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FIPA ACTIVITIES ≥

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THE DIRECTOR OF VIA MEDIA VISITED FIPA



AMERICAN COMPANY AMG INTERNATIONAL FROM LOS ANGELES VISITED FIPA





...AND MORE ACTIVITIES...





THE DIRECTOR OF VIA MEDIA VISITED FIPA

The Director of Via Media Vesna Beganović visited the Foreign Investment Promotion Agency of BiH (FIPA) in order to get information about activities that the Agency implements to promote investment opportunities in BiH, as well as about announced participation of FIPA at the Annual Investment Meeting (AIM) in Dubai.

The Director Gordan Milinić presented the work and competencies of the Agency in the field of promotion of the country and finding investors, gathering investment projects, the plan for participation in the Investment Conference AIM, as well as plans for the realization of the media campaign "Invest in BiH" that should be financed by the Council of Ministers of BiH.

Considering that Via Media has re-lunched its office in the United Arab Emirates in 2017 as Via Media Dubai, it has been involved in numerous projects in the GCC region. Bearing in mind the already established network of contacts, it was agreed that the potential investors she meets in the United Arab Emirates, directs to FIPA for presentation of opportunities for investing in our country. According to the common assessment, investors from UAE are most interested in investing in tourism, health tourism, and in investing in infrastructure projects.





AMERICANS SET UP FREE ZONE IN BIH -AMERICAN COMPANY AMG INTERNATIONAL FROM LOS ANGELES VISITED FIPA

The Director of American company AMG International Trading & Investment from Los Angeles Neil Hamz and his associates visited the Foreign Investment Promotion Agency of BiH (FIPA) where with the Director Gordan Milinić he talked about the intentions to invest in Bosnia and Herzegovina.

The investor is interested in investing in different areas, but he would start his investment by establishing his own Free Zone on the surface of 30,000m2, from which the production would be exclusively intended for export. The investor expressed willingness to invest in BiH from 10 to 100 million dollars.

Accompanied by representatives of the FIPA, the USA investor will visit potential locations in BiH for his future investment, and will, after the site analysis, make the final decision.

The company was initially established in the Middle East in 1958. It moved its headquarters to the United States in 1988, while retaining its offices in the Middle East, Africa and Eastern Europe. The company deals in industrial production, international trade, production facilities management, etc.

In addition to the US, he has production facilities in Saudi Arabia, UAE, Morocco, Lebanon, Libya, and Iraq.

FIPA will take all necessary measures to present to the investor all existing projects in BiH, with the inclusion of all competent institutions for the successful realization of the investment.





The Director of the Foreign Investment Promotion Agency of BiH (FIPA) Gordan Milinić talked with the representatives of the Centre for Investment and Entrepreneurship (CIRP) from Mostar, led by the President Dijana Bošnjak about possibilities for joint work on finding new foreign investors for BiH, providing support to new investors, and connecting investors with the BiH businesspeople.

It was agreed that FIPA will participate as a co-organizer of the Investment Panel, which will be organized within the Mostar Fair 2018, where the Agency traditionally participates.

It was also proposed the signing of the Memorandum of Understanding with the aim to work together on improving the inflow of foreign investments in BiH, creating a better investment climate at the local and cantonal level, finding foreign investments, by striving towards a common goal, which is creation of more new jobs in Bosnia and Herzegovina.





PREPARATIONS FOR PARTICIPATION AT THE ANNUAL INVESTMENT CONFERENCE IN DUBAI

The Director of the Foreign Investment Promotion Agency of BiH (FIPA) Gordan Milinić talked with the President of the Foreign Trade Chamber of BiH Ahmet Egrilić about the joint participation of the two institutions at the Annual Investment Conference in Dubai, which will be held from 9 to 11 April 2018.

Participation at this conference represents significant opportunities for promotion of Bosnia and Herzegovina and its economy, as well as for finding potential investors.

The investment conference brings together representatives of 140 countries, the international investment community, companies from all over the world from IT and the metal sector, tourism, energy, construction, food production, pharmaceutical industry, investors, decision makers.





FIPA MET WITH THE DELEGATION OF THE MUNICIPALITY OF CENTRE SARAJEVO

A delegation of the Municipality of Centre of Sarajevo led by the Mayor's Advisor for Investments Mustafa Resić visited the Foreign Investment Promotion Agency of BiH (FIPA) with the aim to present a project of modernization of the Olympic stadium "Asim Ferhatović-Hase" Koševo in Sarajevo for which they need foreign investors.

