



FOREIGN INVESTMENT PROMOTION AGENCY  
OF BOSNIA AND HERZEGOVINA

# Attractive sectors 2025



## *NEW UNEXPLORED DESTINATION*

General Overview for Investors in BiH's Tourism Sector:

- BiH becomes an emerging tourism destination
- Unexplored and untouched natural beauties
- According to the New York times, Sarajevo is at the first place in SEE worth visit for 2025
- Sarajevo was recently voted the best destination for 2025 by the readers of National Geographic Travel
- According to the Los Angeles Times, Bosnia and Herzegovina is at first place among the ten great destinations to consider in 2020.
- According to the British magazine Time Out, "Sarajevo, the unique capital of Bosnia and Herzegovina, full of bridges, is where flying is most affordable."
- According to Bloomberg's latest annual tourism growth ranking, Bosnia was placed ninth out of the top 10 European destinations.
- According to the USA Thrillist, City of Jajce in BiH is one of the most breathtakingly beautiful small towns in the world.
- According to the Telegraph, City of Trebinje is among 10 unsung cities you must visit in 2020
- In 2015. Lonely planet ranked Bosnia and Herzegovina at 5th position among the top countries in the world worth visit.
- The National Geographic ranked BiH in the top ten destinations in 2012 - in addition to the world's destination for rafting, hiking, skiing and other sports, BiH was chosen for its the best mountain biking trails.
- Also, Bosnia has been awarded the leisure destination in the outside world by the National Geographic.
- The Rough Guides have chosen Sarajevo as their second best city to visit in 2014. Following their motto 'Make the most of your time on earth' their experts on 200 worldwide travel destinations put the city second in their Top 10 Cities list after Rio de Janeiro and Sarajevo was described as 'a mini-Istanbul'. The city of Mostar has also recorded a growth in the number of tourists visiting this destination. Its cultural and historic heritage, the Old Bridge, the rivers of Neretva and Buna are all inviting tourists from around the world to come and visit this beautiful place.
- After the XIV Olympic Winter Games in Sarajevo, the host of the EYOF 2019 Winter Youth Festival were the cities of Sarajevo and East Sarajevo.
- Opening and construction of new tourism resorts
- Upgrading of accommodation, entertainment and recreation facilities of existing resorts
- Hotels privatisation
- Nature Parks commercialisation
- Resort operators

- Investment in tourism supporting infrastructure
- Excellent climate conditions
- Long tradition in winter tourism
- Favourable legal environment with guarantees and right protecting your investment
- Highly educated and price competitive labour force - **Average net salary in tourism sector in 2024 was around 515 EUR (gross 894 EUR)**

# Los Angeles Times

## Bosnia-Herzegovina

The center of gravity is Sarajevo, the capital whose old quarter includes churches, synagogues and mosques that date back centuries.

The cable car to Mount Trebevic — a 1984 Winter Olympics venue destroyed in the fighting of the early ’90s — reopened in 2018. The bridge at Mostar, built in the 16th century, destroyed in 1993 and rebuilt in 2004, is a popular day trip about 80 miles southwest of Sarajevo. Mostar hosts summer music festivals and an August high-diving competition. (Yes, divers leap from the bridge into the Neretva River.)

The town of Medjugorje, southwest of Mostar, has been a Catholic pilgrimage destination since reported sightings of the Virgin Mary on Apparition Hill began in 1981. The pope authorized the site as a pilgrimage destination in May 2019.

## THE BIGGEST FDI IN TOURISM

HOTEL VUČKO JAHORINA  
SUNNY LAND TREBEVIĆ  
HOTEL MONTI IGMAN  
HOTEL CENTRAL SARAJEVO  
ACCOR HOTELS SARAJEVO  
SWISSOTEL SARAJEVO  
HOTEL IBIS STYLES SARAJEVO  
BAT HOTEL BISTRICA JAHORINA  
GRAND HOTEL NEUM  
HOTEL BLANKA VLAŠIĆ  
HOTEL PAHULJICA VLAŠIĆ  
SARAJEVO FUN PARK

GRADA SUNCA I AQUA PARK TREBINJE  
HOTEL TARČIN FOREST RESORT SARAJEVO  
MGALLERY BY SOFITEL FOREST RESORT & SPA SARAJEVO  
SPA SANSKA ILIDŽA SANSKI MOST  
HOTEL MALAK REGENCY ILIDŽA SARAJEVO  
HOTEL BOSMAL ARJAAN, ROTANA SARAJEVO  
COURTYARD BY MARRIOTT BANJA LUKA  
RESIDENCE INN BY MARRIOTT SARAJEVO  
HOTEL RUŽA MOSTAR  
HOTEL ISA BEGOV HAMAM SARAJEVO

Natural wealth and its diversity (mountains, rivers and forests) is a strong base for development of outdoor tourism in BIH. Geographic location in the center of Europe creates opportunity to attract large number of potential tourists within range of up to three hours flight. Unique cultural and historical heritage including religious sights are also major opportunities for development of creative tourism offer in this segment. Internationally recognized and important event such as Sarajevo Film Festival attracts significant number of tourists. Relatively low cost of services and good food and drink offer make BIH a destination recognized as good value for money. Hospitality is very important factor for creation of overall good experience and repeated visits to Bosnia and Herzegovina and exit polls show that tourists are highly satisfied with this aspect of tourism service in BIH.

LAND OF INREDIBLE BEAUTY  
... you'll be amazed to find that BIH is one of the most culturally and naturally diverse lands in all of Europe...  
- Green Visions -

## SUCESS STORIES



Hotel Central, Sarajevo  
Investor: Templeville Development, Ireland



Hotel Grand, Neum  
Investor: B.M.V. Inženjering, Croatia



Residence Inn by Marriott, Sarajevo  
Investor: South European Investment Company, Saudi Arabia, UAE, Bahrain



Malak Regency Hotel, Sarajevo  
Investor: Malak Group, Saudi Arabia





## Bosmal Arjaan by Rotana

### Mr. Guy Hutchinson, Rotana's acting CEO

„We are proud to contribute to the growth of the tourism sector in Bosnia & Herzegovina, support the country's ambitious plans to enrich the local hospitality market, and further elevate Sarajevo's position as a promising tourism and investment destination both regionally and globally. Owing to the growing demand for Sarajevo as an exciting tourism destination, the launch of Bosmal Arjaan by Rotana will support the hotel rooms offering in the city, and also contribute to the diversification of hotel products in Sarajevo's hospitality sector”



## Residence Inn by Marriott

### Mr. Enes Kazazic, Director SEIC Group

“We are proud to announce that SEIC Hospitality's journey from making the decision to invest to opening this hotel has taken only 14 months. Thus we have proved that Bosnia and Herzegovina is a country which should be built and invest in. The opening of the first international hotel's brand after 30 years is a gift not only to citizens of Sarajevo and Bosnia and Herzegovina, but also for the region”





## Hotel Swissotel Sarajevo

**Sulaiman Al Shiddi, General Manager, Al Shiddi International Group**

“Al Shiddi International is interested in new investments in the fields of energetics, construction, industry and tourism. There is a lot of potential for investing and great projects in B&H.”

## TOURISM STATISTICS

The BiH tourism Industry has recorded positive trends in all major growth indicators over the past ten years, with still considerable room for further utilization of its unquestionable potential.

The Via Dinarica is poised to become one of the world's top trekking destinations.

- National Geographic-

Awards for BiH at the World Annual Investment Meeting in Dubai

-FIPA BH BEST AGENCY, AL SHIDDI TRADING BEST INVESTOR-

At the World Annual Investment Meeting (AIM), which is being held in Dubai from 8 to 10 April, with more than 20,000 people from the world business participating this year, the Foreign Investment Promotion Agency of BiH (FIPA) has been declared the best Agency for Attracting Foreign Investments for Central and Eastern Europe. At the same time, Al Shiddi Trading was named the best investor with his Swissotel Project in Sarajevo.

Number of arrivals and overnight stays in Bosnia and Herzegovina (B&H):

	Number of arrivals			Number of overnight stays (average)		
	domestic tourists	foreign tourists	increase for total	domestic tourists	foreign tourists	increase for foreign
2010	290.879	365.454	14.6%	643.937	772.754	11.7%
2011	294.203	391.945	4.5%	668.200	836.005	6.2%
2012	309.242	438.585	9.0%	714.440	931.081	9.4%
2013	315.610	528.579	12.9%	714.022	1.108.905	10.8%
2014	310.227	536.354	0.3%	623.008	1.088.472	-1.8%
2015	350.729	678.271	21.5%	717.357	1.425.761	31.0%
2016	371.911	778.128	11.6%	735.781	1.647.275	15.1%
2017	384.269	923.050	13.7%	763.681	1.913.444	16.2%
2018	412.514	1.052.898	14.0%	874.786	2.165.404	13.1%
2019	442.658	1.198.059	12.0%	952.217	2.419.105	11.7%
2020	304.038	196.878	-69.7%	752.947	489.224	-79.9%
2021	462.909	497.474	91.7%	1.043.146	1.187.774)	142.8%
2022	562.228	915.143	50.7%	1.218.871	2.002.533	41.4%
2023	549.902	1.183.169	17.3%	1.156.121	2.489.718	13.2%
2024	558.971	1.376.774	10.3%	1.179.428	2.823.133	8.5%

Source: Agency for Statistic of BiH

Arrivals by year and country:

Country	2018	2019	2020	2021	2022	2023	2024
Croatia	116.823	138.293	43.854	57.881	128.778	165.975	174.405
China	58.235	102.758	4.897	1.946	5.217	30.283	74.996
Serbia	88.797	102.316	54.705	91.081	141.919	148.893	156.744
Turkey	85.416	70.988	7.773	22.410	62.392	141.876	205.831
Slovenia	65.002	67.930	9.651	23.437	61.943	77.700	77.961
Saudi Arabia	30.930	65.853	1.946	36.220	33.552	52.336	91.994
Germany	50.402	56.782	6.058	26.027	47.034	55.280	56.094
Italy	44.979	47.831	3.551	9.131	22.049	26.624	35.070
South Korea	45.388	41.337	1.541	155	2.848	12.860	9.726
Poland	39.551	37.497	1.092	7.986	22.305	23.329	32.814
UAE	35.255	32.256	10.452	49.568	33.610	25.825	16.869
USA	28.187	33.960	4.495	14.007	29.247	36.043	40.548
Austria	26.560	28.114	4.407	16.856	29.232	35.591	36.928
France	20.282	20.234	1.605	8.547	15.998	18.175	19.523
Montenegro	16.923	18.532	6.521	15.220	25.102	30.121	30.754
Hungary	15.070	18.082	1.340	5.194	13.483	17.666	19.141
Spain	14.292	17.417	804	4.108	8.642	10.335	14.063
The Netherland	15.740	17.000	2.031	8.529	17.227	18.759	20.117

Overnights by accommodation:

Nights (domestic and foreign tourist)		Hotels and similar accommod.	Holiday and other short-stay accommod.	Camps and camping grounds	Other accommmod.	TOTAL
2014	Nights	1.597.861	48.938	14.164	50.517	1.711.480
	Participation	93.4%	2.9%	0.8%	3.0%	100%
2016	Nights	2.199.242	85.666	21.308	76.840	2.383.056
	Participation	92.4%	3.4%	0.9%	3.2%	100%
2018	Nights	2.768.206	124.386	25.000	122.598	3.040.190
	Participation	91.1%	4.1%	0.8%	4.0%	100%
2019	Nights	3.113.228	131.873	28.217	98.004	3.371.322
	Participation	92.3%	3.9%	0.8%	2.4%	100%
2020	Nights	1.151.246	36.064	7.440	47.421	1.242.171
	Participation	92.6%	2.9%	0.6%	3.8%	100%
2021	Nights	2.075.874	61.704	17.087	76.255	2.230.920
	Participation	93.1%	2.8%	0.8%	3.4%	100%
2022	Nights	3.017.697	98.072	24.130	81.505	3.221.404
	Participation	94.3%	2.9%	0.8%	2.0%	100%
2023	Nights	3.437.131	106.887	28.469	73.352	3.645.839
	Participation	94.3%	2.9%	0.8%	2.0%	100%
2024	Nights	3.769.854	116.117	31.823	84.767	4.002.561
	Participation	94.2%	2.9%	0.8%	2.1%	100%

Source: Agency for Statistic of BiH

“The country has immense opportunities for tourism development given its rich natural and cultural heritage. its unique mix of cultures and religions. as well as its strategic location close to major European source markets”

UNWTO Secretary General. Mr. Taleb Rifai

***The tourism market in BIH is gradually increasing and BIH becomes an emerging tourism destination!***

THE MOST PROMISING TOURISM SEGMENTS:

- ✓ Health and Spa
- ✓ Ecotourism
- ✓ Ski and Mountain tourism
- ✓ Cultural Heritage & Religious tourism
- ✓ Adventure tourism
- ✓ Sea tourism

HEALTH AND SPA TOURISM

In recent years the tourists are increasingly interested in health and spa tourism of Bosnia and Herzegovina, because the country is rich in high-quality thermal and mineral springs, health resorts and spas.

The Health Care laws do not distinguish between the private and public sector. According to the Law on Health Protection of the Federation of Bosnia and Herzegovina (“Official Gazette of BiH”, number: 46/10) domestic or foreign persons or companies may be founders of private health institutions, including: clinics, general hospitals, special hospitals, spas, pharmacies, institutions for home care, for palliative care, and dialysis centers. According to the Law on Health Protection of the Republic of Srpska (“RS Official Gazette”, No. 106/09) private health institution may be established by natural or legal person, including: family medicine clinic, dental clinic, pharmacy, special clinic, a special centres, hospital, institute for physical medicine and rehabilitation, institutions for home care, laboratory and stem cell bank.

Conditions for opening the health institutions in BIH are as follows:

- 1) To have employees with appropriate level of educational attainment, passed professional exam and license issued by the competent chamber, and for the special activities to have employees with adequate specialization or scientific/educational degree;
- 2) To have adequate diagnostic, therapeutic and other equipment for safe and modern health care
- 3) To have adequate space and facilities for the reception of patients, for diagnostic and therapeutic activities and accommodation of patients, as well as for the storage of drugs and medical devices;
- 4) To have adequate type and quantity of drugs and medical devices needed to do certain health activities;
- 5) To have adequate safety system in health institution;
- 6) To have adequate system for medical waste management in accordance with applicable standards, as well as special regulations;
- 7) to have opinion on the justification of the establishment of health institution issued by the cantonal and federal Institute of Public Health and adequate medical chamber (in entity Federation of Bosnia and Herzegovina), respectively issued by the Ministry of Health and Social Security (in entity Republic of Srpska).

Based on the decision on fulfillment of conditions for performing health activities and on founding act, health institution should make registration at competent court register.

Examples of successful foreign investments in health sector in Bosnia and Herzegovina:

- Acibadem Turkey
- Bahceci Turkey
- ASA Hospital Germany

The belief in the curative powers of mineral waters goes back to prehistoric times. Such practices have been popular worldwide, but are especially widespread in Europe and Japan. Japan is maybe too far away, so you have come to the right place... Bosnia and Herzegovina, the heart of Europe...

Until the beginning of 1990-ties, Bosnia and Herzegovina was well known and popular in entire region as a destination for health and spa tourism. Bosnia and Herzegovina is apparently derived from an old Indo-European word ‘bosana’, meaning water.

Usually nestled in beautiful surroundings with unspoiled nature and clean air, health resorts in Bosnia and Herzegovina offer true rest and relaxation, in addition to health care.

At present there are 15 health spas in BIH registered as health care institutions. There are located in the areas of Olovo, Fojnica, Bjeljina, Bihac, Srebrenica, Gradacac, Sarajevo, Kiseljak, Laktasi, Bosanska Dubica, Sanski Most, Teslic, Prnjavor, Banja Luka and Visegrad.

In last few years BIH has actively worked in development of its spas in order to offer better services to its guests.

**“One of the prettiest places on the Earth “. as E.B.Lanin wrote about Ilidza in The Contemporary Review in 1894 in London.**

However, most of spas need investments in upgrading and modernization of existing facilities and programs, seeking for potential strategic partners to readjust their business models, management philosophy and marketing strategy.

ECOTOURISM

BIH has already established a number of national and nature parks such are:

- ✓ Sutjeska national park
- ✓ Kozara national park
- ✓ Una national park
- ✓ Hutovo Blato nature park
- ✓ Bardaca nature park
- ✓ Blidinje nature park



Sutjeska national park is one of the first established in Europe and still holds the last remaining thousand year old rainforest Perucica.

A country also has the two swaps which are natural reservations and bird habitats. In the north, there is the Bardaca swamp, and the south Hutovo Blato – both have been declared destinations of an international significance by the Ramser International Convention about swamps.

The canyons, lakes, beautiful rivers, waterfalls, springs, and many more unspoiled natural resources have created a unique Bosnian eco tourism product. Furthermore, the villages in mountain regions, offer tourists the possibility to enjoy the special rural ambient with traditional hospitality, and rich culinary offer of domestic products.

BIH has numerous locations extremely suitable for eco, geo and ethno tourism development particularly in cooperation with capital investors.

SKI AND MOUNTAIN TOURISM

Skiing, hiking and alpinism tradition in Bosnia and Herzegovina has existed for over a hundred years, but the expansions of winter tourism came after the XIV Olympic Games held in 1984 in Sarajevo.

Tourists and especially skiers say that you can find everything in Bosnia and Herzegovina: the perfect ski slopes of Jahorina, the best alpine skiing track on Bjelasnica, and the massive, tall and absolutely tame and open Vlasic, and harsh Kupres, and colorful Igman.

The Olympic Mountains Jahorina, Bjelasnica, Igman, Trebevic and Vlasic, as well as recreation centers of Kupres and Risovac, and ski resorts on Kozara, Busovaca, Ostrelj, Vlasenica, Vranica, Borje and others, offer more than 60 kilometers of perfect ski slopes.

The British Telegraph in 2015 ranked Jahorina in the top 10 ski destination in Eastern Europe.

**Sarajevo, the national capital hosted the 1984 Winter Olympics, which, at that time, were the largest Winter Games ever (in terms of athletes and media). Also, the host of the EYOF 2019 Winter Youth Festival ware the cities of Sarajevo and East Sarajevo.**

The mountain centres are ideal for development of winter, sports, recreation, hunting and fishing tourism. Undoubtedly, Bosnia and Herzegovina has the strongest comparative advantages compared to other countries in the region.

At the moment all these huge potentials and opportunities are only partly exploited and numerous investment chances are offered to foreign investors including: investment in vertical transportation, infrastructure, ski slopes, accommodation and other facilities.

With further development and capital investment, the mountain centres of BIH can offer the diverse and quality tourist offers, which can fulfill the needs of the most demanding tourists.

Some of the best-and cheapest-alpine skiing in all of Europe.

- Outside Magazine-

CULTURAL HERITAGE & RELIGIOUS TOURISM

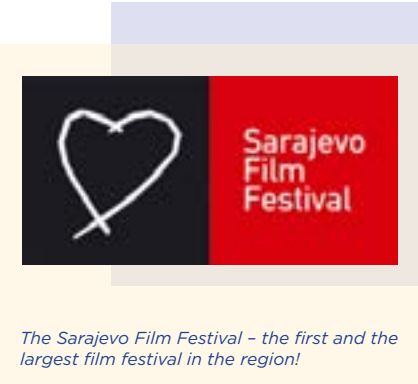
Bosnia and Herzegovina is a country of long and rich history, which cultural heritage presents a complex mixture of Mediterranean, Byzantine, Ottoman and Central European influences making the country an unique attraction for cultural and religious tourism.

There are a number of towns, memorial of the past time and testimonial of continuity of habitation at these places from antique and medieval periods to present time such are: Mostar, Pocitelj, Banja Luka, Sarajevo, Trebinje, Travnik, Bihac, Visegrad, Jajce, etc.

As a meeting point of different civilizations and cultures over centuries, most of major religions Judaism, Roman Catholics, Christian Orthodox and Islam exist in harmony in BIH offering a number of sacred places and unique experience to domestic and international visitors.

***“It is very rare in the world to find a city with all the confessions and sanctuaries on 100 square meters. All the tourist who come to Sarajevo usually visit the Cathedral, the Old Orthodox Church, the Gazi Husrev-bey Mosque and the Old Temple”***

***-Berlin’s newspaper “Die Tageszeitung”-***



MEDJUGORJE, One of the largest catholic pilgrim sites in the World



## ADVENTURE TOURISM

***Bosnia & Herzegovina is an emerging adventure-tourism destination. with excellent whitewater rafting on the Una and Neretva rivers. - Lonely Planet -***

Adventure trips and packages offer different types of active holidays for tourists including: rafting, kayaking, walking the canyons of a series of crystal clear waters of the river Tara, Una, Neretva, Vrbas, climbing rocks, hiking, mountain-biking, paragliding and hang- gliding, skydiving, adventure driving off-road vehicles in a beautiful and magical ambience of the Olympic Mountains, Treskavica, Romania, Prenja Cvrsnica, Zelengore, Veleza, Vranica, Ozren, etc.

Adventure tourism in the country is still not sufficiently explored, but thanks to the natural beauty of mountains, rivers, canyons and lakes, adventure tourism can become BIH’s tourism brand.

In January 2018, British magazine Guardian made a list of the top ten locations in the world for adventure tourism and Bosnia and Herzegovina was included on that list.

National Geographic ranked Bosnia and Herzegovina among the 10 best adventure destinations for 2012. Among the destinations that offer excellent rafting, mountaineering, skiing and other adrenaline sports, BIH was named as offering the best mountain biking trails.

In 2009 Rafting World Championship was successfully organised in Bosnia and Herzegovina at the River Vrbas and The Rivera Tara.



*2009 IRF RAFTING WORLD CHAMPIONSHIP  
The River Vrbas & The River Tara  
Bosnia and Herzegovina*

ATA (Association of Adventure Tourism BIH) represents BIH outdoor tourism in international fairs (i.e. 2011 Outdoor Retailer Summer Market (ORSM) - Salt lake City, Utah; Adventure World Travel Summit – Luzerne, Switzerland). ATA currently has eleven members offering diverse programs that include: hiking, rock climbing, mountain biking, kayaking, rafting, canyoning and fly-fishing.

***“For the next six adrenaline-fuelled hours I encountered spectacular waterfalls, natural springs, cliff diving and swam in the rapids”***

***-Sarah Learmouth – Guardian-***

## SEA TOURISM

With its 23 kilometres of the Adriatic coast and 240 sunny days every year, Bosnia and Herzegovina each year attracts more tourists from all over the world. The town of Neum represents BIH’s Adriatic Gate and is the only coastal town in Bosnia and Herzegovina. It was first mentioned in 533 (under the name Neunense), and developed as a maritime retreat in 1965. The Old Town of Neum is 2 km inland. Scuba-diving, parasailing, boating and jet skiing can be arranged in any of the major hotels. Guests are also offered very attractive tourist visits to Dubrovnik, Mostar, Medjugorje, Hutovo Blato and Vjetrenica. The current accommodation in Neum cannot meet the needs of tourists during the season, which offers investors an excellent opportunity for upgrading and construction of new facilities.

## UNESCO WORLD HERITAGE SITES IN BOSNIA AND HERZEGOVINA

United Nations Educational, Scientific and Cultural Organization (UNESCO) has included the following Bosnia and Herzegovina sites on its World Heritage List:



*The Old Mostar Bridge (Stari Most)*



*Mehmed Paša Sokolović Bridge in Višegrad*

Properties submitted on the Tentative List:



*Sarajevo - unique symbol of universal multicultural - continual open city*



*Vjetrenica cave*



*The natural and architectural ensemble of Blagaj*



*The natural and architectural ensemble of Blidinje*



*The natural and architectural ensemble of Jajce*



*The historic urban site of Počitelj*



*The natural and architectural ensemble of Stolac*



*Stećaks - Mediaeval Tombstones*



ENORMOUS DEVELOPMENT POTENTIALS

Tourism sector in BiH has enormous potential for development. possessing all preconditions to play a significant role within the country economy. For this reason. the tourism development was consequently recognized as one of the top priorities of the overall national economic development policy. Significant efforts have been put into creation of favourable business and investment environment for potential investors.

Investment Opportunities

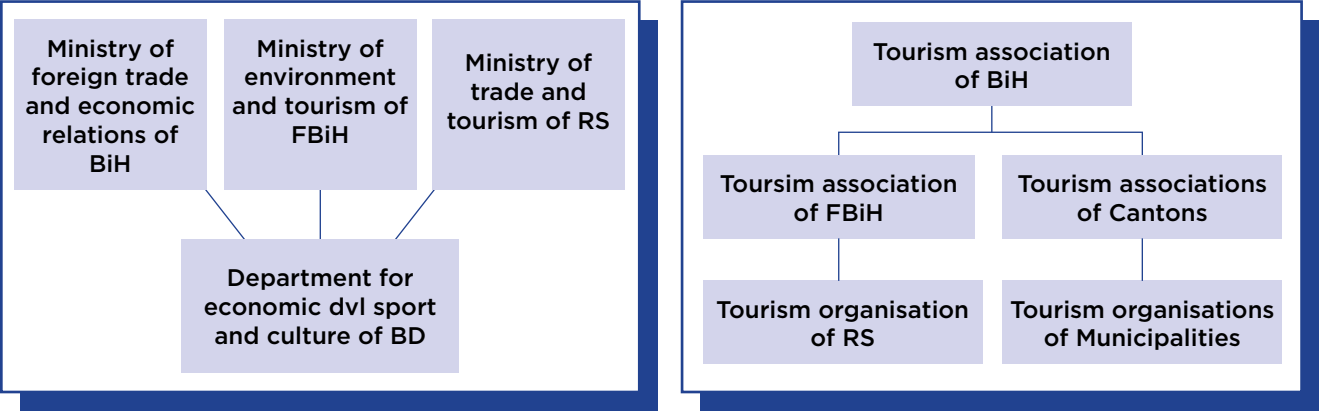
- ✓ Opening and construction of new tourism resorts
- ✓ Upgrading of accommodation. entertainment and recreation facilities of existing resorts
- ✓ Hotels privatisation
- ✓ Nature Parks commercialisation
- ✓ Resort operators
- ✓ Investment in tourism supporting infrastructure

Investment Modes & Approaches

- ✓ Individual private project
- ✓ Joint ventures
- ✓ PPP
- ✓ Concession
- ✓ Acquisition
- ✓ Privatisation
- ✓ Long term loans

*Tourism in BiH offers a favourable business environment with increasingly active tourism promotion system.*

KEY INSTITUTIONS & USEFUL CONTACTS



Useful contacts

Ministry of environment and tourism of FBiH

[www.fmoit.gov.ba](http://www.fmoit.gov.ba)

Ministry of trade and tourism of RS

[mtt@mtt.vladars.net](mailto:mtt@mtt.vladars.net)

Tourism Association of BiH

[www.bhtourism.ba](http://www.bhtourism.ba)

The most popular tourism web portal

[www.visitmycountry.net](http://www.visitmycountry.net)



**TOURISM SECTOR INVESTMENT PROJECTS IN B&H**

Eco Tourism Projects in B&H:

- |   |                                 |
|---|---------------------------------|
| 1. Tourism Complex Buretina                         | 5. Eco Zone Koricani, Vlasic    |
| 2. Holistic Wellness Center Tim Med, Bosanska Krupa | 6. Ecological Park Borik, Buzim |
| 3. Boracko Lake, Konjic                             | 7. Risovac Jablanica            |
| 4. Eco Village of Grabovica, Tomislavgrad           | 8. Eco Farm Santic, Vlasic      |

Hotels, Motels Projects in B&H:

- |  |  |
|--|--|
| 1. Hotel with shopping and business centre, Visoko                     | 6. Konjic Motel, Konjic                          |
| 2. Hotel Euro Odzak  | 7. Motel and Bungalows, Paradise Beach, Bratunac |
| 3. Apartment Hotel Complex Brus, Trebevic                              | 8. Hotel Ski Jumping Hill Babanovac, Vlasic      |
| 4. Hotel Complex, Bihac  | 9. Sutjeska Hotel, National Park Sutjeska        |
| 5. Hotel with supporting facilities within Kastel Fortress, Banja Luka | 10. Zunovnica Complex, Hadzici                   |

Spa Tourism Projects in B&H:

- |                                    |   |
|------------------------------------|---|
| 1. Mountain Spa Metaljka Cajnice   | 5. Villa Wellness Spa Goranci, Mostar                           |
| 2. Dvorovi Spa Complex, Bijeljina  | 6. Visegrad Spa, Visegrad                                       |
| 3. Thermal Resort Logobare, Tesanj | 7. Rehabilitation center with Russian Spa and ethno houses Pale |
| 4. Thermo Mineral Water, Kakanj    |   |

Winter Tourism Projects in B&H:

- |   |  |
|---|--|
| 1. Cable Railway, Hrasnica Igman        | 3. Sports and recreation center Cajusa, Kupres |
| 2. Express Cable Car, Pavlovac Jahorina |  |

Cultural Tourism Projects in B&H:

1. Kastel Fortress, Banja Luka

Recreation, Sport and Adventure Tourism Projects in B&H:

- |  |  |
|--|--|
| 1. Business and Sports Centre Trnovo                                   | 12. Neretva Elite Resort, Konjic                               |
| 2. Treetopwalk - Vlasic Walking Trail, Vlasic                          | 13. Reconstruction of Swimming Pool, Bosanski Petrovac         |
| 3. Sports And Recreational Center Ada Breza                            | 14. Sebesic Tourism Zone, Novi Travnik                         |
| 4. Bistricka Rika, Gornji Vakuf Uskoplje                               | 15. Sport & Recreation Centre Vrapcici, Mostar                 |
| 5. Gondola Borje, Kotor Varos  | 16. Sport & Recreation Centre, Drvar                           |
| 6. Tourist and Recreational Valley with Castle and Bungalows, Gradiska | 17. Sports and Recreational Facility for Tennis Courts ,Mostar |
| 7. Indoor Swimming Pool, Srebrenica                                    | 18. Aqua Park Brcko  |
| 8. Hotel Complex, Hippodrome, Sport & Recreational Centre, Capljina    | 19. Sports and Recreational Centre Mracaj, Jajce               |
| 9. Kosevo Stadium, Sarajevo  | 20. Sports and Recreational Centre Rijecani, Modrica           |
| 10. Cable Car to Rujiste, Mostar                                       | 21. Forest Park Hum, Novo Sarajevo                             |
| 11. Goat Farm and Agrotourism Development Milo Selo Lukavac            | 22. Sports Hall Breza  |

# MILITARY INDUSTRY IN BOSNIA AND HERZEGOVINA

## GENERAL OVERVIEW FOR INVESTORS

This sector made big progress in production in the last years and recorded a significant increase in employment, and it is planned to continue to increase the scope of business.

