

#### DEAR READERS ≽

We inform you that the FIPA Agency created its profile at Facebook and presented its material at Youtube service.

VISIT OUR FACEBOOK PROFILE FOLOW LINK FROM OUR WEB SITE.



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



# NEWSLETTER NO. 161 May 2019

#### FIPA ACTIVITIES ≽

- » FIPA at the Business Forum of EBRD in Sarajevo
- » Workshop on export-oriented business services

#### FIPA BUSINESS NEWS ≽

» A new free trade agreement between BiH and Turkey has been signed

## FIPA ACTIVITIES



FIPA AT THE BUSINESS FORUM OF EBRD IN SARAJEVO



#### Workshop on export-oriented business services







# FIPA AT THE BUSINESS FORUM OF EBRD INSarajevo

Participating in the three-day event of the EBRD in Sarajevo, FIPA representatives led by director Gordan Milinić met representatives of the foreign business community and investors who were introduced with the possibilities of investing in BiH. In addition, at the joint promotional stand of FIPA and FTC, various promotional materials on investment opportunities and investment projects were distributed.

On the third day of the event, participating in the "Invest in BiH" session, Milinić spoke about the status of foreign investors in BiH, the tax system, the growth of foreign investments in the last two years, and FIPA as the main address for foreign investors, as well as the support it provides in the implementation of investment projects.

He invited investors to invest in BiH, pointing out that investing in BiH is profitable, that progress has been made on improving the competitiveness of the economy in the past two years, and that further improvements are expected.

Within the same session, the potentials of the ICT sector, tourism, auto industry, milk production and construction materials were presented. Representatives of companies operating in these sectors pointed out that investing in these sectors is profitable, and that there are significant opportunities for new investments.



#### WORKSHOP ON EXPORT-ORIENTED BUSINESS SER-VICES

The Foreign Investment Promotion Agency of Bosnia and Herzegovina (FIPA) and the MarketMakers Project organize the Workshop on Export-Oriented Business Services (BPO) that will be held on May 13, 2019 in the Hotel Europa Sarajevo.

The BPO sector is one of the fastest growing in Bosnia and Herzegovina with numerous opportunities for additional investments and employment. A special advantage for local communities and the state as a whole is the possibility to reduce the unemployment rate by attracting foreign investment in this sector in a very short period, as the existing and potential investors in the BPO sector need hundreds and thousands of new employees.

Bosnia and Herzegovina has three key advantages for the sector of export-oriented business services: i) good knowledge of foreign languages, especially English and German; ii) the geographical position, time zone and access to the client's market, and iii) the competitive labour price in comparison with Eastern Europe. Although these conditions are enough to attract a "wider interest", they are not enough just to invest, and Bosnia and Herzegovina must work hard to show its long-term competitiveness.

Having in mind the benefits of the BPO sector for the development of local communities and the BiH economy as a whole, the aim of the Workshop is to present the potentials of the sector and what local communities can do to make them more attractive in this segment, reduce unemployment and retain young people, and that representatives of existing investors in the country and the region present their experiences and stories.

## FIPA BUSINESS NEWS

#### A new free trade agreement between BiH and Turkey has been signed







This Free Trade Agreement allows BiH to have free access to the Turkish market, and vice versa, when it comes to service and public procurement. The only two countries that Turkey has allowed free access to services and trade are Singapore and Bosnia and Herzegovina. The Agreement was also improved in the field of meat trade.

 $B_{\rm EING}$  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.

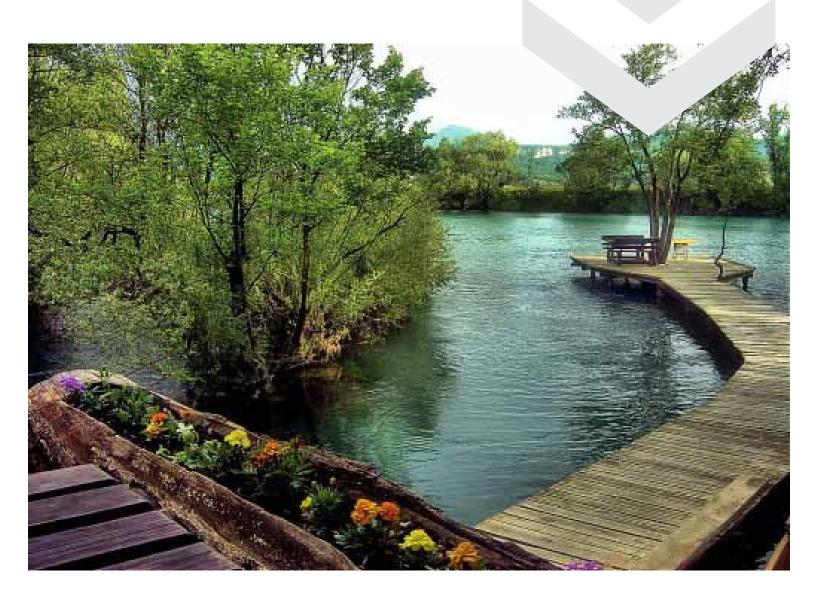
THE MOST STRIKING OBJECT IN POČITELJ IS THE SAHAT-KULA, A SILO-SHAPED FORT THAT TOWERS FROM THE TOP OF THE HILL ABOVE THE TOWN. IT HOUSED WATCHMEN AND MILITARY TO GUARD AGAINST POSSIBLE INVASION FROM THE NERETVA VALLEY. BESIDES ITS STUNNING ORIENTAL ARCHITECTURE AND OTTOMAN FEEL, POITELJ HOSTS THE LONGEST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



N ATIONAL 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.