The Municipality of Centre has announced the Public International Call for Expressing Interest of Potential Private Partners for Implementation of the Olympic Stadium "Asim Ferhatović-Hase" Koševo Modernization Project, and it was additionally requested the support of FIPA to promote this project and to present it to potential foreign investors.

The mentioned complex, which is located in a very attractive location in Sarajevo, extends to around 94,000 m2, and allows in addition to the existing stadium, the construction of a hotel, a shopping centre, a sports recreational complex and similar accompanying facilities.

The FIPA Director Gordan Milinić informed the representatives of the Municipality about the services that this Agency provides to foreign investors, as well as activities on finding and supporting new and existing investors from the registration of the activity until the completion of the project, emphasizing that the investors with whom FIPA meets show interest for this type infrastructure projects.

It was emphasized a significant increase in foreign investments in 2017, amounting to 60.6%, representing a significant increase in investments in BiH compared to previous years, as well as the commitment of FIPA to continue to successfully establish new contacts with investors, whose number in the FIPA base amount to over 7,100. It was agreed that after completing the project with a few additional information, FIPA will engage in promoting the project and selecting potential investors from the base, to whom the project will be presented. It was also noted the need for closer cooperation, exchange of projects information and presentation of projects to potential investors.





HEAD OF THE DIPLOMATIC OFFICE OF BELGIUM VISITED FIPA

William Asselborn, Head of the Belgian Diplomatic Office in BiH, visited the Foreign Investment Promotion Agency of Bosnia and Herzegovina (FIPA) in order to have information about activities and responsibilities of the Agency in the domain of attracting foreign investments and promotion of Bosnia and Herzegovina in international business communities as well as the potentials of BiH that could be offered to foreign investors.

Mr Asselborn pointed out that Belgium's investments in BiH are low, that the trade with BH is going through Croatia and Slovenia, and that Belgian investors do not know much about the Balkans, including BiH, due to the lack of promotional activities in the field of promotion of this region.

He was also interested in the most important economic sectors of Bosnia and Herzegovina, the most important investors in BiH, and FIPA's plans related to promotional activities during 2018.

The Director of the FIPA Gordan Milinić informed Mr Asselborna about the Agency as the main address for foreign investments in BiH, about the work with investors from the registration of the company to the completion of investment, finding investors, linking them with project owners, and providing support. He pointed out the record increase in foreign investments during the nine months of 2017 of 60.6%, highlighting the registered amount of 630.8 million BAM as a significant increase over the previous years when we mainly recorded growth.

It was agreed to make additional efforts through the Ministries of Foreign Affairs of BiH and Belgium, as well as the regional chambers of commerce and the employers' associations of Belgium in order to organize an investment forum where Belgian investors would be presented investment opportunities of BiH in order to animate them to invest in BiH. It was agreed that the Belgian Diplomatic Office in BiH is also engaged in media promotion of BiH based on the "Invest in BiH" campaign. For its part, FIPA will animate all relevant BiH institutions to make additional efforts for the promotion of BiH in Belgium in 2018.





At the invitation of the Mayor of the Municipality of Sanski Most Faris HasanbegoviĆ, a delegation of FIPA led by the Director Gordan Milinić visited Sanski Most in order to have information about opportunities for investing offered by this area.

The Municipality has 250 registered businesses, most of which are export oriented. Foreign investors operating in this area come from Austria, Germany, Italy, Belgium, Switzerland and Sweden. Also, significant investors come from the BiH diaspora. Some of the most important companies operating in this area are: Remus Innovation (production of exhausts for motor vehicles, 200 employees) and Klostermeier-Majdan (exploitation of mineral resources), while the largest domestic companies are: Milk-San (dairy), Gat (production of mechanical parts), Emirkomerc (construction), PVC Stolarija Horozović (production of pvc and aluminum joinery), Horozović (wood industry), Api-med (beekeeping cooperative), Sika (metal industry), Spa Ilidža (spa- group) Final-group (wood processing). The Municipality offers opportunities for investments in the field of metal processing, wood with a focus on the production of final products, parquet and flooring, and food production, possesses the Industrial zone Šejkovača and the BFC SEE Certificate. The Director Milinić informed the Mayor of the FIPA activities on the promotion of BiH, cooperation with the embassies of BiH in the world, organizing events to promote investment opportunities, and finding investors for 450 projects available at the FIPA base and for 300 locations and over 7,100 contacts of potential investors. He also noted a record increase in foreign investments in the first nine months of 2017 of 60.6%, or the amount of 630.8 million BAM. This is a record amount in the last few years, when there we had decline in foreign investments. When it comes to making direct visits to foreign investors (Outreach campaign) that were realized in 2017 in Germany and Italy, in 2018, the campaign will be realized in the Netherlands with a focus on the agricultural sector of BiH. It was agreed that the Municipality of Sanski Most prepares new projects for which FIPA will seek foreign investors, and it was emphasized the possibility for organizing an economic event in Germany in 2018 with the aim to attract foreign investments in this area. The meeting also discussed the M&TPP Kamengrad Project.





