

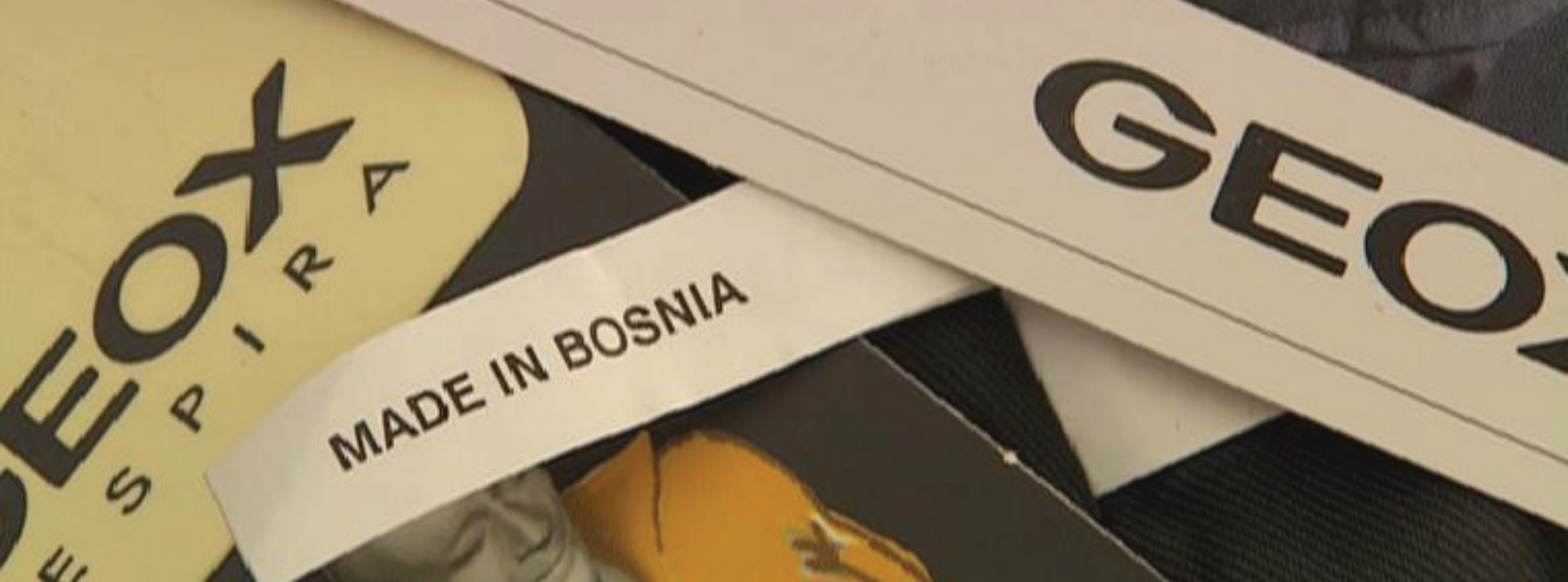


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# NEWSLETTER NO. 163

OCTOBER 2019

## FIPA ACTIVITIES ≡

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- » FIPA and the Ministry of Economy of TC co-organize the workshop on Public-Private Partnerships
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- » FIPA participated at RENEXPO
- » Visit to the company Coca-Cola HBC
- » IPA participated at the 23rd International Business Forum (IBF)
- » The newly appointed Ambassador of BiH to China visited FIPA
- » Travel and Trade Promotion Board Limited China interested in promoting BiH in Southeast Asia

## FIPA BUSINESS NEWS ≡

- » High growth of direct foreign investments in BiH in 2019



# HIGHLIGHTS

## THE CZECH EMBASSY IS LOOKING FOR PARTNERS TO PROMOTE TRADE AND INVESTMENT

The Embassy of the Czech Republic in Sarajevo has launched a public call for project proposals in the field of assistance to economic activities. Local organizations may receive financial support for services provided to Czech companies interested in doing business in Bosnia and Herzegovina.

