal, rubber or plastic.

### STRONG ACADEMIC BASE & DEEP-ROOTED ENGINEERING TRADITION

Human resources with technical skills and expertise are the most favourable advantage for investing in Bosnia and Herzegovina.

The auto components sector of Bosnia and Herzegovina currently mobilises app. 6000 employees in 34 companies.

Educated and skilled labour force is still abundantly available throughout the country under a very competitive price.