CONTINUATION OF ACTIVITIES ON THE M&TPP KAMENGRAD PROJECT

Within continuation of talks with the relevant institutions on M&TPP Kamengrad Project, representatives of the China Energy Group visited the Foreign Investment Promotion Agency of BiH (FIPA) in order to seek further support on the way of realization of this investment. The project has full support from all ministries at the level of the Federation of BiH and BiH, with which meetings will be organized in the coming days.

After the signing of the Memorandum of Understanding on 27 November 2017 in Budapest between the Chinese company and the company Lager Posušje which is the owner of the project, talks were held on the technical details of the project.

The final agreement on the realization of the investment should be signed in June at the Summit 16 + 1 and the ministerial conference dedicated to the promotion of trade and economic cooperation between China and 16 countries of Central and Eastern Europe.

FIPA will continue to provide full support to the project, whose value is estimated at 1 billion and 20 million BAM.





INVESTMENT CONFERENCE FOR BIH WILL BE HELD IN TOKYO

The Director of the Foreign Investment Promotion Agency of BiH (FIPA) Gordan Milinić talked with the Ambassador of Japan to BiH H.E. Kazuya Ogawa on the planned Investment Conference for BiH in Tokyo in the first half of 2018, proposed at the recent meeting of the Foreign Ministers of BiH and Japan.

In addition to the FIPA and the Embassy of Japan in BiH, the Embassy of Bosnia and Herzegovina in Tokyo, the FIPA representative in Japan Shigehiko Nishihama and the Foreign Trade Organization of Japan JETRO from Vienna will participate in organization of the event in order to gather as many Japanese businesspeople - possible investors in BiH to who will be presented opportunities for investing.

Considering that there is no registered investment from Japan in BiH, this event represents an excellent opportunity for promoting Bosnia and Herzegovina and changing the current situation in the field of investments.

As a result of the visit of twenty Japanese investors to BiH in October 2016, 4 local companies had meetings with Japanese firm Makita from Romania to discuss opportunities for cooperation.

The representatives of FIPA also pointed out that Japanese investments are welcome, because the economy and citizens of BiH have great confidence in Japanese diligence and precision.

FIPA BUSINESS NEWS >



NAPKO BEDS OPENED A PLANT IN PRIJEDOR













Slovenians want to invest in Zavidovići

The Mayor of the Municipality of Zavidovići Hašim Mujanović recently had a meeting with representatives of the Slovenian production and service company Elektro-Ka Ltd Ptuj.

The aim of the visit was to explore the possibility for launching solar energy production in the area of the industrial zone Ekonomija-Batvice.





Representatives of the Ministry of Economy of Tuzla Canton had a meeting with representatives of the German company Kalkwerke H.Oetelshofen GmbH & Co. KG. KG and of the company "Geoinženjering" d.o.o. from Tuzla, with whom they discussed the realization of the investment related to the construction of a lime factory.

The company Kalkwerke H.Oetelshofen GmbH & Co. KG exists for 114 years and it is engaged in the production of stone aggregates, stone flour and lime, and it has not been present on the BiH market so far.

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.

