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## NEWSLETTER NO. 162 SEPTEMBER 2019

## 

### **CONTENT**

- » Possible relocation of Japanese companies in BiH
- » FIPA presentations at a Business forum and meetings of BiH and Saudi businessmen
- » The Newly appointed BiH Ambassador to Spain visited FIPA
- » REPRESENTATIVES OF THE ANADOLU AGENCY AT FIPA
- » German investments in Herzegovina in energy and agriculture
- » FIPA Representative in Iapan introduced BiH though an expert book written in Iapanese language
- » The Newly appointed BiH Ambassador to Croatia visited FIPA
- » Arab people interested in investing in animal feed production in BiH
- » VISIT TO PRIMUS BALKAN D.O.O. AS PART OF A POST-INVESTMENT SUPPORT PROGRAMME
- » VISIT TO THE COMPANY ARGETA D.O.O.

### FIPA BUSINESS NEWS >

- » FLyBosnia connected Saraievo and London
- » The company Yavuz has invested nearly 30 million BAM in BiH so far



## HIGHLIGHTS ≥

FIPA WILL PARTICIPATE FOR THE SECOND TIME AT THE GOING GLOBAL LIVE 2019 IN LONDON

Going Global Live is a leading European conference and trade fair for the promotion of potential for foreign investors who are exploring opportunities for investing abroad and looking to expand internationally. This year's fair is being held from 27 - 28.11.2019 in Excel London. FIPA will present Bosnia and Herzegovina and its investment potentials and projects at booth 264. More information on the event **http://www.goinggloballive.co.uk/** 





### BIH-BURSA INVESTMENT AND ECONOMIC MEETING, OCTOBER 24, 2019, BURSA

At the "Bosnia and Herzegovina Investment Day" event organized by the Foreign Investment Promotion Agency of Bosnia and Herzegovina (FIPA), the BIGMEV Foundation, the Bursa Chamber of Commerce and Industry and the Consulate General of Bosnia and Herzegovina in Istanbul in cooperation with the Chambers of Commerce in BiH, a large number of companies from Bursa is expected to participate at the event who will be informed about investment opportunities in Bosnia and Herzegovina.

Attractive business sectors, business environments and investment opportunities in BiH will be presented to more than a hundred Turkish companies. Particular focus will be put on the metal-processing and auto parts manufacturing sectors, the tourism sector, the textile sector, and agriculture and food production.

The aim of the event is to stimulate the increase of foreign investments, to consolidate existing cooperation between the two countries, as well as to expand the existing network of contacts and create new ones, respectively, to strengthen the existing cooperation between BiH and Turkish businessmen.

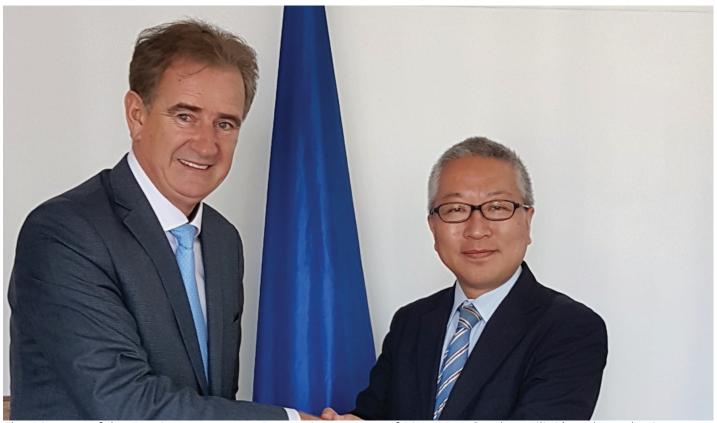
Bursa is ranked today at the 4th position by economic development in Turkey, with GDP of 4% higher than the country's average. After Istanbul, Bursa is Turkey's largest exporter. It has more than 13 industrial zones in which more than 60,000 companies operate. The four major industries are the auto and textile industries, and the food and machinery manufacturing industries.

Every fourth car in Turkey is manufactured in Bursa. More than 5,500 manufacturers of all types of textiles operate in Bursa. The Bursa Chamber of Commerce gathers more than 35,000 members. Following the plenary session, which will discuss investment and trade opportunities with BiH, B2B meetings are going to be organized between companies.

