

### DEAR READERS **¥**

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WE ALSO INFORM YOU THAT FIPA MOVED TO THE NEW PREMISES LOCATED AT GRBAVIČKA 4, SARAJEVO.



# NEWSLETTER NO. 136 DECEMBER 2016

## FIPA ACTIVITIES >

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The Embassy of the State of Kuwait invites all interested companies to apply for participation in the National Fair of Knowledge Transfer across EMEs in Kuwait which will be held in the period 20-22 February 2017 under the patronage of HM Emir of the State, Sheikh Sabah Al-Ahmad Al-Jaber Al-Sabah.

The Fair is also supported by the General Secretariat of the Supreme Council for Planning and Development of Kuwait.

The fair is being held every year with a different topic.

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This year it is provided opportunity for exchange knowledge across small and medium entrepreneurs. More information about the fair can be found at the link below: www.kuwaitkt.com

All interested in participation in the fair can contact the Embassy of the State of Kuwait on phone:  $+387\ 33\ 56\ 90\ 20$  or e-mail info@kuwaitembassy.ba

### FIPA ACTIVITIES >



COOPERATION OF FIPA AND AUTOCESTE FBIH IN THE REALIZATION OF THE CORRIDOR VC AND EXPRESSWAYS CONSTRUCTION PROJECTS









...AND MORE ACTIVITIES...





#### Cooperation of FIPA and Autoceste FB1H in the realization of the Corridor VC and expressways construction projects

The Director of the Foreign Investment Promotion Agency of BiH (FIPA) Gordan Milinić visited the public company Autoceste of FBiH and talked with the Director of that company Adnan Terzić on the implementation of the Corridor Vc and expressways construction projects in FBiH.

Planned investments in the construction of highways and expressways in a total length of 800 km are estimated at 7 billion EUR. Only 100 km of the planned road infrastructure is currently realized, which provides an opportunity for foreign investors to participate in the implementation of the planned projects.

Among the priorities in the construction of Corridor Vc are sections of the Tunnel Prenj, Prenj-Mostar North, and Mostar North-Mostar South, worth about 500 million EUR, for which the tenders are expected in early 2017. In addition, foreign investors have opportunity to participate in the already prepared project of building the high-speed road Lašva — Nević Field Travnik in the amount of 218 million EUR, which will be implemented through a concession model.

The Director Milinić stressed the importance of cooperation between FIPA and Autoceste of FBiH in providing adequate information to foreign investors who have already expressed serious interest in investing in the projects of construction of motorways and express roads in BiH.





The FIPA Director Gordan Milinić and associates had a meeting with the Acting Executive Director for the railway infrastructure Zulfo Robović and the Acting Executive Director for development and investments Rešad Mandžo.

The FIPA representatives informed the guests about services the Agency provides to foreign investors, as well as the undertaken activities, noting that investors show interest in railway infrastructure projects.

The company Željeznice of FBiH currently has projects with ready project documentation for the overhaul of the northern part of the railway line and the sub-section Podlugovi-Sarajevo, Zenica-Jeline, Maglaj-Dobo. The project of the construction of railway line Vareš-Banovići, modernization of railways in the Tuzla basin and the project of the machinery procurement worth 7-8 million EUR can be interesting to foreign investors. They also have a number of preliminary projects on whose studies and project documentations it is currently working.

It was agreed that after submitting the projects by Željeznice FBiH, FIPA will look for foreign investors for those projects. It was also emphasized the need for closer cooperation, exchange of information on projects and presentation of projects to potential investors.





## FIPA-BIH EMBASSY IN SPAIN: TO PRESENT WIND AND SOLAR POWER PLANTS PROJECTS TO POTENTIAL SPANISH INVESTORS

The Director of the Foreign Investment Promotion Agency of BiH (FIPA) Gordan Milinić and associates had a meeting on 21 December 2016 with the Ambassador of Bosnia and Herzegovina in Spain HE Darko Zelenika in order to discuss the possibilities for improving the economic and investment cooperation with Spanish companies.

The Director Milinić informed the Ambassador Zelenika about services that FIPA offers potential and existing foreign investors in BiH and stressed that FIPA at accessible to foreign investors in all phases of their investment. He proposed to the Ambassador Zelenika establishing a cooperation with Spanish companies active in the renewable energy sector, in particular with the company Fersa Energias Renovables, which is in partnership with the Podgorica-based company Čelebić which is working on building 23 wind power plants up to 46 MW on the hill Možura between Bar and Ulcinj, and that has a branch in Split, Croatia.

