

# FNI

FOREIGN INVESTMENT PROMOTION AGENCY  
OF BOSNIA AND HERZEGOVINA

MEETING OF THE  
FIPA REPRESENTATIVE  
AND OF THE  
MUNICIPALITY OF  
CITLUK



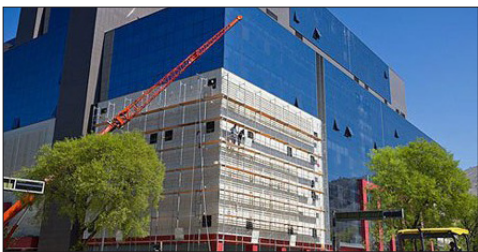
## A SUCCESS STORY OF FOREIGN INVESTMENT IN THE B&H



THE FIPA DIRECTOR AT BUSINESS  
FORUM IN POLAND



OPENING OF MEPAS MALL IN  
MOSTAR



MESSER BH OPENED A FACTORY  
FOR THE PRODUCTION OF CO2







# DEAR READERS ≡

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# NEWSLETTER NO. 82

APRIL 2012

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# HIGHLIGHTS ≡

## SARAJEVO BUSINESS FORUM



Place where projects and investors meet.

The capital of B&H will host from 16th to 18th May the 3rd International Investment Conference "Sarajevo Business Forum". "The Balkans' Davos", as eminent economic experts called this investment conference, will gather in one place, businessmen and investors from the Region and from the most important markets of the world. The previous forums, which were attended by more than 700 investors from 40 countries, and where were represented more than 300 projects worth millions of Euros, were rated as the largest business event in the Region.



## BIH INNOVATORS WIN 14 MEDALS AT GENEVA AND BANJA LUKA EXHIBITIONS

The members of the Innovators Association of B&H won 14 medals for innovations they presented at exhibitions in Geneva and Banja Luka. This was the 17th presentation of B&H innovators in Geneva.





# FIPA ACTIVITIES ≡

MEETING OF THE FIPA REPRESENTATIVE  
AND OF THE MUNICIPALITY OF ČITLUK ≡



THE FIPA DIRECTOR  
AT BUSINESS FORUM  
IN POLAND



ARGETA DOO - A SUCCESS STORY OF  
FOREIGN INVESTMENT IN THE BH.  
FOOD INDUSTRY ≡



## ...AND MORE ACTIVITIES...



## FIPA PARTICIPATION AT THE BILATERAL MEETINGS OF THE BUSINESS PEOPLE OF B&H AND THE REPUBLIC OF MACEDONIA



The FIPA representative Slavica Korica had a presentation on opportunities for investing in B&H within the bilateral meetings of the business people of B&H and the Republic of Macedonia which was held on 2nd April 2012 in Sarajevo, organized by the B&H Foreign Trade Chamber. The presentation was focused on sectors that could be interesting for Macedonian investors.

The business delegation of the Republic of Macedonia was composed of representatives of the company operating in the agriculture and food, metal processing and textile industries.



## MEETING OF THE FIPA REPRESENTATIVE AND OF THE MUNICIPALITY OF ČITLUK

In order to research and identify investment opportunities in the B&H municipalities, the representatives of FIPA for the region of Herzegovina organized on 3rd April a meeting with the representative of the Municipality of Citluk Predrag Smoljan, Advisor for Investment. Mr. Smoljan emphasized the religious tourism and the shrine in Medjugorje, as the strongest brand of the B&H tourism, respectively as its most attractive sub-sector due to which, B&H is ranked at the world tourist map. The wine is another brand of the Municipality of Citluk in whose vineyards are cultivated for centuries quality kinds of grapes "Blatina and Zilavka" from which the high-quality and famous wines is being produced. The project of "Wine Route of Herzegovina" was presented 22 cellars / wineries, museums, galleries, natural beauty of ancient cities and historic cultural heritage, then hotels, restaurants and taverns offering local wines and traditional cuisine of Herzegovina. On this way, integral promotion of wine and Herzegovina's most successful winemakers is much improved. Among other things, the Municipality of Citluk offers three business areas Tromedja-Medjugorje, Blizina Gomile and Blizanci.

It was concluded that the cooperate between FIPA and Municipality should continue in order to reach good quality and competitive projects that could be offered to potential investors intending to improve and to further develop the economy of the Herzegovina-Neretva Canton.