Last few years, B&H's military industry has experienced a rebirth with the introduction of several important inventions and products (prototype of a new self-propelled gun, a hand rocket launcher and a pistol, a new product - the despot armored vehicle).

Currently, military companies are producing a wide range of armaments and military equipment including:

- explosives (military and industrial explosives and initiating explosives and chemicals)
- primers, detonators, pyro-cartridges, and igniters
- ammunition - eastern and western standards
- weapons
- military equipment and components
- services - design, transfer of knowledge & know-how

1.	One of the fastest growing branch of the Bosnia and Herzegovina industry
2.	The military production is organized in more than 50 companies
3.	BiH's military industry produced the wide range of armaments and military equipment
4.	BiH's military industry is a leader in the region
5.	The law on the policy of foreign direct investment in Bosnia and Herzegovina allows the entry of foreign capital in military industry over 49%
6.	Guaranteed sales of products for the next few years- thanks to signed contracts
7.	Sector with more than 5.000 employees and a tendency for further growth
8.	The average monthly net salary per employee in 2024 was 1.430 BAM (731€)
9.	Export oriented sector with a long tradition and wide spread experience
10.	In 2024, the military industry achieved increased in exports of 37,6%

Some of the certificates and recognitions of our companies:

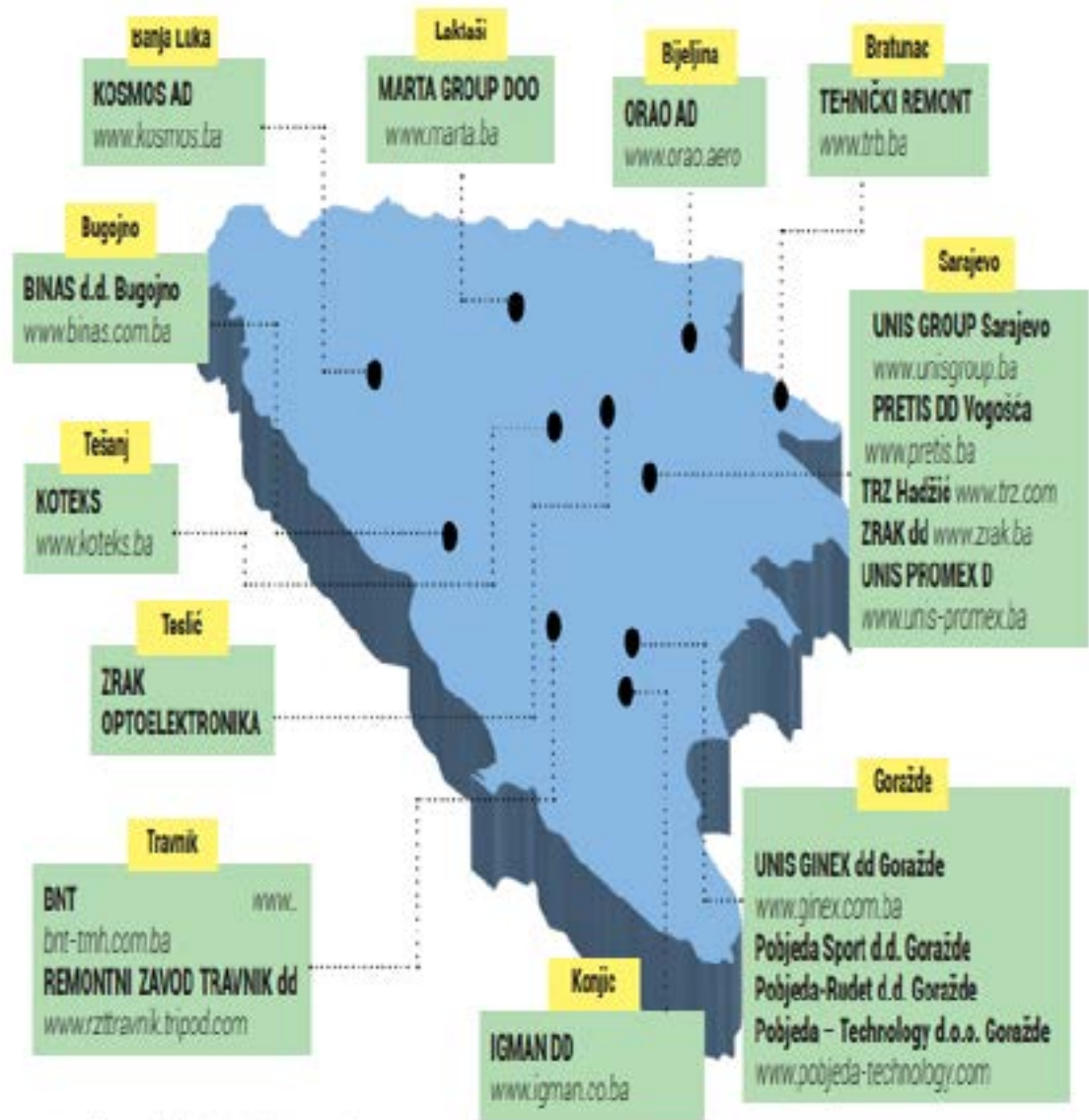


## INVESTMENT OPPORTUNITIES



The production of ammunition and specially designed components, explosives, and optical equipment, as well as parts related to the defense industry, tanks, and military vehicles, as well as the overhaul of military equipment, have been at the forefront of this industry’s activities in B&H. Significant players in the defense industry, are included in the below pictures:

Map of the main companies in Bosnia and Herzegovina



List of companies in the Federation of Bosnia and Herzegovina

COMPANY	CITY
Igman dd	Konjic
Ginex dd	Goražde
Pretis dd	Vogošća
Binas dd	Bugojno
Zrak dd	Sarajevo
TEHNIČKI REMONTNI ZAVOD HADŽIĆI DD	HADŽIĆI
BNT TMiH dd	Novi Travnik
Pobjeda-Technology dd	Goražde
Pobjeda - Rudet dd	Goražde

List of companies in the Republic of Srpska

COMPANY	CITY
Kosmos“ a.d.	Banja Luka
„Orao“ a.d.	Bijeljina
„Fabrika motora specijalne namjene“ a.d. -IN BANKRUPTCY	Pale
„Tehnički remont“ a.d.	Bratunac
„Nova tvornica prečištača“ a.d. IN BANKRUPTCY	Rogatica
‘MEDISAL’ d.o.o.	Istočno Novo Sarajevo
„BES“ d.o.o.	Teslić
„ZRAK-DKS“ d.o.o.	Teslić
„Tvek“ d.o.o.	Prijedor
„Ikar“ a.d.	Banja Luka
‘FAST’ d.o.o.	Istočno Sarajevo
„DORI GROUP“ d.o.o.	Banja Luka
„AMMSOL“d.o.o.	Banja Luka
„Mineks“ d.o.o.	Zvornik
„Matra group“ d.o.o.	Laktaši
‘SMART ENERGO SISTEMI’ d.o.o.	Pale
ROMANIJAPUTEVI a.d.	Sokolac
„Sinelt“ d.o.o.	Banja Luka
OPTIK ARMS“ d.o.o.	Teslić
„GIG inžinjering“ d.o.o.	Kneževo



VUTEX d.o.o	Gradiška
„Istok“ d.o.o.	Banja Luka
„Sparta“ d.o.o.	Banja Luka
OPTIK ARMS” d.o.o.	Teslić
“XPULS” d.o.o	Banja Luka

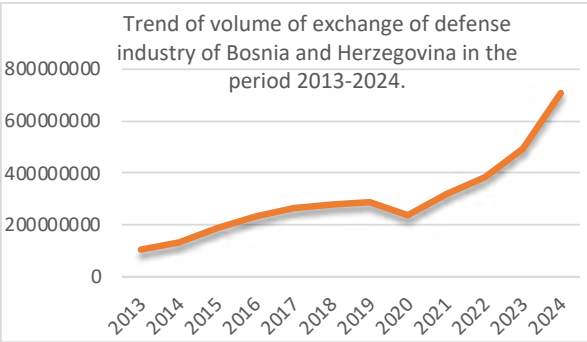
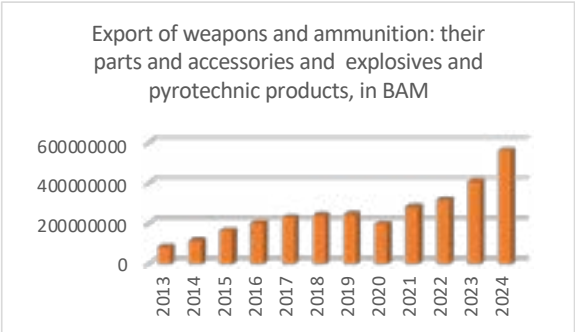
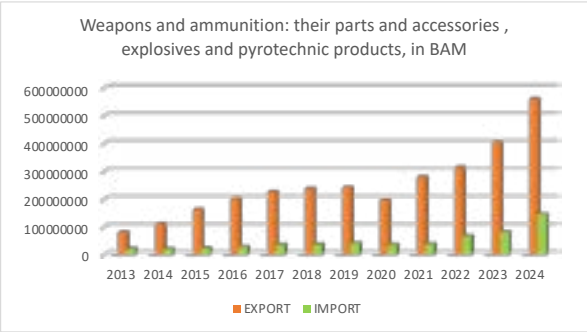
In 2024, were announced the purchase of shares in the companies: Pretis d.d. Vogošća and Binas d.d. Bugojno. The new owner of part of the capital in the aforementioned companies is the American company SITKO ACQUISITION LLC. Leading companies in this industry have announced an increase in the number of employees.

In 2025, the “Vihor” multipurpose armored vehicle of the TRB was presented at the most prestigious IDEX arms fair in Abu Dhabi. The institute stated that the “Vihor” vehicles were sold to the United Arab Emirates after successfully achieving the best results in the LTV class on summer trails in competition with the best and largest manufacturers in the world were in competition.



The defense industry is among the five industries that achieve the best results in B&H when it comes to foreign trade. According to the Foreign Trade Chamber of Bosnia and Herzegovina, in 2024, Bosnia and Herzegovina exported weapons, ammunition, and explosive and pyrotechnic products for 561.501.223 BAM (+37,6%). In the same period, we imported 146,2 million BAM (+76,7%). Exports were higher by 153 million BAM compared to 2023, and imports by 63.4 million BAM. Last year was the best year in the history of Bosnia and Herzegovina's defense industry in terms of export results.

The primary export products include: ammunition and explosives (over 65%), military weapons and components (approximately 7%), gunpowder, and detonating fuses (more than 27%).



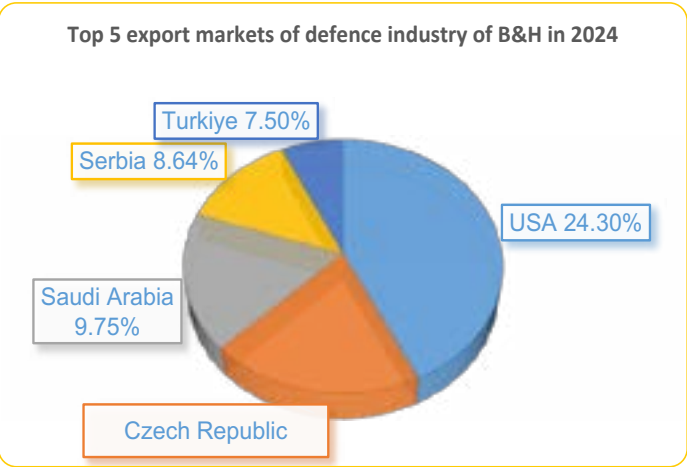
**Source: Foreign Trade Chamber of Bosnia and Herzegovina**

The fact that Bosnia’s military industry’s products are marketed in almost 50 countries and on all continents shows that this industry is export-oriented and that every market is important and interesting. The USA remains the main buyer of Bosnian and Herzegovina’s military equipment, European countries (Czech Republic, Slovakia, Bulgaria, Germany, Poland) are increasingly participating in the purchase of Bosnian military equipment. The Middle East remains an important partner (Saudi Arabia, Iraq, Egypt), and the Asian market is growing, with India, Indonesia, Bangladesh, and the Philippines as new export markets. Most imports come from Serbia (41.59%) and Croatia (18.54%), which indicates regional connections in the military industry.

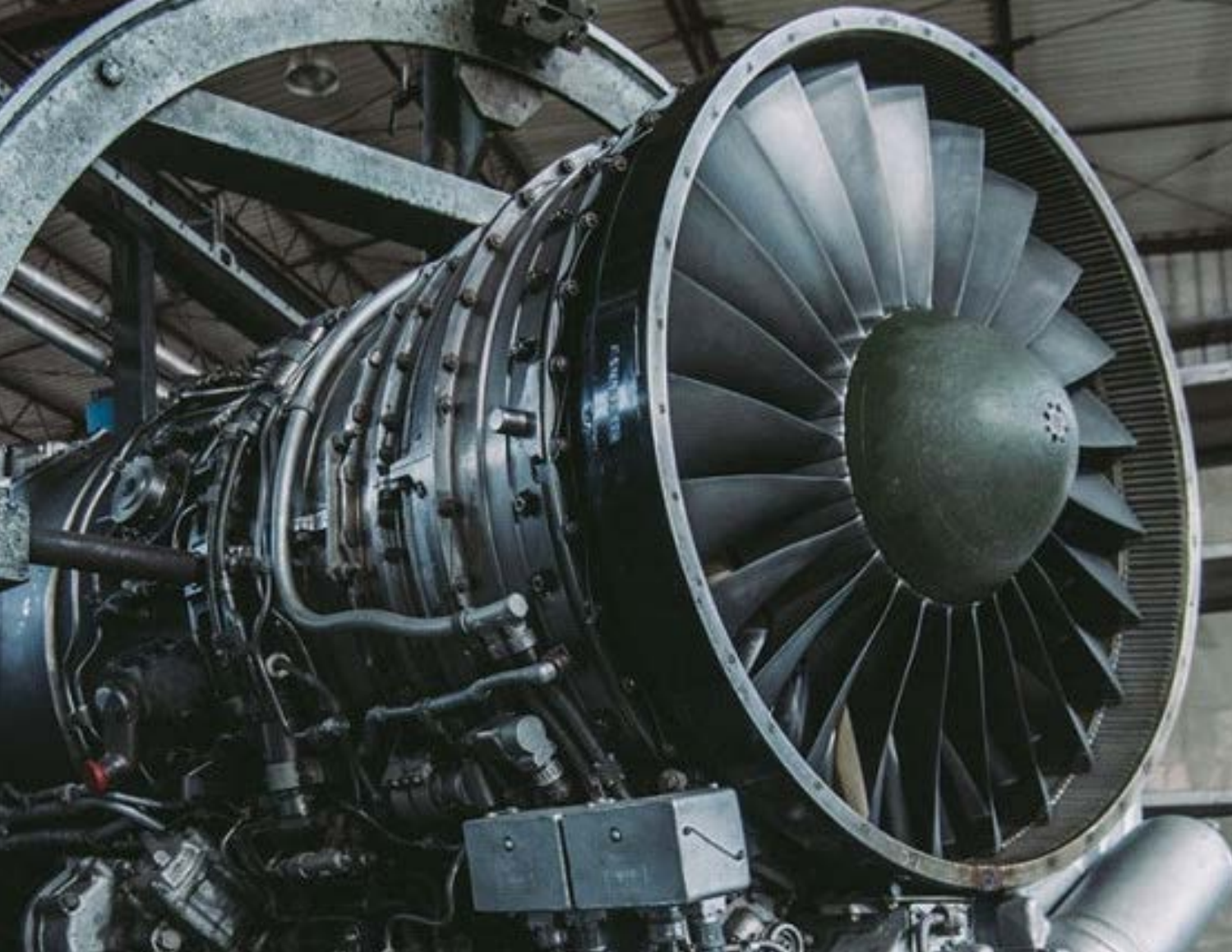
**Source: Foreign Trade Chamber of Bosnia and Herzegovina**

According to data from the Indirect Taxation Authority of B&H, exports of weapons and military equipment from Bosnia and Herzegovina in 2024 reached nearly 7 million kilograms. The largest share, at 6.7 million kilograms, was comprised of military ammunition, followed by military weapons and equipment parts. This data indicates a significant increase compared to the previous year when approximately 5 million kilograms of weapons were exported.

The average monthly net salary per employee in Bosnia and Herzegovina in 2024 was 1.430 BAM (731€). Within the manufacturing industry, the average net salary in B&H for 2024 was 1.159 BAM (593€), but salaries in the metal and electrical industry are slightly above the average in the manufacturing industry (data from the B&H Statistics Agency).







## MILITARY SECTOR PROJECTS IN BOSNIA AND HERZEGOVINA :

*Orao, Bijeljina*



## FORESTRY AND WOOD INDUSTRY IN BOSNIA AND HERZEGOVINA

*FOREST RESOURCES*



Forests in Bosnia and Herzegovina cover a large part of its territory (according to recent data, forests and forest land in BiH cover an area of 3.231.500 hectares or 63.3% of the total area of BiH) and contribute effectively to the territorial and biological balance. New data indicate the existence of as many as 435 million m<sup>3</sup> of wood stock, which amounts to 201 m<sup>3</sup> / ha.

Wood and timber are undoubtedly an important resource of each country that generates local economic growth and significantly influences the creation of jobs in rural areas. Due to their natural and diverse structure, as well as significant natural regeneration,

forests have been given the status of the key resource for further development of Bosnia and Herzegovina. The main types of trees are meals, spruce, pine, beech, oak, maple, elm and fruit trees (cherry, apple, pear). It should be emphasized that beech and oak from Bosnia and Herzegovina in the production of furniture is a highly valued raw material, which additionally opens many doors in the world to B&H manufacturers.

Lately, ecological, economic and social demands towards forests are increasing, and pressures on climatic conditions have been increased. This requires additional efforts both for increased coordination of all activities and encouraging different forms of cooperation, as well as for encouraging greater application of innovations within the sector. These demands, and especially the pressures, tend to be continuously increasing, because, apart from the traditional economic benefits of timber raw materials, as time passes, significant contribution to the social, climate and energy development and the country's position as a whole will also be important.

On the existing raw material basis, a strong wood industry has been developed. The industry has a long tradition of producing a very wide range of wood products. Its development is based on the use of domestic natural resources, and it is traditionally export oriented.

Until the 1990s companies from this sector were known around the world, and Bosnia and Herzegovina was the second largest European furniture exporter, right behind Italy.

The wood sector includes the following activities:

- Forestry and forest exploitation and related service activities;
- Processing of wood and wood products and cork;
- Manufacture of paper and paper products;
- Manufacture of furniture, other processing industry.

The most important advantages, ie the strengths of the BiH-wood processing sector are:

- Tradition of industrial production
- Low labor costs
- Domestic raw material basis
- A favorable geographical position, or proximity to the European Union market.

The unused opportunities and possibilities of the bh wood processing sector are:

- Increase the degree of product finalization
- Foreign investment in the sector
- Low trade barriers
- The image of the European manufacturer

Undoubtedly the enormous forest resources available to BiH represent a significant comparative advantage of the country in relation to neighboring and other European countries.

CERTIFICATION OF FORESTS AND PRODUCTS STANDARDIZATION

Two key effects are achieved by certification of forest resource management. First of all, it improves the performance of the business, with the aim of achieving sustainable management of forest resources, as well as increasing the

competitiveness of the company, since it is one of the specific criteria that the EU market demands when it comes to the export of BH furniture and proof of the origin of the raw material.

FSC is a global generic standard recognized as the highest social and environmental standard for forests. FSC (Forest Stewardship Council) certification means that the forest is managed according to strict environmental, social and economic standards. BiH, as well as the surrounding countries, have chosen this standard and certified forests according to the FCS Sandarwood. In the RS, all state forests are certified and recertified according to the requirements of the FSC standard (Forests of the Republic of Srpska). In the Federation, companies with a forest management certificates are ŠGD Hercegbosanske šume d.o.o. Kupres, JP Forests of Tuzla Canton and Una-Sana forest d.o.o. Bosanska Krupa and Sarajevo-forests started certification for forestry production <sup>1</sup>. Private forests (either in the RS or in the Federation of BiH) doesn't have this certificate.

FSC® CoC (Chain of Custody) – International certification for wood from sustainable forests which proves that wood parts of the certified product are traceable to well-managed forests, controlled sources or recycled materials. This certificate is particularly important after the entry into force the EU TR 995/2010 (European

Tree Regulation) setting a barrier to the trafficking of illegal forestry activities to be placed on the EU market. Manufacturers of timber products covered by this regulation will have to provide their customers in the EU with complete information on the product with objective evidence that the wood does not originate from

illegal sources. FSC CoC is a trace of product information from forest to buyer including all stages of processing, transformation, production and distribution where further processing involves the change of ownership. In accordance with EU Regulation 305/2011 on construction products from 2013, it is mandatory

to have a CE mark for unhindered traffic on the European market. Precasily defined products and groups of wood industry products that are built into the building must have the CE mark.

Establishing a center for quality in the woodworking industry - Since 2014 in BiH (Zenica) within the Center for excellence in wood (CID), there is an accredited Furniture Testing Laboratory (LIND), which (the only one in BiH) meets the requirements of the standards BAS EN ISO / IEC 17025: 2006, and as such, it

provides services for testing the mechanical properties of furniture and equipment for children's playgrounds, which until now have been provided only by accredited laboratories abroad. Activities on the expansion of laboratory services are underway to examine building joinery and façade elements. Laboratory services have been made available to B&H producers of furniture who want to obtain certificates of conformity for their products and that are ready to respond to sophisticated export requirements to the EU market and beyond.

<sup>1</sup>

<sup>1</sup> Source: Chamber of Commerce and Industry of the Federation of Bosnia and Herzegovina  
- <http://www.kfbih.com/fbih-products-quarter-company-with-certificate-for-sustainable-management-sumps>



MACROECONOMIC INDICATORS (SECTOR IN NUMBERS)

Volume of industrial production:

The decrease in gross value added of the wood sector in 2024 compared to the previous year was 7.6% The contribution of the processing industry to GDP growth in 2024 was 13,3 % of which the contribution of the wood sector was 2,2 % (excluding forestry and forest exploitation). Bearing in mind that by 1992, the participation of the wood sector in the gross national income of BiH was about 10%, there is still plenty of room for improvement.

NACE	Activities	Value, 000 BAM			Index <u>2023</u> 2022
		2021	2022	2023	
C16	Wood processing and products of wood and cork, except furniture	412 724	539 845	473 560	87,72
C17	Production of paper and paper products	200 802	276 854	231 315	83,55
C31	Production of furniture, other processing industries	304 729	350 391	372 900	106,42

Source: BiH Agency for Statistics: Thematic bulettin 01- Gross domestic product by, production, income and expenditure approach 2023

Foreign trade:

In the structure of exports of wood sector, the largest part relates to exports of products from the activity production of furniture – 42,5 %, then to - wood and timber processing – 35,2 %. Furniture is mostly exported to European countries. Wood products foreign trade occupies an important place in the overall economy of BiH.

The share of exports of these four activities in total exports of BiH in 2024 is 14.1%, while the share of imports of these four activities in total imports of BiH is 4.5%.

All activities recorded a deficit in 2024, except for the Production of Paper and Paper Products activity, where a surplus was recorded compared to the previous year.

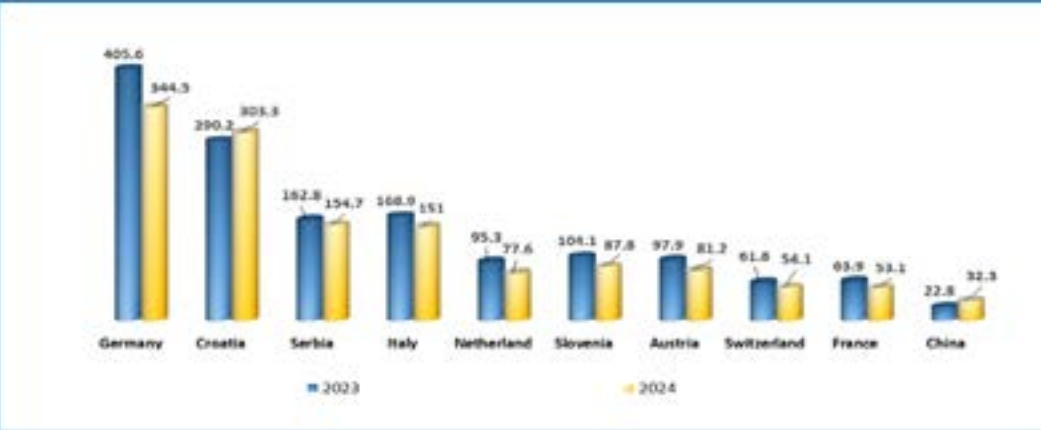
Export and import of BiH in 2019, in 000 BAM					
KD	By areas of KD – production principle	Export	<u>2024</u> 2023	Import	<u>2024</u> 2023
A02	Forestry and logging (forest exploitation)	113 955	89.2	25 874	49.0
C16	Manufacture of wood and products of wood and cork, except furniture	802 523	95.9	376 611	96.1
C17	Manufacture of paper and paper products	392 558	104.1	590 334	105.6
C31	Manufacture of furniture	966 542	89.8	303 856	109.7
	Total wood sector	2 275 578		1 296 675	

Source: BiH Agency for Statistics (Thematic bulettin 06, BiH Foreign trade 2024), Economic statistics, Announcement n.12, Statistics of BiH Foreign Trade January-December 2024

In 2024, 93.7% of total wood industry exports were realized in the 20 leading export markets, and the most important export partners include Germany, Croatia, Serbia and Italy.

Compared to the previous year, in 2024, exports to China increased by 9.5 million KM (an increase of 41.8%), with the largest export being unprocessed wood. Also, exports to the Polish market increased by 2.8 million KM, with the largest increase recorded in furniture exports.

Graph: Top 10 export markets in 2023/2024.



Source: Foreign Trade Chamber of BiH

**Number of companies and employees in the sector:**

Wood industry of Bosnia and Herzegovina is organized within a large number of small and medium-sized enterprises, mostly privately owned.

These companies produce a wide range of products: furniture, furniture elements, construction joinery, parquet floors and flooring, sliced materials, massive plates. According to the statistical business register managed by the Statistics Agency of BiH in the middle of 2023, 1,761 enterprises were active.

According to the data of the statistical institutes of the Entities, the woodworking sector (with forestry) in 2024 employed 42,958 workers (of which in primary processing 15,045, and in the furniture processing 11,694).

In the wood industry of BiH the highest number of workers are with secondary education (more than 60%), while the participation of unskilled workers is about 20%, and there are only 2% highly educated workers (despite the existence of 4 institutions for higher education in forestry and wood processing in BiH).

The average net wage per employee in the sector varies depending on the activity, and the highest is in the production of paper, and depend 1,296 KM and in forestry (state-owned enterprises) is 1,269 KM, while the lowest is in the processing of wood and wood products (884 KM) and in the production of furniture the average net salary is 923 KM per employee.

**INVESTMENT OPPORTUNITIES**

Numerous possibilities for inflow of both, foreign and domestic capital, lie in the revival of former large industrial capacities (Krivaja Zavidovići, Konjuh Živinice, Sana Sanski Most, Sanica Ključ, Borja Teslić, Romanija Sokolac, Šipad Sarajevo and others) that were the bearers of the economic development of Bosnia and Herzegovina. For potential investors, companies that are in bankruptcy proceedings may be interesting. Bosnia and Herzegovina also need investment in forestry infrastructure and new forest exploitation technologies that will enable the increase in the utilization of timber, especially logs of smaller volume and lower-quality, in order to create new products with higher added value. The traditional production of high-quality solid wood furniture in small and medium-sized enterprises in BiH is also a great investment potential of the BiH wood processing sector.

The availability of unused biomass in BiH remains very high. It is estimated that, per year, around 800,000 tons of biomass in BiH remain unused. Investors are currently interested in the use of wood biomass for the production of pellets and wood chips, intended for the production of ecological heat energy. The use of wood biomass to produce particle boards, despite certain concrete interests, still does not occupy an adequate place in the BiH wood processing sector, so there are significant investment potentials which are unused.

**SUCCESSFUL STORIES**

**Foreign companies, investors in this sector:**

- Natron Hayat d.o.o. Maglaj-Hayat Group, Turkey,
- Standard Furniture Factory d.d. Sarajevo-Standard Furniture Factory, Germany,
- Standard a.d. Prnjavor- Dacomet AG, Switzerland,
- SHP Celex a.d. Banja Luka-SHP Harmanec, Slovakia,
- AD Nautic d.o.o. Goražde-Prevent Group, Slovenia,
- Lipa drvo d.o.o. Omarska-Cora Group, Italy,
- Dempson Bosna d.o.o.Kozarska Dubica - Dempson Crooke, United Kingdom,
- Nord Ent Tešanj-Lockwood en Partners B.V I G.P.D.H. Onroerend B.V, Netherlands,
- Prima Inga Stolarz Gabi (ISG) d.o.o. Gradiška-Poland
- Prowood d.o.o. Mrkonjić Grad-Tulisso Moreno i Dasnielis Manuele Italy...

**NATRON HAYAT DOO MAGLAJ (TURKEY)**

“Natron-Hayat d.o.o. Maglaj is an esteemed European company enjoying high reputation in the field of production of various types of paper and paper packaging. It was founded on 15 April 2005 by company Natron d.d. Maglaj and the reputable company KastamonuEntegre company, which is a member of the internationally renowned Hayat Holding Group from Turkey. This newly established company has inherited a 50-year-old tradition and experience in the paper industry (based on the successful work of the former Natron d.d. Maglaj). Natron-Hayat currently employs more than 840 workers. A great number of young and highly qualified employees, along with older experts of various profiles, are making every effort to meet the expectations of every customer. They can offer the following products: packaging paper, MG (machine glazed) paper, crepe paper, finishing paper, paper sacks, paper bags, corrugated board and board packaging, cores. With its current production, company meets not only the domestic market needs but also those outside the borders of Bosnia and Herzegovina.”

