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



NEWSLETTER NO. 141

MAY 2017

FIPA ACTIVITIES >

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» New investments start in Bosansko Grahovo





BIH WINES WERE PRESENTED AT FAMOUS FAIR IN TOKYO

2 kinds of BiH wine from Vino Manastir Tvrdoš (Trebinje), Vranac 2013 and Žilavka 2015, and 1 from Vinogradi Nuić (Ljubuški) Trnjak 2013 were presented at 91th World Liquor and Cheese Festival held from 12 to 18 April 2017 in Tokyo, Japan.

More than 900 kinds of wine from the world are being exhibited and sold at this Fair. Those wines are also being sold at high-grade department store named DAIMARU, same like level of Harrods in London, U.K.

Shigehiko Nishihama, Representative of FIPA in Japan, presented on this occasion the BiH wines by introducing directly them to Japanese consumers.

Japanese consumers enjoyed tasting BiH wine and they were very surprised by its high quality, especially, Vino Manastir Tvrdoš Vranac 2013 and Vinogradi Nuić Trnjak 2013. Thanks to the efforts of Mr Nishihama, in January 2014, for the first time, BiH started exporting the BiH wines to Japan. Japanese import company named M & P Corporation (Tokyo) decided to import total 9 kinds of BiH wine (6 Red, 3 White) from 2 wineries, Vinograd Nuić (Ljubuški) and Vino Manastira Tvrdoš (Trebinje) in January 2014.

These 9 kinds of BiH wine are being sold at stores and on the Web-site shopping mall in Japan, for example, as follows; http://item.rakuten. co.jp/chichukai/c/0000000358/

FIPA Representative Mr Nishihama has good relations with BiH wineries more than 12 years, he visited their wineries and promoted the quality of BiH wine to Japanese. He will continue to do best for promoting and growing BiH wine in Japanese markets without any budget allocated by BiH.

FIPA ACTIVITIES >



BUSINESS COUNCIL HUNGARY - BIH VISITED FIPA







...AND MORE ACTIVITIES...





BUSINESS COUNCIL HUNGARY - BIH VISITED FIPA

Representatives of FIPA, led by the Deputy Director Blaženka Mišković received a delegation of the Business Council Hungary - Bosnia and Herzegovina in order to discuss possibilities for improving economic cooperation between the two countries.

The work of this organization is focused on joining businesspeople, finding and exploring new business opportunities in both countries with the aim to increase investments and trade on satisfaction of the both sides.

At the meeting it was stressed that Hungary invested in BiH 32 million EUR, and that there are opportunities for growth of the Hungarian investments in our country.

Hungarian businesspeople have also pointed out that people in Hungary still knows a little bit about Bosnia and Herzegovina, that they have prejudices about our country, and that is necessary to work on media promotion of the country in order that Hungarian public has a real picture on BiH.





FIPA PARTICIPATED AT SARAJEVO BUSINESS FORUM

Representatives of FIPA, led by the Secretary PhD Maida Bećirović participated at Sarajevo Business Forum in order to promote and to present Bosnia and Herzegovina as interesting destination for foreign investments.

The Secretary Bećirović has also participated at the panel entitled: Central / West Asia and Southeast Europe: How to strengthen economic cooperation. As part of this panel reasons for investing in BiH and the region were presented and it was pointed out reasons why the BiH is attractive to the countries of Central and Western Asia.

Within SBF, FIPA had several bilateral meetings with potential investors, and contacts with investors from Saudi Arabia, UAE, Bahrain, India, Indonesia and other countries are established.

FIPA has also participated at the forum with a delegation from Indonesia, where several BiH companies from the sector defence industry, the wood sector and agriculture were presented.

At this event, the Agency had a promotional stand in order to additionally present possibilities for investing in BiH, promotional materials and investment projects.





The Director of the Foreign Investment Promotion Agency of BiH (FIPA) Gordan Milinić participated on 22 May 2017 in Belgrade at the Vienna Economic Talks.

At the panel entitled "Regional cooperation on the EU path," the Director Milinić spoke about the investment potentials of the region, previous cooperation and proposals for improving future cooperation. He pointed out that only through mutual cooperation and more intensive promotion of the region we can attract significant attention of the world business community. "Countries in the region can only through cooperation provide stability and long-term prosperity, and it is necessary that the economic connection between countries in the region is constantly improving with strengthening the competitiveness. Coordinated action is essential for further enhancement of the regional cooperation and the economic development, and for intensifying the process of the European integration, as a key strategic commitment of countries in the region.