The Economic Activities Assistance Program aims to find local partners with a good knowledge of the market and legal environment in Bosnia and Herzegovina that will provide services to potential Czech exporters and investors. These services may include, but are not limited to, drafting a business plan, legal and financial consulting, assistance in establishing distribution channels, or promotional and marketing activities.

Successful applicants may receive funding that will cover up to 70% of their costs related to providing these services to Czech companies, and the remaining 30% will be co-financed by Czech companies that will benefit from these services. The total amount received from the Embassy under the project can amount up to CZK 500,000.

The proposed project must be implemented between January 1 and October 31, 2020.

The following costs may be financed from the grant:

- Development of a business plan in order to enter a market or to realize an investment
- Legal and fiscal analysis, tax consulting
- Product introduction (assistance with financing, business registration, etc.)
- Product licensing, certification and registration support
- Import / export and logistic documentation
- Setting up supply channels, establishing a local partner network
- Promotion, marketing and PR services
- Support to start-up production (service sector only)
- Support for joining Czech companies in Bosnia and Herzegovina (max. 50 000 CZK)

The terms and conditions of the project will be governed by an agreement between the Embassy of the Czech Republic and the implementing organization.

The deadline for submission of applications is November 5, 2019.

(Source Akta.ba)



## 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/>

# FIPA ACTIVITIES



## FIPA REPRESENTATIVES VISITED JAPANESE COMPANY TSUBAKI-NAKASHIMA IN KONJIC



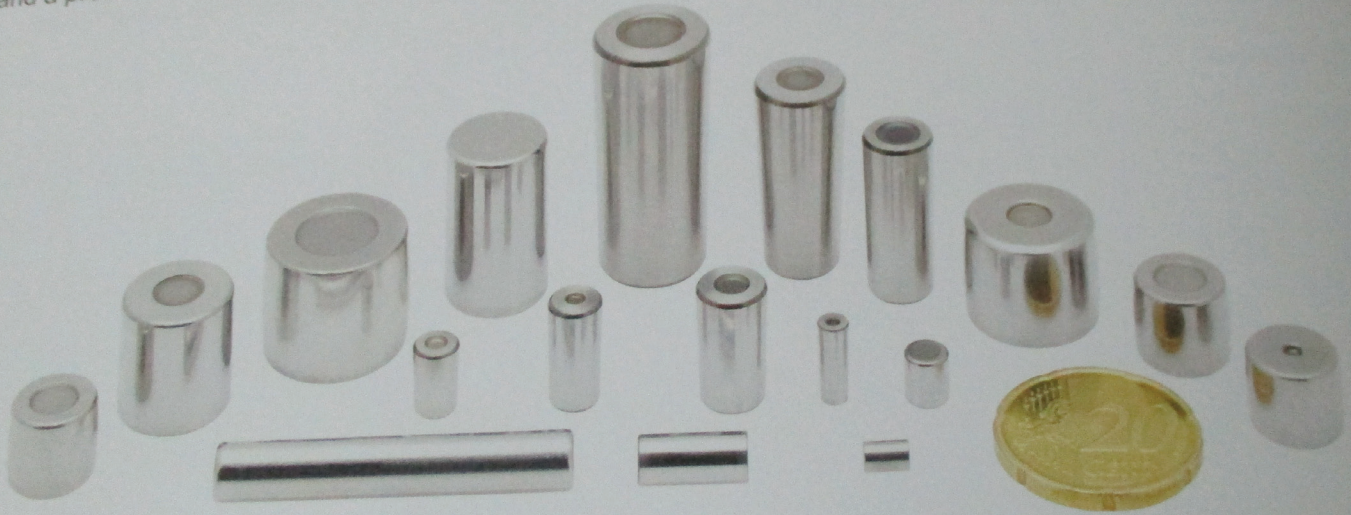
The FIPA Regional Representative in Mostar Amir Kazić and the FIPA Representative in Japan Shigehiko Nishihama visited Tsubaki-Nakashima (TN) Bosnia d.o.o. Konjic company within Aftercare Programme. TN Bosnia Konjic is the first and only one Japanese company operating in the field of production in BiH. It produces precision metal, ceramic and plastic parts. The products of this company are balls, cylindrical and tapered rollers and cages that are integral parts of bearing components in the automotive, railway and aviation industries worldwide.