### FIPA ACTIVITIES



### POSSIBLE RELOCATION OF JAPANESE COMPANIES IN BIH



The Director of the Foreign Investment Promotion Agency of BiH (FIPA) Gordan Milinić spoke today in Sarajevo with the representative of the Agency in Tokyo Shigehiko Nishihama on new steps to improve Japan's investments in BiH and affirmation of BiH as a destination for foreign investments.

He informed Mr Milinić on his efforts to promote BiH to Japanese businessmen for investing, his contribution to export of the BiH wines, and promotion of the BiH tourism.

He estimates that several Japanese companies currently operating in the Czech Republic, Slovakia, Poland and Hungary could relocate their plants to Bosnia and Herzegovina, noting that a Japanese precision machinery company called TSUBAKI-NAKASHIMA operating in Central Europe, in 2017 acquired TN BOSNIA DOO KONJIC. This example could serve other investors to invest in BiH.

Mr Nishihama also believes that several other BiH products could be found on the Japanese market, including honey.





# FIPA PRESENTATIONS AT A BUSINESS FORUM AND MEETINGS OF BIH AND SAUDI BUSINESSMEN

FIPA representatives Nina Pobrić and Dika Mustafić had presentations on investment potential and legal framework for foreign investors in BiH as part of a Business forum and business meeting between BiH and Saudi Arabia, held on September 25, 2019 in Sarajevo.

The Business Forum was an opportunity to enhance investment and economic cooperation between the two countries.

In December 2018, Saudi Arabia was at 13th position on the list of countries of the most significant investors in BiH with a total inflow of investments amounting to BAM 281.7 million.

Representatives of the Business Council of Bosnia and Herzegovina-Kingdom of Saudi Arabia stressed out that the cooperation between the two countries could be at a much higher level than the current one. For this reason, FIPA representatives presented BiH's key benefits for foreign investors, attractive sectors, and available projects, services provided by the Agency, business start-up procedures, post-investment support and other topics of interest to Saudi businessmen.





# The newly appointed BiH Ambassador to Spain visited FIPA

#### SPAIN HAS INVESTED 28.4 MILLION BAM IN BIH SO FAR

The Director of the Foreign Investment Promotion Agency of BiH (FIPA) Gordan Milinić received the newly appointed Ambassador of BiH to Spain Danka Savić with the aim to inform her on the trends of foreign investments in BiH and the current economic cooperation between the two countries with a focus on Spain's investments in BiH.

As of December 2018, according to the Central Bank of Bosnia and Herzegovina, Spain invested 28.4 million BAM in Bosnia and Herzegovina, representing a 0.2% share in total investments. This amount of investment is mostly registered within the trade.

The experience of FIPA in cooperation with potential investors from Spain indicates that they were mainly interested in the automotive industry where the cooperation with local companies have been established, and in the production of solar energy.

It has been stated that Spanish investments are at a very low level, and that a way is going to be found to attract new investors from this country, where FIPA and the ambassador will work together.

It was pointed out that the BiH Foreign Trade Chamber, in cooperation with the Spanish Institute for Foreign Trade and Investment (ICEX) and with the support of the Spanish Embassy to Bosnia and Herzegovina, will organise a Business Forum Bosnia and Herzegovina - Spain on the topic "Experiences and Future Challenges in the Development of Railway Transport" on October 3, 2019 in Sarajevo.



#### **ENJOY BUSINESS**

- Available natural resources and beauties
- Long tradition in different industry branches
- Industrial zones, attractive sites and available investment projects
- Favorable legal environment
- Low tax rates - 10% corporate income tax
Highly educated and price competitive labor force, low operating costs
- Free and Preferentiale Trade Agreements

#### **MAKING IT EASY FOR YOU**

FIPA provides the potential and current investor an array of professional services through all phases of the investment cycle! We would like to invite you to contact our expert staff committed to assisting you and your business interests at the most efficient way.





# Representatives of the Anadolu Agency at FIPA

The BiH Foreign Investment Promotion Agency (FIPA) Director Gordan Milinić received a delegation of the Anadolu Agency in BiH led by the Director Hakan Celik in order to discuss joint cooperation in promoting Bosnia and Herzegovina and its economic opportunities at foreign markets, and the services provided by FIPA to foreign investors.

Anadolu Agency in BiH languages was established in 2012 as the regional directorate for the Balkans. They have 30 employees in BiH. News from the region is transmitted to the public, media and organizations around the world in 13 foreign languages.