Mr. Smoljan pointed out that the activation of the airport of Mostar is of crucial importance for more intensive development of religious tourism in Medjugorje



## FIPA AFTERCARE VISITS



Within the implementation of the FIPA Aftercare Programme, the FIPA representatives Nina Pobric, Tanja Bojovic-Simic and Dika Mustafic visited on 3rd April 2012 the Municipality of Zepce where they met with the Mayor of the Municipality, Mato Zovko and with the Directress of the Development Agency of Zepce, Branka Janko.

The topic of the meeting was intensification of the cooperation between FIPA and the Municipality of Zepce and possibility of joint activities in order to promote the local projects.

The FIPA representatives were also informed on potentials of the Municipality, on available business zones and on areas for investing. The Municipality of Zepce has five business zones, several resources of mineral water and ore deposits. Investments potential represent energy (small hydro power plants), agriculture, metal processing and wood industry. At the Sarajevo Business Forum, they will present the project of industrial zone in Zepce that will also be presented at the FIPA web site. The same day, the FIPA representatives had a meeting with the Directress of Entrepreneurs and Businesspeople association of Zepce (UPIP), Mira Jovic.

On 10th April, Tanja Bojovic-Simic and Alma Sabeta from FIPA visited the company of Wolf Theiss d.o.o. in Sarajevo, one of the leading companies for providing legal services in the Southern-eastern Europe. This company has been operating in B&H from 2005 and has 10 jurists and administrative staff.

In early 2012, they opened an office in Banja Luka where they have two employees.

The company provides services in all field of law, starting from registration of the company, representation in judicial processes, solving problems while entering the market, labelling products at the market, etc.

On 19th April, the FIPA representatives visited the Municipality of Ilijas.





## FIPA PARTICIPATION AT THE REGIONAL FORUM “IMPROVING THE LEGAL SYSTEM IN TRANSITION ECONOMIES” 3RD - 4TH APRIL 2012

GIZ (German Governmental Organization for International Cooperation) organized the Regional Forum on the topic of „Improving the Legal System in Transition Economies” from 3rd to 4th April 2012 in Berlin. The forum gathered German experts in law matters and experts from the Region.

On this occasion, the experts discussed on legal reforms in the countries in transition with a special focus on market and law, regulatory impact assessment, property and investment law, law and foreign direct investment, etc.

The FIPA representative Maida Becirovic participated at the forum.



## MEETING OF THE FIPA REPRESENTATIVES AND OF THE MUNICIPALITY OF RAVNO



The representatives of FIPA for the region of Herzegovina organized on 5th April a meeting with the representative of the Municipality of Ravno.

On this occasion, the Municipality Mayor Mr. Andrew Simunovic pointed out that the Municipality of Ravno has many investment opportunities. Advantages of the Municipality are the closeness to the Adriatic Sea and Dubrovnik, favourable price of the property, provided infrastructure, fertile soil of Popov field (area of 180 km<sup>2</sup>), whose agricultural potential should be one of the largest in the State.

As he emphasized, the numerous potential projects are planned according to the Strategy of the Municipality Development, such as tourist projects (tourist affirmation of the cave Vjetrenica, mountain bike, rural village with view on sea, golf grounds), exploitation of decorative and building stone, building of the processing capacities for agricultural products, construction of the winery, organic agricultural production (fruit growing, vegetable growing, animal husbandry and agriculture), storage facilities for all types of products, building the capacity of the renewable energy sources (wind and solar power collectors).

It should be noted that all documents related to spatial planning are adopted and interested investors can realize all necessary documentation within one month after the request submission.

On this occasion, the FIPA representatives also visited the cave Vjetrenica, which is a protected natural monument.





## ARGETA DOO - A SUCCESS STORY OF FOREIGN INVESTMENT IN THE BH. FOOD INDUSTRY

Within implementation of the Aftercare Program (the post investment support to foreign investors in B&H), the FIPA representatives visited on 10th April 2012 the production facilities of the company Argeta d.o.o. in Hadzici near Sarajevo. In Bosnia and Herzegovina, the production of this well-known brand was launched in 2006 in the modern equipped factory in Hadzici through an investment of 26 million Euros. Investors from Slovenia – the company Droga Kolinska, part of the Atlantic Group, decided to invest in Bosnia and Herzegovina, considering the fact that 60% of their total sale was related to the B&H market. The factory in Hadzici currently has over 80 workers who realize an annual production of 5 million cans, with a constant increase of production. Entire production process of Argeta is certified according to the highest hygiene requirements and general safety, while production is performed according to the standards of HACCAP, Halal, ISO 9001, ISO 14000 and FSSC 22000. The Argeta d.o.o. Hadzic factory is the first in Bosnia and Herzegovina, which received FSSC 22000 - the highest international certification for the food safety.