The Konjic plant was founded in 1984 and in recent years has been owned by NN inc, USA. In 2017, Japan-based company Tsubaki-Nakashima acquired the said company in Konjic.



## Innovative Market Solutions

The Global Roller division which includes the sheet metal stamping plant is an integral part of the Tsubaki Nakashima world wide organisation. The division comprises four roller plants, in the Netherlands, Bosnia, Poland and the USA and a precision stamping facility also in the Netherlands.



The Company Director Zlatko Hadžimahović and Human Resources Manager Sanin Jusufbegovic presented the company in detail to FIPA representatives and showed them the facilities. TN Bosnia Konjic employs about 150 workers, and production is expected to increase in the coming year. In early November, Tsubaki-Nakashima top management from Japan will visit this company, which contributes to creating a positive image of Bosnia and Herzegovina and economic development of the country.





## FIPA AND THE MINISTRY OF ECONOMY OF TC CO-ORGANIZE THE WORKSHOP ON PUBLIC-PRIVATE PARTNERSHIPS

### ***THROUGH A PUBLIC-PRIVATE PARTNERSHIP TO NEW INVESTMENTS IN BIH***

The Foreign Investment Promotion Agency of BiH (FIPA) and the Ministry of Economy of the Tuzla Canton are organizing a three-day workshop in Sarajevo on Public-Private Partnerships "Strengthening the Capacity of Public Bodies in Processing of Public Private Partnership" with a financial support of the TAIEX Programme from October 30 to November 1st, 2019.

Considering that Public Private Partnership represents a novelty in theory and practice in Bosnia and Herzegovina, FIPA and the Ministry of Economy of Tuzla Canton applied for two TAIEX technical support activities in June 2018 in order to contribute, through the implementation of this instrument, to build the capacity of public bodies in the field of public-private partnership.

The workshop is intended to representatives of public bodies from the cantonal and local levels of government, who will work on the identification, preparation, contracting and monitoring of PPP projects, at which lecturers are representatives of institutions from EU Member States.

The workshop will enable representatives of public authorities to learn about the institutional framework and practice in the field of public-private partnership in EU Member States, to define the preconditions for identifying potential projects, to participate in the process of preparation and implementation of PPP projects, to develop models for monitoring PPP projects, analyse and propose potential PPP projects and similar.

Considering the increased interest of foreign investors in investing in PPP projects in BiH, and only a few such projects implemented so far, we hope that this workshop will contribute to an increase in the number of PPP projects, and consequently investments both foreign and domestic.



## VISIT TO THE COMPANY ASA GROUP

Within the Collaborative Network, as part of the Post-Investment Support to Investors in BiH Program, representatives of the Canton Sarajevo Ministry of Economy, the Municipality of Novi Grad and the Foreign Investment Promotion Agency of BiH (FIPA) visited ASA Group and exchanged experiences and information regarding identification and faster solving of outstanding investors' issues in order to encourage the growth and development of companies in Bosnia and Herzegovina.

ASA Group representatives spoke about the current business situation, opportunities for improving and developing, as well as other issues.

The ASA Group gives a large contribution to the overall economic development of Bosnia and Herzegovina. In the previous period, it was placed together with the Prevent Group in the TOP 500 companies in Central Europe.

What is particularly important to point out is that from the beginning of the business until now, all realized profits have been reinvested in further growth and development of the business.

The ASA Prevent brand is recognized not only in Bosnia and Herzegovina, but also in the region, and they operate their business on all continents of the world.