They are committed to enhance the cooperation between BiH and the countries of the region with Turkey and other countries in the world, and wish to contribute to attract new investments from Turkey as well as from other countries.

Director Milinić informed the guests about the Agency's competencies and work, the support it provides to foreign investors, and the trend of investment growth in the last two years in our country.

It was pointed out that Turkey is ranked at 11th position on the list of foreign investors in BiH with 412 million invested BAM so far. The most significant Turkish investments are: Turkish Ziraat Bank, Sisecam Soda Lukavac, and Natron Hayat doo Maglaj.

The most important BiH economic sectors that could attract foreign investors were also presented, as well as the legal framework for foreign investment, benefits and advantages for investing in BiH.

The guests were also informed about the Invest in BiH media campaign launched by FIPA in 2016 with the aim to inform the foreign business community about investment opportunities in BiH.

Anadolu Agency will contribute to this project by publicising information on BiH for its promotion free of charge.





# GERMAN INVESTMENTS IN HERZEGOVINA IN ENERGY AND AGRICULTURE

### FIPA visited the locations of the future Grebak wind farm near Nevesinje and organic and medicinal olive plantations in Gabela

The BiH Foreign Investment Promotion Agency Director Gordan Milinić and the Agency for the Region of Herzegovina representative Amir Kazić visited the headquarters of the Impro-Impex Centre for Renewable Energy in Mostar, and the locations where Grebak wind power plant projects are implemented in partnership with a German investor (near Nevesinje) and organic farming (Gabela near Čapljina).

The Executive Director of Grebak Wind Power Plant Miralem Čampara and expert associate of the Centre for Renewable Energy Impro-Impex Ramiz Zaimović presented the current stages in the implementation of the mentioned projects.

Exploration of wind potential at the Grebak site began 10 years ago, after FIPA and Impro Impex - Centre for Renewable Energy Sources from Mostar presented the potentials and benefits of wind energy at the locations of Grebak and Morina to the leadership of the Municipality of Nevesinje, and the Mayor of Nevesinje from this period Brano Miković approved the installation of measuring pylons.

The Government of Republika Srpska signed in April this year with the company VE Grebak d.o.o. a Concession Agreement for the Construction of the Grebak Wind Power Plant of approximately 50 MW and an investment value of approx. 130 million BAM (around 65 million EUR). Up to 15 wind turbines are planned to be installed with an annual production of about 130 GWh of electricity. A possible start of construction for the end of 2020 is planned (why full support from the competent institutions is needed for the project) and an expected completion for the end of 2021. Commissioning, testing and warranty testing are expected by mid-2022.







According to the decision of the Government of Republika Srpska, the concession fee is 0.0055 KM / kWh of electricity produced, and the Municipality of Nevesinje could receive up to 800,000 BAM of concession fee annually.

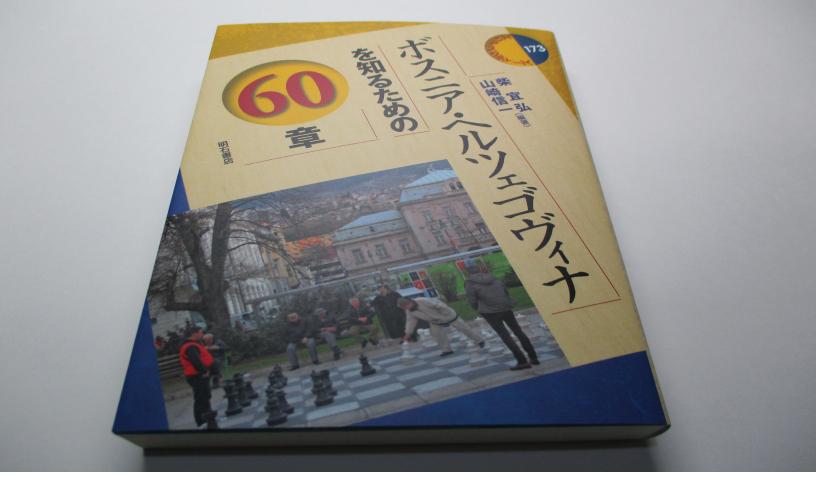
The designation of a wind farm as a project of public interest is going to accelerate the resolution of property relations for the project needs.