**Mr. Avanash Taneja, Managing Director, Natron Hayat doo Maglaj -**

*“I would like to emphasize that Norton head has been one of the most successful privatizations in the country. That has happened not only because it had a very strong, determined and resourceful group head group behind it, but also because of very sincere dedicated, technically strong, workforce in the mill and in the country which delivered the right results once guided properly. In my opinion it is one of the strengths of BiH because only state of the art machines do not deliver the results but you need the right people behind them.”*

## USEFUL CONTACTS

- Ministry of Foreign Trade and Economic Relations of B&H - [www.mvteo.gov.ba](http://www.mvteo.gov.ba)
- Federal Ministry of Agriculture, Water Management and Forestry - [www.fmpvs.gov.ba](http://www.fmpvs.gov.ba)
- Ministry of Agriculture, Forestry and Water Management RS - [www.vladars.net](http://www.vladars.net)
- Wood Cluster Association in B&H - [www.drzni-klaster.ba](http://www.drzni-klaster.ba)
- Foreign Trade Chamber, Association of Forestry and Wood Processing
- Industry - Timber group - [www.komorabih.ba](http://www.komorabih.ba)
- Federal Chamber of Economy, Division of Forestry, Wood Processing and
- Printing Industry - [www.kfbih.com](http://www.kfbih.com)
- Chamber of Economy RS, Association of Forestry and Wood processing - [www.komorars.ba](http://www.komorars.ba)

### WOOD SECTOR PROJECTS IN B&H :

- |  |                                      |
|--|--------------------------------------|
| 1. Furniture Production, Interior Design and Equipment Gala Group Mostar | 4. Natural Wooden Toys               |
| 2. Factory of Tables and Chairs, Lopare                                  | 5. Wood Processing Plant, East Drvar |
| 3. Production of Prefabricated and Dismantling Pallets                   | 6. Wood Wool                         |



## ENERGY SECTOR

### *WHY INVEST IN BIH ENERGY SECTOR?*

- Bosnia-Herzegovina came in FIRST PLACE out of all European cities for FDI renewable energy investment relative to population size for 2020, according to the fDi Intelligence, a data division of the Financial Times
- BiH is on the 8th place in Europe for hydro energy potential and possible annual production of 99.256 GWh
- Huge hydro potential of over 4000 MW
- Potential of wind energy is estimated at 2000 MW
- ~ 1.5 million m3 of wood waste can be used for biomass energy
- Potential installed capacity for solar power plants is 4010 MW
- Solar irradiation vary from 1,240 kWh/m2 in the north to 1,600 kWh/m2 in the south where the sun can shine 270 days a year
- Energy Community Membership
- Favorable Feed-in-tariffs for RES power plant
- Low Operating costs and Competitively priced & qualified human capital
- Energy Reserves and Potentials
- Skilled human capital



Gross electricity production in Bosnia and Herzegovina was 1 402 GWh in January 2025. In total gross electricity production hydro power plants participated with the share of 34.8%, thermal power plants with 59.4% and solar and wind power plants with 5.8%.

In 2022, Bosnia and Herzegovina exported 606 million USD in Electricity, making it the 36th largest exporter of Electricity in the world. At the same year, Electricity was the 1st most exported product in Bosnia and Herzegovina. The main destination of Electricity exports from Bosnia and Herzegovina are: Croatia (271 million USD), Serbia (234 million USD), and Montenegro (101 million USD). In 2023, Bosnia and Herzegovina exported 583 million USD in Electricity.

Electricity supply in BiH, GWh

Snabdijevanje	2023		2024	2024		2025	Supply
	XI	XII	I	XI	XII	I	
Bruto proizvodnja	1 426	1 514	1 573	1 425	1 459	1 402	Gross production
Hidroelektrane	607	709	585	440	520	488	Hydro power plants
Termoelektrane	778	771	929	913	872	833	Thermal power plants
VE i SE	41	34	59	72	67	81	Wind and Solar
Neto proizvodnja	1 337	1 425	1 478	1 326	1 363	1 310	Net production
Hidroelektrane	604	705	582	437	517	485	Hydro power plants
Termoelektrane	692	686	837	817	779	744	Thermal power plants
VE i SE	41	34	59	72	67	81	Wind and Solar
Uvoz	303	369	329	319	447	431	Import
Izvoz	683	717	670	550	572	581	Export
Raspoloživo za finalnu potrošnju	958	1 077	1 136	1 095	1 238	1 160	Available for final consumption

Source: BHAS

On 31 July 2023, the FBiH adopted a set of reform energy laws aimed at harmonising domestic energy legislation with the European Union and Energy Community acquis, i.e. the following:

1. Law on Electricity of the FBiH;
2. Law on the Use of Renewable Energy Sources and Efficient Cogeneration;
3. Law on Energy and Regulation of Energy Activities in the FBiH.

1 st March 2016 BiH joined in Brussels the International Energy Charter - successor of the European Energy Charter, as the 76th member state.

RECOGNITION OF EXISTING FOREIGN INVESTOR

“...South East Europe and the western Balkans is a strategic region for Greenstat, as the region is aiming to increase its renewable production capacity from wind and solar significantly in the next decade.”

Greentstat (Norway)

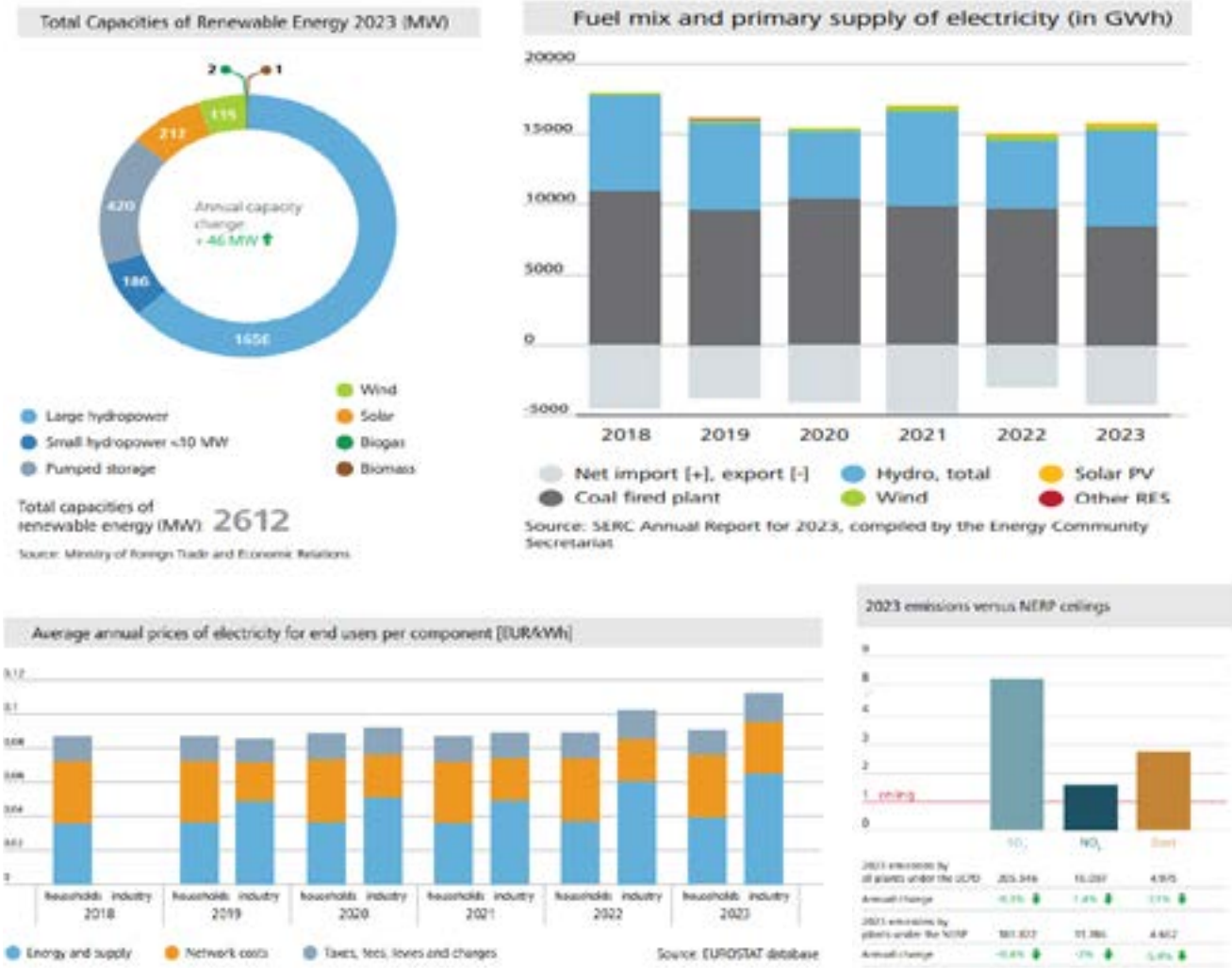
“A German company has agreed to build two wind farms in western Bosnia worth 300 million euros (\$299.7 million), the first part of a 1.5 billion euro project. The deal to build farms in the towns of Glamoc and Bosansko Grahovo”

Andreas Chollet, development manager of German company wpd GmbH

REGULATORY FRAMEWORK

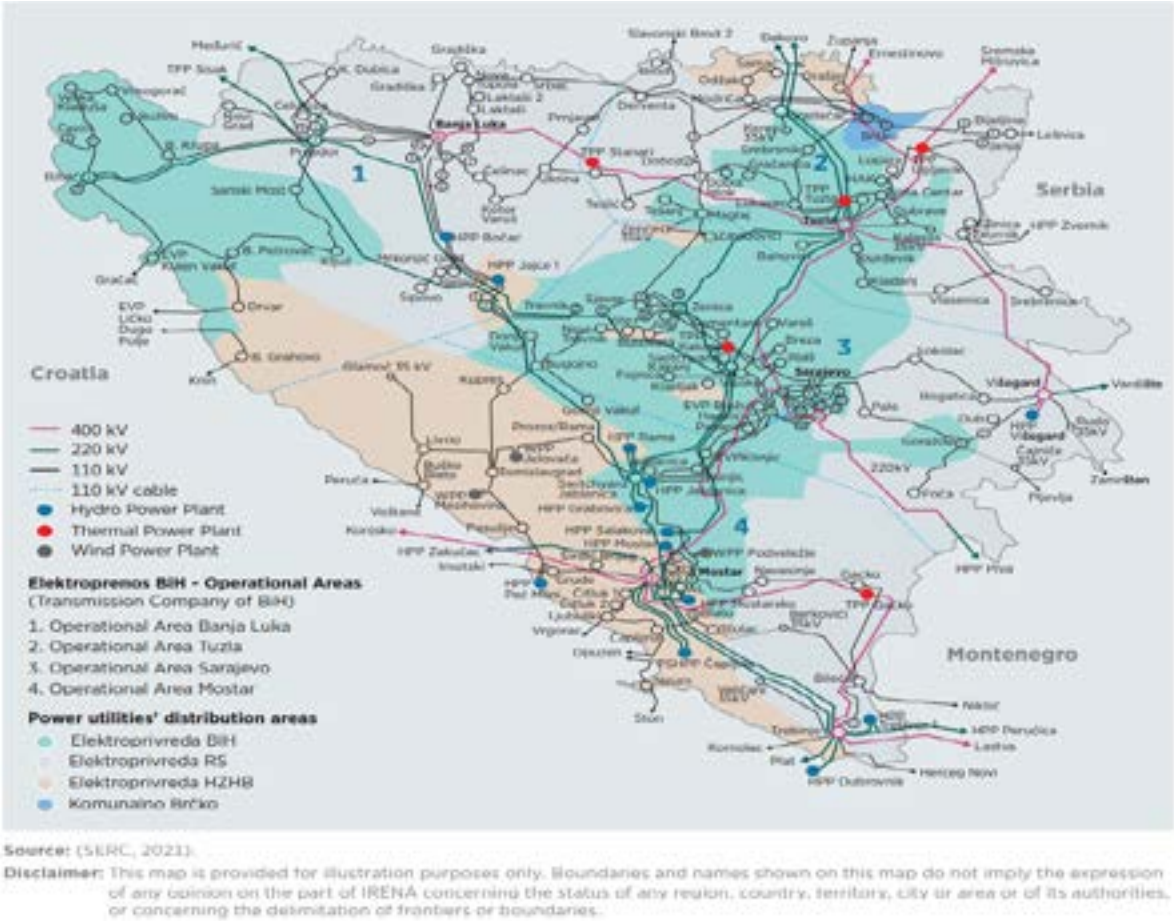
- The independent system operator (ISO) in BiH (NOSBiH) manages the entire BiH transmission network above 110 kilovolts (kV), manages the balancing energy market in BiH, and is responsible for designing an Indicative Generation Development Plan and revising the Long-Term Transmission System Development Plan. NOSBiH formulates recommendations regarding the integration of renewable energy sources to the transmission level.
- The TSO (Elektroprenos BiH) connects power plants to power distribution areas or large industrial customers and connects the power system to neighbouring countries to enable power trade. It operates four operational zones (Banja Luka, Mostar, Sarajevo and Tuzla). It is in charge of developing the LongTerm Transmission System Development Plan.
- The state-level regulator (DERK) looks after transmission system operation, international trade and the power sector in the Brčko District (generation, distribution and retail).
- At entity level, the electricity market is regulated by the Regulatory Commission for Energy in the Federation of BiH (FERK) and the Regulatory Commission for Energy of Republika Srpska (RERS).
- The electricity sector in BiH is dominated by three vertically integrated power utilities, active in the generation, distribution and retail sectors. The transmission level is operated independently. The utility companies are JP Elektroprivreda BiH d.d. (EP BiH), Mješoviti Holding Elektroprivreda Republike Srpske a.d. (EP ERS) and Elektroprivreda Hrvatske Zajednice Herceg Bosne d.d. (EP HZHB). In 2021, their respective market shares of electricity production were 40% (EP BiH), 34% (EP ERS), 14% (EP HZHB).

Electric power indicators of Bosnia and Herzegovina



The target of achieving a 43,6% share of renewable energy in the gross final energy consumption as outlined in the draft NECP is in line with the 2030 target set by the Energy Community. The overall 2030 renewable energy target is subdivided into sectorial targets for electricity (70,1%), transportation (8,4%), and heating and cooling (60,8%). In line with Article 26 of the Renewable Energy Directive (REDII), Bosnia and Herzegovina has adjusted its minimum target for renewable energy in transport to 7% by 2030. The 2030 target for renewable energy in the heating and cooling sector does not comply with the requirements of Article 23 of REDII.

Map of the electric power system of BiH with operational areas of the transmission level (Elektroprenos BiH) and distribution areas of the public electric utilities, 31 December 2020, and power plants



HYDROPOWER

As of the end of 2022 the country had around 2076 MW net installed hydropower capacity larger than 10 MW, 2065 MW of lignite, 182 MW of small hydropower, 135 MW wind power, 102 MW solar and 93 MW of industrial power generation.

The existing large hydropower plants in operation are generally quite old, on average 40-60 years of age, and would require some level of updates due to their growing inefficiencies. There are currently over 100 small hydro plants and 400 more have been discussed (WWF, 2020).



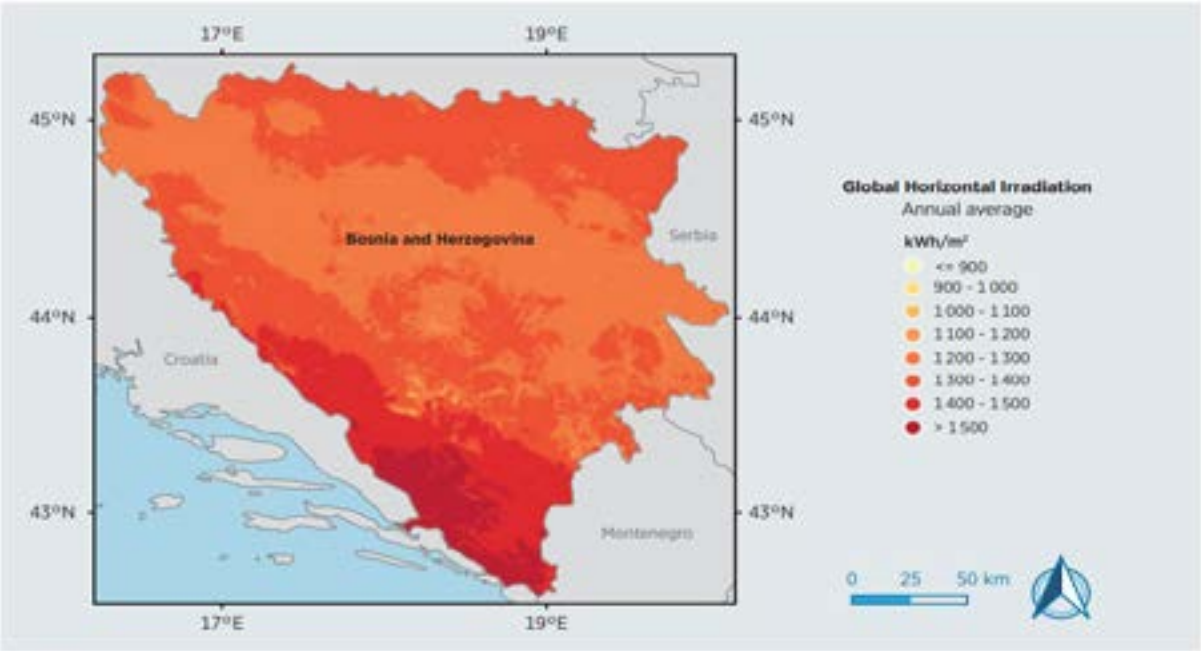
SOLAR

Solar resource and technical potential for the largest cities in BiH

	Global horizontal irradiation (kWh/m <sup>2</sup> )	Technical potential (MWh/kWp/year)
Sarajevo	1 337	1 217
Banja Luka	1 248.6	1 199
Zenica	1 237	1 187
Tuzla	1 238	1 193
Mostar	1 412	1 363

Source: (ESMAP, Global Solar Atlas, 2021)  
Notes: kWh/m<sup>2</sup> = kilowatt hour per metre square; kWp = kiloWatts peak; MWh = megawatt hour.

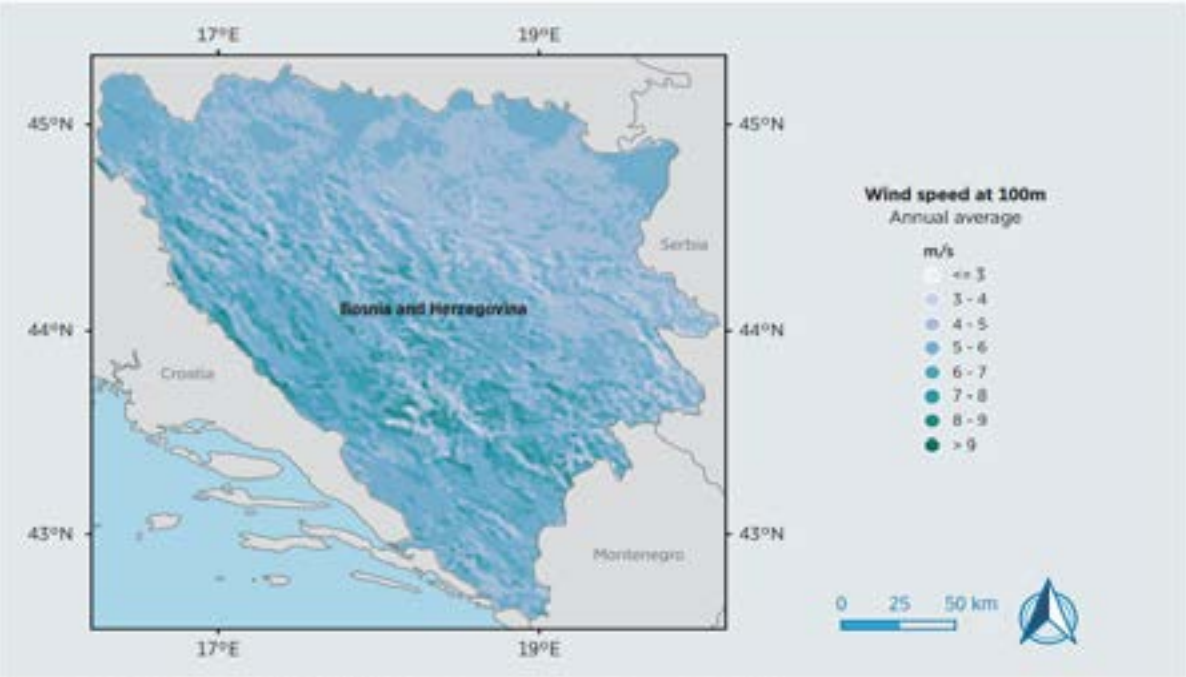
Map of global horizontal irradiation for BiH



Sources: (Global Solar Atlas, ESMAP, 2019); United Nations administrative boundaries 2021).  
Disclaimer: This map is provided for illustration purposes only. Boundaries and names shown on this map do not imply the expression of any opinion on the part of IRENA concerning the status of any region, country, territory, city or area or of its authorities, or concerning the delimitation of frontiers or boundaries.

WIND

Map of average wind speeds for BiH



Source: (Global Wind Atlas (DTU, 2015); United Nations administrative boundaries 2021).  
Disclaimer: This map is provided for illustration purposes only. Boundaries and names shown on this map do not imply the expression of any opinion on the part of IRENA concerning the status of any region, country, territory, city or area or of its authorities, or concerning the delimitation of frontiers or boundaries.

NATIONALLY DETERMINED CONTRIBUTION OF BIH FOR THE PERIOD 2020-30

The Nationally Determined Contribution (NDC) was prepared under Decision 1/CP.21 of the Paris Agreement. It revises the first Intended Nationally Determined Contribution submitted by BiH in October 2015. The report notes the country's vulnerability to climate change due to its geographical position, economic importance of the agriculture, water management and forestry sectors, as well as its limited capacity for climate change adaptation. "The most vulnerable sectors are agriculture and water resources management" (BiH, 2020).

By 2030, the unconditional target in emissions reductions is set to 12.8% compared with 2014 levels or 33.2% compared with 1990 levels. The conditional target is 17.5% compared with 2014 GHG emissions or 36.8% compared with 1990. The NDC sets GHG emissions reduction targets for 2050 of 50% unconditional and 55% conditional compared with 2014 levels, with more intensive international assistance for decarbonising

the power sector and achieving a fair transition in mining areas. The targets also aim to increase GHG sinks in the forestry sector by 93 gigagrams of carbon dioxide equivalent until 2030. The 2020 emissions reduction strategy includes limiting operating hours for inefficient coal-fired thermal power plants, commissioning renewable energy plants, decommissioning carbon-intensive thermal power plants, and gradually using mining locations for renewable energy production. Other measures include reducing coal and heating oil use in buildings, implementing energy efficiency measures, increasing efficiency of heating and cooling systems, and incentivising decentralised and community energy projects.

USEFUL CONTACTS

Generation, Distribution and Supply of Electricity

- Public Company Elektroprivreda BiH - [www.elektroprivreda.ba](http://www.elektroprivreda.ba)
- Public Company Elektroprivreda HZHB - [www.ephzhb.ba](http://www.ephzhb.ba)
- Mixed Holding Elektroprivreda Republike Srpske - [www.ers.ba](http://www.ers.ba)

Laws and Regulations - Entity Ministries

- Federal Ministry of Energy,Mining and Industry - [www.fmeri.gov.ba](http://www.fmeri.gov.ba)
- Ministry of Industry, Energy and Mining of republic of Srpska - [www.vladars.net](http://www.vladars.net)

Transmission of Electricity and International Trade

- State Electricity Regulatory Commission-DERK - [www.derk.ba](http://www.derk.ba)  
Licensing, Tariffs and Technical Conditions
- Entities Regulatory Commissions FERK - [www.ferk.ba](http://www.ferk.ba) & RERS - [www.rers.ba](http://www.rers.ba)

Transmission and Market Development

- Electricity Transmission Company Elektroprenos/Elektroprijenos BiH - [www.elprenosbih.ba](http://www.elprenosbih.ba)

Incentive Rights and Obligatory Purchase Agreement

- Operator for RES and EC in FBiH - [www.operatoroieiek.ba](http://www.operatoroieiek.ba)
- Operator for RES and EC in RS - [www.ers.ba](http://www.ers.ba)

ENERGY SECTOR PROJECTS IN B&H:

Hydro Power Plant Projects in Bosnia and Herzegovina:

- |                        |  |
|------------------------|--|
| 1. Hpp Janjici Zenica  | 4. Pspp Vrilo Tomislavgrad                             |
| 2. Ustikolina, Gorazde | 5. Kovanici, Zenica                                    |
| 3. Kablic, Livno       | 6. Reversible Hydro Power Plants Vrletna Kosa and Usce |

Small and Mini Hydro Power Plant Projects in B&H:

- |                                |                                  |
|--------------------------------|----------------------------------|
| 1. Small Hpp Marusici, Kakanj  | 3. Small Hpp Usce, Kakanj        |
| 2. Small Hpp Una Kostela Bihac | 4. Small Hpp Zuca Rijeka, Kakanj |

Wind Farm Projects in B&H:

- |                                       |   |
|---------------------------------------|---|
| 1. Borova Glava, Livno                | 4. Wind Farm Skadimovac, Glamoc         |
| 2. Velika Vlajna, Mostar              | 5. Wind Farm Vlastic                    |
| 3. Wind Farm Derala, Bosansko Grahovo | 6. Wind Parks Slovinj and Dzeva, Glamoc |

Biomass & Solar Projects in B&H:

- |   |  |
|---|--|
| 1. Central Heating System, Teslic                                     | 13. Cubic Style – Renewable Energy Self-Sustainable Outdoor Kiosk                    |
| 2. Cogeneration Plant on Biomass, Sokolac                             | 14. Gas Power Plant Tesla  |
| 3. Biomass Power Plant, Visoko  | 15. Energy contracting and renovation of old facility                                |
| 4. Waste to Energy Plant, Kotor Varos                                 | 16. Natural Gas Distribution for Travnik Vitez Busovaca and Novi Travnik             |
| 5. E387 Production Of World Class Electric Vehicle Charging Solutions | 17. Natural Gas Distribution for Jajce Donji Vakuf Bugojno and Gornji Vakuf-Uskoplje |
| 6. Solar Power Plant Anarea 2, Stolac                                 | 18. Geothermal Energy for Heating and Cooling of Facilities In Visegrad              |
| 7. Solar Power Plant Anarea 3, Stolac                                 | 19. Seawater Distillation Apparatus Combination with Renewable Energy                |
| 8. Solar Power Plant Eco Energy 2, Stolac                             | 20. Hydroelectric Power Station with Hair Turbine in Running Waters                  |
| 9. Solar Power Plant Eco Energy 3, Stolac                             | 21. Geothermal Heating System in The City of Bijeljina                               |
| 10. Solar Panels on Warehouses Buildings in Port of Brcko             |  |
| 11. Reconstruction and extension of the Zepce heating pipeline        |  |
| 12. The Construction of a biofuel (Wood Chip) Boiler House Zepce      |  |





## MINING AND METAL PROCESSING SECTOR IN BOSNIA AND HERZEGOVINA

Mining sector that includes exploration, exploitation, metal processing and processing of the other indigenous mineral resources, has a long tradition in Bosnia and Herzegovina, as well as huge potentials.

### REASONS TO INVEST

Metal production sector in Bosnia and Herzegovina is one of the most important industrial sectors in the country with the tradition longer than a century. Metal sector is particularly export oriented sector with the total export share of about 37 - 40 % of the total revenues\*.

B&H metal processing has traditionally been one of the strongest bh sectors by offering a strong human and resources base as well as a long tradition enabling sustainable development of various value-added businesses, export oriented in particular. First industrial capacities of the metal sector developed from the craft workshop for maintenance of the coal mine to the equipment and salt.

B&H metal sector has permanent and robust production growth rate of over 10% within the past few years, being strongest exporter of the B&H economy. Metal industry is one of the most important industrial sectors of the whole region based upon the following data:

- Long tradition in the metal processing industry
- Developed advantages at the international market
- Abundance of production facilities and industrial zones
- Skilled and affordable labor force
- Available production capacities
- Rich in mineral resources
- Export oriented sector (app. 40% of the total export)
- Natural recourses /low cost sourcing of input / low cost of production,
- Qualified, trained, motivated and at a price competitive labor force,
- Available infrastructure and inputs,
- Good export opportunities including geographic position and incentives,
- Sector supported universities, research and development institutions and design and engineering companies.
- Long tradition in the metal processing industry
- Developed advantages at the international market
- Abundance of production facilities and industrial zones
- No restrictions for foreign partnership with domestic companies





- MAHLE Electric Drives doo Laktaši
- Metalno d.o.o Usora
- Care Fusion d.o.o. Usora
- Adriatic Metals d.o.o. Vareš
- Voith Hydro Bosnia d.o.o. Lukavac
- Ama Adriatic d.o.o. Višegrad
- GS TMT Travnik
- Saraj Komerc – Gornji Vakuf
- Tem Mandex
- Termoklima – Laktaši
- Aluminij d.d. – Mostar
- Presal Extrusion – Široki Brijeg
- Fagus Haus - Banja Luka
- Arcelor Mittal – Zenica
- Feal – Široki Brijeg
- Metalno d.d. – Zenica
- Max Mara – Banja Luka
- MIP – Prijedor
- Aka Metal Gračanica
- Eurel d.o.o. Usora
- EMERUS d.o.o. Široki Brijeg
- Zinktechnik Bosnia - Mostar

**Tradition of the Sector**

The metal sector in Bosnia and Herzegovina has a long history, great potential and competitive advantages due to the existing stocks of raw materials and competitive prices as well as a long tradition that enables sustainable development of various activities. The processing industry is quite diverse and includes the production of base metals - iron, steel and alloys, powder metallurgy, metal processing and coating as well as general engineering. The focus of this analysis is on the production of the finished metal products, except machinery and equipment.

The key obstacles in this sector included the inability to expand to a new market base (new buyers), high costs of obtaining certifications and implementing standards required by the EU, and the lack of skilled workforce. The sectors with high export potential within Metal Processing industry were automotive sector, cable industry, and metal processing of black and aluminium metals orientated towards EU markets.

To expand to new market base, it was assessed that companies needed to attend trade shows and connect with buyers through trade missions and business-to-business meetings. Furthermore, to reduce the costs of fulfilling EU standards, export recognition status was required. To improve workforce development, adult practical training and adjustment of formal curricula to meet current and future industry needs, were identified as essential.

Important note to mention is the announcement in 2023 to invite the companies to participate in the EXPO-DIGIT project – Support for Bosnian companies in internationalization and digitalization for small and medium-sized enterprises from the metalworking and woodworking sectors.

The EXPO-DIGIT project is jointly financed by the European Union and the Government of the Federal Republic of Germany through the EU4BusinessRecovery project. The Project’s implementation by GIZ, UNDP and ILO is good opportunity for bh companies to be accompanied with the latest digitalization standards followed by the most progressive companies of the mentioned industries.