## BIH IS AN IDEAL COUNTRY FOR INVESTMENTS



The event “BiH Investment Day in Bursa”, which gathered about 80 Turkish companies who were presented investment opportunities and advantages of BiH for investing. Turkish businessmen were welcomed and invited to invest in BiH by Gordan Milinić, Director of FIPA, and Adis Alagić, Investment and Economic Advisor to BiH Presidency Member, Šefik Džaferović. The Honorary Consul of BiH in Bursa and businessman Muzafer Čilek said that he has excellent experience in business in Bosnia and Herzegovina, both in furniture trade and energy production, and announces new investments in the tourism sector, in construction of smaller boutique hotels that will complete the BiH’s tourism offer and restaurants. Cuneyt Sener, Vice President of the Board of Directors of BISO and owner of SanPark Otopark, also announced new investments in BiH in the services sector and new parking space in Sarajevo.



As a result of the event, Vav Medica has announced its arrival in BiH and investment in the tourism and food production and agriculture sectors.

The total amount of announced investments amount to several tens of millions of BAM, and contacts and negotiations with other participating companies will continue, especially companies in the chemical and metal processing sectors.

Mr Milinić met with Murat Bayazit, Chairman of the BTSO Steering Board, to discuss on current cooperation, as well as developing new strategies and approaches to developing partnerships between BiH and Turkish companies and attracting new investments in BiH. Murat Bayazit cooperates with companies from BiH, especially to find buyers for products such as raspberries and other cultures.

During the meeting at the Honorary Consulate of BiH in Bursa, they discussed on new activities that will be organized soon in other cities in Turkey, on opportunities to cooperate with the Diaspora and to support local communities in BiH in order to enhance their capacity for promotion of potentials and cooperation with investors.



## FIPA PARTICIPATED AT RENEXPO



The Foreign Investment Promotion Agency of Bosnia and Herzegovina (FIPA) participated at the 6th International RENEXPO BiH 2019 Fair and Conferences as a partner in the preparation and implementation of events on October 23 and 24 in Sarajevo.

On the first day of the fair, FIPA representative Amir Kazić was a moderator and speaker at the 5th Roundtable on the BiH Potentials and Attractive Wind Energy Projects, as well as a speaker and active participant at the 6th International Conference on Small Hydro Power Plants.



On the second day of the fair, Mr Kazić participated at the 1st Conference on Energy Management in BiH and the 2nd Conference on Photovoltaic Power Plants and Solar Energy. At the request of the China Power Group delegation, he also arranged a meeting with the experts of Elektroprenos BiH for detailed information on the capacity of the transmission network for the integration of wind power plants in the power system of BiH.

At the Round Table on Wind Energy and Conferences on Solar and Small Hydro Power Plants, competent representatives of relevant state institutions, project owners, and power plant manufacturers and interested foreign investors discussed current problems and obstacles in the implementation of renewable energy power plant projects.



## VISIT TO THE COMPANY COCA-COLA HBC



Within the Collaborative Network, as part of the Post-Investment Support Programme for Investors in BiH, representatives of the Canton of Sarajevo Ministry of Economy, the Foreign Investment Promotion Agency of BiH (FIPA) and the Municipality of Hadžići visited Coca-Cola HBC and exchanged experiences and information regarding identification and faster solving of outstanding issues related to investors in order to encourage the growth and development of companies in BiH.

Coca Cola has been operating in BiH for almost five decades and has been a major contributor to the local community through taxes, salaries, contributions, as well as numerous socially responsible activities.

Representatives of Coca-Cola HBC spoke about the current business situation, as well as opportunities for improving and development, especially if there would be greater support for businesses in resolving their outstanding issues.

Meetings with investors in BiH take place within the Collaborative Network, a network of institutions at all levels of government in BiH that focus on cooperation and resolving open investor issues. All members, over 40 ones, actively participate in the Collaborative Network and support its activities in order to provide post-investment support to business entities.

# MUSIAD



## FIPA PARTICIPATED AT THE 23RD INTERNATIONAL BUSINESS FORUM (IBF)

On October 17, 2019, in Sarajevo, FIPA participated at the 23rd International Business Forum (IBF), which brought together about 600 business people from Europe, the Middle East, Turkey, the Balkans, as well as other parts of the world.