Bosnia and Herzegovina has projects, especially for the construction of solar and wind parks, which are attractive to Spanish investors. There are also many opportunities for investing in the sector of food production, wood-processing and spa sector. By agriculture production, Spain is one of the leading countries in the world and the interest in investing in this sector in BiH could be shown due to the CEFTA Free Trade Agreement, Free Trade Agreement with Turkey and other preferential export regimes which BiH has concluded with a number of countries.

At the initiative of the Honorary Consul Ramon Jufres, the Chamber of Commerce of Bosnia and Herzegovina was established in Barcelon a few years ago. Due to this fact, at the meeting at FIPA, it was agreed to intensify cooperation on attracting investments from Spain in BiH.

FIPA expects from all BiH Ambassadors that the economic diplomacy is a priority in their work, that they work on bringing investors to the country, and on increasing exports from BiH.





## Preparations for coming of companies from Germany and China to BiH: Dobersek GmbH, Sinomach and Camce

The Director of the Foreign Investment Promotion Agency of BiH (FIPA) Gordan Milinić spoke with the Director of the German company Engineering Dobersek GmbH in BiH Mr Enver Alibegović on the expressed interest of this company to invest in projects of energy, mining, environment and transport, with a focus on road and railway infrastructure.

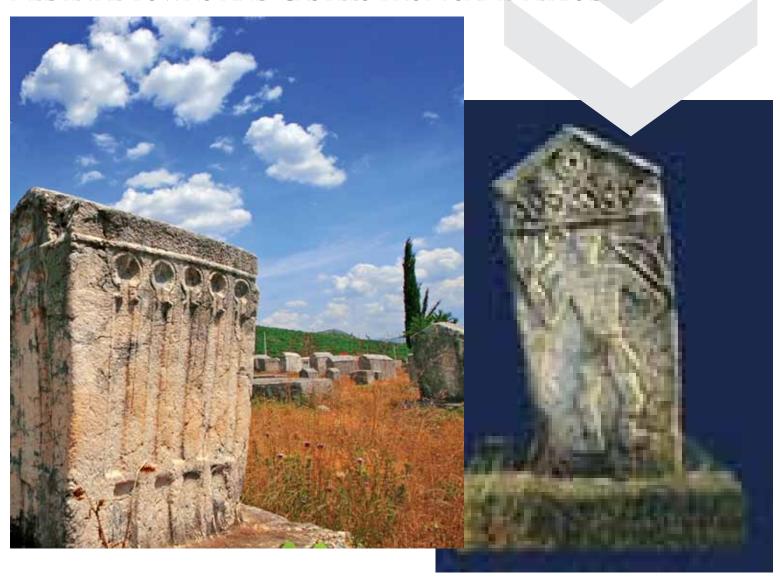
The company is running business all over the world starting from the Russian Federation, Bulgaria, Serbia to South America.

The mentioned German company operates in cooperation with Chinese companies Sinomach and Camce whose joint visit to Bosnia and Herzegovina is expected in January 2017, together with representatives of the Chinese Exim Bank.

Consultations on investment projects which will be offered to investors, are underway.

Being the crossroads of many civilizations, Bosnia and Herzegovina is rich with archaeological remains, from the Neolithic, Roman, Illyrian and Medieval Periods.

The most specific and well known are the hand-carved tombstones (stećak) that date back over 700 years to the Middle Ages. These unique monuments of ancient native artistic tradition, which are scattered all around Bosnia and Herzegovina, have become almost a national symbol. In addition, there are numerous remains of Medieval towns and castles from same period.



Mostar Old Bridge, in the Old Town in the Very Centre of Mostar, was built in 1566, by the Ottoman architect, Mimar Hajrudin, who erected this stone bridge in what was then just a small Turkish outpost in southern Bosnia and Herzegovina.

THE BRIDGE SPANS THE EMERALD GREEN WATERS OF THE NERETVA RIVER AND CAME TO BE KNOWN AS "STARI MOST", OR OLD BRIDGE. THE OUTPOST GREW INTO A CITY AND WAS EVENTUALLY NAMED AFTER THE BRIDGE - MOSTAR, OR "KEEPER OF THE BRIDGE." TODAY, THIS BRIDGE IS INCLUDED IN THE UNESCO WORLD HERITAGE LIST. (READ MORE ON: WWW.UNESCO.ORG)



Počitelj is a unique settlement, listed as a potential UNESCO heritage site. The Hadi-Alija Mosque has been reconstructed as well as the Šišman-Ibrahimpašina medresa and the Gavran Kapetanovi house, all of which are open to visitors.

