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



NEWSLETTER NO. 159

FEBRUARY 2019

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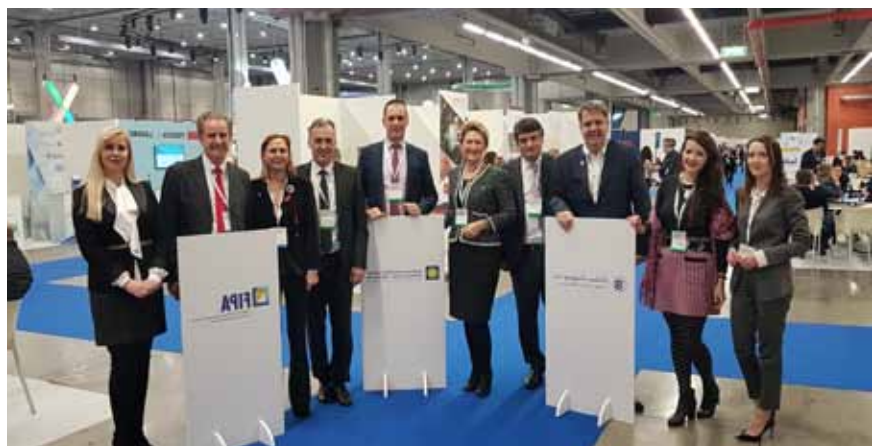
FIPA ACTIVITIES



FIPA REPRESENTATIVE IN JAPAN PARTICIPATED AT THE WESTERN BALKANS INVESTMENT SEMINAR IN TOKYO



CONNEXT GATHERED TWO THOUSAND COMPANIES





FIPA REPRESENTATIVE IN JAPAN PARTICIPATED AT THE WESTERN BALKANS INVESTMENT SEMINAR IN TOKYO

The FIPA Representative in Japan Shigehiko Nishihama participated at Western Balkans Investment Seminar which was held in Tokyo, Japan, on 15 February 2019, at Ministry of Economy, Trade and Industry of Japan. The Seminar was organized by Ministry of Economy, Trade and Industry and Mitsubishi UFJ Research and Consulting Co.,Ltd with the support of Japan External Trade Organization (JETRO). 50 Japanese investors who have important interest in investing in this region or in doing business participated at this event. In January 2018, during the visit of Shinzo Abe, the Prime Minister of Japan, to Bulgaria and Serbia, he proposed the launch of Western Balkans Cooperation Initiative to establish and to expand cooperation with Western Balkans region.

Based on this initiative, the Ministry of Economy, Trade and Industry of Japan asked Mitsubishi UFJ Research and Consulting Co., Ltd to explore the investment opportunities and investment environment in Western Balkans, including BiH. On 22 January 2019, the Research Analyst of Mitsubishi UFJ Research and Consulting Co.,Ltd. Mr Shin Egishi visited FIPA of BiH where he got all necessary information related to investment opportunities of BiH. At the seminar were presented data from FIPA brochures. Investors appreciated BiH especially in the field of electric power production, high quality labour, good location to EU countries. It was also pointed out that BiH has good position related to EU when it comes to production and supply of auto or machine component, and position for production and export food or light industry products to Northern Africa and Islamic countries. The FIPA Representative in Japan, Shigehiko Nishihama gave a supplementary explanation and emphasized that it is time to consider to invest in BiH and to move Japanese companies which have already invested in Czech Republic, Slovakia, Poland and Hungary to BiH. The seminar was successful. Mr Nishihama will continue to do best to attract the concrete investment from Japan.



SUCCESS STORIES THAT MUST BE SUPPORTED - ZERAA AGRICULTURE INVESTMENT LTD SARAJEVO

As part of the implementation of the Aftercare Program in 2019, the post-investment support to foreign investors in BiH, the representatives of the Foreign Investment Promotion Agency of BiH (FIPA) visited the company with 100% foreign capital “Zeraa Agriculture Investment Ltd Sarajevo”.

With the company's Director Damir Ferović and the Head of the Legal Service Adnan Sarajlić, it was discussed about the coming of this significant investor from UAE to Bosnia and Herzegovina, the business processes and challenges that they are facing.

So far, the company has invested 60 million BAM in the undertaken local companies in Bosnia and Herzegovina, Bosnaplod Ltd Brčko distrikt BiH and Hepok dd Mostar.

After investing funds, these two companies have experienced flourishing, thus enabling the preservation of the reputation and brand of local autochthonous varieties for future generations. With great contribution to employment, they are participating in projects that lead to poverty reduction, strengthening the role of domestic co-operatives, preserving and strengthening BiH brands and contributing to recognition of BiH as a competitive country for investments.

However, they face many challenges and administrative obstacles in their business.

The competent authorities in BiH should react and make additional efforts to preserve this direct investment, the company - respectable global player and enable it to operate smoothly and successfully for the benefit of the citizens and the economy of BiH.