The IBF Forum is being organized by the Association of Independent Industrialists and Entrepreneurs of Turkey (MUSIAD) in cooperation with the BiH Chamber of Commerce and Industry.

MUSIAD is Turkey's largest business organization with around 10,000 members, at least 221 representative offices and a contact centre in the world, providing employment for around 1.6 million people.

The IBF, which generally focuses on global economic issues, has selected Bosnia and Herzegovina to host the 23rd Annual Forum, which aimed to draw attention to the trade and investment potential of Bosnia and Herzegovina, especially in the sectors of food, agriculture and livestock, tourism, construction, healthcare, metal processing, furniture production, etc.



## THE NEWLY APPOINTED AMBASSADOR OF BIH TO CHINA VISITED FIPA



### **There is great space for strengthening economic cooperation between the two countries**

The Director of the Foreign Investment Promotion Agency of BiH (FIPA) Gordan Milinić talked with the newly appointed BiH Ambassador to China Tarik Bukvić about the degree of economic cooperation between BiH and China with a focus on Chinese investment in BiH.

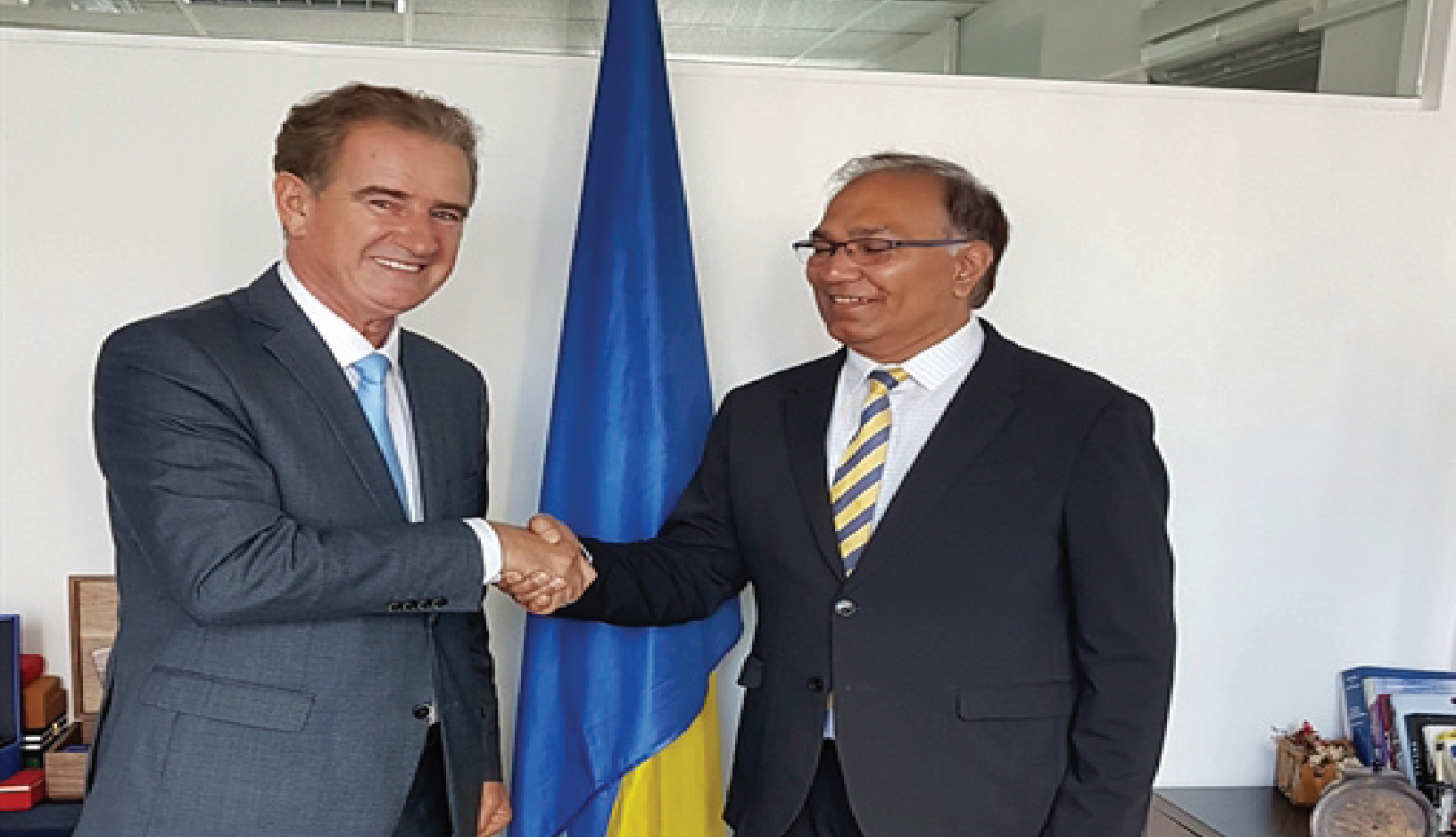
It was pointed out that economic cooperation between BiH and China has intensified after launching the 16 + 1 Initiative, that Chinese investors have increased interest in BiH in recent years, but that there is still plenty of space and opportunity to strengthen economic cooperation between the two countries.