In the project of agricultural production, which is being implemented in the Gabela area near Čapljina, it is fascinating to hear and see how 140 ha of barren land in Herzegovina is transformed into a fertile ground for planting organic plants and other Mediterranean crops such as olives, pomegranates, figs and other, with respect of the strictest standards for organic production of quality DEMETER.

So far, about 5 million EUR has been invested in this demanding project, and the total investment planned is 8 million EUR.

The Director Milinić expressed great satisfaction with the environmental projects that will contribute to the production of clean energy and organic agricultural products, and promised every kind of support and assistance in their implementation.

Due to the importance of investment projects for local communities, the region and beyond, FIPA, in cooperation with the investor, will devote its full attention to eliminating possible administrative obstacles in the implementation of these projects.





### FIPA REPRESENTATIVE IN JAPAN INTRODUCED BIH THOUGH AN EXPERT BOOK WRITTEN IN JAPANESE LANGUAGE

The FIPA Representative in Japan Shigehiko Nishihama participated in the creation of the content of an expert book written about Bosnia and Herzegovina under joint authorship with other Japanese experts. The book contains information on history, geography, culture, politics, economics, international relations, daily life in BiH, relations and cooperation with Japan.

This is the first time that such a book about Bosnia and Herzegovina has been written and published in Japan within the Tokyo-based AKASHI-SHOTEN publishing house. More than 20 experts have written under the joint authorship. Almost all are university professors, government officials and diplomats.

This book was written under the guidance of Dr. Nobuhir Shiba, a renowned professor for the former Yugoslavia, including former BiH Ambassador Hideo Yamazaki and the Japanese diplomat, Mr. Atsushi Saito. There are professors and specialists for the former Yugoslavia in Japan, but very few for Bosnia and Herzegovina. However, there is a FIPA representative who has been following developments in BiH for 30 years and is also the leading mediator between the two countries in the field of economic and cultural cooperation.Mr. Nishihama writes that Bosnia and Herzegovina is very attractive for investment, that it has potentials in various fields that may be of interest to Japanese investors, noting that it is time to consider the relocation of Japanese companies from the Czech Republic, Slovakia, Poland and Hungary to Bosnia and Herzegovina. The book also talks about the visit of a delegation of Japanese companies in 2016 to BiH, organized in cooperation with FIPA, and the export of the BiH wines to Japan starting in March 2014, and the first visits of Japanese tourists to BiH, whose number is increasing every year to about 6,000 tourists a year. Also, the author points out the arrival of a Japanese precision machinery company called TSUBAKI-NAKASHIMA, which invested in Bosnia and Herzegovina in 2017, and now holds the name TN BOSNIA DOO KONJIC, which is of great importance for the BiH economy. The fact that Japanese companies in the European Union use products and parts of machines manufactured by BEKTO PRECISA in Goražde is also highlighted. This book already had a very good response. Many public libraries and book stores throughout Japan have it already. The authors believe that it will contribute to Japanese investments in BiH and increase the number of tourists.

Mr. Nishihama will continue to make efforts to attract concrete investments from Japan.



# THE NEWLY APPOINTED BIH AMBASSADOR TO CROATIA VISITED FIPA



In preparation for the diplomatic mission, the newly appointed BiH Ambassador to Croatia Aleksandar Vranješ visited FIPA to get information about current activities in the field of economic cooperation between the two countries with a focus on investments from Croatia to BiH.

The FIPA Director Gordan Milinić informed the Ambassador on the amount of registered investments from Croatia, noting that in the period from May 1994 to December 2018, according to the Central Bank of Bosnia and Herzegovina, the Republic of Croatia invested Bam 2.293 million in Bosnia and Herzegovina and that is the second largest investor with a share of 16% in total investments registered so far.

He also referred to the trend of growth of foreign investments in 2017 and 2018, pointing out that in the first quarter of this year 231.2 million bam of foreign investments was registered, which reflects the same level from the previous year. He added that after taking on diplomatic duty, the ambassadors is expected to establish contacts with chambers of commerce, including regional ones, business associations and sectorial associations in order to present the potential of BiH, as well as to establish contacts and to animate new potential investors.

In the total amount of investments from Croatia, investments in the financial and insurance sectors participate with 46.4%, in the manufacturing industry 19.6%, and in the trade sector 15.4%. the largest investors are HT-Croatian Telecommunications, Agrokor, Atlantic Grupa, Belupo, Kraš, Dukat and others.it was agreed that the Ambassador try to organize an event in the next year in order to promote the BiH economy.