THE MOST STRIKING OBJECT IN POČITELJ IS THE SAHAT-KULA, A SILO-SHAPED FORT THAT TOWERS FROM THE TOP OF THE HILL ABOVE THE TOWN. IT HOUSED WATCHMEN AND MILITARY TO GUARD AGAINST POSSIBLE INVASION FROM THE NERETVA VALLEY. BESIDES ITS STUNNING ORIENTAL ARCHITECTURE AND OTTOMAN FEEL, POITELJ HOSTS THE LONGEST OPERATING ART COLONY IN SOUTH EASTERN EUROPE.



National Park Hutovo Blato, an oasis of Peace, is situated in Southern Herzegovina and is a protected zone and important bird reserve.

THIS UNIQUE SUB-MEDITERRANEAN SWAMP OF SUPERB BEAUTY AND IMPORTANCE ACCOMMODATES BIRDWATCHERS, NATURE LOVERS AND FAMILIES WITH CHILDREN ALIKE.

(READ MORE ON: WWW.BHTOURISM.BA)



Međugorje is located in the mountains near Mostar.

THE SMALL TOWN IS INCREDIBLY POPULAR WITH CATHOLIC PILGRIMS - MILLIONS OF PILGRIMS HAVE VISITED THE SITE SINCE 1981, WHEN A SMALL GROUP OF YOUNG PEOPLE IN THE VILLAGE BEGAN REPORTING SEEING VISIONS OF THE VIRGIN MARY ON A NEARBY HILLSIDE.

(READ MORE ON: WWW.MEDJUGORJE.HR)



Perućica in Sutjeska National Park, is one of only two remaining mediaeval forests in Europe.

It is often described as an ancient outdoor museum with a magical forest of beautiful 50-meter high spruce and beech, 200 to 300 year old, trees. The forest is a true gem in terms of wildlife and the large number of endemic plants.

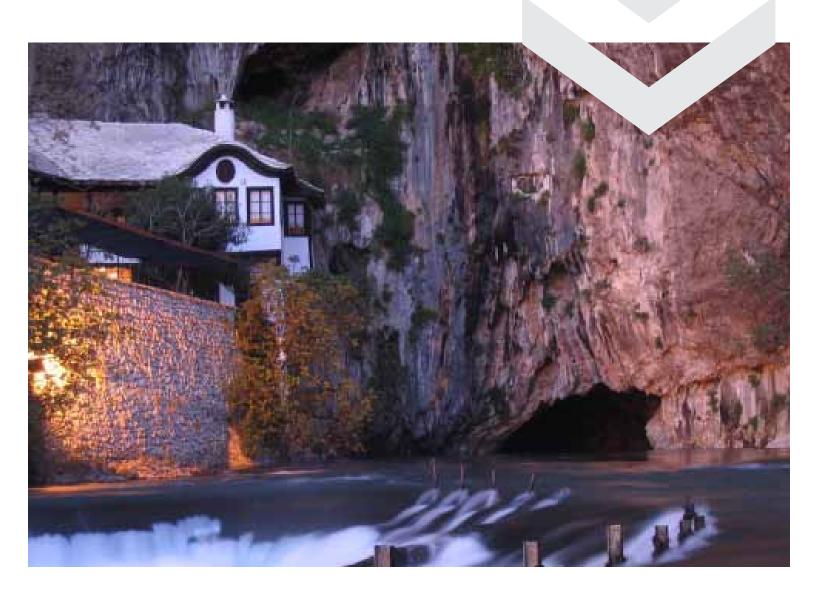
(READ MORE ON: WWW.GREENVISIONS.BA)



Blagaj Buna is one of the finest examples of an underground karst river. It flows out of a 200 m cliff wall to become the Buna River.

Unsurprisingly, the Ottoman sultan was impressed, and ordered a tekija to be built right next to it. This 16th century house/monastery was built for the Dervish cults and is still one of the most mystical places in all of Bosnia and Herzegovina.

(READ MORE ON: WWW.BHTOURISM.BA)



Rakitnica River Canyon is one of the deepest and most profound gorges in Europe. It is a natural wonderland. The entire length of the canyon is lined with endemic types of flora and fauna. Bears, wolves, wild boar, pine martins, and wild goats all take refuge in this difficult to access canyon.

As many as 32 endemic plants, flowers, and trees can be found in this tiny region of the Dinaric Alps. The crystal clear water, fed by the high mountains above, is potable width=100% for the whole length of the canyon region.