CONNEXT GATHERED TWO THOUSAND COMPANIES

The Director of the Foreign Investment Promotion Agency of BiH (FIPA) Gordan Milinić with his associates participates in Milan at the Confindustria CONNEXT business meeting - the First National Industrial Partnership Event organized by the Italian Employers' Association. More than 2,000 companies from Italy, Germany, Southeast Europe and North Africa are participating at the event.

The goal of Connex is networking and connecting business people from all over the world with the aim to establish investment and trade cooperation. Companies operate in various sectors, from metal processing, automotive, food and beverage production, energy, environment, tourism and hospitality, furniture manufacturing, electronics, etc.

The Director Milinić had a series of meetings with companies, primarily from Italy and Germany to whom were presented investment opportunities of BiH.

A number of companies have expressed interest in doing business in BiH, considering profitable investment opportunities compared to the EU countries.

Some companies announced their visit to BiH to analyse potentials and visit possible investment locations.

FIPA had an exhibition stand together with the Chamber of Commerce of FBiH and local companies for distribution of promotional material on investment opportunities.



FIPA WILL BE INCLUDED IN THE UNDP NEW PROGRAM

Representatives of the Foreign Investment Promotion Agency of BiH (FIPA), led by Director Gordan Milinić, talked with the representatives of UNDP in BiH on the project “Economic Governance for Growth” launched by the Organization in December 2018 with the financial support of the Government of Norway.

In addition to measures to improve the overall economic environment, the project which will last 30 months, foresees investment in innovation, education, self-employment, and the development of new skills that are currently lacking in the domestic market.

The project also foresees the analysis of the ICT sector and automotive industry in BiH with the aim to analyse the current situation of the sectors, the challenges they face in the way of their further expansion, and the development of staff and the improvement of production capacities based on current and future market needs. The analysis will be based on short, medium and long-term measures to improve the current situation of these two sectors and remove the barriers to improving competitiveness both at the sectorial level and at the level of individual companies.

The project includes providing support to several existing companies, as well as several start-up companies which are to be determined after the analysis and mapping of all companies operating in these sectors. This project encompasses 10 local communities, 3 cantons, entities’ governments, and competent educational institutions in BiH. The Director Milinić welcomed the launch of the project and pointed out that FIPA will support the analysis of ICT and automotive sector of BiH and will be involved in each new type of activities within the Project.



MOST ORGANIZED APPROACH TO FOREIGN INVESTORS

The Director of the Foreign Investment Promotion Agency of Bosnia and Herzegovina (FIPA) Gordan Milinić and the Executive Director of the company Kolektiv grupa Ltd Davor Odošić signed a Memorandum of Cooperation with the aim to develop the business environment in BiH, to provide support to foreign investors in market research and registration of companies, finding workforce and creating a favourable business environment through the adoption of new legal frameworks and providing incentives.

The signatories of the Memorandum undertake to work on the realization of joint projects with the aim to contribute to the development of the local economy, to organize joint meetings with the aim to harmonize the recommendations for more organized presentation before potential investors, and to work jointly on promotion of activities in the country and abroad and to exchange the necessary information.

They will also provide each other mutual support in activities to improve the business environment for outsourcing business opportunities in the country and abroad, as well as activities to improve legislation to develop and attract new investors and retain existing investors.

Kolektiv grupa Ltd implements projects such as MarketMakers, Drive Conference and Posao.ba.

FIPA BUSINESS NEWS



TELEPERFORMANCE OPENED A BRANCH OFFICE IN SARAJEVO





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The German company Teleperformance, a customer service centre with numerous clients, which deals with various activities, opened a branch office in Sarajevo.

Teleperformance Company opened offices in Sarajevo at the end of 2018 and employs 120 people, and plans to employ 500 people by the end of this year.

Teleperformance has 300,000 employees in 80 countries and the annual profit is about five billion dollars.

"MUST SEE" PLACES IN BIH ≡

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.



”MUST SEE” PLACES IN BIH ≡

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)



”MUST SEE” PLACES IN BIH ≡

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.



"MUST SEE" PLACES IN BIH ≡

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)



"MUST SEE" PLACES IN BIH ≡

MEDUGORJE 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)



”MUST SEE” PLACES IN BIH ≡

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)



”MUST SEE” PLACES IN BIH ≡

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 TEKİJA 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)



"MUST SEE" PLACES IN BIH ≡

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)



”MUST SEE” PLACES IN BIH ≡

VJETRENICA 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)



”MUST SEE” PLACES IN BIH ≡

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)



A map of Europe with white outlines of countries on a blue background. The country of Bosnia and Herzegovina is highlighted with a yellow and blue flag featuring white stars. The text is centered over the map.

INVEST IN BOSNIA AND HERZEGOVINA YOUR NEW OPPORTUNITY

WWW.FIPA.GOV.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 ADVOCACY 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 INVESTMENT ENVIRONMENT

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

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