### FIPA REPRESENTATIVE IN JAPAN INTRODUCED BIH THOUGH AN EXPERT BOOK WRITTEN IN JAPANESE LANGUAGE

#### UAE ranked at the 15th position in the list of investor countries in BiH

Organized by the Embassy of BiH in the UAE, led by Ambassador Šefik Mujkanović, a delegation of businessmen from UAE and Oman led by Sheik Mussallim Bin Salem Bin Ham, owner of Bin Ham Group, visited the Foreign Investment Promotion Agency of BiH (FIPA) to get information on conditions and investment opportunities in our country.

Founded 43 years ago, Bin Ham Group operates in the oil, energy, electronics and mechanics, construction, as well as agriculture and tourism sectors and employs a large number of workers. Since it plans to expand its business abroad, BiH has been selected as one of the possible destinations for investing, especially in the area of animal feed production and tourism.

Since this is the first visit of this delegation to our country, the Director Gordan Milinić wished businessmen a welcome to BiH, thanked them for their visit, pointing out that investments from the UAE are welcome in BiH.

To get a better picture of business opportunities in BiH, a presentation was held about investment opportunities with a focus on the business environment, the benefits of investing in BiH, attractive sectors such as tourism, energy, metal processing, agriculture and food production, textiles and ICT.

Speaking about foreign investments in BiH, it was pointed out that the UAE is ranked 15th on the list of foreign investors, with 102 million EUR invested so far, and that the most significant investors are Zeraa Investment, Emirates doo and BBI.

Investors were also informed about the steps and conditions for starting a business and establishing a company, the conditions of business, the status of foreign investors, etc.



## VISIT TO PRIMUS BALKAN D.O.O. AS PART OF A POST-INVESTMENT SUPPORT PROGRAMME



Within the Network of Cooperation, representatives of the Ministry of Economy of the Canton of Sarajevo, the Municipality of Novi Grad and the Foreign Investment Promotion Agency of BiH (FIPA) visited the company Primus Balkan d.o.o. and met with the Director Sead Hamzagić. The meeting was focused on improving the business environment and regulatory reform, and strengthening competitiveness in Sarajevo Canton.

The Director Hamzagić informed the guests about the work and plans of Primus Balkan and pointed out that there is a possibility for further improvement and development, especially if there would be greater support of the local authorities to the business entities in solving the problems they face.

The Ministry of Economy of Sarajevo Canton actively participates in the Network of Cooperation and supports its activities in order to support the business entities in the Canton in their growth and development and in cooperation with municipal, entity and institutions at the level of BiH, systematic approach to removing obstacles that investors face in their business in order to continue reinvesting and improving connections with the local economy.





### VISIT TO THE COMPANY ARGETA D.O.O.

Within the Network of Cooperation, as part of the Post-Investment Support Programme for investors in BiH, representatives of the Ministry of Economy of the Sarajevo Canton, the Municipality of Hadžići and the Foreign Investment Promotion Agency of BiH (FIPA) visited the company Argeta d.o.o. and exchanged experience and knowledge regarding the identification and faster resolution of outstanding investors' issues to encourage the growth and development of companies in BiH.

Samir Brodović, Director of Argeta doo Sarajevo, spoke about the current situation regarding the business of this company, plans for the future, especially regarding the expansion of production capacities, new investments and new employment, and emphasized that there is an opportunity for improvement and development, especially if there would be greater support for prominent business entities in resolving their outstanding issues.

Visits to foreign companies in BiH are organized within the Network of Cooperation, a network of institutions at all levels of government in BiH that are oriented to cooperation and to solution of investors' outstanding issues.

## FIPA BUSINESS NEWS

### **FLY**

### FLYBOSNIA CONNECTED SARAJEVO AND LONDON

By yesterday's flight, the company FlyBosnia connected Sarajevo and London, which represents the first air link between the two cities aftzer 12 years.

The aircraft will operate on that line on Tuesdays, Saturdays and Sundays.







# The company Yavuz has invested nearly 30 million BAM in BiH so far

After having opened its first factory in Brčko in 2005, today, 14 years later, the company Yavuz has become one of the most recognizable companies in PVC and ALU joinery, profiles, room and garage doors, shutters and mosquito nets.