According to the Director of production, Mr. Samir Brodovića, investors are satisfied with the operations in Bosnia and Herzegovina and their goal is a long term presence and strengthening at the B&H market.

Argeta was declared the most significant Greenfield investment in B&H for 2006 within the “Selection of the Most Significant Investors” Event that FIPA organizes every year.





# MEETING OF THE FIPA DIRECTOR WITH THE GENERAL DIRECTOR OF THE KOTRA OFFICE IN ZAGREB



Junghee Hahn, General Director of the Korean Trade-Investment Promotion Agency (KOTRA) Office in Zagreb, covering Croatia, Slovenia, Bosnia and Herzegovina, Serbia and Montenegro, visited FIPA on 11th April where he met with the Director Jelica Grujic and Assistant of Director for Promotion Slavica Korica.

The meeting was focused on possibilities for investing in B&H.

The FIPA representatives made Mr. Hahn familiarized with advantages and possibilities for investing in the sectors of automotive industry and energy and presented to him concrete investment projects.

FIPA will continue to inform Korean investors on investment projects in B&H through KOTRA Office.



## MEETING OF THE FIPA DIRECTOR WITH REPRESENTATIVE OF IFC

The FIPA Director Jelica Grujic had a meeting on 11th April with Wendy Jo Werner, Regional Program Manager in Investment Climate Advisory Service of International Finance Corporation (IFC) – a member of the World Bank Group.

On this occasion, it was discussed on the successful cooperation on the projects realized by the two Agencies and cooperation on the future project that would include improving the business climate and promotion of the investment projects of Bosnia and Herzegovina.





## MEETING OF THE FIPA REPRESENTATIVES AND THE MUNICIPALITY OF STARI GRAD SARAJEVO



On 12th April 2012, the representatives of FIPA had a meeting with the representative of the Municipality of Stari Grad Sarajevo, Mr. Suad Handanagic, Head of Public Utilities Department. Within its regular activities, FIPA is implementing a program of visits to local communities/municipalities in order to establish cooperation, to collect investment projects and to have information on the situation in each municipality individually, especially in the domain of property rights, spatial planning and town planning. The FIPA representatives emphasized that the Agency can be a good service for the municipalities for making contacts with potential investors and for eventual realization of certain projects in the territory under the jurisdiction of the Municipality. The FIPA representatives emphasized the need to work on improving the business environment, and especially on improving relations with existing and potential investors in order to facilitate them starting and running business. In addition, it was pointed out that the greatest number of problems at the local level occurs in the field of property rights and the issuance of building permits, and that it is necessary to work on it, especially when it comes to the specific investment projects.

Mr. Handanagić pointed out to fully support this approach and to consider it as very useful, especially the part related to the establishment of closer cooperation with FIPA and possible joint activities on certain projects.

He said it was fully aware of the problems related to communication with potential and existing investors, as well as those related to issuance of permits and property rights. According to him, for improving situation in this field, it is necessary to work more.





## THE FACTORY FOR THE PRODUCTION OF TEXTILE PRODUCTS “RAMA TEX” WAS OPENED IN PROZOR – RAMA

The representatives of FIPA for the region of Herzegovina, Amir Kazic, attended on 14th April opening of the factory for the production of textile products “Rama Tex” in Gracac, near Prozor – Rama.

100 people will find a job in the renovated former factory premises of “Dekorativa”, where previously were produced car upholsteries.

Funds for starting this facility were provided by Dragomir Culjat, entrepreneur from Croatia, together with the Municipality of Prozor, which has handed significant financial resources from the Fund for the Employment Promotion.

A hundred new work places will mean an important progress in the field of employment and a great encouragement for the future of the entire Municipality.

Through the German company of “CGL Sports Fashion”, “Rama-tex” will export its products at the market of the Western Europe.

Besides the Mayor of Prozor-Rama, Jozo Ivancevic, the factory opening were attended by Damir Ljubic, Minister for Human Rights and Refugees of the B&H Council of Ministers, Amer Zagoricic, Minister of Economy of Hercegovina-Neretva Canton, Bernd Epler, representative of the German company of “CGL Sports Fashion” and other.