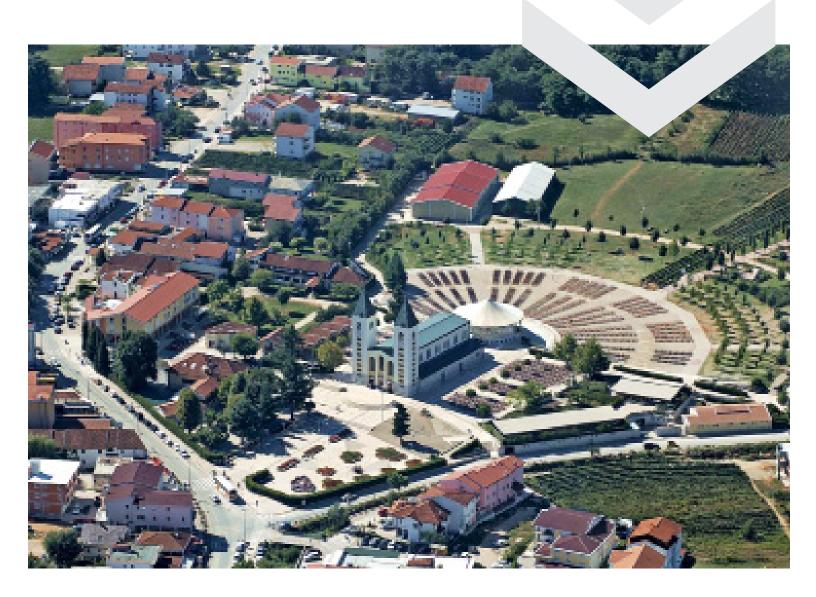
(READ MORE ON: WWW.BHTOURISM.BA)



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.

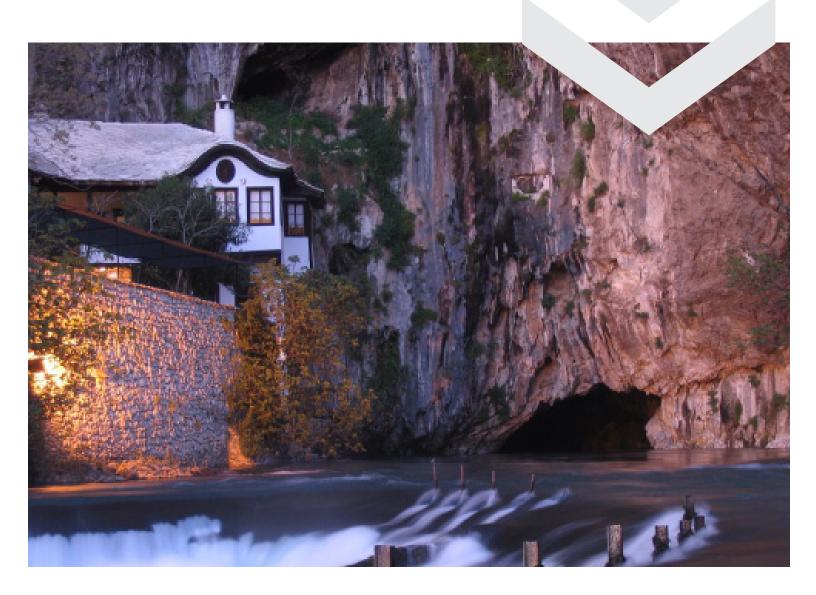
(READ MORE ON: WWW.GREENVISIONS.BA)



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.

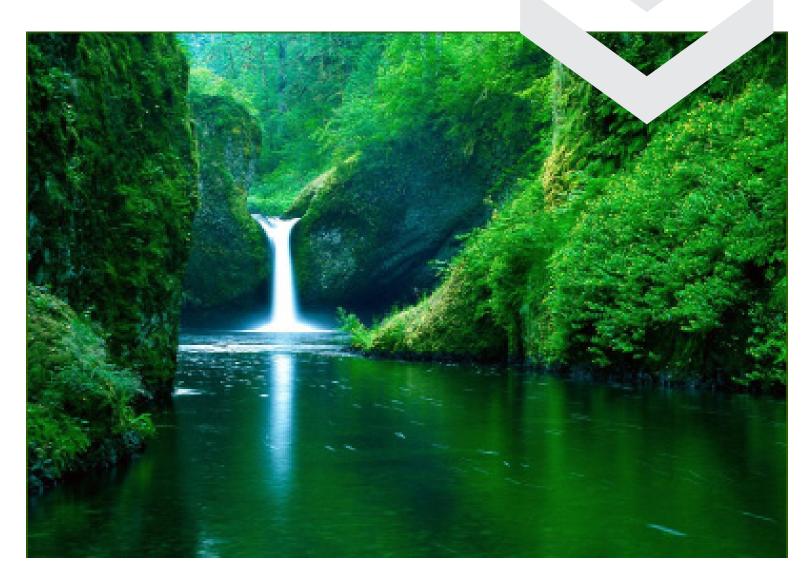
(READ MORE ON: WWW.BHTOURISM.BA)



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 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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