Yavuz has invested nearly 30 million BAM in BiH so far, and they are represented in almost every part of BiH. Yavuz owns three factories in Brčko, Srebrenik and Mali Zvornik (Serbia) where more than 700 openings are produced daily.

The company has sixteen business units, two in Brčko, one each in Srebrenik, Ljubače, Živinice, Kalesija, Gračanica, Lukavac, Maglaj, Mostar, Vogošća, Ilidža, Visoko, Vitez, Bihać and Cazin, and a baucenter in Živinice, several unit in Serbia and one in Germany. Yavuz is one of the largest profile manufacturers in BiH and the Balkans in general, and its capacity can produce 50 tons of profiles per day.

Currently, there have approximately 400 employees, of which only 130 are employed in a Brčko factory that was built in 2015, which owns 10,000 m2 of closed plants, 6,000 square meters of open space and covers a total area of 44,000 m2. There are facilities for the production of room doors, production of PVC joinery, production of IZO glass, production of PVC panels and profiles.

Yavuz boosts sales and exports by 30% each year, which represents excellent business results. In addition to the BiH market, Yavuz is also a major exporter when it comes to their product range, exporting from BiH to Serbia, Croatia, Montenegro, Romania, Macedonia, Germany, Turkey, Nigeria, Algeria, Thailand and others.

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.

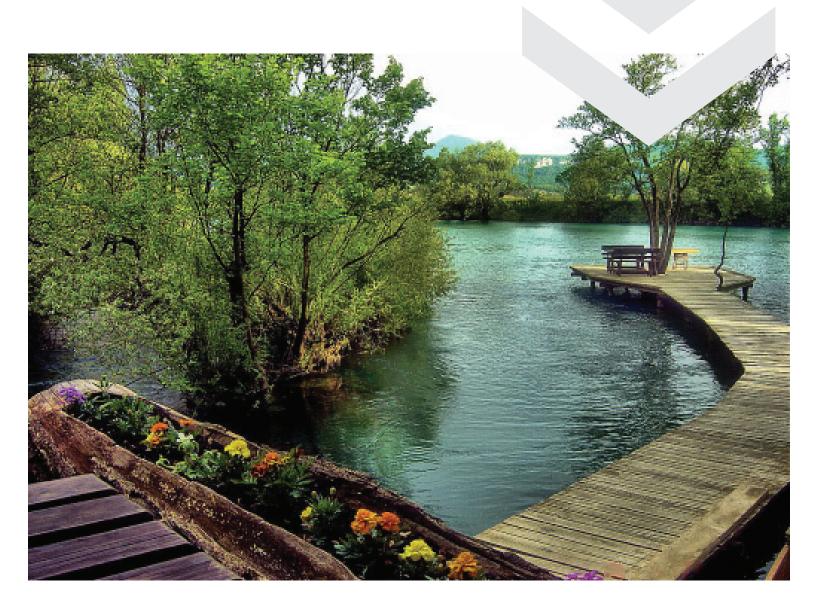
THE MOST STRIKING OBJECT IN POČITELJ IS THE SAHAT-KULA, A SILO-SHAPED FORT THAT TOWERS FROM THE TOP OF THE HILL ABOVE THE TOWN. IT HOUSED WATCHMEN AND MILITARY TO GUARD AGAINST POSSIBLE INVASION FROM THE NERETVA VALLEY. BESIDES ITS STUNNING ORIENTAL ARCHITECTURE AND OTTOMAN FEEL, POITELJ HOSTS THE LONGEST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

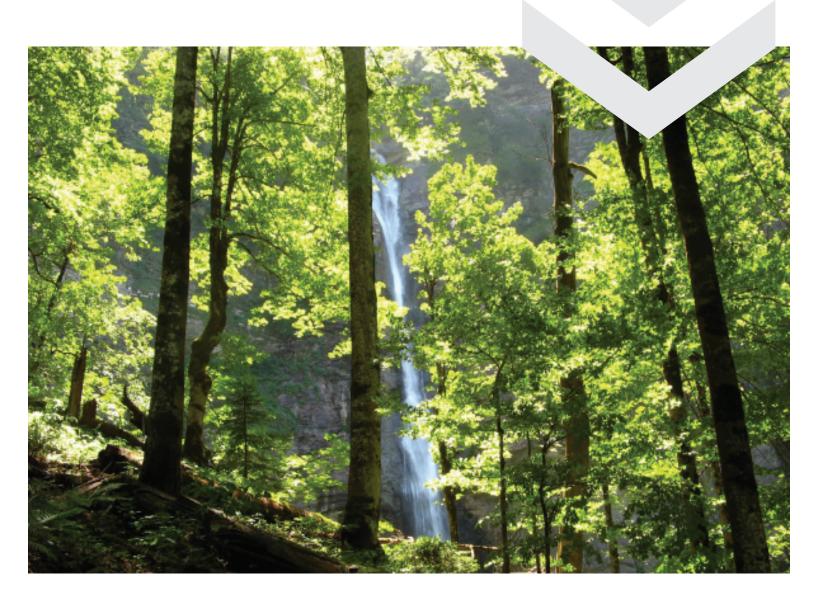
(READ MORE ON: WWW.MEDJUGORJE.HR)