As of December 2018, according to the Central Bank of BiH, foreign direct investment from the People's Republic of China amounted to BAM 2.6 million, mainly related to the timber sector, construction materials production, services and trade. They mainly operate in cooperation with domestic partners. Also, a number of Chinese companies have signed agreements with relevant institutions of BiH to implement infrastructure and energy projects.

Preparations are underway for several major Chinese investments that should be ready soon for realisation. In May 2016, a Memorandum of Understanding was signed between the Chamber of Commerce and Industry of China and FIPA, with the aim to promote economic cooperation between the two countries and the potential for investing in Bosnia and Herzegovina.

For many years, FIPA has been also participating at investment conference held annually in Ningbo to strengthen established relationships with Chinese investors and find new ones.

The Agency will also provide the Ambassador with all the support needed when it comes to promoting investment opportunities of BiH to Chinese businesses.



## TRAVEL AND TRADE PROMOTION BOARD LIMITED CHINA INTERESTED IN PROMOTING BIH IN SOUTHEAST ASIA

The Director of the Foreign Investment Promotion Agency of BiH (FIPA) Gordan Milinić spoke with representatives of Shanghai-based Travel and Trade Promotion Board Limited China company, led by the Director Sandeep Bahl about the company's plans to promote BiH's investment and tourism potential in the area of Southeast Asia.

The aforementioned company proposed signing a Memorandum of Cooperation with FIPA with the aim to provide information and to direct the planned promotional activities, distribution of promotional materials.

Under the Memorandum, it is envisaged that the said company will direct all potential investors who show interest in BiH towards FIPA, which will then provide them with all the necessary information on investment opportunities.



# FIPA BUSINESS NEWS

## HIGH GROWTH OF DIRECT FOREIGN INVESTMENTS IN BIH IN 2019 -THERE IS A GREAT CHANCE THAT THIS YEAR WILL REACH THE MAGIC FIGURE OF ONE BILLION BAM OF FOREIGN DIRECT INVESTMENT IN BIH

According to the preliminary data published by the Central Bank of Bosnia and Herzegovina within the DSI flows for the period from January to June 2019, foreign direct investments amounted to BAM 650.1 million or EUR 332.4 million, which is an increase of 53.6% compared to the same period in 2018.

The FIPA Director Gordan Milinić points out that this is significant news, given that both 2018 and 2017 were among the best in terms of foreign investment in the last ten years (close to BAM 800 million annually). If this growth trend continues from the first half of the year, this year could be a record for the amount of foreign investments, or it could reach the magic figure of one billion BAM. Although all discussions with potential foreign investors are fraught with difficult questions from foreign investors about the difficult political situation in BiH, FIPA's constant presence at all investor events, presentations and meetings, as well as pointing out the benefits of investing in BiH and the positive experiences of current foreign investors in BiH, give results. For such work, FIPA was named the best investment agency in Central and Eastern Europe at a major investment summit in Dubai in April this year.