**SUCCESSFUL COMPANIES**

**1. Mann Hummel BA Tesanj (investment from Germany)**

MANN+HUMMEL BA started operating in 1974 on the basis of a licensed contract with MANN+HUMMEL Germany. Until 2005, the company worked under the name “UNICO Filter”, after which she joined the “MANN+HUMMEL” group the same year. The production and sales range contains filters and elements for air, oil and fuel filtering for cars, trucks, buses, agricultural and construction machinery. Products are marketed under two brands, MANN-FILTER and WIX Filters.
Clients/supplier of: Volkswagen, Scania, Iveco, Deutz, HATZ
Number of employees in BiH: 630
Testimonial: Mr.Mahmut Galijasevic, General Manager, Mann Hummel BA Tesanj

**2. Veritas Automotive d.o.o. Sarajevo (Germany)**

Veritas Automotive, based in Sarajevo, was established in 2011 as a member of the PoppeVeritas Group, which has existed since 1849 and is one of the global leaders in the rubber, plastics and metal sector for the automotive industry. The headquarters of the PoppeVeritas concern is in Germany, with 14 production sites around the world with about 5,000 employees and a turnover of approximately 630 million euros. Their customers, leading manufacturers of cars Daimler, VW, Audi, GM, BMW, Ford and others, have recognized the quality of products being their best reference.
What is particularly positive is the fact that parts produced in Bosnia and Herzegovina go to Germany's car production lines where they are directly incorporated into new cars.  Their production facilities are equipped with state-of-the-art technical equipment, they work in a team of educated and highly skilled professionals, who upgrade their knowledge on a daily basis, but also transfer them to new members of their team.
Number of employees in BiH: 350 Clients/supplier of: Volkswagen Konzern, Daimler, General Motors BMW Group, Ford Motor Company, Opel, Webato, Magna

3. Prevent CEE d.o.o. (Germany)

Prevent Group in Bosnia and Herzegovina is a member of a global company that employs over 13,000 employees in 36 locations worldwide. Prevent in Bosnia and Herzegovina was established in 1999 and is today the leading exporter and employer. When it appeared on the market of Bosnia and Herzegovina, Prevent employed 50 workers, but from the following year continuously expanded its production capacities, opened new jobs and increased the export of a wide product range to the world markets. Today Prevent operates at 16 locations in B&H and employs 6,500 employees.
The data confirming Prevent’s motto “where entrepreneurial enthusiasm encounters professionalism in construction” suggests that Prevent’s upholstery is found in 15% of cars in Europe. In addition to the automotive industry, Prevent is significantly present in the metal segment with capacity of 40,000 tons per year, as well as segments of production of plastic components for the automotive industry. Prevent is a recognizable name in the segments of fashion clothing, furniture, protective equipment, footwear and nautics, and is a partner of the world’s leading brands in these areas.
Clients/supplier of: Ford, Opel, BMW, Volkswagen, PSA, BRITAX, KNOR BREMSE
Number of employees: 6500
Testimonial: Mr. Almir Jazvin, Managing Director, Prevent CEE d.o.o.

4. Jajce Alloy Wheels (Germany)

Jajce Alloy Wheels is a manufacturer of aluminum wheels and a free market. In the production program, the cross sections of 10 to 22 inches are available for different types of cars. Jajce Alloy Wheels produces wheels by the design of Brock Car Fashion, as well as at the request of other customers who have their own design tools.
The history of the factory in Jajce has its roots since the early eighties when the then giant Energoinvest from Sarajevo and Bauxite Mines Jajce built a foundry facility. In the mid-1980s, the foundry began to work, and then the technology of low-pressure casting of aluminum was adopted. The factory had the so-called. “golden age” at a time when “Red Flag” Kragujevac exported cars to the United States. The then production record of the foundry was 107,000 wheels of an average diameter of 13 cols and a mass of 7.5 kg. The owner of Brock Group, Mr. Hans Hubert Brock and entrepreneur Miroslav Leko, who returns home after twenty years of work in Germany, decided to start production of aluminum alloy wheels. Thus, in the fifth month of 1998, the company Jajce Alloy Wheels d.o.o. After the reconstruction of facilities from war victims and the purchase of new machines, the production was launched on February 22, 1999.
Clients/supplier of: Brock Alloy Wheels GmbH, Aluminij Mostar d.d
Number of employees: 210

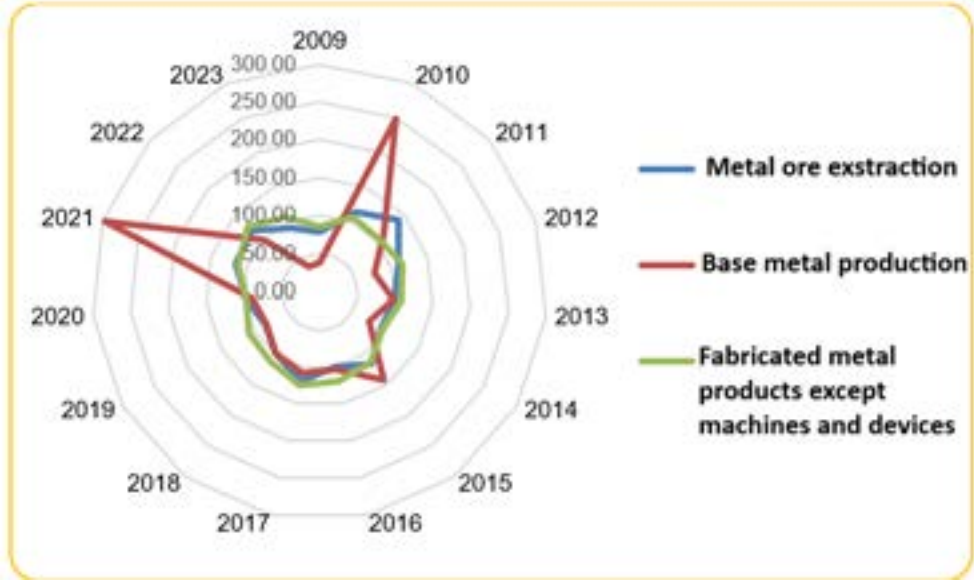
GRAPHS

Indicators per years

Indicators in MS	2010	2012	2014	2016	2018	2020	2021	2022	2023	2024
Value added share in GDP	3.11%	3.20%	2.99%	3.44%	4.03%	3.87%	4.82%	4.91%	4.16 %	*
Export share	37.6%	36.4%	34.2%	33.4%	36.3%	36.1%	39.2%	46.2%	40.4%	41.8 %
Company numbers	1,119*	1,176	1,111	1,114	1,163	1,212	1,255	1,345	1,423	*

Source: Agency for Statistic and Foreign Trade Chamber of B&H

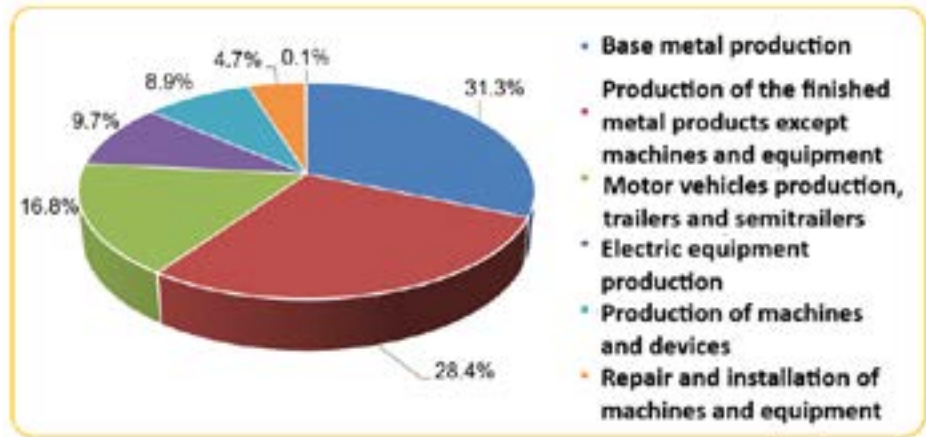
GDP INDEKS / nominal index for metal ores mining and basic activities of the



Source: Agency for Statistics

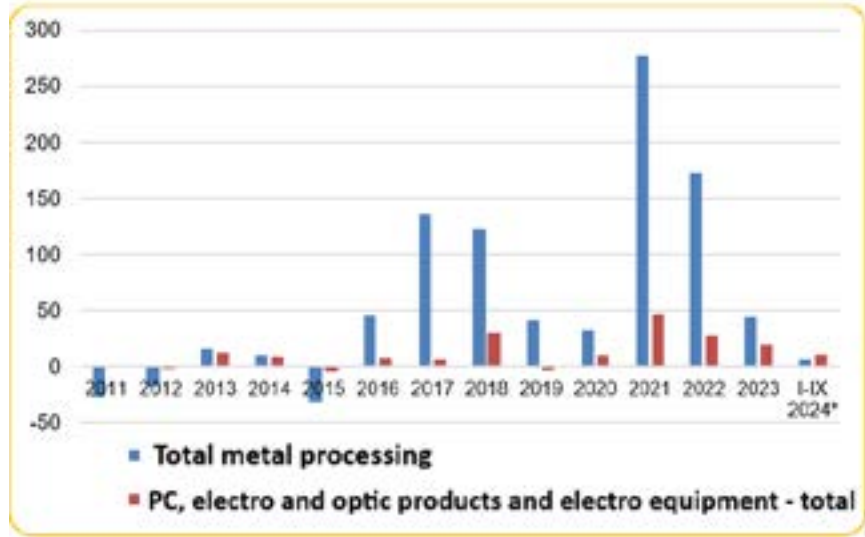
FDI Share in metal and electro industry – 2024/ Investment activities within the total foreign investments in the metal sector

December 2023 - in percentages:



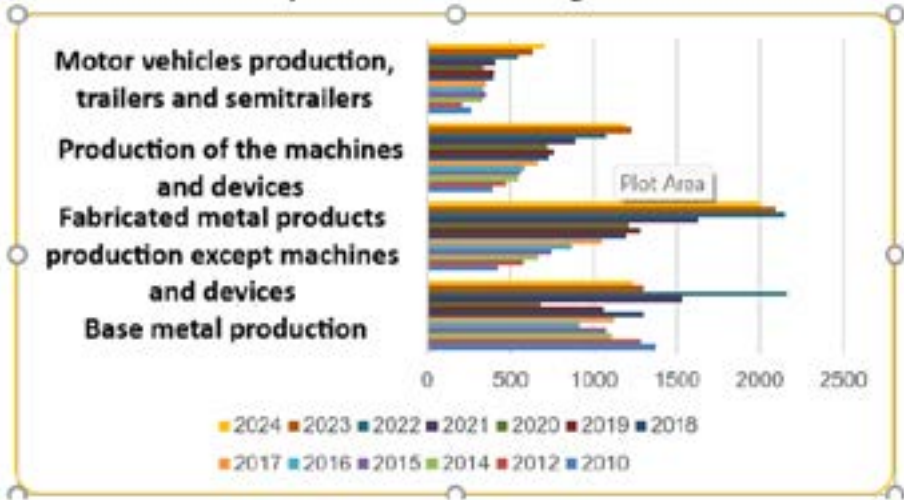
Source CBBIH, FDI balance

FDI of the metal and electro industry by years / 2011 – September 2024 (Million BAM)



Source: CBB&H, FDI Flows by activities/NACE Rev 2

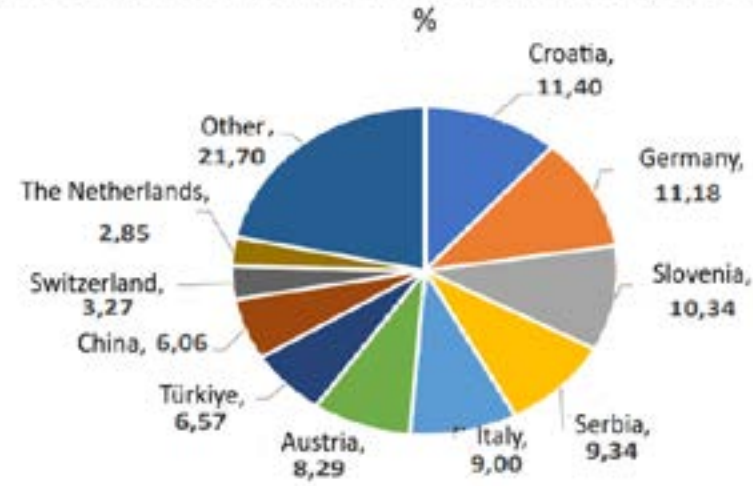
Export share of the metal processing sector from 2010 - 2024



Source: Agency for Statistics

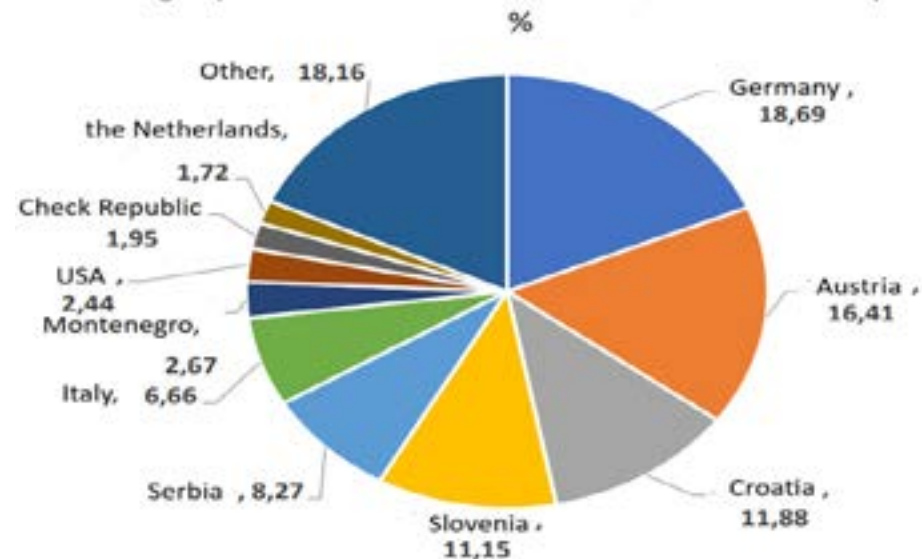
EXPORT/IMPORT – Source: Foreign Trade Chamber of B&H

Import markets of the metal and electro industry of B&H 2024,

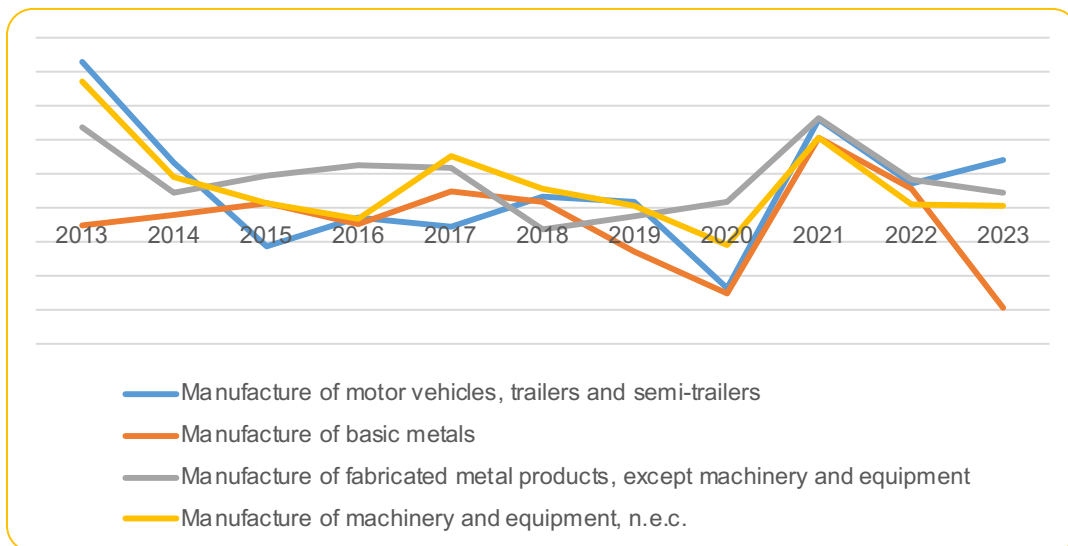




Leading Export Markets of the Metal and Electro Industry in BiH

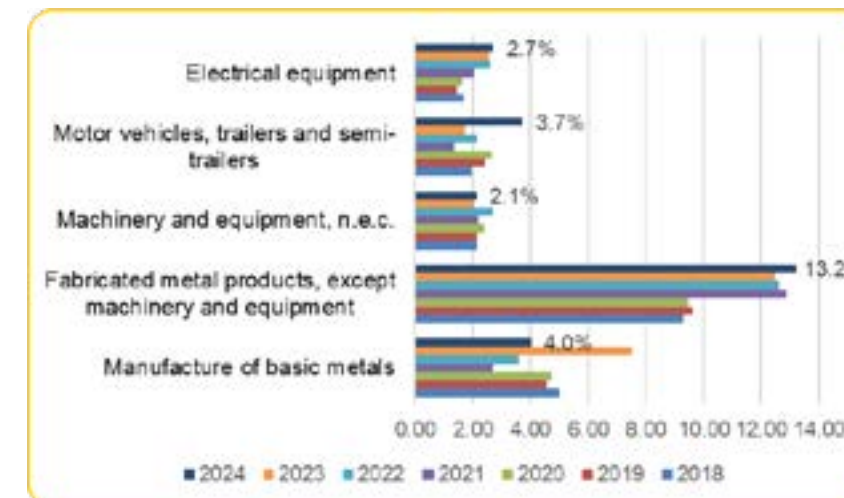


Industrial production changes of the basic activities 2024 last update



Source: Statistics agency, industrial production index volume

The share of the basic activities of the sector in the total industry



Source: Statistics agency, industrial production index volume

## SUBSECTORS

1. Metallurgy and Mining
2. Military Industry
3. Automotive industry

Bosnia and Herzegovina has significant deposits of non-metal and other industrial minerals, such as salt, limestone, asbestos, pyrophyllite, kaolin, gypsums, clays, (china clay), dolomite, silica sand, stones, gravel (aggregates), sand, and other minerals. In order to benefit from those huge potentials mining sector requires substantial reforms and restructuring as well as modernization of all exploration and exploitation segments. It could be achieved through the introduction of new technologies. It requires significant investments and opening an array of investment opportunities for both strategic partners and reliable investors.

Metal ore mining in 2023 registered reduce of -6.5% comparing to the previous year and industrial production share for 2023 was 1.00%. Bosnia and Herzegovina is abundant in various natural mineral resources, particularly in large deposits of coal, bauxite, iron and limestone.

Constant price growth, long delivery time and lack of raw materials lead to increased production costs as well as difficult and unpredictable situation increase the risk. Within the activity “extraction of metal ores”, direct foreign investments were continuously increasing until December 2022. In December 2023, the amount of 227.7 million KM was registered (a slight decrease compared to the highest amount from 2022). The share of activities in the total balance of DSI (19.4 billion KM) is 1.2%.

During 2024, the extraction of metal ores registered a decrease of -14.2% compared to the previous year, and its participation in the structure of industrial production in XII 2024 was 1.19% (the rate of change from the calendar-adjusted indices is -19.1%).

Talking about the structure of foreign investments in the field of activity by component is: ownership shares and retained earnings make up 77.0% and other capital 23.0%. Significant annual increases were registered in the period 2018 - 2020 as well as in 2022.

Other important activities for the mentioned sector are:

During 2023 export decreased by 1.3% and amounted to 69.1 million KM (share in total exports remained 0.4%) as well as imports decrease by 33.8% amounting 23.5 million KM.

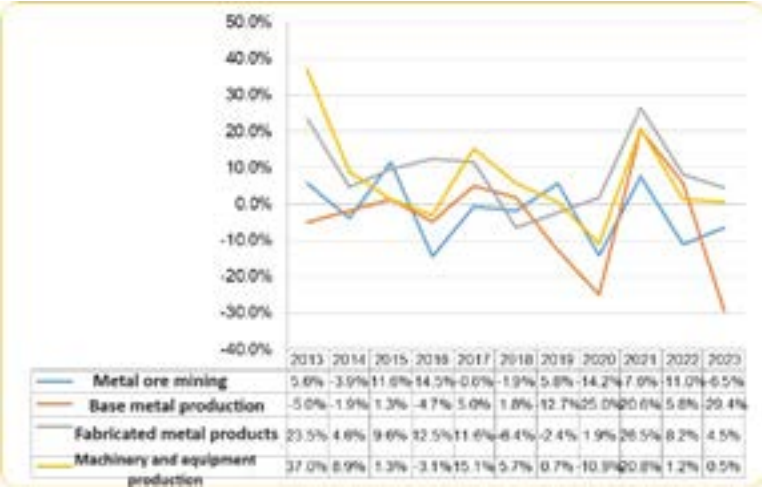
Within the activity “mining of metal ores”, foreign direct investment was in continuous growth until December 2022. In December 2023, an amount of 227.7 million KM was registered (a slight decrease compared to the highest amount in 2022). The activity's share in the total FDI stock (19.4 billion KM) is 1.2%.

The structure of foreign investment within the activity by components is: equity and retained earnings account for 77.0% and other capital for 23.0%. Significant increases on an annual basis were registered in the period 2018 - 2020 as well as in 2022.

In 2023, a negative amount of -20.1 million KM was registered due to the negative value within “other capital” (possible liabilities under previous debts), while according to preliminary data for the nine months of 2024, 64.2 million KM was registered (due to the increase in equity).

One of the most successful foreign investments in BiH within the mining sector is the lead investment in the Olovo Ore Mining (the activities of Geomot d.o.o. and investor MINECO from Great Britain), the interest of ArcelorMitta and Israel Investment Group has been announced for the remainder of the Ljubija Iron ore mine. New metal foundries have been published (more in the section of mining below). Within the framework of mining and based on previously issued concessions, the activities of foreign investors are expected as well as significant increase in that field of work.

**Industrial production of the change rates for the activities of metal and mining ores and of the basic metal processing industry / 2023**



Source: Agency for statistics B&H, industrial production volume index

**Responsibilities for geology, metallurgy, metrology and industry:**

- Federal ministry of energy, mining and industry  
<http://www.fmeri.gov.ba/>
- Ministry of industry, energy and mining of Republic of Srpska  
<http://www.vladars.net/sr-SP-Cyrl/Vlada/Ministarstva/mper/Pages/default.aspx>
- Governement of Brčko District  
<http://www.bdcentral.net/>

**FDI IN METAL PROCESSING SECTOR**

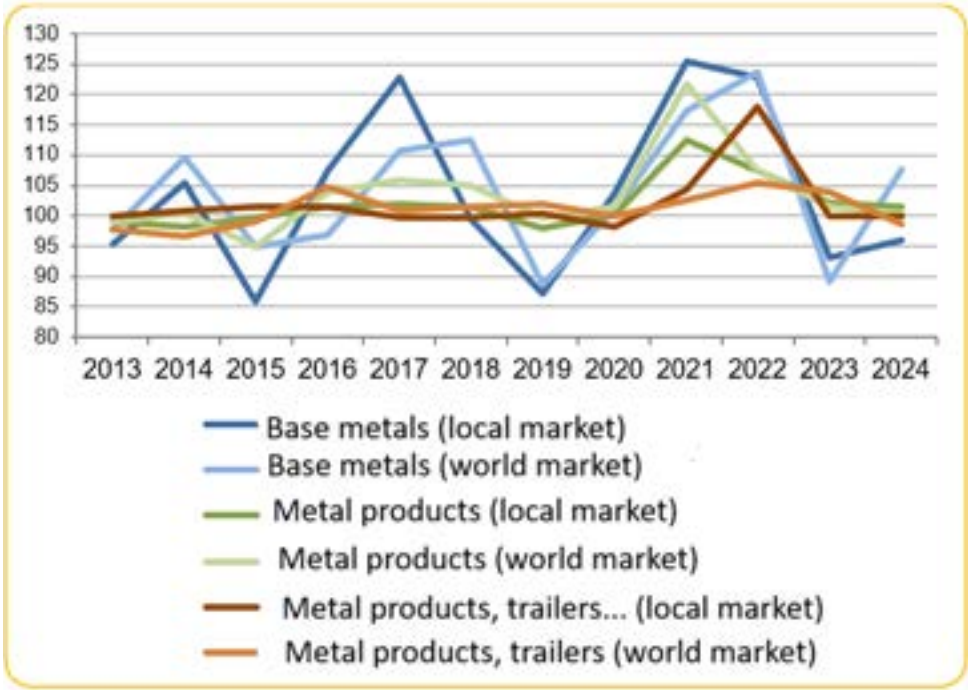
The total amount of DSI in the metal and electrical industry (a total of eight activities) in December 2023 was 1,922.0 million KM or 1.9 billion KM, which is a share of 9.9% in total foreign investments (19.4 billion KM).

According to preliminary data (with estimated retained earnings), in the period January - September 2024, 17.8 million KM foreign investments were registered in the metal and electrical industry (eight activities) (1.2% share in the total DSI with the amount of 1,477.4 million KM).

Total FDI share for six basic sectors products:

- Fabricated metal products, except machines and equipment – 2,80%
- Motor vehicles, trailers and semitrailers – 1,70%
- Base metal production – 3,1%.
- Production of computers and different devices - 0,50%
- Production of electric equipment – 1,00%
- Production of machines and devices – 0,90%

Prices index in domestic and foreign market



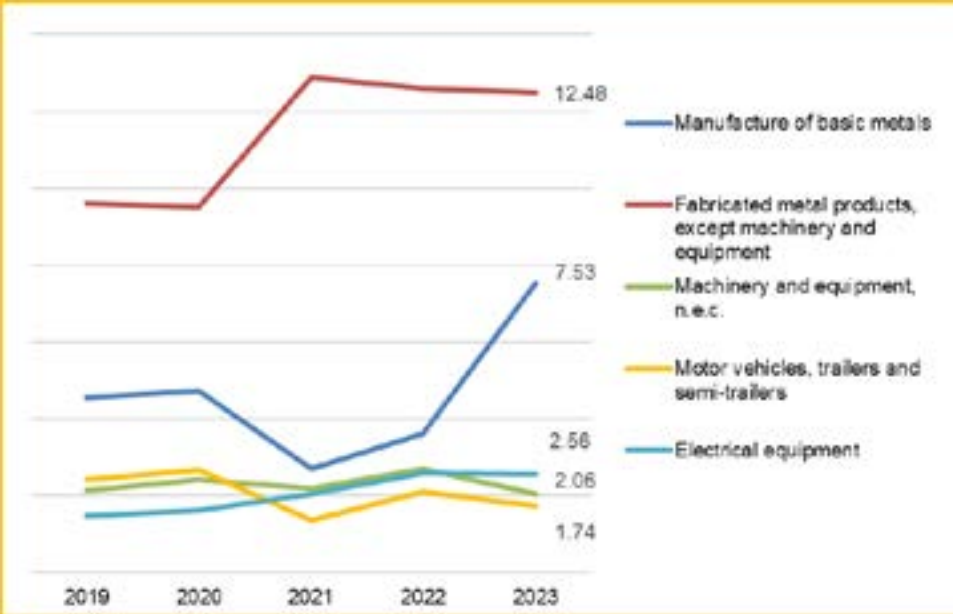
Source: BH Statistic Agency , manufacturing prices index

- GDP share in metal and electrical industry in 2023 was 4,16 % (refers to the gross value added share within seven manufacturing activities (constant increase was registered)
- No restrictions for foreign partnership with domestic companies

The investments were made in sectors of:

Investment activities within the total foreign investments in the metal sector

Sector basic activities in the processing industry share



Source: Statistic Agency of BH, Industrial production volume index

Investment activities within the total foreign investments in the metal sector –

Foreign investor’s access in to a metal sector would have enabled flow of local company’s access towards new technologies, knowhow system and administrative skills. That also includes domestic companies into a regional and global business networks as well as additional capital for investments in order to increase productivity and competitiveness of the companies.

According to the data of LRC BIS – Business Intelligence System, potential investors in the metal processing sector should be aware of the following company numbers and increase percentages.

WAGES – HUMAN RESOURCES

The average net income in BiH amounted to 1,381 KM in 2024, an increase of 9.4% compared to the average in 2023, while the average monthly gross salary per employee in legal entities amounted to 2,138 KM, which is 9.8% more compared to 2023.

Within the manufacturing industry, the average net salary in BiH for 2024 amounted to 1,115 KM and increased by 11.1% compared to 2023, while the average gross salary amounted to 1,670 KM and increased by 11.4% compared to 2023. (Source: Average gross and net salaries paid to employees in 2024 by accounting period, second half of the year, BiH Agency for Statistics).



**In Federation of Bosnia and Herzegovina** Decision on the Minimum Wage for 2025.

The decision stipulates that the minimum net wage for the period from January 1 to December 31, 2025, will be set at 1,000 KM (approximately 511 EUR).

Incomes in the metal and electrical industry are above the average of the processing industry in BiH (table on paragraph 19, incomes by activity in December 2024). Within the scope of wholesale and retail trade in motor vehicles and motorcycles; repair of motor vehicles and motorcycles, the net salary in December 2024 was 1,252 KM, and the gross salary was 1,956 KM.