The EU influence is very important for more intensive regional cooperation. Despite the many challenges it is facing, EU must strengthen its presence in the Western Balkans through a clear European perspective and acceleration of the accession process, intensify further democratization and transformation of the region's countries "said Milinić.

After the official panel, the FIPA Director had meetings with representatives of foreign companies who wanted to know more information about the situation in Bosnia and Herzegovina, incentives and tax system, as well as attractive sectors and projects ready for implementation.

During the panel, a special attention was focused on the opinion of Mr Milinić related to the transformation of CEFTA in the regional custom union.





FIPA ORGANIZED A CONFERENCE ON INVESTMENT OPPORTUNITIES IN THE AGRICULTURE AND FOOD PROCESSING SECTOR OF B&H AS PART OF THE INTERNATIONAL AGRICULTURAL FAIR IN NOVI SAD

The Foreign Investment Promotion Agency of BiH (FIPA) and the Development Agency of Serbia organized on 16 May a panel on the topic of "Attracting Foreign Direct Investments in Agriculture and Food Production in Bosnia and Herzegovina and Serbia", as part of the International Agricultural Fair in Novi Sad.

The panel was opened by the Director of FIPA Gordan Milinić who emphasized the importance of agriculture and food production for the economic development of BiH and basic information on potentials for investing in this sector, as well as the services of FIPA as the Agency of the Council of Ministers of BiH.

During the panel, a FIPA representative had a presentation on the basic reasons for investing in BiH, characteristics of the sector of fruits and vegetables, livestock, dairy, meat processing, and presented some of available investment projects for investing. As an example of successful foreign investment in this sector, Almir Mukača, representative of the company Fress Ltd Sarajevo spoke about their experience in business in Bosnia and Herzegovina.





The Foreign Investment Promotion Agency of BiH (FIPA), together with 36 representatives of 24 companies of BiH, participated at the International Agricultural Fair of Macfrut 2017, which was held from 10th to 12th May 2017, in Rimini, Italy.

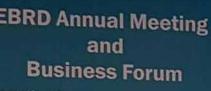
Representatives of the FIPA and companies of BiH established successful contacts with exhibitors at the fair, and had during two days more than two hundred meetings with Italian companies, which showed interest in BiH. In the period to come, it is expected to realize concrete cooperation between the two countries.

Investment opportunities in the agricultural sector of Bosnia and Herzegovina were presented during meetings with Italian companies.

Representatives of the BiH companies, which FIPA led this year to Macfrut, are satisfied with established contacts and expressed their gratitude for opportunity to visit leading Italian Agricultural Fair.

In addition to B2B meetings, the presentation of modern agricultural equipment and logistics solutions was organized for participants.

This year, the 34th International Fair Macfrut 2017 was attended by exhibitors from 40 countries from five continents.



Argeting Green and Inclusive Growth
Meeting Regional and Global Challenges
Nicosia
9:11 May 2017









FIPA PROMOTED ADVANTAGES FOR INVESTING IN BIH AT THE ANNUAL MEETING OF THE EBRD

The Director of the Foreign Investment Promotion Agency of BiH (FIPA) Gordan Milinić presented the activities of the Agency to improve the business environment in BiH and promoted attractive investment projects in the panel "Bosnia and Herzegovina Investment Outlook Session" within the Annual General Meeting and Business Forum of the European Bank for Reconstruction and Development EBRD held from 9 to 11 May in Cyprus.

More than two thousand statesmen, ministers, governors, bankers, businessmen and investors from more than 60 countries participated at this meeting. One of the events within the forum was the panel "Bosnia and Herzegovina Investment Outlook Session".

The panel dedicated to BiH was attended by a large number of businessmen and representatives of the financial world from more than 60 countries. Potential investors were interested in having additional information and explanations from the Minister Šarović and the Director Milinić on the political situation in the country, rights of investors, tax and education system and operating costs.

Mr Milinić also presented activities of the Network for Cooperation for Post-Investment Support to Investors and proposed measures of FIPA to improve the business environment. He also spoke about the services that FIPA provides to potential and existing investors in order to present more closely its activities and engagement.





FIPA PRESENTED INVESTMENT OPPORTUNITIES TO INVESTORS FROM THE UNITED ARAB EMIRATES

Business Forum Bosnia and Herzegovina - United Arab Emirates was held on 8 May in Sarajevo. On this occasion, the representative of FIPA Nina Pobrić had a presentation about positive aspects of the business environment of BiH and attractive sectors for investing and investment projects.