# THE FIPA REPRESENTATIVE PARTICIPATION AT THE MEETING WITH THE BUSINESS DELEGATION FROM CHINA



In the Foreign Trade Chamber of B&H in Sarajevo, on 16th April, a FIPA representative attended the meeting with the Chinese delegation, comprising representatives of the China Council for the Promotion of International Trade, regional representatives of the same institutions in China, and representatives of corporations that are looking for quality investment projects. At the meeting, the members of the Chinese delegation were introduced business opportunities in the areas they come from and the economy sectors of their interest for cooperation with businesspeople from B&H. This presentation was followed by bilateral meetings between representatives of the Chinese delegation and representatives of the entity / cantonal / regional chambers in B&H, the B&H businessmen and a representative of FIPA.

Chinese companies presented were:

CCPIT

CCPIT Hainan Sub-Council

CCPIT Fujian Sub-Council

CCPIT Guangdong Sub-Council

CCPIT Jiaxing Branch

General Office of Jilin Provincial

Hainan Evergold Real Estate Co., Ltd

Hainan Fulong Group Co., Ltd

CCPIT



## THE LEADING COMPANY IN JAPAN MITSUI & CO., LTD. WILL PARTICIPATE AT SARAJEVO BUSINESS FORUM

The Japanese leading company of MITSUI & Co., Ltd. will attend the Sarajevo Business Forum 2012, which will be held from 16th to 18th May 2012. The Japanese company has already visited B&H twice. In March 2010, the FIPA Country Representative arranged the first visit of this company to B&H. On this occasion, the company's representatives had meetings with the companies "Aluminij" and "Bosnalijek", and with the Ministry of Foreign Trade and Economic Relations, the Foreign Trade Chamber and with the Association of Employers of B&H. The FIPA Country Representative in Japan, Mr. Nishihama, arranged also a MITSUI & Co., Ltd. delegation for Sarajevo Business Forum 2011. And this year also, he kept negotiating with MITSUI H.Q. in Tokyo about their participation at Sarajevo Business Forum 2012. The company is planning to send delegation for Sarajevo Business Forum, which will be composed of executives from H.Q.s in Tokyo and European branch offices, MITSUI Deutschland GmbH in Budapest dealing with matters of B&H and MITSUI Deutschland GmbH Head office in Dusseldorf.

MITSUI's second participation at Sarajevo Business Forum will be an event of great significance for Forum himself and for B&H. Mr. Nishihama keeps good relationship with MITSUI H.Q.s in Tokyo.





## THE MEETING OF THE FIPA DIRECTRESS AND THE NEWLY APPOINTED AMBASSADOR OF GREECE IN B&H



The newly appointed Ambassador of the Republic of Greece, Karolos Gadis, visited on 23rd April the Foreign Investment Promotion Agency of Bosnia and Herzegovina (FIPA), where he met with the Directress Jelica Grujic. During the meeting, it was pointed out that there is plenty of space and possibilities for improving economic cooperation between the two countries and that FIPA and Embassy will work together on improving this cooperation, particularly in the field of attracting Greek investors in B&H.

It was proposed an initiative to sign a Memorandum of Cooperation between the FIPA and the Agency for investing of Greece (Invest in Greece), which would contribute to better awareness of Greek companies on investment opportunities in B&H.



## PRESENTATION OF SERVICES OF THE CZECH EXPORT BANK (CEB) AND THE CZECH EXPORT GUARANTEE AND INSURANCE CORPORATION (EGAP)

The Presentation of services of the Czech Export Bank (CEB) and the Czech Export Guarantee and Insurance Corporation (EGAP) was held on 24th April 2012 in the premises of the Foreign Trade Chamber of Bosnia and Herzegovina.

This presentation was intended for economic entities and public institutions that are interested in cooperation with the Czech Republic during the realization of their projects in Bosnia and Herzegovina

Services of these two institutions and possibilities for providing support and for intensification of trade relations between Bosnia and Herzegovina and the Czech Republic were presented on this occasion.

A FIPA representative attended the presentation.





## MEETING OF THE FIPA REPRESENTATIVES AND THE MUNICIPALITY OF LJUBINJE



According to the visits plan to the local communities, the FIPA representatives for the Region of Herzegovina organized on 24th April 2012 a meeting with the Mayor of the Municipality Ljubinje, Vesko Budincic and Assistant for Public Investment and Development, B. Sulaver.

On this occasion, it was discussed on investment opportunities of the Municipality of Ljubinje where the Mayor Mr. Budincic pointed out the companies and the capacities that are not privatized yet or the privatization process wasn't successful, such as "FTS - Soko" and "Soko - Guma". There is also factory of polyurethane panels, "Soko-paneli" which is not privatized yet, while the clothing production factory "Ljubinjka-export" failed to overcome the initial difficulties of post privatization process.