Average monthly wages per employee in B&H	Net wage KM			Index	Gross wage KM			Index
	2022	2023	2024	<u>2024</u> 2023	2022	2023	2024	<u>2024</u> 2023
TOTAL average	1,122	1,263	1,381	109.4	1,723	1,947	2,138	109.8
Manufacturing industry	883	1,004	1,115	111.1	1,312	1,499	1,670	111.4

Source: BiH Statistic Agency

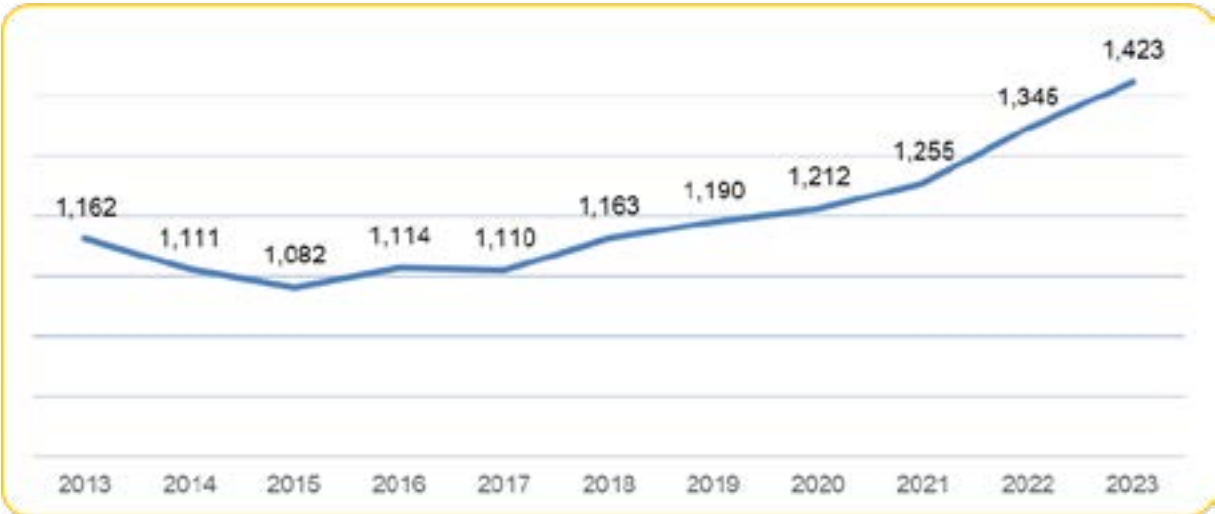
**Employee’s number in metal and electro industry in both entities /2023 – 2024 including wages**

Metal and electro industry Activities	*2023 Employee's both entities (Index 2023/22)	*2024 Employee's both entities (Index 2024/23)	FB&H Employees 2023	FB&H Employees 2024	RS Employees 2023	RS Employees 2024	***Wages in B&H XII 2024	
							net	gross
Base metal production	6,060	5,413	4,021	3,632	2,039	1,781	1,437 KM	2,243 KM
Fabricated metal products production except machines and equipment	25,600	25,636	18,443	18,608	7,157	7,028	1,276 KM	1,970 KM
Machines and devices production	4,403	4,159	3,269	3,242	1,134	917	1,285 KM	1,999 KM
Motor vehicles, trailers and semitrailers production	4,102	4,116	3,245	3,173	857	943	1,398 KM	2,170 KM
Other transport means production	124	119	94	91	30	28	1,249 KM	1,940 KM
PC, electronic and optic products production	1,061	1,084	409	425	652	659	1,624 KM	2,505 KM
Electric equipment production	5,367	5,300	3,291	3,369	2,076	1,931	1,335 KM	2,110 KM
<b>TOTAL</b>	46,717 **(102.4)	45,827 **(98.1)	32,772 **(103.1)	32,540 **(99.3)	13,945 **(100.8)	13,287 **(95.3)	-	-
Metal ores extraction	2,517 **(107.0)	2,401 **(95.3)	892	925	1,627	1,476	1,780 KM	2,808 KM
Repair and installation of machines and devices	3,480 **(107.6)	3,432 **(98.6)	1,904	1,922	1,576	1,510	1,182 KM	1,790 KM

Source: Agency for statistics – both entities

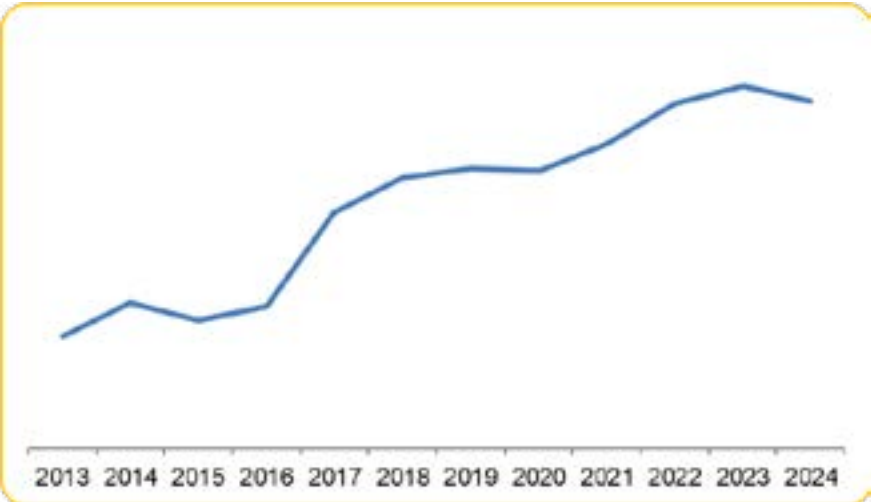
**Overview of the company numbers, based on the data of the Agency for Statistics of BiH within the framework of business statistics:**

**Company numbers without entrepreneurs within 7 basic activities of the metal and electro industry**



Source: Statistic Agency BH

**Employee numbers**



Source: Statistic Agency BH

The average monthly gross salary of the workers in companies in the metal sector is or 500-800 EUR meaning that workers in the companies engaged in the production of the finished metal products are paid an average of 9 KM or 5 EUR per hour.

Number of employees    app.45 000

FOREIGN TRADE OF THE SECTOR

It has been noted that the export of the metal and electrical sector of Bosnia and Herzegovina amounted to 6.93 billion KM in 2024;

- Drop of a 0.38% drop in exports was recorded, amounting to 26.6 million KM;
- In the total export of BiH, the metal and electrical sector in 2024 participates with over 42%, which, looking at the structure of our industry, this puts the sector in convincing first place;
- Imports of the metal and electrical sector of Bosnia and Herzegovina in 2024 amounted to 10.7 billion KM
- Import growth of 2.17% was recorded, amounting to 227.4 million KM;
- In the total import in BiH, the metal and electrical sector participates with 36%.
- The volume of trade in the metal and electrical sector in 2024 amounted to 17.5 billion KM.
- Coverage of imports by exports of the metal and electrical industry is 64.79%.

Source: Foreign Trade Chamber of B&H

Furthermore, few successful stories from foreign investors may be a positive sign for new investment activities.

INVESTMENT OPPORTUNITIES

Strong development and permanent production growth that characterized Bosnia and Herzegovina metal sector is considerably below its real potentials and expected performances.

The existing structure of the metal sector in Bosnia and Herzegovina, characterized with small companies provide huge chances for large integrator companies of the sector, to integrate existing primary producers and to start their operations.

In order to make more attractive investment climate within the particular sector it is important to make a following step:

- Production growth with the higher added value
- Partnership with the international companies
- Technologies innovations
- Privatization and reconstruction opportunities
- Establishing of the quality certification institution (particularly important for the export oriented companies).

Domestic metal companies are already recognized as reliable partners by present foreign investors.

METAL PROJECTS IN B&H

- |   |  |
|---|--|
| 1. Steel Production Ekonomija Zavidovici  | 8. Parts and Assemblies for Machine Tools, Ljubija – Prijedor                  |
| 2. Construction of the factory for continuously cast copper wire rod production (CCCWR) | 9. Production of Machine Tools, Hydraulic Press Breaks and Shear               |
| 3. Agricultural Machinery, Kozarska Dubica Dubgarden                                    | 10. Railway Equipment Gig Inzenjering, Knezevo                                 |
| 4. Bolts Factory, Mrkonjic Grad   | 11. Manufacturing Plant for Belt Conveyor Rollers and Consumable Parts Stanari |
| 5. Ferrosilicium Production, Gornji Vakuf Uskoplje                                      | 12. Factory for The Production of Cables, Metals and Plastics Sarajevo         |
| 6. Lattice Treads, Jelah-Tesanj   | 13. Metal Processing Prnjavor  |
| 7. Metal Production Capacities of Solar Mont, Gradiska                                  | 14. Structural Steel Fabrication and   |
|   | 15. Processing Equipment Installation Lukavac                                  |



AUTOMOTIVE INDUSTRY IN BOSNIA AND HERZEGOVINA

The majority of BH automotive companies belong to ‘component specialists’ category. Only few can be classified as a raw material supplier, whereas the one or two may be regarded as a global standardiser. Moreover, all BiH automotive companies produce the parts and components for global European standardisers. The majority of automotive companies (around 50) operate in machine processing sub-sector, whereas less of them pursue specialised production (border areas in terms of technologies, materials and products – e.g. plastic fibres, ceramics, filters and rubber).

**REASONS TO INVEST**

Auto motive industry of Bosnia and Herzegovina has a long tradition that lasts for more than one century. In a combination with the new factories founded by the foreign investors and traditional home owned companies that passed the tests of modern automotive components production it is evident that those brands are ready for New Age and modern technologies of the world wide car industry.

- Segmentation of the motor vehicle parts and accessories market in Bosnia and Herzegovina
- Production of brakes and related components, wheel rims and related parts and accessories, parts and accessories for bodies of motor vehicles, silencers, exhaust pipes, related components and automotive seats
- Strategic location and geographic position
- 18 000 / 18 500 Employees in auto component manufacturing
- Counting 37 - 40 % of the total export
- Industrial average price, without VAT was 6.61€ cent/kWh (IC group buyers). Auto components sector in Bosnia and Herzegovina is strongly export-oriented, exporting in average 90% of its production in 30 countries all around the world.
- Main export automotive markets (customers) of the automotive industry in 2024 were Germany, Hungary, Slovenia, Austria, Serbia, etc...
- Still relatively inexpensive workforce
- Favourable geographic position (close to EU)
- Wide range of production facilities and expertise
- Quick response, production and delivery
- Flexibility in production
- Tradition in industrial production, European habits and technologies
- Honouring contracts and agreements
- 27 Universities across the Country



- ASA Prevent Group - Sarajevo
- Bosancar - Bosanska Krupa
- Buplast Bugojno - Bugojno
- Čajavec FSU - Laktaši
- EMKA Bosnia - Goražde
- FAD Jelah (Subsidiary of Prevent Group) - Tešanj
- FUSOL Nevesinje - Nevesinje
- Jajce Alloy Wheels - Jajce
- Kolektor Bosna - Laktaši
- Panaflex - Bijeljina
- Pobjeda Tešanj - Tešanj
- CIMOS TMD Automobilska industrija - Gradačac
- Saraj Komerc - Gornji Vakuf



- Unico Filter - Tešanj
- Unis Valjcici – Konjic
- Cromex – Prijedor
- Core – Sarajevo
- Volkswagen – Sarajevo
- MAHLE Electric Drives - Laktaši
- Metalno - Usora
- Care Fusion - Usora
- Adriatic Metals - Vareš
- Voith Hydro Bosnia - Lukavac
- Ama Adriatic - Višegrad

**Tradition of the sector**

The automotive industry in B&H has a tradition for more than 70 years and the beginnings were related to the production of parts for Mercedes and then for Volkswagen. In B&H since 1970, the TAS Sarajevo factory, was established as a joint venture between Volkswagen and UNIS. The development of the B&H automotive industry has grown enormously since the beginning of cooperation with the world's diesel engine manufacturers, while the period 1970-1992 is considered the culmination of the development of the B&H automotive industry so far when domestic companies cooperate with large companies such as Mercedes-Benz, VW, SKF, MANN. Thanks to the companies that were leaders of economic development in those times, today we still enjoy the reputation of a country with huge potential for production in the automotive industry. In the recent decade, the automotive industry has experienced dynamic development and become strongly export-oriented. An average of 90% of production is exported, mostly to the EU countries. Owing to the process of final assembly of vehicles and the existing production of automotive parts, a strong and diverse value (supply) chain of automotive parts and supporting infrastructure has been established. The supporting infrastructure includes governmental institutions, education system, research and developing institutions. Significant potential is in the availability of specialized and professional workforce with experience in metallurgy, electrical and automotive engineering.

In 2024, the production of motor vehicles, trailers and semi-trailers was lower by -16.8%, and in the industry structure in December it participated with 3.73% (the rate of change from calendar-adjusted indices compared to the previous year is -18.3%).

In 2023, production was higher by 14.0%, and in the industry structure it participated with 1.74%.

BIH COMPANY	LOCATION
ASA Prevent Group	Sarajevo
Bosancar	Bosanska Krupa
Buplast Bugojno	Bugojno
Cajavec FSU	Laktaši
Emka Bosnia	Goražde
FAD Jelah	Tešanj
Fusol Nevesinje	Nevesinje
Jajce Alloy Wheels	Jajce
Kolektor Bosna	Laktaši
Panaflex	Bijeljina
Pobjeda Tešanj	Tešanj
Cimos TMD	Gradačac
Saraj Komerc	Gornji Vakuf
Unico Filter	Tešanj
Zinktechnik Bosnia	Mostar
Unis Valjcici	Konjic
Cromex	Prijedor
Core	Sarajevo
Volkswagen Sarajevo	Sarajevo

**SUCCEIFUL COMPANIES**

**EMKA Bekto Gorazde (Germany) -**

EMKA BEKTO was founded 2005 in Goražde/Bosnia and taken over in 2018 by the EMKA Group from Velbert/ Germany. With a yearly output of 900 molds for zinc die casting and plastic injection molding EMKA BEKTO is one of the world's leading manufactures. Additionally, our experts produce mounted special products for widely known car makers like Audi, Ferrari, Mercedes, Jaguar, Porsche und VW.
The EMKA GROUP is the world leader for locking systems, hinges and sealing, which are used in cabinets and control cabinets for electronics and electrical engineering. The product range comprises 30,000 articles from in-house production.
Clients/supplier of: Audi, Porsche, Land Rover, Seat, Opel, BMW, Hella, Volkswagen
Number of employees: 300

**Zinktechnik Bosnia d.o.o. (Sweeden) – Nafija Čagalj**

Zinktechnik is one of the leading companies in Europe in the zinc plating business with Bredaryd in Sweden and Mostar in B&H.
Their customers are in Europe and America and are primarily represented in the automotive industry, electronics, telecom /IT, as well as in construction and machinery. The high professional and technical level, as well as the continuous development of production, handling and materials, make them and their customers always We are heading forward. Zinktechnik Bosnia is a sister company from Zinktechnik AB in Sweden and is managed in full accordance with the guidelines that Zinktechnik manages when high technology, knowledge, automation, quality and environmental protection are concerned.
Number of employees: 85 Clients/supplier of: Autoliv, Magna, Stabilus

**Core doo Sarajevo (Bosnia and Herzegovina) - Nihad Velagić**

CORE Company was established in 2011 and until today it performs successfully in three business segments: development and construction, software and informatics and technical specification development. Core doo designs BMW 5 Series/E34 Cockpit.
From the very beginning the strategy of the company was to follow up the market trends, be innovative, have a competent and satisfied team of people, be professional and responsible towards the business partners but, above all, our main goal remains “to give form to ideas” which should have as a consequence the completely satisfied client. They opened office in Munich, Germany also.
Clients/supplier of: BMW, MMTEC, MAGNA, ALBA, WFT, EDAG, Draexlmaier, Faurecia

**CROMEX d.o.o. Prijedor (Bosnia and Herzegovina) – Enes Pehlić**

Cromex started in 2004. and their activities cover laser cutting, water jet cutting, metal sheets and pipes bending, 3D metal pipes bending, powder coating, CO2 and argon welding jobs, the planning, development, installation and validation of metal constructions, stainless steel railings and other stainless steel products.
Their production is completed with their business cooperators at their service, for the procedures of anodizing, nickel plating and galvanization.
Their management and the technical department consists of qualified professionals with several years of industrial experience, especially in the metal industry domain. Their CNC – machine operators, metal fitters, metal turners and welders are qualified staff members, with the required professional knowledge.
Cromex produces electric mopeds, public toilets made of inox, metal constructions, stainless steel elements etc.

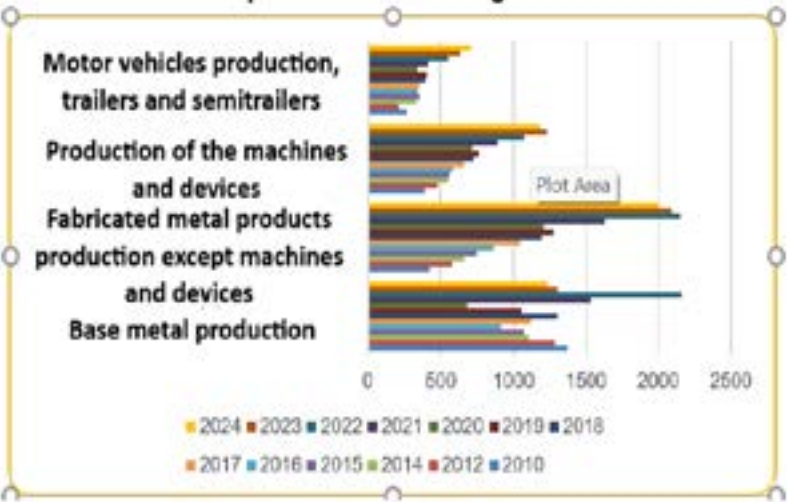
**GRAPHS**

Following graphs and pictures are giving the answers related to what are we doing and how do we follow market trends.



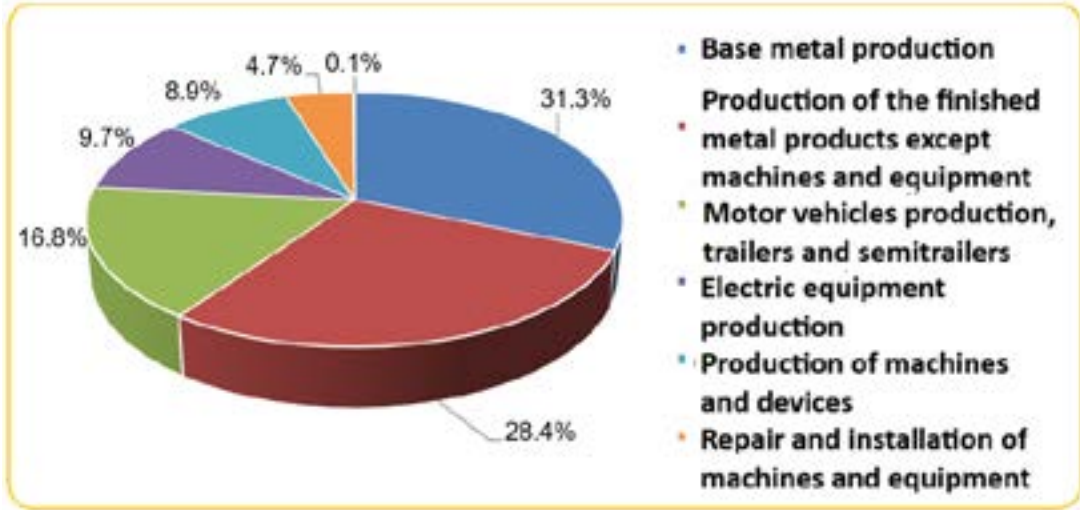


Production of the motor vehicles and base metals for the period from 2010–2024



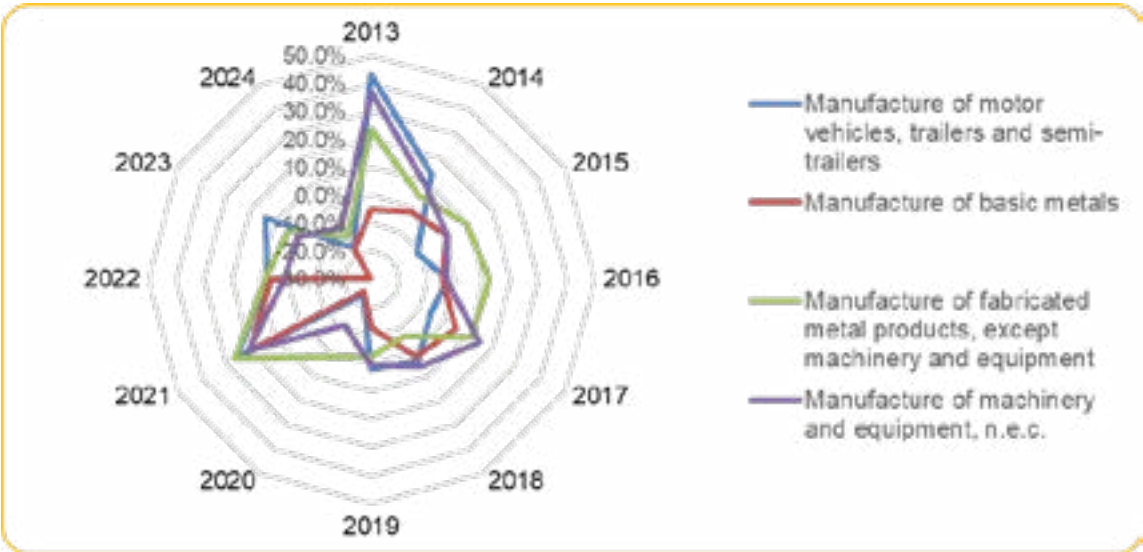
Source: Agency for Statistics

FDI Share in metal/auto and electro industry – 2024



Source: Agency for Statistics

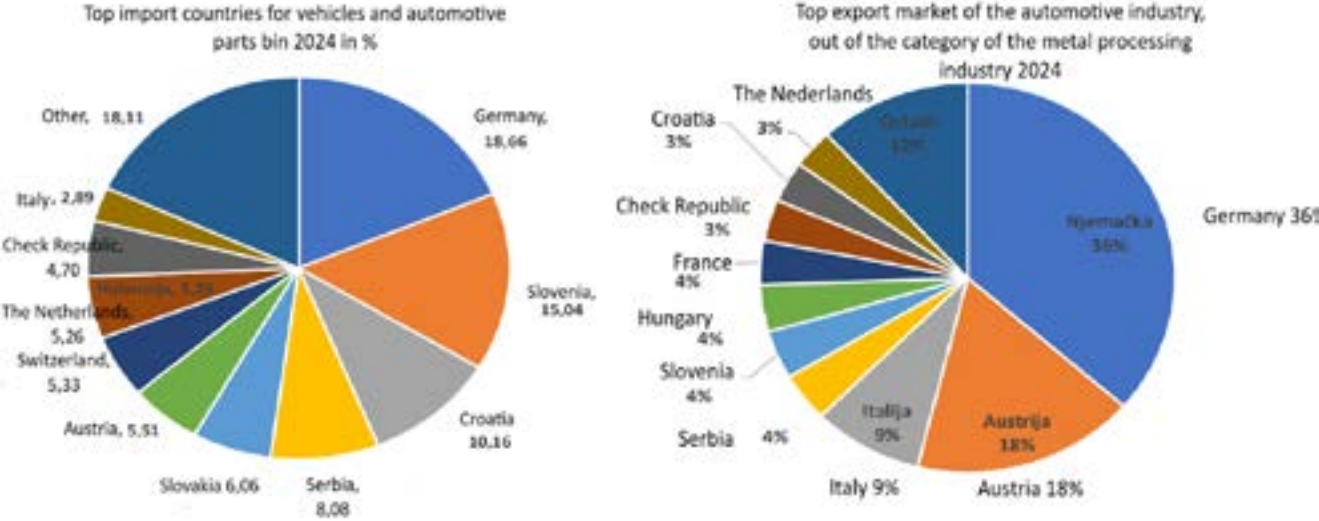
Industrial production changes for the main activities of the metal processing industry including automotive sector



Source: Statistics agency, industrial production index volume



EXPORT/IMPORT – Source: Foreign Trade Chamber of B&H



FDI IN AUTOMOTIVE SECTOR

Bright sample of the fast expansion and good innovation supported through the cooperation with the great European manufacturers where some of the contractual segments were awarded to bh strongest investors such as, Mann Hummel, Car Trim, Jajce Alloy Wheels, Emka, Bekto etc.

Company	Foreign investor / origin country	Foreign Investor
Volkswagen Sarajevo d.o.o. Sarajevo	Germany	Volkswagen Germany
Veritas Automotive, d.o.o. Sarajevo	Germany	Poppe Veritas Group, Germany
Jajce Alloy Wheels d.o.o. Jajce	Luxembourg	Eubrowheels S.A.
Mann Hummel doo d.o.o. Tešanj	Germany	Mann+Hummel
FAD d.d Jelah	Slovenia/Germany/BiH	Prevent Group
Strolit d.o.o. Odžak	Slovenia	EM PK d.o.o. Podveza

The list of the foreign investment companies in to auto sector made by FIPA

According to preliminary data (with estimated retained earnings), in the period January - September 2024, 17.8 million KM foreign investments were registered in the metal and electrical industry (eight activities) (1.2% share in the total DSI with the amount of 1,477.4 million KM).

Total FDI share for six basic sectors products:

- Fabricated metal products, except machines and equipment – 2,80%
- Motor vehicles, trailers and semitrailers – 1,70%
- Base metal production – 3,1%
- Production of computers and different devices - 0,50%
- Production of electric equipment – 1,00%
- Production of machines and devices – 0,90%

AUTO COMPONENTS PRODUCTION

In addition to the production of base metal, the metal processing sector in Bosnia and Herzegovina (BiH) is traditionally the leading and most important sector in industry and export, with a share of over 40% of total exports. Its sub-sector of the automotive industry in BiH, with over 60 companies and more than 17,000 employees, has been developing in recent years, with an estimated export volume of 90% of total production. According to relevant global research, the automotive industry in the world is going through significant changes caused by new technological trends and business models, with inevitable far-reaching results for the entire industry and the accompanying value chains. There are four megatrends that will dictate the automotive industry of the future, namely electric vehicles, autonomous vehicles, the sharing economy and connected vehicles with regular updates. These changes will have an important impact on domestic companies in Bosnia and Herzegovina.

Companies in automotive sector 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 and car batteries.

New trends will certainly influence the future business operations of assessed automotive companies. The companies are aware they will need to adjust in time. In terms of a possible level of influence the new trends may have on BiH automotive companies, the companies can be classified into 3 categories: companies whose production programs are not directly threatened by new trends companies that are, to some extent, threatened by new industry developments, and companies whose production programs may be exposed to the foreseen changes. However, BiH companies covered by the survey believe that anticipated changes may not arrive so soon. The changes impacting the automotive market will be gradually introduced into the industry, leaving sufficient time for adjustment. BiH automotive companies are aware both of the chances and opportunities brought by the new technology and market trends and of the challenges and threats should they miss the chance to adjust.

AUTOMOTIVE MARKET:

The global automotive market offers a wide range of new ideas and trends almost on a daily basis. Most of them are just “fads” and sooner or later will fade away. Others are country specific trends caused by the current regulatory situation on the market. Only a few of them have global range and pertain to most of the markets (developed and developing) and, more importantly, also have an impact on automotive value chain. We have decided to select 4 that are unique in our opinion. The uniqueness of these four megatrends is that they meet all requirements mentioned above and have one more feature – they will see rapid development in the upcoming years and are related to a completely new, innovative and advanced technology which can shape the future of automotive market. In the following paragraphs we would like to present these megatrends and view it from different perspectives to allow a full understanding of the impact they will have on the automotive value chain.

## HUMAN RESOURCES AND EDUCATION

Advantage of B&H is the high density of research and development institutes that are the base for effective cooperation in between the companies meeting their development needs. On the other hand, a rise in the number of employees was registered within all other MP sub-segments, except for the manufacture of Other Transport Equipment, which brightens the overall labor market framework for the MP industry in 2023.

Education system and universities of mechanical and other related sciences exist and having proved successes in cooperation with the companies in metal and automotive sector in previous years. Especially the faculties of mechanical engineering co-operate closely with the local companies of the automotive supplier industry.

### Recommendations and projections:

- ✓ Develop the capacity to produce parts specific to electric vehicles to keep up with changes in the industry.
- ✓ In addition to the EU market, the potentials in the Middle East and Asia, where the automotive industry is expanding rapidly, should be explored.
- ✓ Invest in technological modernization and workforce education in order to increase the value of export products.
- ✓ In 2025, if there are no major market disturbances, we can expect a slight increase in exports (about 3-5%) if demand from the EU is maintained and new markets are opened, while at the same time there is a possible risk of a decline in vehicle imports due to a possible recession and reduced purchasing power of citizens

## AUTOMOTIVE SECTOR PROJECTS IN BOSNIA AND HERZEGOVINA:

1. Purifiers and Filters, Nova Tvornica Precistaca Rogatica
2. Saraj Komerc, Gornji Vakuf Uskoplje



## ICT and BPO SECTOR

### WHY INVEST IN BIH ICT AND BPO SECTOR

- ICT is an emerging sector in Bosnia and Herzegovina
- The continued availability of high-quality engineering and science graduates at Bosnia-Herzegovina colleges and abroad
- A competitive cost environment
- Investing in Bosnia and Herzegovina's ICT sector presents a doorway to Southeast Europe
- The office market in Bosnia and Herzegovina is experiencing steady demand, especially in urban areas where companies are prioritizing prime locations. Rental and vacancy rates remain stable, underlining a balanced market.
- Ambitious plans related to the overall development of BIH, requiring a large-scale development of ICT infrastructure and ICT sector as whole

- Availability of basic ICT infrastructure
- Availability of a number of small IT companies
- Cultural affinity

Bosnia and Herzegovina’s ICT sector has started to flourish during the past few years and represents one of growth area in the economy of the country.

“We established this company two years ago with only three workers, and now we have 15 of them, so we managed to expand quickly...We work mainly with the Swedish market, and the network of clients is expanding every day...One advantage to working in Bosnia is the availability of support to help company expand and maximize the impact of investment. Now is the time to invest in Bosnia and Herzegovina, as there’s enormous potential for growth.”

Mr. Senad Santic, owner of the company ZenDev Mostar

System Verification Sarajevo  
(Sweden)

The Swedish System Verification established this company in Bosnia and Herzegovina in 2013.Today System Verification has offices in Malmö, Gothenburg, Stockholm, Copenhagen and Sarajevo. The aim of the company in Sarajevo is to offer the same quality of services within requirements and testing as currently on offer in Sweden, though at lower costs.

Hamdija Jusufagic, CEO of System Verification

“Our clients will not only be provided with highly efficient services for software requirements and testing, but also gain a supplier continuously on the hunt for new openings, where it can grow and improve. Opening up in Sarajevo is an example of this, because it entails cutting costs for the client while maintaining the high level of expertise.

Authority Partners  
(USA)

This year Authority Partners will celebrate 23 years on the global stage and 16 years of doing business in Bosnia and Herzegovina. Authority Partners was created out of a love for programming and the desire to provide young people in BiH with the opportunity to work on major projects for the most successful global companies.

Maja Karabeg, co-owner of Authority Partners.

“Our key to success is people and years of devoted work, because excellent people are not revealed, they are created. We are proud of the fact that we have definitely made a positive impact on the software development industry, as well as on society, in general,”



BUSINESS PROCESS OUTSOURCING INDUSTRY GROWTH

In the past decade, the business services sector in Bosnia and Herzegovina has emerged as the country’s fastest-growing industry. This thriving sector is a key catalyst driving sustainable growth in Bosnia and Herzegovina, particularly in the Sarajevo Canton. Foreign investments are attracted to this sector, capitalizing on strategic advantages such as a favourable geographical position, a skilled workforce, cultural adaptability, and resilience, collectively contributing to the country’s economic development. Emerging European markets, such as Bosnia and Herzegovina, are increasingly becoming attractive locations due to global economic, social, and geopolitical shifts.