The business delegation from the UAE was composed of representatives of more than 20 companies. The FIPA representative informed potential investors on attractive projects for investing in the sectors of food and agriculture, real estate and tourism (especially health resorts and spas).

B2B meetings were also organized and more information on the projects were provided. Many companies had for the first time opportunity for getting information on all aspects of the business in BiH.

A representative of Zera Agriculture Investment Ltd had a presentation of their experience in running business in BiH.





FIPA PARTICIPATED AT THE ECONOMIC FORUM OF BOSNIA AND HERZEGOVINA AND GERMANY

The Deputy Director of FIPA Blaženka Mišković, as a keynote speaker in the panel discussion, "Experience, opportunities and Perspectives of German-BiH Economic Cooperation" took part at Bosnia and Herzegovina-Germany Business Forum "New Ways of Joint Cooperation", held in Berlin on 12 May 2017.

The Deputy Director pointed out that despite the many challenges faced by BiH, there are great opportunities for German investors who want to expand their business activities outside of the EU market. She stressed that foreign investors, having overcome initial barriers, are successfully operating in Bosnia and Herzegovina and reinvest their profit. This was also confirmed by the representatives of German companies that have already operated in Bosnia and Herzegovina.

Representatives of the German companies: GS — Machines Factory Travnik, ProCredit Bank AG Deutschland, Veritas AG, Robotics Center in Tuzla, Hemofarm Group shared on this occasion their experiences on business conditions in BiH.

According to representatives of these companies, one of the biggest challenges they face is the lack of manpower and the emigration of young and educated people from Bosnia and Herzegovina.

The forum was organized by the Ministry of Foreign Affairs of BiH, Embassy of Bosnia and Herzegovina in Germany, with the support of the German Ministry of Economy and Energy in Berlin. It was attended by more than 100 representatives of business, political and public life of Bosnia and Herzegovina, Germany and other countries.

BUSINESS & INVESTMENT NEWS >



New investments start in Bosansko Grahovo



...AND MORE NEWS...





The Director of the company Progress Ltd from Novi Sad Aleksandar Radun visited FIPA in order to invest in the municipality of Bosansko Grahovo. Investment is related to the sheep farm with the initial flock of 1,000 sheep of the breed Romanov with the intention of further enlargement of farm to 7,000 and then to 20,000 sheep. The investor will employ 65 workers.

Considering that this is one of the most underdeveloped areas in Bosnia and Herzegovina, coming of investors represents a great opportunity for the local people employment and development of the Municipality and supporting activities.

According to investors, Bosansko Grahovo has ideal conditions for practicing sustainable livestock breeding.

It is also planned to start production of animal feed, and investor is also interested in investing in the sector of tourism and solar and wind energy.

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.

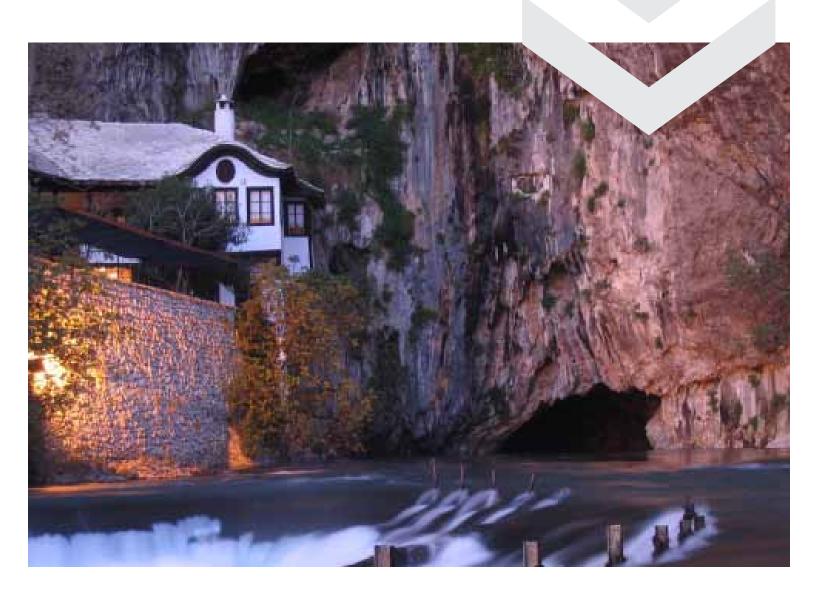
(READ MORE ON: WWW.GREENVISIONS.BA)



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)



Vietrenica 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

CLUDING:

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, IN-

- -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 BUSI-NESS 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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