It was agreed to continue cooperation in implementing the project of "Growing and Processing of Sunflower and other Cereals", and finding strategic partners, potential foreign investors for the factories, "FTS-Soko", "Soko-Guma" and "Soko-paneli."





## FIPA REPRESENTATIVES VISITED A COMPANY JAHORINA OSIGURANJE, MEMBER OF VIENNA INSURANCE GROUP

Within investor Aftercare programme, the FIPA representatives visited on 24th April 2012 the Vienna Insurance Group company and had a meeting with the General Manager, Dr Miroslav Miškić.

Following global trends and respecting the highest standards of insurance industry, "Jahorina osiguranje", established in 1992, has one of the leading positions at the insurance market of Bosnia and Herzegovina. It has a wide network of 8 branches and more than 60 offices across the country.

A very important moment in company's functioning is completed acquisition of "Jahorina osiguranje" by Vienna Insurance Group that started in 2011. With this acquisition worth of 40 million Euros, "Jahorina osiguranje" becomes a member of "Vienna Insurance Group" - the biggest insurance group in South East Europe with 25 000 employees in 25 different countries.

Vienna Insurance group is particularly important foreign investor for Bosnia and Herzegovina since it fosters a business practice of employing local management and reinvesting of the profit at the market where it has been earned. According to Dr. Miškić, the investors are generally satisfied with achieved business results and they have a goal of long term presence and strengthening at the insurance market of Bosnia and Herzegovina.



## REGIONAL CONFERENCE OF „FRAMEWORK, BENEFITS AND COSTS OF RENEWABLE ENERGY RESOURCES OF IN THE WESTERN BALKANS“



The regional conference of „Framework, benefits and costs of renewable energy resources of in the Western Balkans“, organized by the Joint Commission for Economic Reforms and Development of the Parliamentary Assembly of B&H and the Konrad Adenauer Foundation was held in the Parliamentary Assembly of B&H in Sarajevo on 25th April 2012.

The aim of the conference was to contribute to efforts of Bosnia and Herzegovina to adopt the EU energy standards. The conference organisers wanted to encourage and to stimulate dialogue among the key actors of the Western Balkans countries, which will trace the path towards a sustainable energy future of the Region and to bring together all relevant actors in the sector of sustainable energy that they share their knowledge and experience.

High level officials, decision-makers from politics and economy, representatives of the civil society sector in the Western Balkans countries, as well as members of the International Community in B&H took part at the conference.

A FIPA representative participated at this conference.



## 10TH MEETING OF SOUTHEAST EUROPE INVESTMENT COMMITTEE (SEEIC)

The 10th regular meeting of Southeast Europe Investment Committee (SEEIC), but the first one under the Regional Cooperation Council (RCC) Secretariat and its SEEIC Project umbrella was held from 23rd to 24th April in Sarajevo.

The aim of the meeting was to present the SEEIC scope of work within the Europe 2020 Strategy and to develop further mechanisms of consolidating and strengthening efforts for regional cooperation in investment and competitiveness related reforms.

In cooperation with the European Commission, the meeting also included a session on programming regional component of the Instrument for Pre-Accession Assistance (IPA) dedicated to private sector development.

The event brought together SEEIC members from the Region, national IPA coordinators, as well as representatives of international organizations, donor and business community.

A FIPA representative also took part at this meeting.



# Meeting of Prime Ministers Poland – Central Europe – C

Warsaw, 26<sup>th</sup> April 2012



## THE FIPA DIRECTOR AT BUSINESS FORUM IN POLAND



The FIPA Director Jelica Grujic participated on 26th April in Warsaw at Business Forum of representatives of companies from Central Europe and the People's Republic of China.

Ms. Grujic participated at this Forum within the participation of the Chairman of the Council of Ministers, Vjekoslav Bevanda, at the meeting of Heads of Governments of Central Europe and the People's Republic of China in Warsaw.