The trend of investment growth continues thanks to efforts to improve the business environment in BiH, to which FIPA continually insists through its recommendations sent to the BiH Council of Ministers and to all entity, cantonal and municipal bodies.

FIPA doesn't allow foreign investors to feel lonely in the face of numerous administrative hurdles in BiH, but continually monitor them, intervene with the competent authorities and recommend eliminating the obstacles they see, which greatly contributed to expanding the business of existing foreign investor companies, and starting new ones, which ultimately leads to an increase in the number of employees.

In its efforts to seek new potential investors, FIPA points out that it has great assistance from the BiH Ministry of Foreign Affairs with the network of BiH diplomatic missions and consular posts abroad, the BiH Ministry of Foreign Trade and Economic Relations, as well as the BiH Foreign Trade Chamber and all chambers of commerce and existing foreign embassies in Sarajevo.

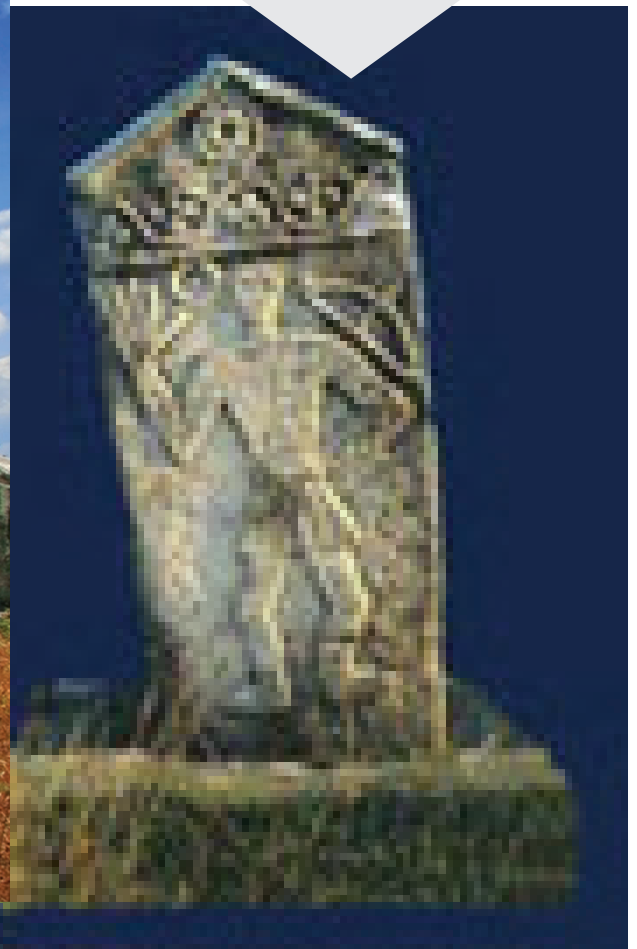
All BiH authorities have task to continue to carry out the necessary reforms, proposing measures to further improve the business environment and improve the country's image, and find new investors for Bosnia and Herzegovina.



# "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 ≡

**M**OSTAR 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](http://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](http://WWW.BHTOURISM.BA))



# "MUST SEE" PLACES IN BIH ≡

**M**EDUGORJE 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](http://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](http://WWW.GREENVISIONS.BA))



# ”MUST SEE” PLACES IN BIH ≡

**B**LAGAJ 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](http://WWW.BHTOURISM.BA))





# "MUST SEE" PLACES IN BIH ≡

**R**AKITNICA 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](http://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](http://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](http://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](http://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.

DUBROVAČKA 6  
71000 SARAJEVO  
PHONE: +387 33 278 080  
FAX: +387 33 278 081  
E-MAIL: [FIPA@FIPA.GOV.BA](mailto:FIPA@FIPA.GOV.BA)  
[WWW.FIPA.GOV.BA](http://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](http://WWW.FIPA.GOV.BA)

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