(READ MORE ON: WWW.BHTOURISM.BA)



V JETRENICA CAVES, NEAR THE SMALL TOWN OF RAVNO AND THE MEDIEVAL ORTHODOX MONASTERY OF ZAVALA IS THE LARGEST CAVE SYSTEM DISCOVERED IN BOSNIA AND HERZEGOVINA. THIS EXTENSIVE CAVE SYSTEM HAS OVER 6 KILOMETRES OF CHANNELS, AND THE STUNNING MAIN CHANNEL STRETCHES OVER 2.5 KILOMETRES.

Amongst the many archeological discoveries are the ancient cave drawings of bears and leopards that are estimated to be over 10,000 years old. The many small lakes in the caves are home to endemic types of shellfish only found in deep underground aquifer systems. (Read more on: www. bhtourism.ba)



Archaeological excavations began recently near Sarajevo in the Visoko Valley at what some believe to be a newly discovered pyramid complex, the first such monumental ancient structures found in Europe.

In 2005, Semir Osmanagić put forward his theory that a 100-meter geometrically-shaped hill with evenly shaped sides and corners that point north, south, east and west is an ancient man-made structure.

(READ MORE ON: WWW.PIRAMIDASUNCA.BA)





#### **ABOUT US:**

#### FIPA MISSION:

FOREIGN INVESTMENT PROMOTION AGENCY (FIPA) OF BOSNIA AND HERZEGOVINA (BIH) IS A STATE AGENCY ESTABLISHED WITH THE MISSION TO:

- -ATTRACT AND MAXIMIZE THE FLOW OF FOREIGN DIRECT INVESTMENT INTO BOSNIA AND HERZEGOVINA, AND ENCOURAGE EXISTING FOREIGN INVESTORS TO FURTHER EXPAND AND DEVELOP THEIR BUSINESSES IN BIH.
- -FACILITATE THE INTERACTION BETWEEN PUBLIC AND PRIVATE SECTORS, AND HAVE AN ACTIVE ROLE IN POLICY AD-VOCACY IN ORDER TO CONTRIBUTE TO CONTINUALLY IMPROVING ENVIRONMENT FOR BUSINESS INVESTMENT AND ECONOMIC DEVELOPMENT.
- -Promote a positive image of Bosnia and Herzegovina as a country that is attractive to foreign investors.

#### FIPA SERVICES

The Agency offers practical assistance in dealing with government institutions, by working directly with investors and, more structurally, by assisting the government in improving the legal framework for foreign investments. FIPA also assist investors to develop contacts with the public and private sector.

THE FACT-SHEETS WITH INVESTMENT-RELATED INDICATORS, MATCHMAKING AND SECTOR STUDIES, ELABORATED BY FIPA'S EXPERTS AND INDEPENDENT CONSULTANTS, ENSURE THAT INVESTORS ARE FULLY AWARE OF THE OPPORTUNITIES THAT BIH PRESENTS. MOREOVER, FIPA WORKS ALONGSIDE THE EMBASSIES AND DIPLOMATIC MISSIONS OF BOSNIA AND HERZEGOVINA THAT CAN ALSO HELP YOU EXPLORE INVESTMENT OPPORTUNITIES IN OUR COUNTRY. FIPA PROVIDES DATA, INFORMATION, ANALYSIS AND ADVICE ON THE BUSINESS AND INVESTMENT ENVIRONMENT, INCLUDING:

- -THE LEGAL FRAMEWORK FOR FOREIGN DIRECT INVESTMENT
- -INVESTMENT INCENTIVES
- -ECONOMIC AND BUSINESS TRENDS

FIPA IDENTIFIES AND PRESENTS AVAILABLE INVESTMENT OPPORTUNITIES:

- -INVESTMENT PROJECTS IN THE DEVELOPMENT-PHASE OR READY FOR IMPLEMENTATION
- -COMPANIES IN THE PROCESS OF PRIVATISATION
- -LOCAL COMPANIES SEEKING FOREIGN PARTNERS

FIPA ASSISTS BOTH POTENTIAL INVESTORS AND THOSE THAT HAVE ALREADY INVESTED IN THE COUNTRY THROUGH:

- -EFFECTIVE NETWORKING WITH BOTH THE PUBLIC AND PRIVATE SECTOR
- -LINKING WITH GOVERNMENTAL AND NON-GOVERNMENTAL INSTITUTIONS TO FACILITATE INVESTMENT AND BUSINESS DEVELOPMENT
- -COOPERATION WITH LOCAL, REGIONAL AND INTERNATIONAL ORGANISATIONS TO PROMOTE AND ENHANCE THE IN-VESTMENT ENVIRONMENT

TO FIND OUT MORE ABOUT FIPA'S SERVICES, WHICH ARE ALL FREE OF CHARGE, CONTACT US DIRECTLY.

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