## FIPA MEETING WITH THE MINISTER OF ECONOMY OF THE HERZEGOVINA- NERETVA CANTON

The FIPA Mostar Office Representatives had a meeting with the Minister of Economy of the Herzegovina-Neretva Canton, Mr. Amer Zagorčić. The meeting subject was the status of current projects that are planned to be realized in the Herzegovina Neretva County, such as:

- Growing and processing of oilseeds" in Popovo Polje,
- Building a factory of equipment for the Cement Plants, at the location of the Mostar City ž
- The exploitation of architectural stone at the location of Mukoša -South in Mostar City"

They also discussed the recent visit of representatives of Italian companies that were interested in projects for construction of solar, wind and small hydro power plants in the region of Herzegovina. Minister Zagorčić reminded that there is an ongoing process of cantonal Commission formation for an expert opinion on urban permits issuance, in areas that are not regulated by the city's Spatial plan, and that the Ministry is preparing the texts of the Law on Public-Private Partnership and the Law on Concessions in Herzegovina-Neretva Canton. It is expected that the Commission and mentioned laws will improve the business environment and contribute to attraction of foreign direct investment and economic development of Herzegovina Neretva Canton.

# BUSINESS & INVESTMENT NEWS ≡

BUSINESS FORUM OF THE  
BUSINESS PEOPLE OF B&H AND  
THE REPUBLIC OF TURKEY ON  
16TH MARCH IN SARAJEVO



ANATOLIA NEWS AGENCY  
OPENED IN SARAJEVO ITS  
REGIONAL OFFICE FOR BALKANS



TURKISH INVESTORS ARE  
INTERESTED IN INVESTING IN  
ANIMAL FARMING PROJECTS IN  
B&H



...AND MORE NEWS...





## CREDIT LINES OF TÜRK EXİMBANK FOR B&H

Türk Eximbank, by the decision of the Turkish Government, has competence to finance projects in Bosnia and Herzegovina. The Bank is ready to finance projects in the field of production of durable and short lasting appliances and machines, projects in the tourism, the energy and the infrastructure sectors.

The total value of the credit line amounts to 250 million USD with a grace period from 2 to 10 years. The companies from Bosnia and Herzegovina interested in loans of this Bank have to have a partner from the Republic of Turkey.

Türk Eximbank is supporting Turkish exporters and investors through different credit lines, guarantee and insurance programs. In its operations, the Bank applies internationally accepted rules and regulations such as OECD consensus.

For additional information, please contact the B&H Embassy in Ankara through email [bh-emb@kablone.com.tr](mailto:bh-emb@kablone.com.tr) or at phone + (90 312) 427 36 02 / + (90 312) 427 36 03.



## SELECTION OF 100 BIGGEST COMPANIES IN B&H IN 2011 ORGANIZED BY POSLOVNE NOVINE



The Foreign Investment Promotion Agency of B&H (FIPA) is a sponsor of the project „Selection of 100 biggest companies in B&H in 2011 organized by Poslovne novine“.

The project aims to promote the success of the B&H companies and the economy. It consists of ranking list of big, medium and small companies of B&H which is published in July, pointing out those who deserve it thanks to their successful business activities.

„Selection of 100 biggest companies in B&H“ is the unique project of this kind at the level of B&H, it has the credibility and it is accepted by entrepreneurs in the country. Ranking is done on the basis of indicators such as revenue, net profit, exports and investments submitted by the company.

The ranking list is used by local and foreign organizations and institutions to analyze the situation in the B&H economy. It represents a relevant and reliable source of information for all potential domestic and foreign business partners and investors.



## INVESTORS FROM BELGIUM WILL OPEN A FACTORY FOR THE MANUFACTURE OF SPRINGS IN TOMISLAVGRAD

A delegation of a Belgian factory of springs, led by the owner Mr. Salvatore Biamonte, who intend to run this type of production in Tomislavgrad visited the Municipality of Tomislavgrad to discuss the concretization of the starting-up production. The court registration of the company is officially made under the name B-spring.

The factory should start production till summer 2012, and installation of machinery is planned in the first phase, including employment of a dozen workers.

Belgians plan in Tomislavgrad to do the final processing of springs on the way to bring semi-product from Belgium which after processing will be returned to Belgium, where it will be placed at the existing market in the European Union.





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## OPENING OF MEPAS MALL IN MOSTAR

The largest shopping and business centre in the Region „Mepas Mall“ was opened on 12th April in Mostar in presence of more than thousand guests from political, social, religious, cultural and other segments of public life.

On this occasion, the Mayor of Mostar Ljubo Beslic said that this facility will bring a new image of the city and that it will make Mostar centre of the Region, what it was before. This centre is not only the largest in B&H, but will also mean a lot for new employment, according to the Mayor.