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.

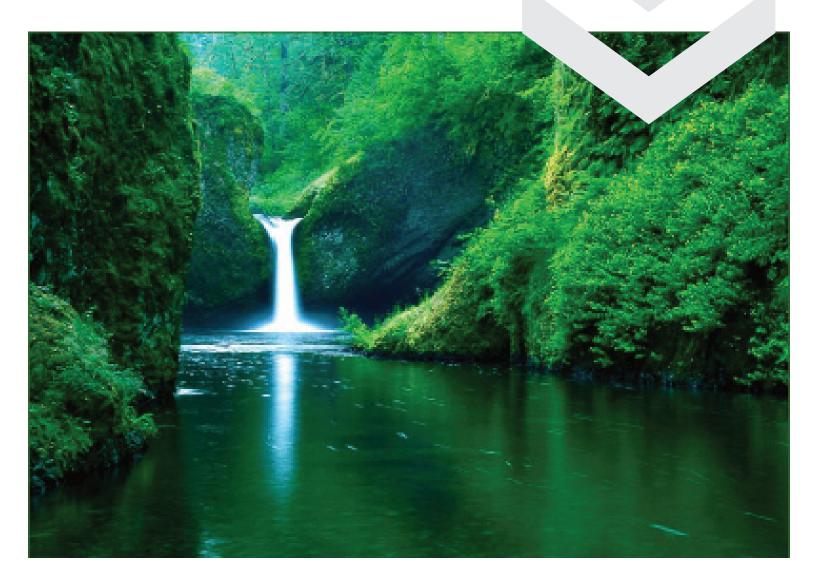
(READ MORE ON: WWW.BHTOURISM.BA)



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.

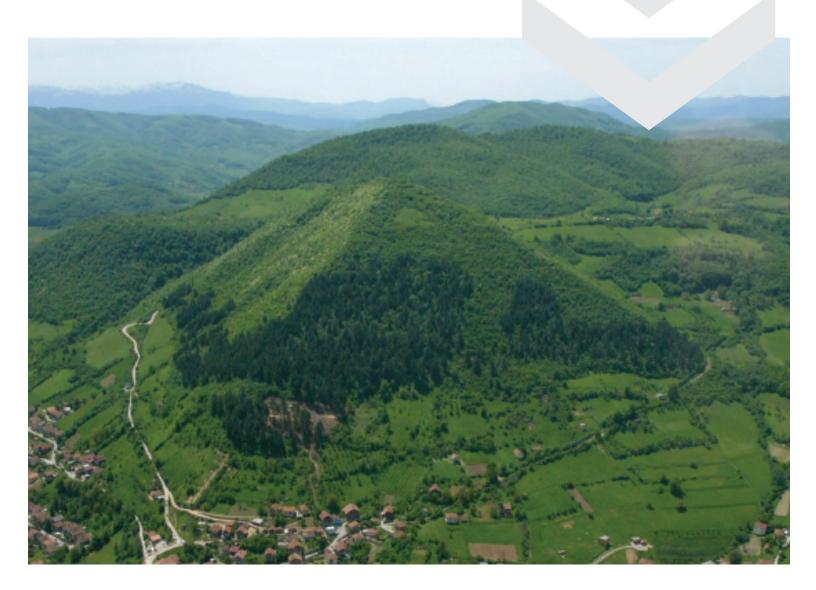
Amongst the many archeological discoveries are the ancient cave drawings of bears and leopards that are estimated to be over 10,000 years old. The many small lakes in the caves are home to endemic types of shellfish only found in deep underground aquifer systems. (Read more on: www. bhtourism.ba)



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

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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