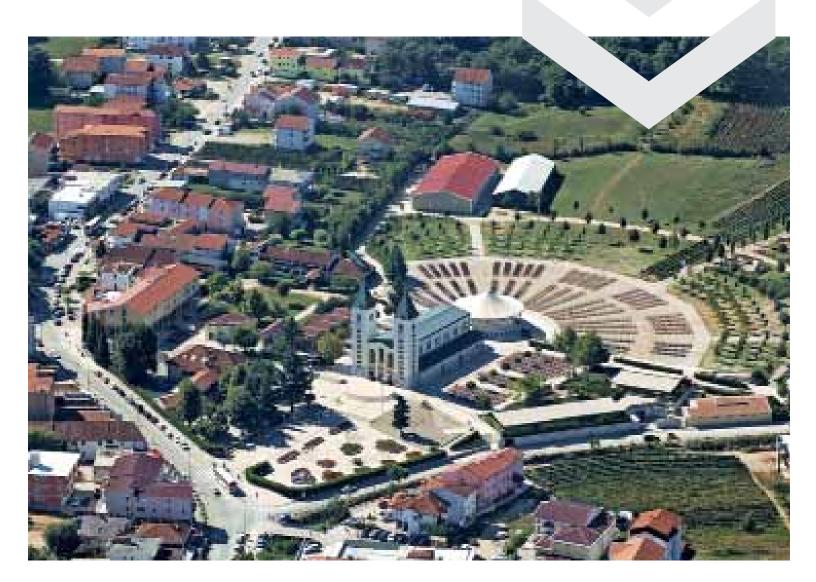
(READ MORE ON : WWW.BHTOURISM.BA)



Meðugorje 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.

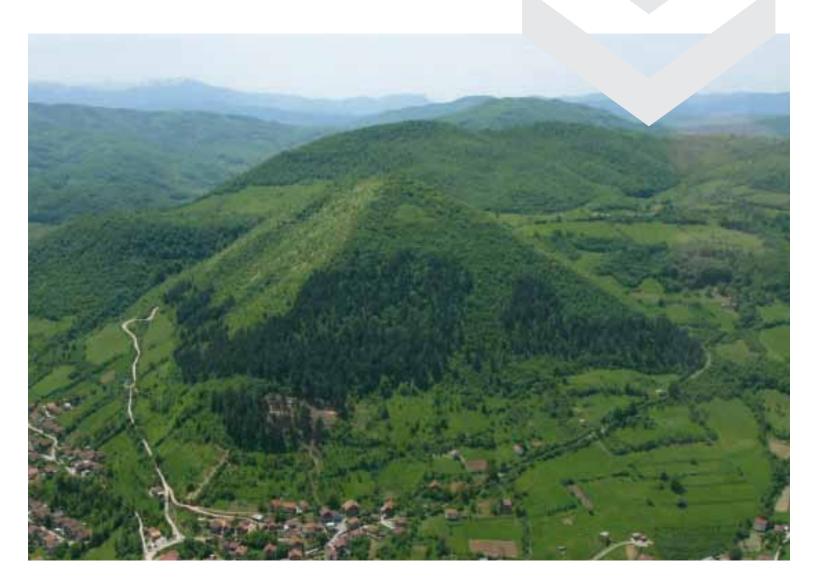
Amongst the many archeological discoveries are the ancient cave drawings of bears and leopards that are estimated to be over 10,000 years old. The many small lakes in the caves are home to endemic types of shellfish only found in deep underground aquifer systems. (Read more on : www. bhtourism.ba)



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)



# 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 EN-COURAGE 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, IN-CLUDING:

-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.

Grbavička 4 71000 Sarajevo Phone: +387 33 278 080 Fax: +387 33 278 081 E-mail: fipa@fipa.gov.ba www.fipa.gov.ba

FIPA OFFICE MOSTAR Knez Višeslava 88000 Mostar Phone/Fax: +387 36 558 815

FIPA OFFICE BANJA LUKA Jovana Suruutke 13 78000 Banja Luka Phone/Fax: + 387 51 226 180 Bosnia and Herzegovina

WWW.FIPA.GOV.BA Follow us on Facebook, YouTube, LinkedIn, Twitter and Instagram