The investment is worth 100 million BAM and building of this super modern facility started on 31st May 2010. The investor is Mirko Grbesic, owner of Mepas Group which is composed of companies that are doing business across the Republic of Croatia. The centre has about 90 office spaces, and 69 are already under lease. It will employ around 700 people and 300 other in the future. The centre has 100,000 square meters, and it brings more than 100 world brands to Mostar such as Bershke, Stradivariusa, Zare, Pull&Beara, New Yorkera, Terranove, S'Olivera and other.

Besides the popular McDonald's, in the Mepas Mall you can find other restaurants with special offer of food and drinks. Centre will set new standards in the offer of commercial, entertainment, culinary and business content.

It consists of three underground levels, ground floor and five floors of commercial-shopping centre.

The sixth floor also houses business facilities and a convention hall, which can be divided into three smaller ones, and there is a hotel on the seventh floor.

In the time of economic depression and high unemployment rate, this project is a bright point for the town of Mostar, as well as for the whole Region.



## FORUM 'FRANCE IS COMING TO MEET SOUTHEASTERN EUROPE IN SOFIA' TO BE HELD ON JUNE 4-6



A Forum "France is coming to meet South-eastern Europe in Sofia", Bulgaria; will be held in the period from 4th to 6th July 2012.

The Forum will consist of two-day meetings of businessman from France and entrepreneurs from more than 10 countries of Southeast Europe, which have business cooperation with France, with EU countries, and with entrepreneurs from neighbouring countries.

The event provides an opportunity to establish business cooperation with France, EU countries, and entrepreneurs from neighbouring countries.

Businessmen from BiH, interested in participating in the Forum, can get more information at the website of Foreign Trade Chamber of B&H.





## SUCCESSFUL BUSINESS RESULTS OF THE “HELLA BEKTO INDUSTRIES” COMPANY

The company of “Hella Bekto Industries” from Gorazde records significant business results. This company has emerged thanks to the cooperation of the company from Gorazde “Bekto Precisa” and the German company “Helle”.

“Hella Bekto Industries”, which is producing LED lighting, has made significant efforts in expanding the production range and network of business partners, and it soon starts the production of two new lamps based on the LED technologies that will also be exported at the European and the world market.

“Hella Bekto Industries” gained for a short time the confidence of business partners across B&H and in all republics of former Yugoslavia.

With new products, the number of its customers will be expanded.

The company will present the new lamps at Fair of Lighting and Building in Frankfurt from 16th to 21st April, and their mass production will start in early June in Gorazde.



## MESSER BH OPENED A FACTORY FOR THE PRODUCTION OF CO<sub>2</sub>



On 20th April 2012, in Sockovac, the Municipality of Petrovo, Messer BH Gas opened a factory for the production of CO<sub>2</sub>, an investment worth around one million EUR. The annual production in the factory will be 7200 tons of CO<sub>2</sub>, mainly for the needs of the B&H beverage and food industry. One part of production will also be exported. The General Manager Messer BH Gas, Valentin Ilievski, said that the new factory will supply many major industrial manufacturers, considering that until now B&H had to import BH CO<sub>2</sub>. This first production and distribution facility of Messer in the RS, as he said, is in line with the strategy of the company and demonstrates commitment to long term investments in B&H. At the beginning, this facility will employ up to ten people.

Opening a new factory was attended by the Government representatives of FB&H and RS, and the business partners of Messer.

In 2009, FIPA has declared Messer BH the largest foreign investor in B&H. It has been operating at the B&H market since 1997. Today, their financial investments in the country exceeded 40 million EUR.



## RCC'S INVESTMENT COMMITTEE FOR SOUTHEAST EUROPE ADOPTED TWO-YEAR WORK PROGRAMME

The Southeast Europe Investment Committee (SEEIC) adopted its two-year Work Programme for 2012-2013 on 24th April in Sarajevo today, at the first meeting held under the umbrella of the Regional Cooperation Council (RCC) Secretariat. The Work Programme seeks to create and implement a common vision for economic development in South East Europe (SEE) by 2020; increase competitiveness of the region through supporting contacts between business companies; and present the region as an attractive investment destination. Hido Biscevic, RCC Secretary General, emphasized that SEEIC could help the SEE governments come together around a set of regional headline targets that the Investment Committee can help formulate and implement. The Ministerial Conference of November last year has empowered the SEEIC to engage in the SEE 2020 Vision building and has taken political commitments that we intend to pursue going forward. The SEE 2020 Vision opens up a possibility for regional initiatives to associate themselves more closely with the Europe 2020 strategy. It could also help to provide a framework for intervention for the Multi-Beneficiary Instrument for Pre-accession Assistance (IPA), as well as for other donors engaged in regional interventions." In cooperation with the European Commission (EC), the meeting included a session on programming the regional component of the Instrument for Pre-accession Assistance (IPA), dedicated to private sector development.