ABSL is the leading organization that represents the business services sector in Bosnia and Herzegovina. It brings together high-profile companies that operate as Shared Services Center (SSC), Business Process Outsourcing (BPO), Information Technology Outsourcing (ITO), Research and Development (R&D) service providers.

**BPO AT A GLANCE**

-65+ specialist BPO/KPO providers (est 2019)

-2.750+ employed (est 2019)

-8 ABSL members present (2019)

-Hiring speed: 3 months to fill 50+ customer management or IT help desk positions

Source: Marisa Mejric, IT-BPO Expert



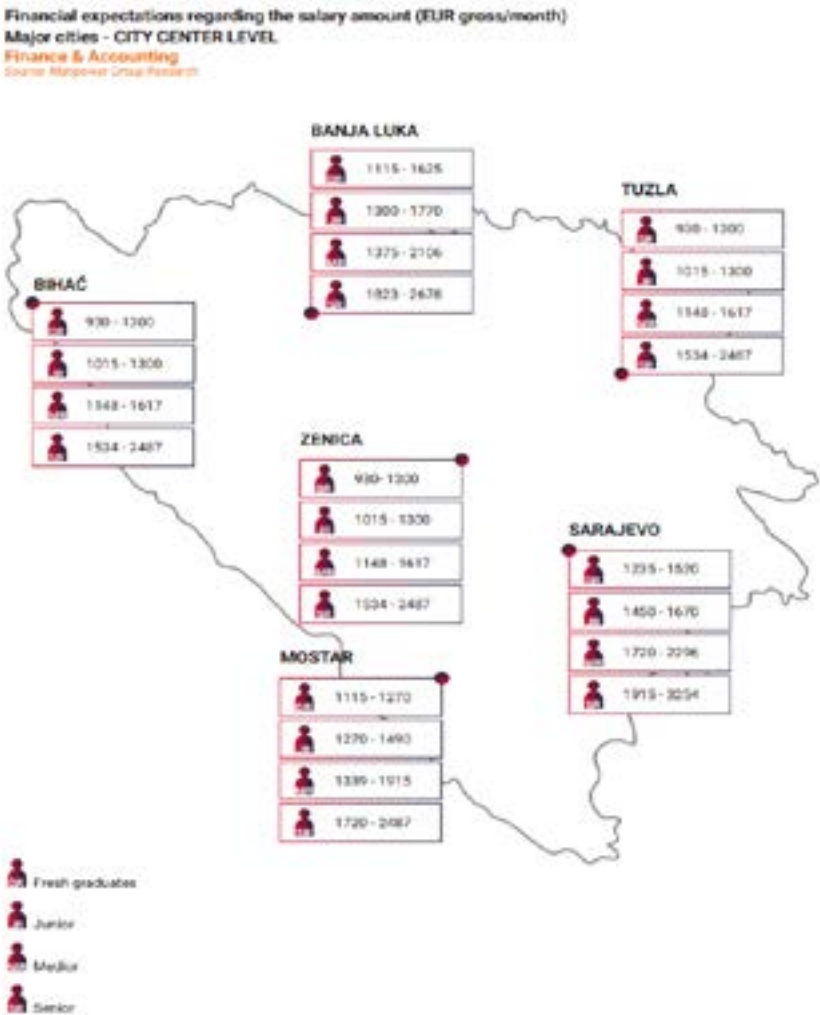
In Sarajevo, at the end of October 2021, the **Association for Internet Trade “eComm”** was founded, which operates throughout Bosnia and Herzegovina (BiH).

BiH is the only country in the region that has not had an active Association for the development of e-commerce, which continuously works to create a favorable and positive environment for the development of the e-market, and brings the country closer to global trends. Accordingly, the Association was founded to promote safe internet trade in BiH, to contribute to the improvement of legislative legislation in this area, and actively works on the education of all factors in the e-commerce process, from merchants to consumers. The association will be the main proponent of the development of e-commerce, and plans to expand partnerships with both the private and public sectors.

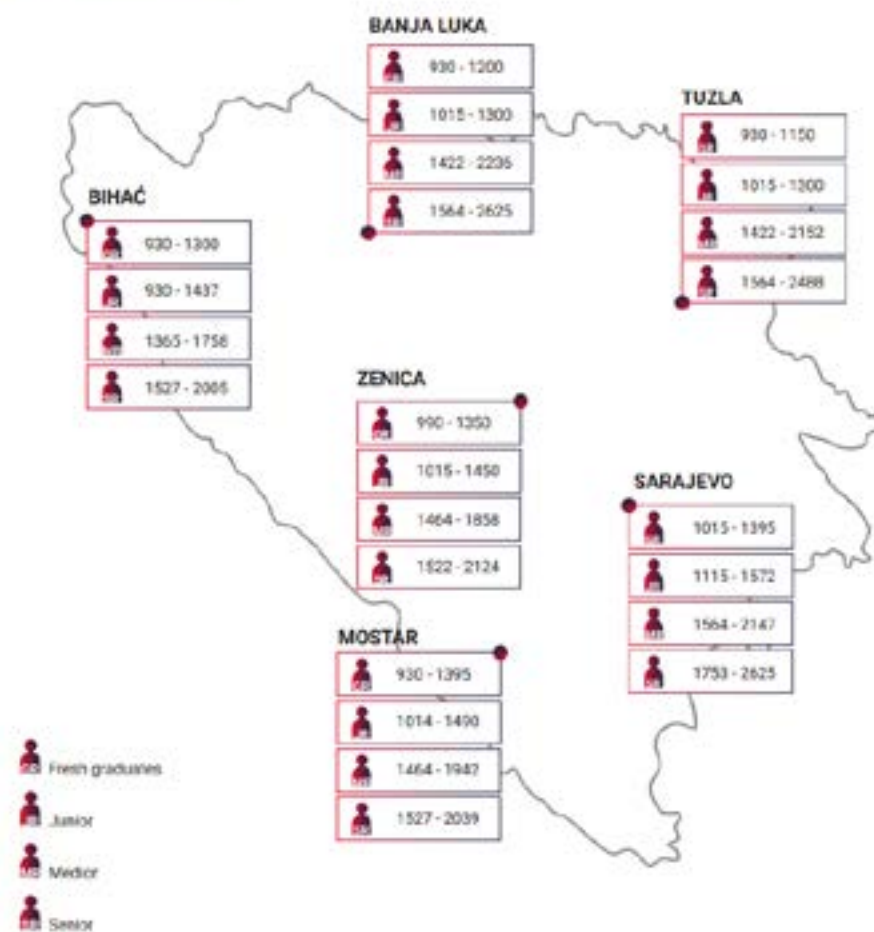
HUMAN CAPITAL

Bosnia and Herzegovina possesses a growing labour force skilled in various aspects of ICT design, management, and applications. Young, educated and innovated workers from BiH are participating in international project and companies.

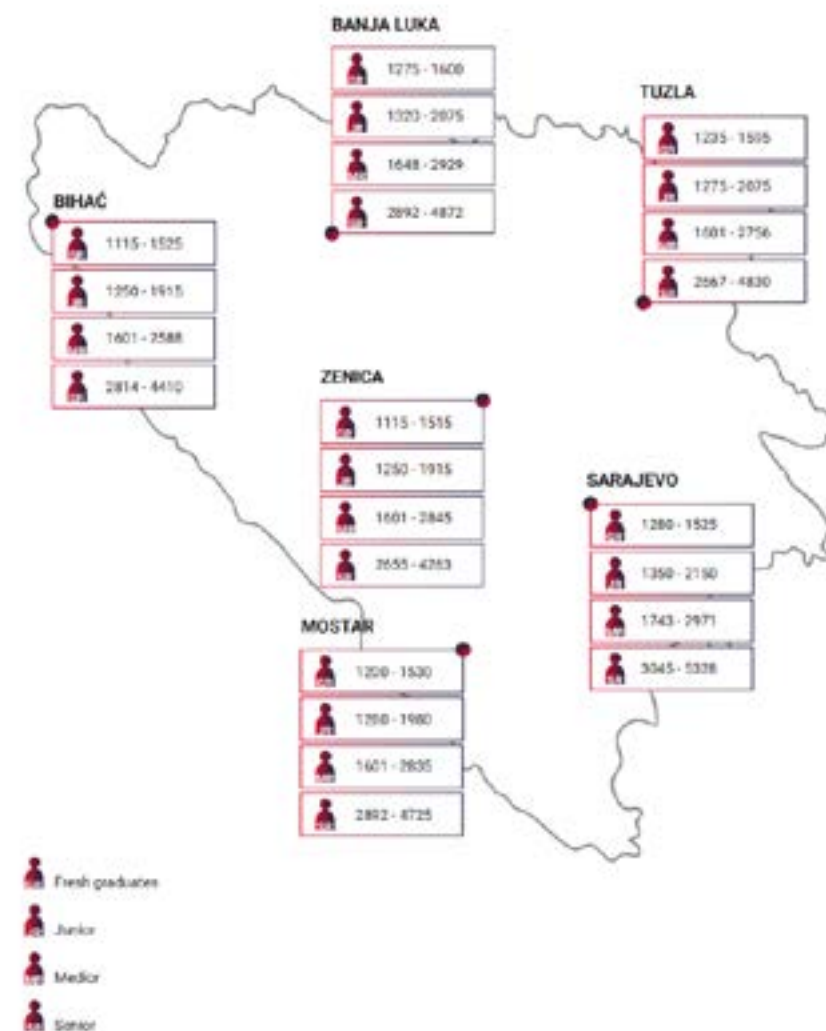
It is estimated that at present there are 6.500 programmers in Bosnia and Herzegovina. IT engineers from BiH, in terms of their knowledge, skills, experience and insight into modern trends, are frequently ahead of their colleagues in other European countries.



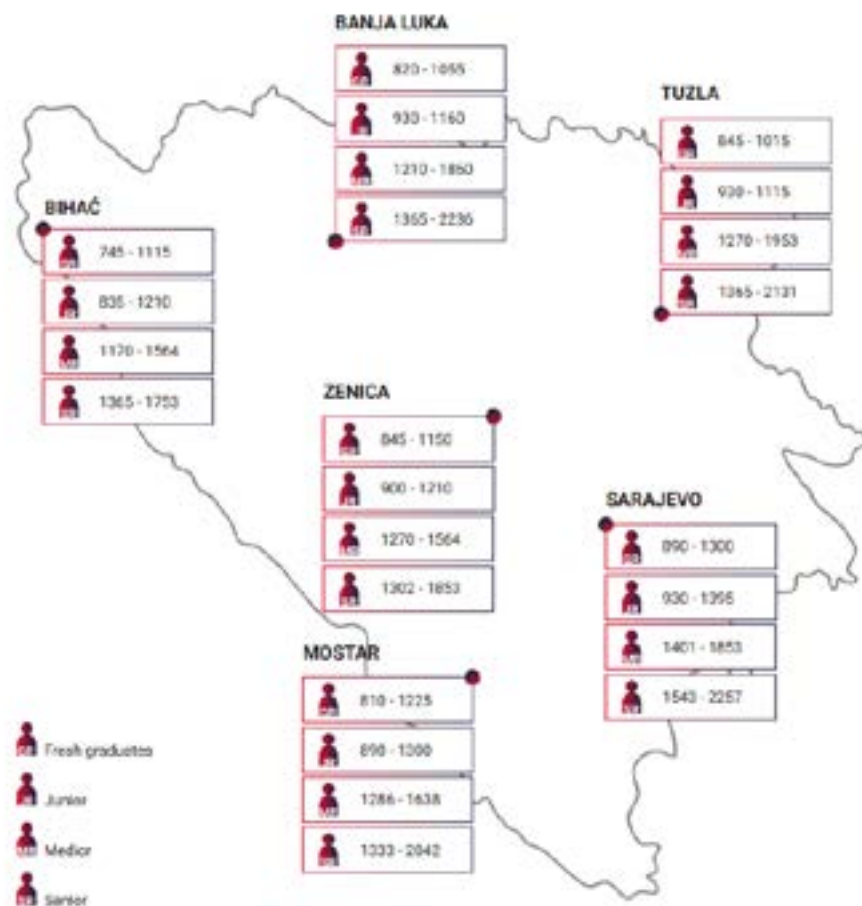
Financial expectations regarding the salary amount (EUR gross/month)  
 Major cities - CITY CENTER LEVEL  
 Linguistic and basic IT services  
 Source: Manpower Group Research



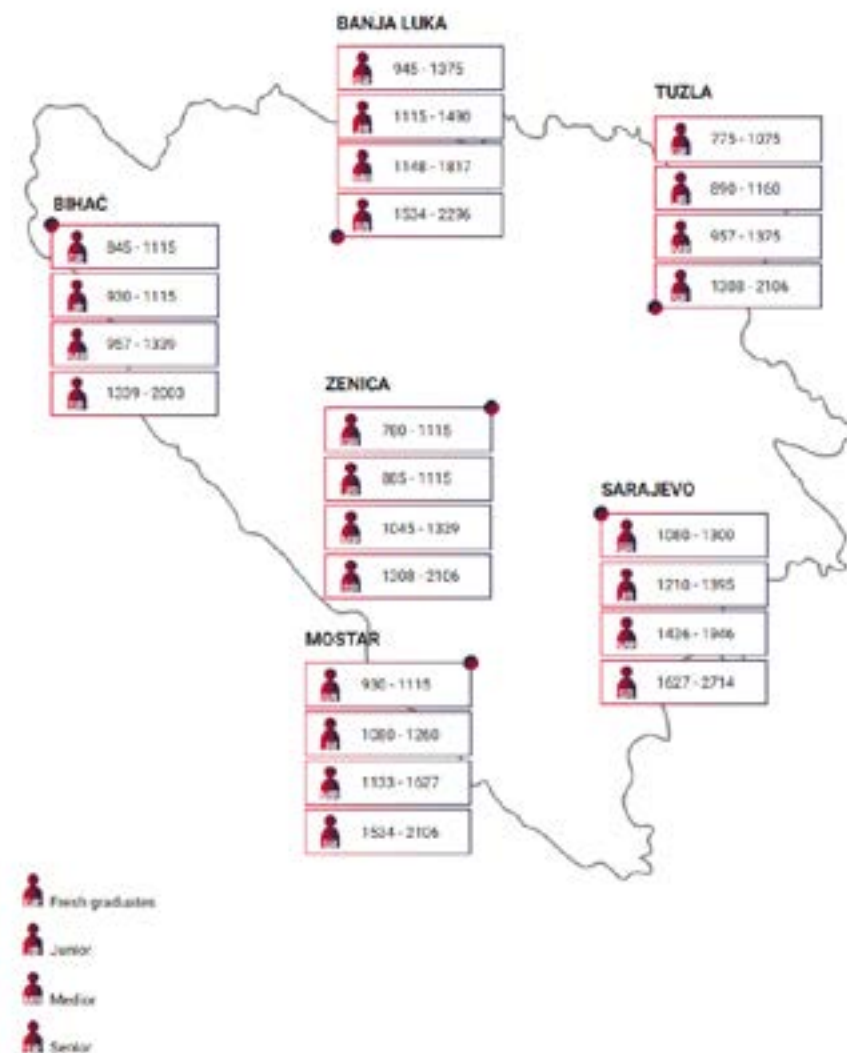
Financial expectations regarding the salary amount (EUR gross/month)  
 Major cities - CITY CENTER LEVEL  
 IT / ITES  
 Source: Manpower Group Research



Financial expectations regarding the salary amount (EUR gross/month)  
Major cities - SUBURBAN AREA LEVEL  
Linguistic and basic IT services  
Source: Manpower Group Research

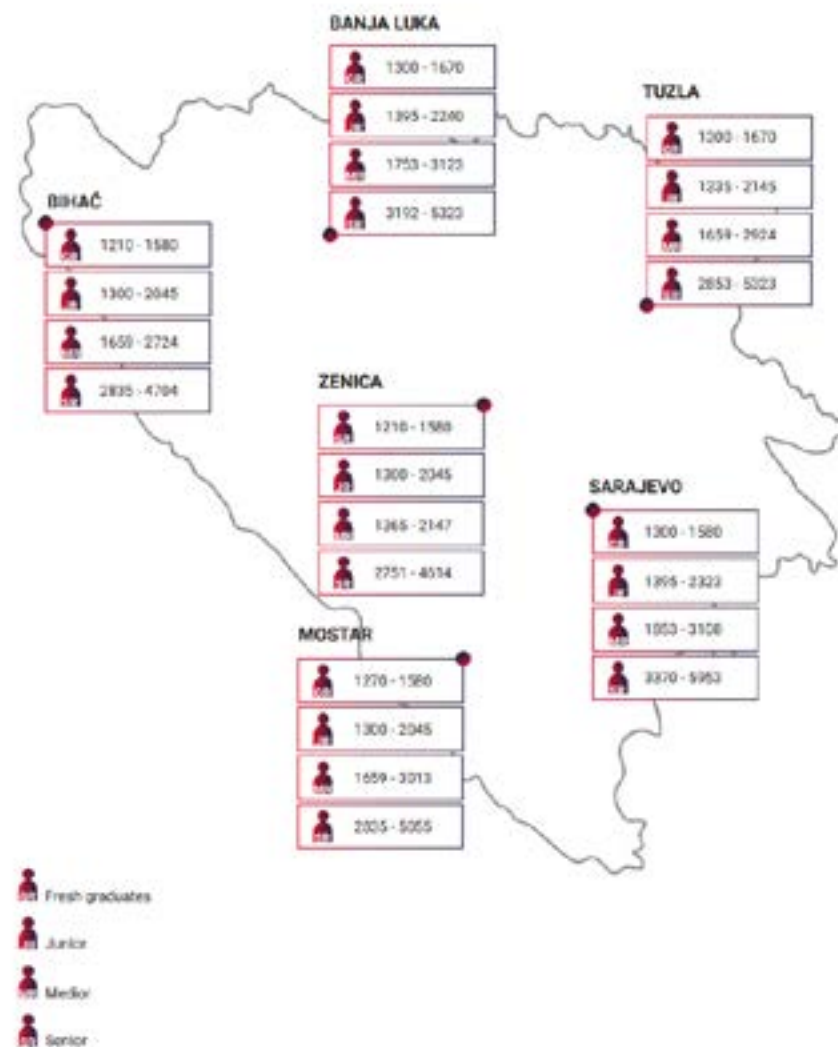


Financial expectations regarding the salary amount (EUR gross/month)  
Major cities - SUBURBAN AREA LEVEL  
Finance & Accounting  
Source: Manpower Group Research



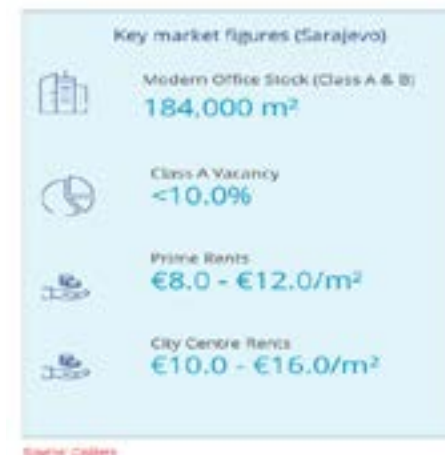


Financial expectations regarding the salary amount (EUR gross/month)  
Major cities - SUBURBAN AREA LEVEL  
IT / ITES  
Source: Monitor Group Research



## OFFICE MARKET

Recent years have seen an upturn in the quality of available business premises, with both new construction and refurbishments in prime city locations.



Source: Colliers

Capital	Prime rents per m²	Office stock m²	Office stock m²/capita	Pipeline m²	Prime yield
<b>Sarajevo, BiH</b>	€8-12/m²	184,000 m² *	0.68 m²	No major projects under construction	n/a
<b>Zagreb, Croatia</b>	€15-18/m²	1,550,000 m²	2.02 m²	25,000 m²	7.25%-7.75%
<b>Belgrade, Serbia</b>	€16-17.5/m²	1,320,000 m²	0.78 m²	119,000 m²	8.0%-8.5%
<b>Ljubljana, Slovenia</b>	€16.5-19.5/m²	1,023,000 m²	3.45 m²	86,300 m²	7.25%-7.75%
<b>Sofia, Bulgaria</b>	€16/m²	2,440,000 m²	1.90 m²	261,000 m²	7.75%
<b>Prague, Czech Republic</b>	€28/m²	3,853,000 m²	2.78 m²	144,000 m²	5.50%
<b>Warsaw, Poland</b>	€28/m²	6,253,000 m²	3.36 m²	260,000 m²	5.75%

\* Multi-tenant properties (Class A & B); actual stock is much larger due to owner-occupied properties

Source: Colliers

USEFUL CONTACTS:

Ministry of Communications and Transport of Bosnia and Herzegovina

<http://www.mkt.gov.ba>

Federal Ministry of Transport and Communications

<http://www.fmpik.gov.ba>

Ministry of Transport and Communications Republic of Srpska

<http://www.vladars.net>

BiT Alliance

<http://bit-alliance.ba/>

ABSL

<https://absl.ba/>

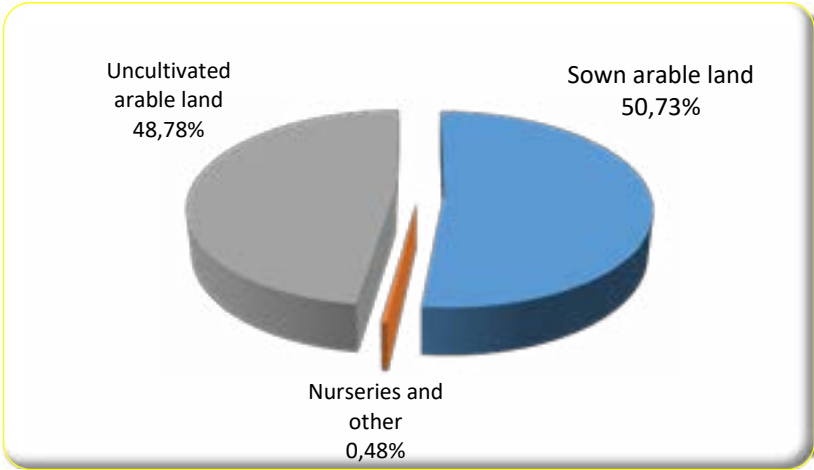
AGRICULTURE AND FOOD PROCESSING INDUSTRY IN BOSNIA AND HERZEGOVINA

GENERAL OVERVIEW FOR INVESTORS IN BIH’S AGRICULTURE AND FOOD INDUSTRY

- Abundance of fertile uncultivated and unpolluted land

About half of the B&H land area is agricultural land, comprising approximately 1.2 million hectares of arable land, 100,000 hectares of orchards and vineyards, 500,000 hectares of improved grazing land, and 850,000 hectares of mountain pastures. Approximately 1,800 hectares are under greenhouse in B&H.

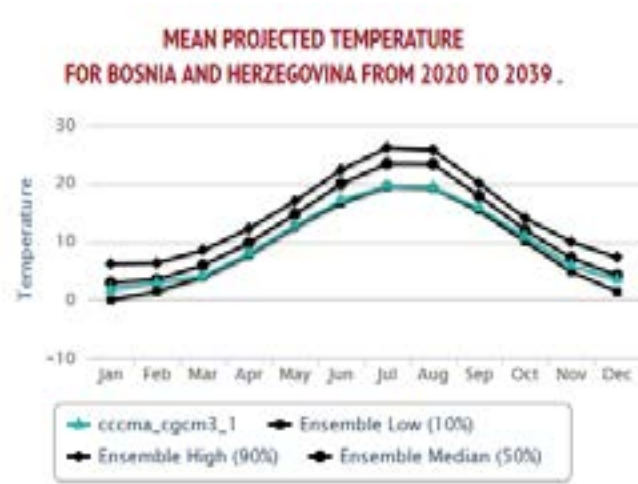
B&H has three times more arable land per capita than the EU average.



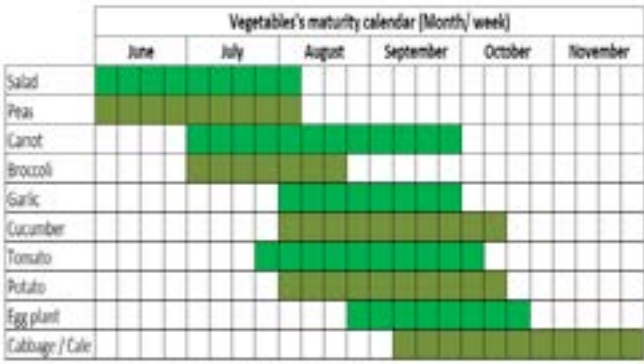
Arable land in Bosnia and Herzegovina

- BIH’s varied topography and climate conditions allow for longer growing and harvesting seasons

The climate is predominantly moderate continental, particularly characteristic of Central B&H, while the northern part of the country has a mostly continental climate. South of the country has a Sub-Mediterranean climate, characterized by long, summers and short, mild winters, with more than 200 sunny days and 1400 l/m2 of rainfall per year.



Projected temperature for period 2020 - 2039 and Climate Zones



Fruit and vegetable maturity calendar

- BiH is among the leading world producers of raspberries, plums, and strawberries and produces significant quantities of high-quality vegetables: potatoes, peppers, cabbage, and cucumbers as well as beans, onions, but lettuce, carrots, garlic, cantaloupe, watermelon, beetroot are also frequently grown. In vegetable production, the production in the protected areas (greenhouses) registered the highest increase.

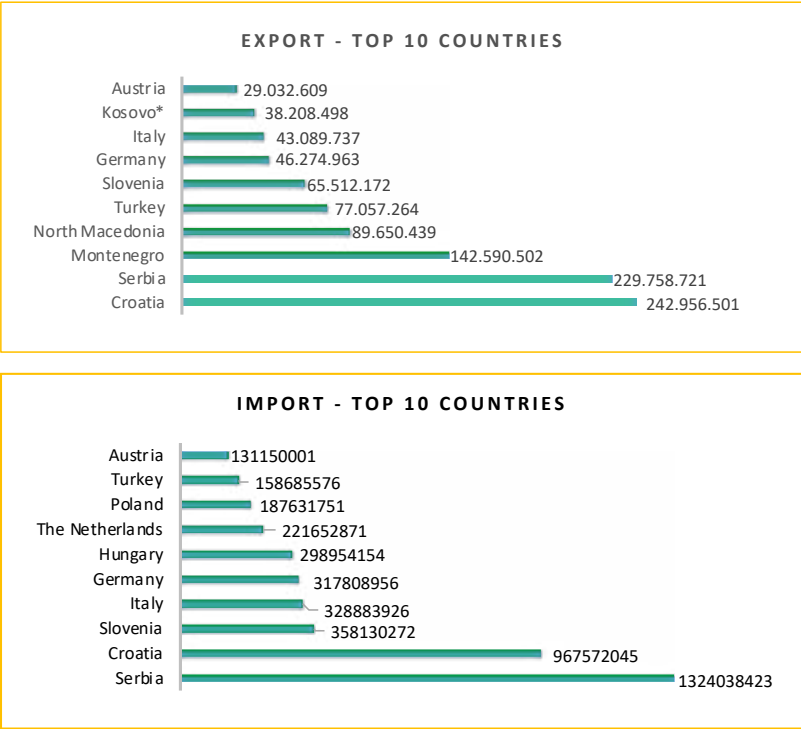
- Northern parts of the country and river valleys are particularly suitable for field crops production, including cereals, industrial crops, vegetables, feed crops, etc as well as for intensive commercial cattle rising for fattening, meat, and dairy production.
- The agriculture sector of the country has a high potential for generating growth, job creation, and exports.

The continued increase in allocations for agriculture demonstrates the country’s determination to invest in a sector that is one of the key ones for economic stability, food production, and the development of rural areas (the Ministry allocates about 180 million BAM annually).

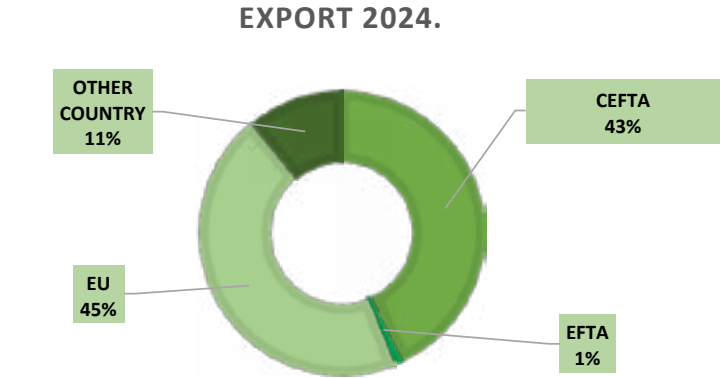
According to the data of the Foreign Trade Chamber of Bosnia and Herzegovina for 2024, the total volume of trade in agricultural and food products of Bosnia and Herzegovina with the world reached a value of 6.3 billion BAM (an increase of 9.8% in comparison to the previous year, 2023). This trade accounts for 13.8% of the total foreign trade of B&H. Quantitatively, the exchange amounted to 3 million tons (+9.6).

In 2024, the export of agricultural and food products amounted to 1.2 billion BAM (7.2% of total exports), while imports were 5.1 billion BAM.

OVERVIEW OF BIH'S FOREIGN TRADE EXCHANGE WITH OTHER COUNTRIES IN 2024 (BAM)



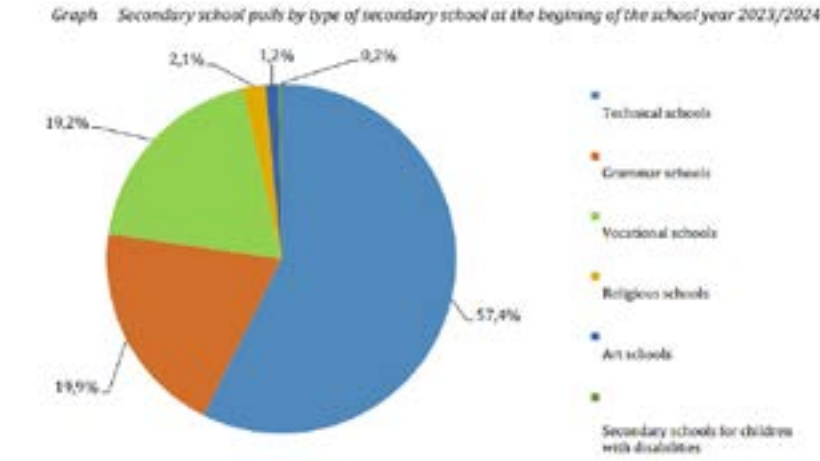
The European Union is the most important partner of Bosnia and Herzegovina in the trade of agricultural and food products, to which 535 million BAM of agricultural products were exported (most of it was exported to Croatia, Slovenia, Germany, Italy, Austria, etc.).



Source: Foreign Trade Chamber of Bosnia and Herzegovina

When we analyze the export and import of agricultural and food products from Bosnia and Herzegovina, it is mainly based on several product categories. These are non-alcoholic beverages, milk, vegetable oils, confectionery industry products, canned poultry products, but also fresh and frozen chicken meat, and frozen raspberries.

According to the preliminary data, in the school year 2023/2024, on the territory of B&H, there were 107 821 pupils enrolled in 311 schools. Technical schools were attended by 57.4%, while 19.9% of pupils attended grammar schools and 19.2% of them attended vocational schools.



Source: Agency for Statistics of BiH



In the academic year 2023/2024, there were 71.862 students enrolled in the winter semester of the first cycle of higher education, including short cycle and integrated studies, out of which 62.150 students were enrolled in all study years, while 9.712 were candidates for graduation. In 2023. There were 10.038 students who graduated/completed studies, which was 11.3% lower in comparison with the previous year.

According to the data of the Agency for the Development of Higher Education and Quality Assurance of Bosnia and Herzegovina, 36 higher education institutions are accredited in our country, of which 9 are state universities certified by the Ministry. The largest number of higher education institutions is located within the University of Sarajevo (25 institutions). and in second place in terms of the number of faculties is the University of Banja Luka (18 institutions). Some of the Faculty:

- Faculty of Agriculture and Food in Sarajevo
- Faculty of Agriculture in East Sarajevo
- Faculty of Agriculture in Bijeljina
- Faculty of Agriculture, Banja Luka
- Agro-Mediterranean Faculty Mostar
- Faculty of Agronomy and Food Technology, Mostar
- Faculty of Biotechnology, Bihać

The sector employs about 7,7% of the total number of employees in B&H. It is important to mention the fact that a large number of employees in the agricultural sector participate through self-employment - 11.6% (the total number of employees in the IV quarter of 2024 was 1,257,000). According to the Agency for Statistics of B&H, in December 2024, the number of persons in paid employment in BiH amounted to 858 042 out of which there were 19 148 in Agriculture, forestry, and fishing.



Source: Agency for Statistics of BiH

There are over 1.500 registered companies in the country which operate within the agro-industry.

Other important facts

- Fruits and vegetables privileged growing conditions thanks to fertile and unpolluted soils, an abundance of freshwater resources, and favorable and varied climatic conditions remain an untapped resource at very competitive costs.
- The vast number of rivers and lakes offer great opportunities for fish farming.
- Excellent opportunities for the production of Halal meat and foods in general.
- Access to markets with more than 600 million consumers: EFTA and CEFTA member states, Turkey and Preferential Trade Agreement with EU countries,
- Attractive location bordering the EU (Croatia), Serbia, Montenegro, and the Adriatic Sea: an excellent platform to reach Central and Eastern Europe, the Middle East, and West Asia.
- Maximum 1 to 2-day truck transport to most EU markets.
- Relatively small distance between major fruits and vegetable production areas within BiH - maximum 100 km.
- Excellent opportunity to cover the Balkan market demand as well as BIH, which imports over 75% of its food and agricultural product needs.
- Opportunity for organic production for most of agricultural products.
- Average market prices for raspberries and plums in BIH are the lowest among the top 10 producing countries.
- The country has a long tradition in agriculture, which represents an excellent ground for applying new, modern production and processing technologies.
- Less than 10% of fruits and vegetables are processed in B&H, offering unique opportunities for investments in processing, cold storage, and deep freeze capacities - these would lead to higher production.
- Fruit & vegetable production in B&H is concentrated in the same areas - the distance between major production areas is not more than 100 km.
- B&H's fruit & vegetable export figures remain below 10% of total production.
- B&H cucumbers and gherkins' export potential is nearly 6,000 tons annually.
- Foreign capital has been present in the agriculture sector for years

Investment opportunities

- Enlarging the production of fresh raspberries, plums, cherries, grapes, cabbage, cucumbers, and young potatoes.
- Cold storage and deep freeze centers for various fruits and vegetables.

- Further development of the existing Agro Logistic Business Park.
- Processing centers for plums, peppers, cucumbers, and cabbages.
- The high potential of meat and milk processing
- Development of an Air Cargo Center on a site located in the most prominent agricultural area in B&H, which has an existing suitable air cargo runway.
- Investment in replacement and procurement of new, specialized agricultural machinery
- Investment in Irrigation systems
- Opportunity for organic production for most of the agricultural products
- Most of the incentives are focused on the agricultural sector

Foreign companies that have already invested in B&H’s food processing industry

BIH COMPANY	CITY
BIMAL	Brčko
SL TAKOVO d.o.o.	Trebinje
BOSNAPLOD	Brčko
VOČAR	Brčko
INMER d.o.o. & Lactalis BH d.o.o.	Gradačac
MEGGLE MLJEKARA	Bihać
MLIJEKO PRODUKT	Bosanska Dubica
ZOTT SEE d.o.o.	Gradačac
PRERADA I PROMET MLIJEKA d.d.	Tuzla
*STEPLYN DAIRY	Bihać
*LURA MLJEKARA,	Livno
LEDO	Čitluk
NESTLE ICE CREAM	Bijeljina
BOS AGRO FOOD	Sarajevo
HiPP Bosnia & Herzegovina	Sarajevo
MIRA	Prijedor
ARGETA	Sarajevo
PERUTNINA BiH	Breza

B&H fruit processing companies

COMPANY	CITY
APIFRUCHT	Sanski Most
ECO-LINE DOO	Mostar
EIN NATURAL D.O.O.	Sarajevo
Heko / H&H Frui DOO	Bugojno
ZZ INSIEME	Bratunac
KUĆA PRIRODE DOO	Srajevo
PRIJEDORČANKA AD	Prijedor
VITAMINKA	Banja Luka

Market leaders in B&H in milk production and processing

BIH COMPANY	CITY
MLIJEKO PRODUCT	Kozarska Dubica
MEGGLE MLJEKARA	Bihać
MILKOS	Sarajevo
ZOTT See d.o.o.	Gradačac
LACTALIS BIH	Gradačac

Significant producers & potential strategic partners in B&H in medicinal and aromatic plants, wild berries and mushrooms:

BIH COMPANY	CITY
ABC MAHIĆ	Bosanska Krupa
AROME	Mostar
BIONATURA	Breza
CYDONIA	Gračanica
ELMAR-AROMA CAR	Bileća
HEKO	Bugojno
LAMARUŽ	Sovići
HERCEG MED	Trebinje
BILJANA	Maoča
ČELIKOVIĆ	Bihać

FAVEDA	Sarajevo
FRUTTI FUNGHI	Visoko
HALILOVIĆ	Sarajevo
LJEKO BILJE	Trebinje
PLANTAGO	Laktaši
ROING	Ljubuški
SMRČAK	Zvornik
BELLADONNA,	Laktaši
KAP PO KAP	Laktaši
PHARMAMED	Travnik
ŠUMSKI PLOD	Prozor-Rama
VEXTRA	Mostar

Market leaders in meat processing in BiH

BiH COMPANY	CITY
AKOVA IMPEX d.o.o.	Sarajevo
ASJA d.o.o.	Široki Brijeg
MENPROM	Tuzla
PERUTNINA d.o.o.	Breza
MI RAKITNO, d.o.o.	Posušje
ARGETA d.o.o.	Sarajevo
BRAJLOVIĆ	Sarajevo
BROJLER	Sarajevo
NATURA VITA	Teslić
BAJRA	Travnik
MI TULUMOVIĆ	Banja Luka

WHAT OUR INVESTORS HAVE TO SAY:

ILIJA STUDEN, PRESIDENT OF THE BOARD OF STUDEN & CO HOLDING

*"Bosnia and Herzegovina is selected as the best location for construction of a sugar refinery that will greatly contribute to the strategic development of the food industry and the economy of this country. The sugar refinery, will be a leader in Southeast Europe by production capacity, and will promote the economy of Bosnia and Herzegovina on its path to Europe. "*

JUSUF ARIFAGIC, DIRECTOR, ARIFAGIC INVESTMENT DOO EXPORT-IMPORT KOZARAC

*"In cooperation with the Norwegian company " Geno " I made the decision to go with certain investments in BiH. The reason for the decision lies in the enormous opportunities that this country offers, especially when it comes to agriculture. I would especially stress that skilled labor force, huge unemployment and climatic conditions provide significant opportunity for the development of agriculture, and I think there lies the future of this country. "*

SAMIR BRODOVIĆ ,DIRECTOR , ARGETA SARAJEVO - DROGA KOLINSKA, SLOVENIA

*"Slovenian investors are satisfied with the operations in Bosnia and Herzegovina and their goal is a long term presence and strengthening at the BiH market."*

KEMAL HRNJIĆ, DIRECTOR OF MEGGLE DAIRIES, AUSTRIA

*"The total worth of investments in this year is 11 million BAM that reflects the commitment of our company to investments and modernizing the dairy company Meggle in Bihac. Upon completion of this investment, dairy production will be modernized and we will make a step forward in increasing the milk processing", said director Hrnjic.*



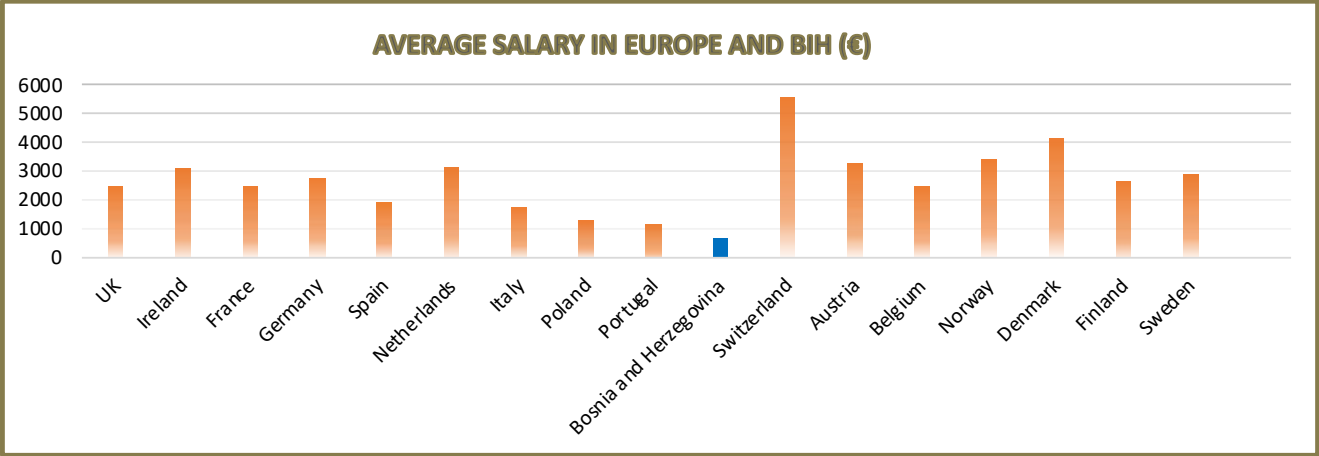
DŽEVAD ŠIPKA, DIRECTOR OF KREIS BH SARAJEVO

"In cooperation with the Norwegian company " Geno " I made the decision to go with certain investments in BiH. The reason for the decision lies in the enormous opportunities that this country offers, especially when it comes to agriculture. I would especially stress that skilled labor force, huge unemployment and climatic conditions provide significant opportunity for the development of agriculture, and I think there lies the future of this country. "

AHMED SHAFIQ, FOUNDER, HAMPTON D.O.O. KALESIJA

"I am very pleased with the way I was greeted here, everyone is accommodating and willing to help with completing the necessary paperwork. I also visited several farms in Kalesija that already make strawberries, raspberries and other crops, and they want to have a safe purchase of thez products. My company will be the guarantor of that purchase and export to the European Union" - said Ahmed.

MORE IMPORTANT FACTS



Source: EuroDev

Overview of the number of employees and income for the agro-industry, by areas and entities:

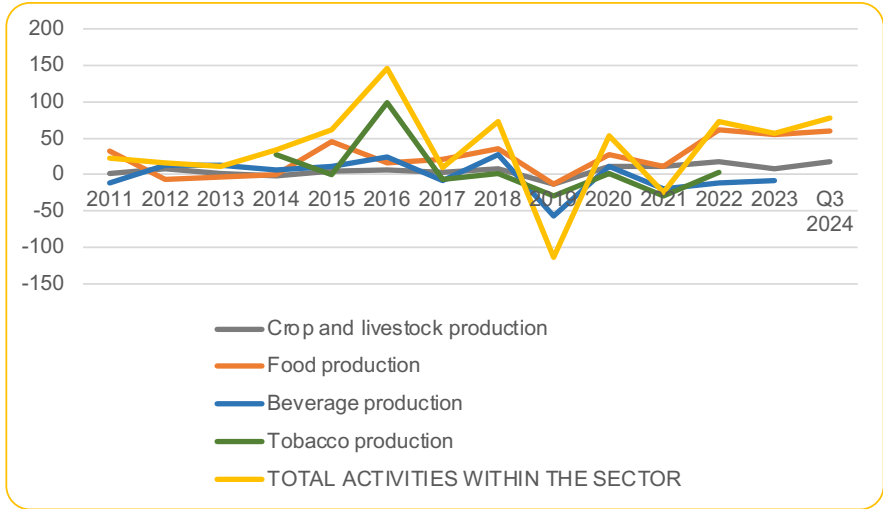
Agroindustry	RS employed				FBiH employed				Salaries in BiH, XII 2024	
	2020	2022	2023	2024	2020	2022	2023	2024	Net BAM	Gross BAM
Production of food products	9,184	8,511	8,370	8,425	13,719	13,471	13,283	13,700	1,102	1,691
Beverage production	713	697	676	650	1,450	1,339	1,331	1,362	1,401	2,185
Production of tobacco products	4	6	3	2	162	46	8	6	-	-
TOTAL	9,901	9,214	9,049	9,078	15,331	14,856	14,622	15,068	-	-

Source: Entity Statistical Offices; and: Agency for Statistics of BiH

OPERATING COSTS – SIGNIFICANTLY LOWER THAN IN EU (July 2024)

- ❑ Water costs: Average price 0.613 €/m<sup>3</sup>
  - ❑ Renting production building: 2 €/m<sup>2</sup> – 10 €/m<sup>2</sup>  
Buying production building: 50 €/m<sup>2</sup> – 1,000 €/m<sup>2</sup>
  - ❑ Renting office space: 5 €/m<sup>2</sup> – 20 €/m<sup>2</sup>  
Buying price of office space 500 €/m<sup>2</sup> – 3,000 €/m<sup>2</sup>
  - ❑ Buying price of the land is 2 €/m<sup>2</sup> – 700 €/m<sup>2</sup>  
Agricultural Land: 2 - 25 €/m<sup>2</sup>  
Construction Land: 25 - 700 €/m<sup>2</sup>
- Source: Agency for Statistics of BiH

FDI IN AGRICULTURE SECTOR



Source: Central Bank of BiH, FDI flows by activities and FDI in agricultural activities, million BAM

According to preliminary data, 77.2 million BAM were registered within the sector in the first three quarters of 2024 (5.2% of the total preliminary DSI, 1,447.4 million BAM).

AGRICULTURAL FAIRS IN BOSNIA AND HERZEGOVINA



**EKOBIS**  
Bihać /September/



**PLUM FAIR**  
Gradačac /August/



**BEEKEEPING FESTIVAL**  
Sarajevo /June/



**AGROS**  
Banja Luka /September/



**INTERAGRO**  
Bijeljina /September/



**ZEPS**  
Zenica /October/



**FESTIVAL OF TEA&HERBS**  
Sarajevo /June/



**INTERNATIONAL ECONOMY FAIR**  
Mostar /April/

PLANT PRODUCTION

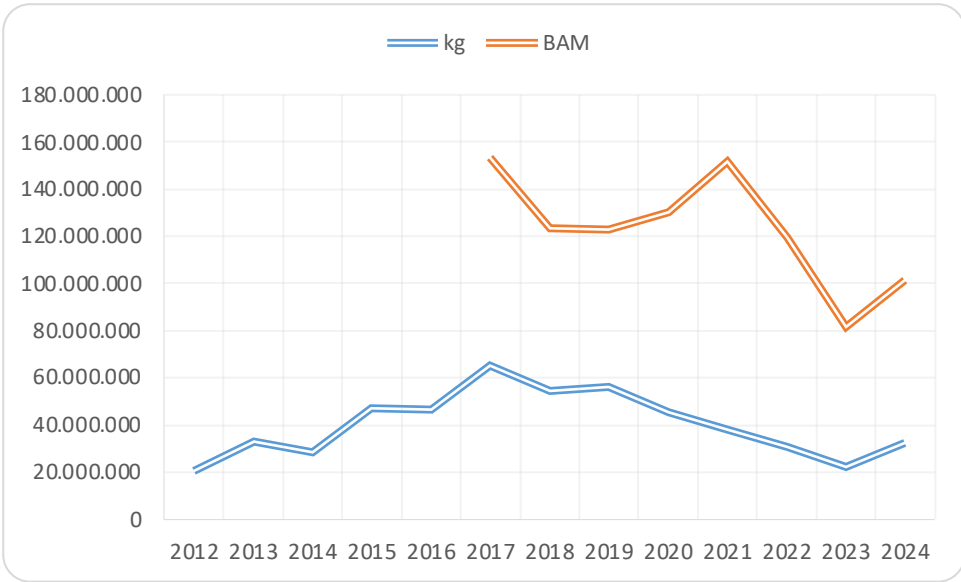
The structure of sowing areas has not changed for a longer period of time, and it is dominated by cereals with a share of 58%, then 26% of fodder crops,14% of vegetables and 2% of industrial crops.

Cereal production is most represented in the overall structure of crop production. Of the crop cultures, the most important is the production of wheat, as the most important bread wheat and corn, which are the basic culture used in livestock feed. Forage production holds second place in the production volume to the production of industrial crops (soya, rapeseed). Tobacco is cultivated in B&H on a very small area (2,000 hectares).

The value of cereals exports in 2024 was 15.7 million BAM, which is 3.77 % less than exports in 2023. Exports of wheat and barley are more dominant than other crops.

Vegetable production is one of the most prominent and economically profitable branches of agriculture. In the structure, the most important vegetable crops are potatoes, cabbage, and kale, then tomato, pepper, black onion, cucumber, and other vegetable species.

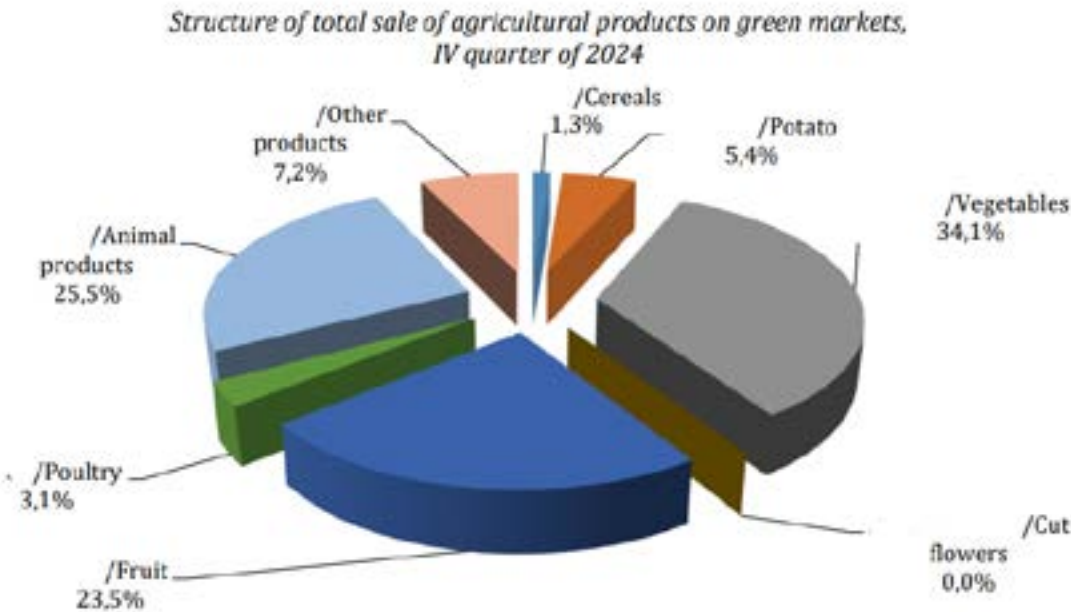
The vegetable sector recorded a trade volume of 201 million KM in 2024, which exceeded the 2023 figure by 6.7 million BAM. The value of vegetable exports in 2024 amounted to almost 48.5 million BAM, which is 3.9% more than in 2023 (cucumbers, new potatoes, tomatoes, onions, cabbage, cauliflower, broccoli, carrots, beets, celery, frozen and canned vegetables, mushrooms, etc). Top 5 export markets: Croatia, Germany, Italy, Switzerland, Slovenia.



**Fruit exports**  
Source: Foreign Trade Chamber of Bosnia and Herzegovina

In fruit production, plums, apples and pears are most represented. Although a large number of other fruit trees are grown. The production of berries in Bosnia and Herzegovina has been experiencing strong expansion in recent years, particularly in the production of raspberries and strawberries.

The value of fruit and nut exports in 2024 amounted to 101.2 million BAM, representing an increase of 24.2% compared to 2023. Top 5 export markets: Serbia, Germany, Croatia, France, Austria.



Source: BiH’ Agency for Statistics

Bosnian medicinal herbs are above all European standards in terms of quality, and all BiH brands based on medicinal herbs, both in BiH and abroad, have been awarded gold medals.

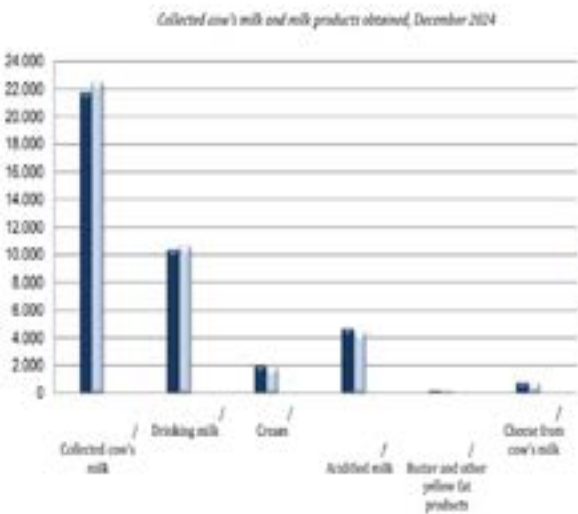
The very rich biodiversity of medicinal and aromatic plants and mushrooms in the area of Bosnia and Herzegovina has the potential to contribute substantially to the national economy.

- It is believed that Bosnia and Herzegovina has over 700 species of medicinal and aromatic plants of which around 200 are exploited (balm, immortelle, juniper, chamomile, lavender, mint, rosemary, sage, savory, etc)
- The annual harvesting in BiH varies from 1.500 to 9.000 tons.

LIVESTOCK PRODUCTION

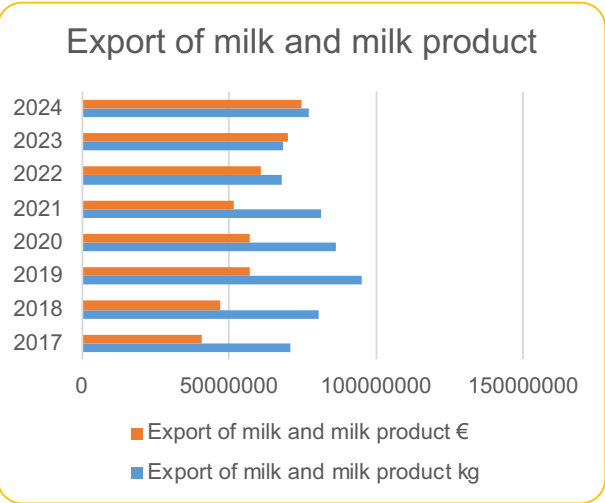
Livestock production in the total value of agriculture in Bosnia and Herzegovina is about 40% (livestock: cattle, pigs, sheep and poultry).

Dairy production is a strategic branch of agriculture and certainly the most important branch of livestock production in Bosnia and Herzegovina. Dairy farming is also the foundation of this sector’s development, as between 13,000 and 14,000 of agricultural holdings produce milk for the market.



Source: Agency for Statistic of BiH

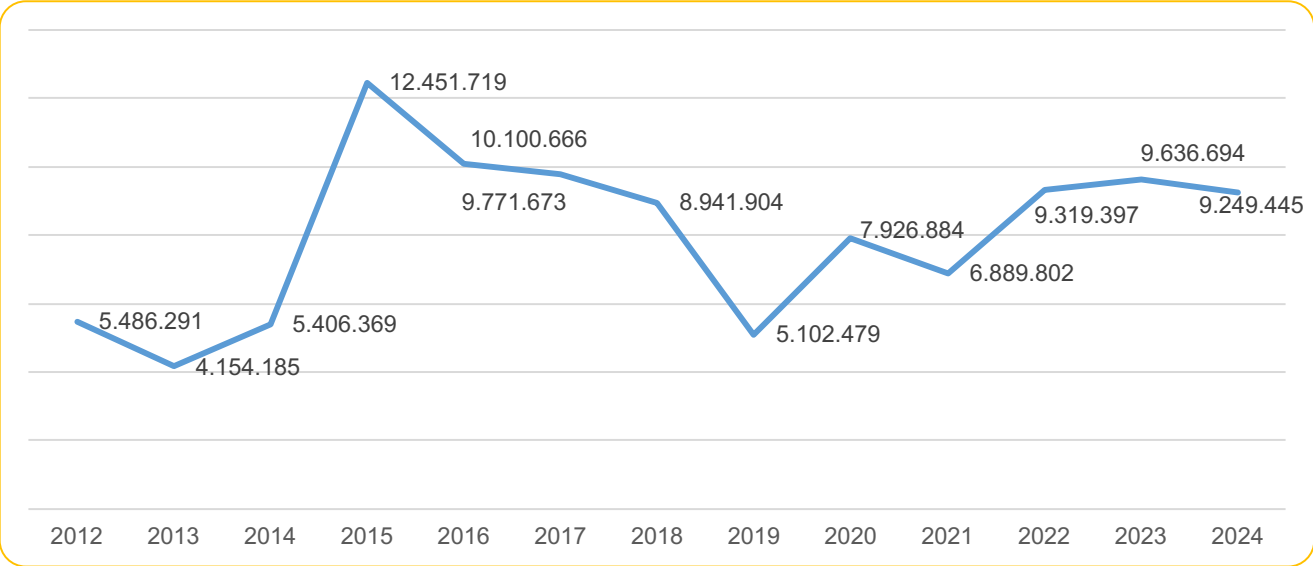
Source: Foreign Trade Chamber of Bosnia and Herzegovina



The value of the export of milk and milk products in 2024 amounted to 145.9 million BAM, which is an increase of 11.34% compared to 2023. The most important export markets in 2024 were: Montenegro, Croatia, North Macedonia, Serbia, and Kosovo\*, while the largest imports were from Germany, Croatia, Hungary, Serbia, and Slovenia.

As far as meat production is concerned, the value of meat and meat products exports in 2024 amounted to 144.7 million BAM, which is 9.3% more than in 2023. The top 5 export markets in 2024 for meat and meat products were: Serbia, Montenegro, North Macedonia, Croatia, and Slovenia.





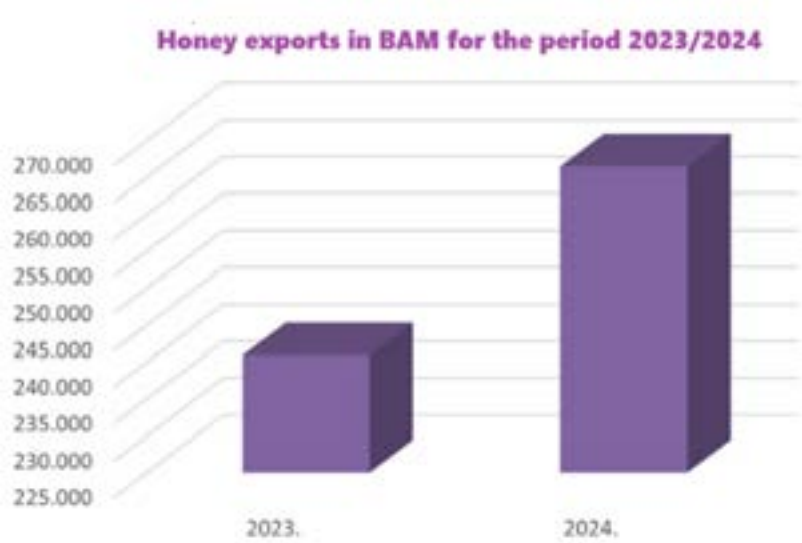
Export of meat (kg)

Source: Foreign Trade Chamber of Bosnia and Herzegovina

Table egg production is market-oriented and organized in large production units where contemporary manufacturing technology is used in indoor facilities. The number of egg exports in 2024 was 9.6 million BAM, which is an increase of 10.2% compared to 2023. The export of eggs from Bosnia and Herzegovina has been continuously growing in recent years. In addition to the opening of new markets, such as Italy and Hungary, exports also increased to neighboring countries - Serbia, Croatia and Montenegro.

Diversity of climate and vegetation, clean environment, and tradition in beekeeping are good preconditions for the production of high-quality honey in BiH. The main beekeeping products are honey, beeswax, royal jelly, pollen, and bee venom. There are several varieties of honey produced in BiH, depending on the geographic region. Sage, Heather, Jerusalem Thorn, Dalmatian Laburnum, and Tangerine honey are produced by the beekeepers from the southern part of BiH, and Chestnut Sunflower Alfalfa and Acacia honey are produced in the northern part of BiH. Honey production in BiH cannot cover the needs of the local market.

The value of honey exports in 2024 is 266.4 thousand BAM, which is 10.61% higher compared to 2023. Export markets in 2024 were: Saudi Arabia, Jordan the United Arab Emirates, and Turkey.