The meeting brought together SEEIC members from the Region, national IPA coordinators, as well as representatives of international organizations, investment promotion agencies, donors and business community, reads the statement



# MEETING & EVENTS ≡

April 2	FIPA PARTICIPATION AT THE BILATERAL MEETINGS OF THE BUSINESS PEOPLE OF B&H AND THE REPUBLIC OF MACEDONIA
April 3	MEETING OF THE FIPA REPRESENTATIVE AND THE MUNICIPALITY OF CITLUK
April 3	FIPA AFTERCARE VISITS
April 3-4	FIPA PARTICIPATION AT THE REGIONAL FORUM "IMPROVING THE LEGAL SYSTEM IN TRANSITION ECONOMIES" 3RD - 4TH APRIL 2012
April 5	MEETING OF THE FIPA REPRESENTATIVES AND THE MUNICIPALITY OF RAVNO
April 10	ARGETA DOO - A SUCCESS STORY OF FOREIGN INVESTMENT IN THE BH. FOOD INDUSTRY
April 11	MEETING OF THE FIPA DIRECTOR WITH THE GENERAL DIRECTOR OF THE KOTRA OFFICE IN ZAGREB
April 11	MEETING OF THE FIPA DIRECTOR WITH REPRESENTATIVE OF IFC
April 12	MEETING OF THE FIPA REPRESENTATIVES AND THE MUNICIPALITY OF STARI GRAD SARAJEVO
April 14	THE FACTORY FOR THE PRODUCTION OF TEXTILE PRODUCTS "RAMA TEX" WAS OPENED IN PROZOR – RAMA
April 16	THE FIPA REPRESENTATIVE PARTICIPATION AT THE MEETING WITH THE BUSINESS DELEGATION FROM CHINA
April 17	THE LEADING COMPANY IN JAPAN MITSUI & CO., LTD. WILL PARTICIPATE AT SARAJEVO BUSINESS FORUM
April 23	THE MEETING OF THE FIPA DIRECTRESS AND THE NEWLY APPOINTED AMBASSADOR OF GREECE IN B&H
April 24	PRESENTATION OF SERVICES OF THE CZECH EXPORT BANK (CEB) AND THE CZECH EXPORT GUARANTEE AND INSURANCE CORPORATION (EGAP)
April 24	MEETING OF THE FIPA REPRESENTATIVES AND THE MUNICIPALITY OF LJUBINJE
April 24	FIPA REPRESENTATIVES VISITED A COMPANY JAHORINA OSIGURANJE, MEMBER OF VIENNA INSURANCE GROUP
April 24-25	10TH MEETING OF SOUTHEAST EUROPE INVESTMENT COMMITTEE (SEEIC)
April 25	REGIONAL CONFERENCE OF „FRAMEWORK, BENEFITS AND COSTS OF RENEWABLE ENERGY RESOURCES OF IN THE WESTERN BALKANS“
April 25	FIPA MEETING WITH THE MINISTER OF ECONOMY OF THEHERZEGOVINA-NERETVA CANTON
April 26	THE FIPA DIRECTOR AT BUSINESS FORUM IN POLAND

A map of Europe with a blue background and white outlines of countries. Bosnia and Herzegovina is highlighted in the Balkans region with its national flag, which features a yellow triangle at the top, a blue triangle at the bottom, and seven white stars arranged in a curve between them.

# INVEST IN BOSNIA AND HERZEGOVINA YOUR NEW OPPORTUNITY

[WWW.FIPA.GOV.BA](http://WWW.FIPA.GOV.BA)



# WHY INVEST IN BOSNIA AND HERZEGOVINA?

- STRATEGIC LOCATION
- AVAILABLE NATURAL RESOURCES AND BEAUTIES
- LONG TRADITION IN DIFFERENT INDUSTRY BRANCHES
- ABUNDANCE OF INDUSTRIAL ZONE, ATTRACTIVE SITES AND AVAILABLE PRODUCTION FACILITIES
- FAVOURABLE LEGAL ENVIRONMENT
  - LOW TAX RATES
- HIGHLY EDUCATED AND PRICE COMPETITIVE LABOUR FORCE
  - STABLE DOMESTIC CURRENCY BAM PEGGED TO EURO
  - REGIONAL AND BILATERAL FREE TRADE AGREEMENTS
  - EU PERSPECTIVE