Source: Foreign Trade Chamber of Bosnia and Herzegovina

WINE

The culture of wine growing and wine production in Bosnia and Herzegovina dates back to the period of the Illyrian and the Thracians, who introduced the grapevine seedlings to the Balkans. Herzegovinian winemakers aspire to be recognized for Žilavka and Blatina as unique grape varieties in the world of wine and to present themselves to the world through the wine that captures the savor of the soil and the fervency of the Herzegovinian sun. The BiH wine growing takes place in Herzegovina region near City of Mostar and the area of Municipalities of Čitluk, Stolac, Ljubuški, Trebinje and Čapljina.

Wine producers from Bosnia and Herzegovina have won numerous awards from the most prestigious and acclaimed competitions in the wine industry.

The Herzegovina Wine Road (HWR) is a natural combination of the quality of the wines of this region and the hospitality of its people, both born on the soil of Herzegovina (around 30 wineries). Under the leadership of the Foreign Trade Chamber of BiH in cooperation with the cities/municipalities of Ljubuški, Čitluk, Mostar, Čapljina, Stolac, and Trebinje, with the support of the USAID. <https://hwr.ba/>

Wine production is becoming one of the serious and recognizable economic branches in Bosnia and Herzegovina, where 82 wine producers are registered, producing about 18 million liters of wine on 3,600 hectares.

The export of wine in 2024 was worth 8.8 million KM, which is a decrease of 5.3% compared to the previous year. Top 5 export markets: Croatia, North Macedonia, Serbia, Montenegro, and Italy.

FISH FARMING

The abundance of the clear, unpolluted rivers and streams that cross the country presents huge potential for both family-owned and industrial size fish farming production. Fish farming is already developed, especially trout and carp rising.

The most important fish species in the aquaculture sector in Bosnia and Herzegovina are:

- Salmon species: rainbow trout, brown trout, and brook trout
- Cyprinid species: common carp, grass carp, silver carp, and welsh catfish
- Marine species: European seabass gilthead sea bream and common dentex
- Mollusks: Mediterranean mussel and European flat oyster

In Bosnia and Herzegovina, fish farms are generally distributed in three main regions:

- In Northern BiH there are 5 cyprinid fish farms with a total area of 3,276 ha.
- In the River Neretva and the River Vrbas there are 40 concrete salmonid fish farms of 8.5 ha and floating cage fish farms of 8.1 ha.
- Marine aquaculture in 2 cage farms, with a total area of 3.6 ha, is located in Neum, a town on the Adriatic coast.

The export value of fish and fish products in 2024 was 56.2 million BAM, and the leading export markets for fish and fish products were Serbia, Romania, Montenegro, Croatia, and Italy.

BEER, MINERAL WATER, SOFT DRINKS

Local production of beer in B&H covers about 65% of the domestic market. The market leaders are Sarajevo Brewery (owned by MIMS Group), Banja Luka Brewery, and Tuzla Brewery (owned by MIMS Group). Others are the Bihac Brewery and Grude Brewery.

The value of beer exports in 2024 was 14.7 million BAM, which is 25.3% more than in 2023 when 11.7 million BAM were exported. The top 5 export markets are Serbia, Croatia, Montenegro, Slovenia, and Italy. In 2024, the total volume of water exchange, natural, mineral, carbonated, non-carbonated, and water with added sugar or other means of sweetening or flavoring amounted to 277 million BAM, which is 18 % more than in 2023. Leading export markets of natural, mineral, carbonated, and soft drinks are Croatia, Serbia, Slovenia, Montenegro, and Germany.

The interactive map of food products registered with marks of origin, geographical origin, and guaranteed traditional specialty shows information about traditional food products in Bosnia and Herzegovina in an accessible way: <https://zo.fsa.gov.ba/>

AGRICULTURE SECTOR PROJECTS IN B&H

Beekeeping Projects in Bosnia and Herzegovina:

- |   |   |
|---|---|
| 1. Apiculture in Herzegovina Neretva Canton | 3. Production and Packaging of Ozren Honey, Doboj |
| 2. Organic Honey, Sanski Most               | 4. Regional Beekeeping Center, Trebinje           |

Dairy Projects in Bosnia and Herzegovina:

- |  |                                    |
|--|------------------------------------|
| 1. Goat farm and agrotourism development Milo Selo Lukavac | 3. Rama Municipality               |
| 2. Livno Cheese, Dairy Livno                               | 4. Milk Processing Plant, Prnjavor |

Beverage Projects in Bosnia and Herzegovina:

- |                                       |                                       |
|---------------------------------------|---------------------------------------|
| 1. Water bottling plant Cajnice       | 4. Homemade Brandy, Kozarska Dubica   |
| 2. Factory for water bottling Fojnica |                                       |
| 3. Ledena Water, Mokro Pale           | 5. Natural Spring Water Mrkonjic Grad |

Livestock Projects in Bosnia and Herzegovina:

- |   |   |
|---|---|
| 1. Development of salers breed in Una-Sana Canton | 3. Expanding the capacity of Cattle per Cow-Calfsystem, Tomislavgrad and Kupres |
| 2. Development Goat Farming, Posusje              | 4. Slaughterhouse and meat processing, Orasje                                   |

Herbs & Grains Projects in B&H:

- |                                       |   |
|---------------------------------------|---|
| 1. Indigenous Wheat Brkulja , Knezevo | 2. Production of essential and cold Pressed oils in Bosanski Petrovac |
|---------------------------------------|---|

Fruit & Vegetable Projects in Bosnia and Herzegovina:

- |   |  |
|---|--|
| 1. Organic Food Production Cajnice                      | 8. Cultivation of shiitake and champignons in an underground facility Novo Gorazde |
| 2. Frozen Berries, Bugojno                              |  |
| 3. Agrocentar, Kozarska Dubica                          | 9. Cold Storage for Fruits And Vegetables Velika Kladusa                           |
| 4. Fruit and Vegetables Drying and Fruit Juices, Visoko |  |
| 5. Fruit and Vegetable Processing Plant, Ljubinje       | 10. Farm for seedling production, Bugojno  |
| 6. Plant for ketchup production Prnjavor                | 11. Vegetable seedlings, Vogosca   |
| 7. Organic Berries Farm Kopcic Polje, Bugojno           | 12. The production of organic food Novo Gorazde                                    |

Poultry Projects in Bosnia and Herzegovina:

- |                           |                                   |
|---------------------------|-----------------------------------|
| 1. Broiler Farm in Visoko | 3. Poultry Meat, Brojler Sarajevo |
| 2. Poultry Farm, Travnik  | 4. Broiler Farm Cekrekcije Visoko |

Food Center Projects in Bosnia and Herzegovina :

- |                                   |  |
|-----------------------------------|--|
| 1. Regional Food Center, Sarajevo | 2. The production and sale of pasta and bosnian pies |
|-----------------------------------|--|

Fish Farm Projects in Bosnia and Herzegovina :

- |   |                                    |
|---|------------------------------------|
| 1. Fish Farm for Trout Breeding, Blagaj | 3. Fish Farm Slap, Zepa – Rogatica |
| 2. Fish Farm Laks, Mostar               |                                    |



**TEXTILE, CLOTHING, LEATHER AND FOOTWEAR  
INDUSTRY IN BOSNIA AND HERZEGOVINA**

**COMPETITIVE ADVANTAGES of these, in B&H, significant industries for new investments are:**

- The value of production of textiles, clothing, leather and related products accounted for 5.8% of the value of production of the manufacturing industry in 2022,
- In 2024, 75% of exports were realized on the EU market,
- employs 18.4% of the total number of employees in the manufacturing industry.
- significantly lower production and overhead costs compared to countries in the near and far environment,
- attractive geographical position bordering the European Union (1,100 km of border with Croatia) and, therefore, low transport costs to the most important consumer destinations which allow fast, short-term deliveries,
- Additional incentives for the sector at local and entity levels.



MARKET POTENTIAL

- Long tradition of clothing and footwear production (enviable industrial culture) in B&H,
- Significant experience in the production of products of the world’s most renowned brands and the ability to develop their own brands,
- High quality products and services from B&H (production for the world’s most renowned brands) and enviable know-how,
- Good international reputation (as a supplier), proximity to the European sales market and very successful experience in cooperation with EU partners and compliance with the requirements of these markets, short deadlines and low delivery costs,
- Low trade barriers, and a very stimulating tax policy in relation to the nvironment,
- Availability of own sources of cheap energy (electricity) and low other production costs (favorable utility and administrative fees) in B&H,
- Availability of (still) skilled workforce,
- Representation and territorial positioning of production capacities (in the whole B&H),
- Own raw materials (leather and wool) for several stages of processing

PROMISING OPPORTUNITIES FOR POTENTIAL INVESTORS

Necessary strategic directions of future investment in this industry are:

- increase of investments in technological equipment of production processes,
- more significant investment in better product quality,
- investing in our own, more modern design that would lead to the expansion of the distribution chain, and thus product placement,
- increase the state of expertise, abilities, skills, as well as the standards of employees, especially designers who ensure the uniqueness of the product.

GENERAL OVERVIEW FOR INVESTORS IN THE TEXTILES, CLOTHING, LEATHER AND FOOTWEAR SECTOR

Production is mainly based on “lohn” jobs for foreign partners (sewing, tailoring, finishing, assembly services) with a very small share of production of own products. Although the dominant place is occupied by internal finishing and processing, this industry in recent years have a good export results.

The textile, clothing, leather and footwear industry is import dependent in terms of imports of raw materials that are mainly not produced in Bosnia and Herzegovina, and production is organized in small (up to 50 employees) and medium enterprises (up to 200 employees) with a wide spatial dispersion of production capacities.

The structure of textile industry products has a wide range from: men’s and women’s heavy clothing, light clothing, sportswear and equipment, car upholstery, underwear, protective clothing and equipment, to medical and cooking programs, home and hotel textiles, carpets, rugs and other products.

The structure of leather and footwear products includes all processes: from raw leather and wool processing (which requires special process and treatment), through sewing men’s, women’s and children’s clothing, haberdashery accessories and other leather products, to the production of men’s, women’s and children’s footwear, everyday footwear, special-purpose footwear for various ceremonies, work, sports, protective footwear, footwear for different seasons, etc.

TRADITION OF THE SECTOR IN B&H:

- Beginnings of the B&H textile industries date back to the beginning of the last century when production was based on craft principles. This method of production will soon be replaced by modern, up-to-date textile production facilities.
- The trend of development of this branch of industry continued until the beginning of the last war.
- BiH has achieved exceptional results and greatly contributed to the foreign trade balance of the former state. Smaller industrial plants were present in all parts of the country, while the creation of industrial plants completely completed the production cycle so that the production and processing of textiles and the production of finished products were part of the same industrial unit.
- The production of domestic clothing brands and finishing, so-called lohn jobs was in the ratio of 70:30, and not only the Yugoslav but also the world market was open for the placement of both types of products.
- The problematic period for this industry begins with the disintegration of ex-Yugoslavia (1990s) when most production plants were devastated (by transitional processes from a planned to a market economy), and a technological breakthrough after the war was virtually impossible.
- In the last two decades, the textile, clothing, leather and footwear sector in B&H has shown a tendency of continuous growth and development as well as the need for continuous investment in new technologies and improving the skills of employees. A key element of new investments in technological improvements of production processes and raising the level of knowledge and skills of employees (know-how) are foreign investments whose higher inflow is expected in the coming period (due to the spotted trend of moving orders and complete production from the Far East to Europe because of COVID 19 and “blowing” especially too long supply chains).
- The social aspect of this industry is extremely important because it employs a large number of workers with lower qualifications, mostly female workforce, with a large share of personal labor, where the price of this labor is lower than in other branches of manufacturing.

THE MOST IMPORTANT BiH COMPANIES IN THE TEXTILE, CLOTHING, LEATHER AND FOOTWEAR INDUSTRY:

B&H has a long tradition, a significant reputation and today is still a well-developed textile, leather and footwear industry. There is a large number of significant foreign and domestic manufacturers that offer a wide range of different types of products from cotton, other textile fibers, leather, polyurethane, rubber, etc., which are produced in BiH and exported to the most demanding European and other markets.

TEXTILE and CLOTHING manufacturers

OLIMP d.d -Gračanica	FEN BH d.o.o. Lukavac	BNELLISSIMA d.o.o. - Sarajevo
PREVENT TRAVNIK d.o.o. -Travnik	DUBICOTTON d.o.o	CONTESSA d.o.o. - Tešanj
ELLA TEXTILE d.o.o. - Gradiška,	-Kozarska Dubica	MRAZ d.o.o.- Pale
Nova Topola	FORTITUDO d.o.o. -Travnik	ZAHAREX d.o.o. Srebrenik
ALMA RAS d.o.o. - Olovo	RAMA – TEX d.o.o. - Prozor-Rama	SOCKSMAKER d.o.o. - Tešanj
DEVIĆ-TEKSTIL d.o.o.- Teslić	AUSTRONET d.o.o. - Prijedor	PREMIER d.o.o. - Doboј

TEKSTILNA INDUSTRIJA d.o.o.  
- Mostar

EXCLUSIVE LINGERIE d.o.o.  
- Banjaluka

PREVENT SAFETY d.o.o. - Goražde

KAYAK d.o.o.- Kostajnica

NAPREDAK d.o.o. - Tešanj

SANA ELVIS d.o.o. - Novi Grad

IMK KULA d.o.o. - Gradačac

BONTEX d.o.o. Maglaj

GRANOFF d.o.o. - Sarajevo

HAKADEŠ d.o.o.- Gradiška

DIJANA TEKSTIL d.o.o.- Srbac

DD ZIKO - Zavidovići

SANA LINEA d.o.o. - Kostajnica

ZENKO d.o.o.- Zenica

YUMCO d.o.o. - Drvar

RENTEX d.o.o.- Tuzla

BORAC d.d. - Travnik

MILTEX d.o.o.- Banjaluka

KISMET d.o.o. - Doboj Istok

CARMEN LINEA d.o.o. - Banjaluka

GIONČIN d.o.o. - Gradiška

Tvornica čarapa KLJUČ d.d. - Sarajevo

SANITEKS d.d.- Velika Kladuša

FARSTAR OGIŠ MEDICAL d.o.o. - Srbac

PREVENT FABRICS d.o.o. - VISOKO

*LEATHER and FOOTWEAR manufacturers*

Sportekt d.o.o.- Kotor Varoš

OLIP-BOSNA- Travnik

BEMA d.o.o- Banjaluka

INTRAL BH d.o.o.- Tuzla

SANINO d.o.o.- Derventa

DERMAL R d.o.o- Kotor Varoš

ALPINA – BROMY d.o.o.- Bukva-Tešanj

AMICA do.o.- Derventa

ALFA d.o.o.- Modriča

ŠKREBIĆ COMPANY d.o.o. - Teslić

PREVENT STEP d.o.o.- Bugojno

KAVAT d.o.o.- Travnik

BOOXMARK d.o.o.- Lukavac

NOVA IVANČICA d.o.o.- Kozarac-Prijedor

FORTUNA d.d. – Gračanica

*FUR, LEATHER and leather GOODS manufacturers*

KUNA, EXPORT-IMPORT d.o.o.- Visoko

PREVENT LEATHER d.o.o.- Sarajevo

KOTEKS d.o.o.- Tešanj

KOŽARA d.o.o.- Bugojno

ALBEX GROUPE d.o.o.- Visoko

EURO–GALANT d.o.o.- Gračanica

BELT d.o.o.- Banjaluka

CIMMS d.o.o.- Prijedor

SOKOLOVIĆ LEATHER – Visoko

What our investors have to say:

PREVENT CENTRAL & EASTERN EUROPE

PREVENT CENTRAL & EASTERN EUROPE is a recognizable brand and a leading industrial manufacturer in Central and Eastern Europe, certainly the most important BiH company, which is also an international group and a member of a global company employing over 10,000 workers in five countries (Germany, Croatia, Slovenia, Romania, BiH). In BiH, Prevent operates in 18 locations and employs 7,000 workers. Due to the founding capital, which is partly of foreign origin (Slovenia and Germany), Prevent Group also occupies a place among foreign investors.

In addition to the automotive industry (car upholstery), Prevent is present in the segment of fashion clothing, footwear, metals, furniture, protective equipment, and nautical.

*Nijaz Hastor, owner and founder of ASA Prevent Group*

*“Thanks to the responsible approach of all those involved in business processes, we have maintained the position of the leading exporter, the most desirable employer, and we have positioned ourselves on the list of TOP 400 companies in Central Europe. Today, the Prevent Group is the leading private company in CEE, synonymous with exports from Bosnia and Herzegovina, the automotive industry, leather and textile production and socially responsible business. ”*

ALMA RAS d.o.o. OLOVO

ALMA RAS company started its work in Olovo (Bosnia and Herzegovina) 24 years ago. It was symbolically founded on Women’s Day in 1998 and since then it has been known as an unavoidable place for lovers of quality fine underwear and sleepwear. Since the founding of the company, it has recorded constant growth and development - from a small, family workshop to a brand leader in the domestic, Bosnian market. Today it employs over 1,200 workers in six production plants. One of the key business policies is the care of employees, employee satisfaction, but also customer satisfaction. Alma Ras is rapidly becoming one of the most famous companies in Bosnia and Herzegovina with a wide distribution network through wholesale and its own retail boutiques. With the careful placement of brands in other markets, the hearts of customers in the regional and European markets were won, starting from Montenegro, Macedonia, Kosovo, all the way to Slovenia and Denmark.

*Rasim Memagić, CEO of Alma Ras*

*“Alma Ras has celebrated 24 years of not only existence, but very successful business, which is reflected in our continuous progress and expansion. For the first time in the history of the company, we have such a large number of employees, now more than 1,300, and we can attribute this success to all of us, the employees who form the heart of this team. We are especially proud of the fact that all employees enjoy many benefits, and one that stands out is the training. Investing in employee development is extremely important, and we will continue to do so in the future.*

*We strive for environmental and social awareness, and we have focused our business on that. We have launched certain eco-projects that have contributed to local communities and participated in many waste management projects. All these processes have contributed to the fact that in the challenging year 2021, we receive one of the most important certificates in the textile industry, the GOTS certificate. This means that we will implement the latest trend in the world, ie. we will go in the direction of developing new organic products. We will be more focused on sustainable development: installing solar panels, reducing waste in the production process. The purchase of new cutting lines is also planned, thanks to which energy consumption will be reduced by 30 percent, the production process will be accelerated, and the quality of products will be improved. “*

Dević-tekstil d.o.o. Teslic

The founder of the company is the family company Dević d.o.o. with its headquarters in Zagreb, whose development path began in 1991 and has been operating in BiH (in Teslić) since 2002 and in Srbac since 2013. Over the years, the Dević family has built all their effort, knowledge, and capital into every single product. The guiding thought from the very beginning was to develop underwear that will be comfortable for everyone to wear, top quality and affordable prices.

**Dajana Blagić, General Manager**

*“Our primary activity is the production of underwear and today we are one of the largest exporters to the Western market, as evidenced by our reference list, and we certainly can be ranked among the largest manufacturers of underwear in the world. With continuous investments in production, we plan to expand our production facilities and at the same time strengthen our position on the domestic and European markets.*

**Footwear factory SPORTEK d.o.o. Kotor Varos**

The footwear factory “Sportek” d.o.o., as one of the largest exporters in B&H, was founded back in 2005 with a large initial Italian capital and at the very beginning had 300 employees, while today, thanks to long-term cooperation with world famous companies such as “Nike” and by constantly improving business processes, investing in new technologies and human potential, it has grown into a business giant with more than 2,000 workers and its halls with production and storage facilities today cover about 40,000 square meters. Their current capacities have reached the number of 15,000 pairs of shoes per day.

Their business strategy implies continuous research and development of new methods for making their products, strong customer orientation, with the inevitable corporate and social responsibility with special emphasis on responsibility towards their employees.

**Goran Berić, manager of the “Sportek” footwear factory.**

*The “Sportek” footwear factory is engaged in the serial production of sports footwear – professional models for football players - football boots for the “Nike” corporation (in which the world’s best football player Cristiano Ronaldo and many other world football stars play).*

*I especially emphasize the fact that from 2008 to 2020, our designer from Italy always won the first prize in the annual competitions for the new design of football boots that the company “Nike” announces every year in the world. They also produce a complete professional cycling program (except helmets and goggles) for the DMT brand, which is owned by our parent company “Diamond”*

*from Italy, and we have a special line for the production, sewing and printing of a complete program of textiles for cyclists (socks, t-shirts, pants, sweatshirts, etc.). In addition, we have been doing serial production of footwear for the American company “Crocs” (summer slippers and clogs) for many years. Annually, we make and export about 4,000,000 pairs of shoes for this company. In addition to this, our activity includes the production of carbon fiber parts for Ducatti motorcycles and DMT bicycles (a large part of the competitors in the race “Giro d’Italia”, and this year’s winner, wears equipment produced in “Sportek”), as well as roofs for smaller yachts made of carbon textiles.*

**Key parameters of the ATTRACTIVENESS of the sector:**

In 2024, value of production in B&H was:

- 395 916 KM of the value of production in the textile sector
- 416 258 KM of the value of production in clothing production
- 565 301 KM of the value of production in leather and related products

Number of employees and average salary:

- According to the number of employees, the textile, clothing, leather and footwear industry in BiH employs the most workers, about 30.000 people, which is still only 30% of total employees in the sector before the transition when this industry employed 100,000 people.
- The number of employees in the textile, leather and footwear sector accounts for 18.4% of the total number of registered employees at the end of 2024.
- The number of enterprises in the sector accounted for 8.5% of the total number of enterprises in the manufacturing industry in 2022, and the number of entrepreneurs for 13.4%.
- The textile and footwear industry is predominantly female. It is estimated that more than 75 percent of workers in the textile and footwear industry are women.
- The largest number of workers is represented in two age groups, between 20 and 30 (42%), and 31 and 40 years (37%) age. According to the level of education, as many as 99 percent of workers have a high school diploma, which includes skilled workers.
- The average monthly net salary is between 732 to 900 KM in B&H, for 48 working hours during the week.

**FDI in textile sector:**

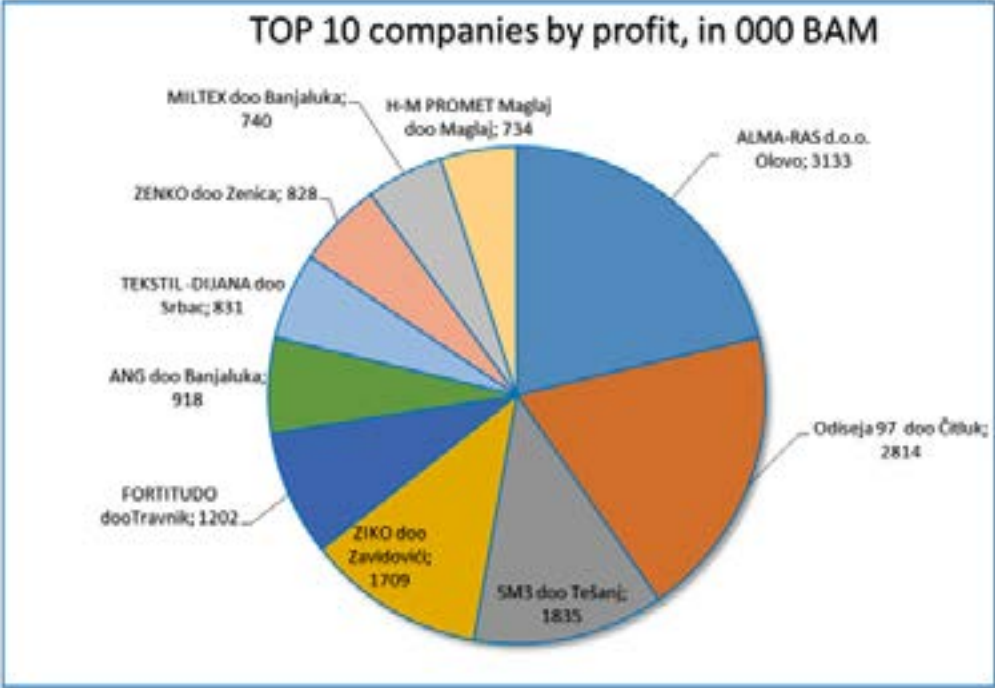
The total amount of FDI in BiH in the textile, leather and footwear sector in December 2022 amounted to 300.4 million KM, which is a share of 1.7% in total foreign investments (17.4 billion KM).



Prepared according to CBBH data



Profit:



Source: www.Akta.ba

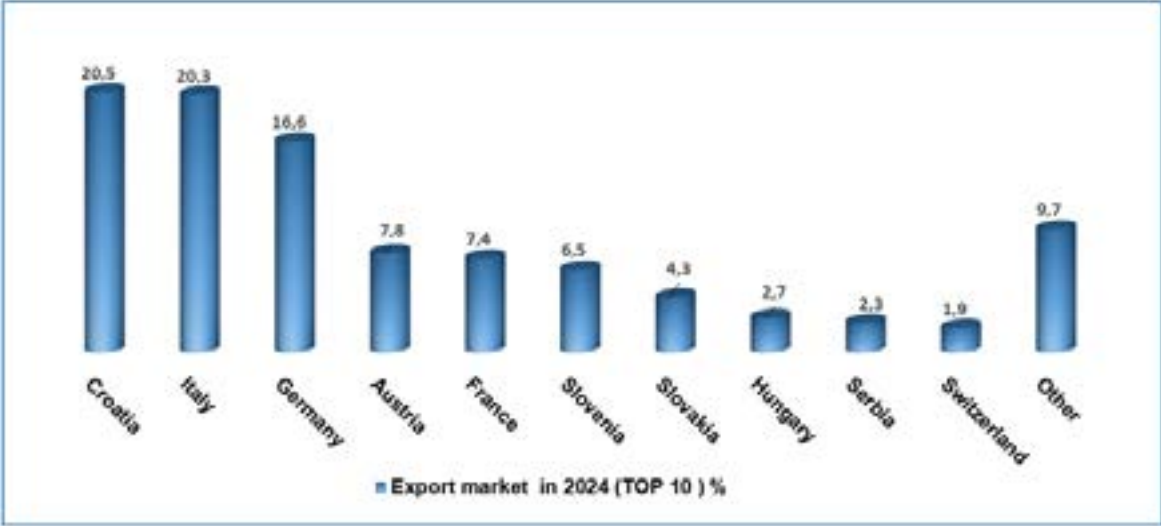
The textile industry is a low-accumulation industry everywhere in the world, including B&H.

- The value of production of textiles, clothing, leather and related products accounted for 5.8% of the value of production of the manufacturing industry in 2022.
- 
- The value of industrial products sold in all three activities of the textile sector in 2023 is 8.2% higher compared to 2022.
- 
- In the structure of GDP realized in 2023, the manufacturing industry participates with 13.3%, and the textile, leather and footwear sector with 1.3% and the gross value added of the textile, clothing, leather and footwear sector is, on average, 6% higher.
- In the total foreign trade of BiH in 2024, this industrial sector is represented by 8.5%.

Export:

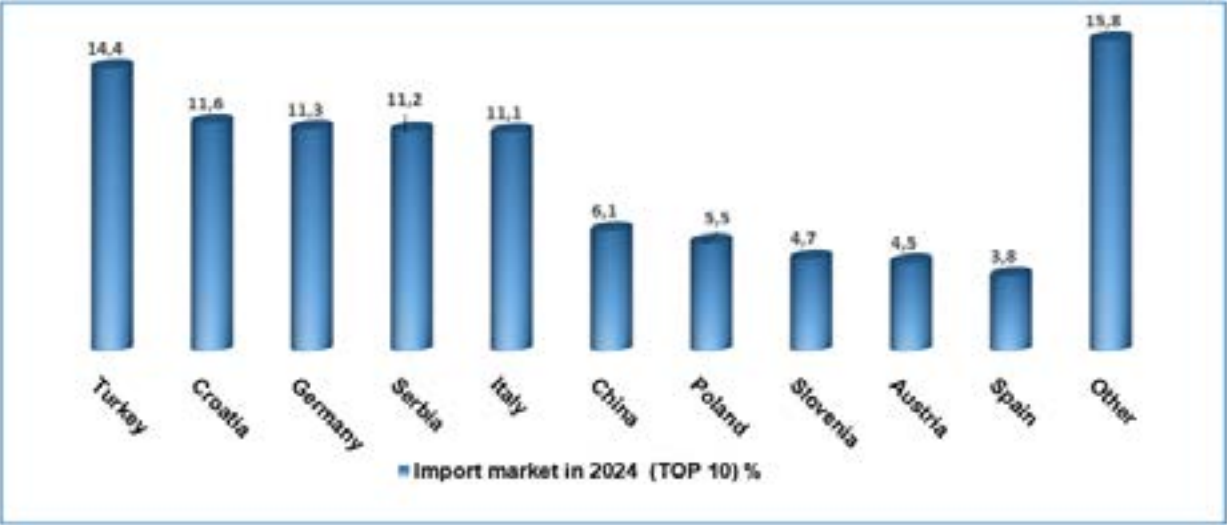
- The total foreign trade of the textile, clothing, leather and footwear industry in Bosnia and Herzegovina in 2024 was 4,013,766,993 KM and is 246,831,953 KM lower than in 2023 when the volume was 4,260,598,945 KM.

- In 2024, the textile industry was exported in amount of 1.660.909.149 KM, which is an decrease in exports by 204.016.024 KM compared to the previous year.
- At the same time, textile products worth 2.352.857.844 KM were imported, which is an decrease of 42.815.928 KM compared to the previous 2023 year.
- The coverage of imports by exports in 2024 is 70,59% and is lower compared to 2023 when it amounted to 77,85%.
- Clothing and clothing accessories account for the largest share in total exports, which indicates the importance of the textile industry for total exports.
- All 10 largest export markets for the Bosnian and Herzegovina textile industry are located in Europe, indicating a strong orientation towards the European market. Croatia and Italy are the largest export markets, together accounting for over 40% of total exports.
- This points to well-established trade links and strong demand for ours products on these markets. Turkey is the largest import market, which shows the established trade relations and strong demand for Turkish products in BiH.



Source: Foreign Trade Chamber of BiH

In 2024, the largest export markets in textile, clothing, leather and footwear products were placed are: Croatia (20,5%), Italy(20,3%), Germany (16,6%), Austria (7,8%) and Slovenia (6,5 %).



Source: Foreign Trade Chamber of BiH

The largest import markets in textile, clothing, leather and footwear products were placed are: Turkey (14,4%), Croatia (11,6%), Germany (11,3%), Serbia ( 11,2%) and Italy (11,1%). Although 10 markets are shown, the first five markets are significant part of total imports, which indicates a high concentration of imports in several key markets.

TEXTILE SECTOR PROJECTS IN B&H :

1. Tannery, Bugojno

2. Expanding Product Placement and Product Range, Laktasi
3. Mattresses Production Plant and Raw Materials Malo Blasko Laktasi

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