

# FIPA

FOREIGN INVESTMENT PROMOTION AGENCY  
OF BOSNIA AND HERZEGOVINA

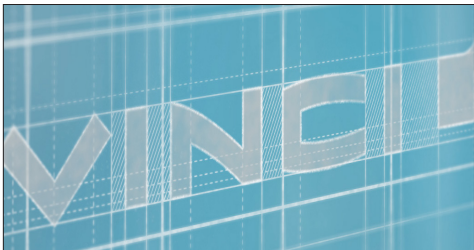
BUSINESS FORUM  
OF BUSINESSMEN  
OF B&H AND  
REPUBLIC OF  
POLAND



THE AMBASSADOR OF THE KINGDOM  
OF THAILAND FOR B&H VISITED FIPA



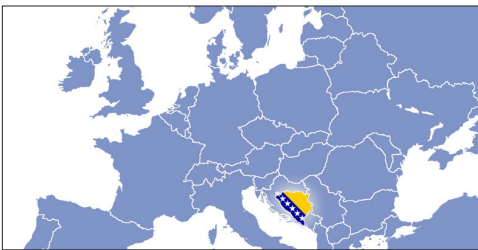
FRENCH ARE INTERESTED IN  
CONSTRUCTING CORRIDOR 5C



BUSINESS FORUM  
B&H - POLAND



FIPA AFTERCARE  
VISITS







## DEAR READERS ≡

WE INFORM YOU THAT THE FIPA AGENCY CREATED ITS PROFILE AT FACEBOOK AND PRESENTED ITS MATERIAL AT YOUTUBE SERVICE.

TO VISIT OUR FACEBOOK PROFILE FOLOW LINK FROM OUR WEB SITE.

## CLICK TO JOIN

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



# NEWSLETTER NO. 85

JULY 2012

## FIPA ACTIVITIES ≡

- » FIPA DIRECTOR PARTICIPATED AT A ROUNDTABLE IN BANJA LUKA
- » BUSINESS MEETINGS BETWEEN BOSNIA AND HERZEGOVINA AND INDIA
- » MEMORANDUM OF UNDERSTANDING IN ORDER TO USE AGRICULTURE LAND

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## BUSINESS & INVESTMENT NEWS ≡

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- » FIRST EGYPTIAN INVESTMENT IN RS
- » NATIONAL GEOGRAPHIC AND THE WESTERN BALKANS LAUNCH AN ONLINE GEO-TOURIST MAP

# HIGHLIGHTS ≡

## CHARTER FLIGHTS KUWAIT-SARAJEVO



Charter flight Kuwait-Sarajevo, will be operating twice a week, with possibility of increasing the number of flights during the summer season, web site of the Sarajevo international airport said.

The first promotional charter flight from Kuwait landed on Sarajevo airport on 20th June. The first passengers of the Gryphon airline plane were the delegation of the Kuwait Embassy. Type of aircraft that will carry passengers on this route is a Boeing 767, with 220 seats.



## BOSNIA AND HERZEGOVINA'S IPI: FACILITATION DOESN'T STOP AFTER CLOSING THE DEAL

Global Investment Promotion Best Practices 2012 of the World Bank has cited one example of support that FIPA provides to foreign investors who are running business in Bosnia and Herzegovina in order to contribute to increase the flow of foreign capital in the country.

The article said:

„The Foreign Investment Promotion Agency (FIPA) of Bosnia and Herzegovina was an early convert to the idea of providing facilitation services to agribusiness investors as a way to maximize the positive impact of agriculture on the economy. In 2007, for example, FIPA assisted a Dutch food processing company establish a US\$1.6 million production facility to process unused milk ingredients into value-added products in Sarajevo to sell to markets in Eastern Europe and the Middle East. As part of its aftercare program, FIPA assisted the company with its expansion plans. Among other things, the agency helped facilitate veterinary permissions, navigate various bureaucratic hurdles and played an important role in securing funding for the company's expansion. It also helped develop a network of local suppliers and customers. As a result of these efforts, the Dutch investor developed stronger links with the Bosnian economy, thus increasing the positive spillover effects on the local economy. Currently a new investment to establish a drying facility for milk powder is under way. This will further expand the processing facilities of unused milk ingredients. This additional planned investment is worth approximately US\$2.8 million, thus nearly trebling the company's original investment in the country“.





# FIPA ACTIVITIES ≡

FIPA DIRECTOR PARTICIPATED AT A  
ROUNDTABLE IN BANJA LUKA ≡



MEMORANDUM OF  
UNDERSTANDING ≡

≡ BUSINESS MEETINGS



...AND MORE ACTIVITIES...



## FIPA DIRECTOR PARTICIPATED AT A ROUNDTABLE IN BANJA LUKA



The FIPA Director Jelica Grujic participated at a roundtable of "Possibilities for Improving the B&H Investment Potentials Promotion" held on 10th July in Banja Luka.

The roundtable was organized within the project "NET - Networking, Educating, Teaching the Chamber-networking in B&H - networking, education and training of chambers in B&H" which is co financed by the European Union from the Instrument for the Pre-accession Assistance. NET project is implemented by the Banja Luka Chamber of Commerce in cooperation with the Flanders VOKA Economic Chamber, the FB&H Chamber of Commerce, Zenica-Doboj Chamber of Commerce and Bijeljina Chamber of Commerce. Foreign and domestic investments are very important for development of economy of a country, bearing in mind that they affect economy development, opening of new work places, technology transfer, knowledge and improvement of business environment.

The role of the governmental and non-governmental institutions in promotion of investment potentials has several values and that is why cooperation between these institutions is of key importance for making a feasible investment climate and increase and drawing of investments.

Participants of the roundtable, representatives for government and non-governmental institutions, economic societies, universities, development agencies and chambers analyzed the condition through the constructive, expert and argumentative discussion and they reached conclusions about improvements of investment potentials in B&H.



## BUSINESS MEETINGS BETWEEN B&H AND INDIA

The Foreign Trade Chamber of Bosnia and Herzegovina (B&H VTK) / Export Promotion Agency of B&H, in cooperation with the Ministry of Foreign Affairs, within the planned official visit of the India delegation to Bosnia and Herzegovina from 11th to 14th July 2012, organized business meetings of businessmen from India and B&H on 12th July 2012.

At the business forum, the FIPA Deputy Director Blazenka Miskovic had a presentation on investment opportunities in B&H.

The presentation of foreign trade between B&H and India was also held, after which bilateral meetings between B&H and Indian businessmen were organized.

The delegation from India was represented by companies from mining sector, tourism, logistic and transport sectors and from sector for the production of rubber parts for cars.

The forum was attended by representatives of the B&H companies dealing in the mentioned sectors.





## MEMORANDUM OF UNDERSTANDING IN ORDER TO USE AGRICULTURE LAND



The Mayor of the Municipality of Berkovici Ranko Lucic and Mr. Luciano V. Palusci as the vice-president of LINK-Cirsam Consortium signed on 26. July 2012 a Memorandum of Understanding in order to use agricultural land for production of oil seed rape, exploitation of biomass for power generation and construction of photovoltaic plants on the unproductive land of the Municipality of Berkovići.

The first phase would be the production of biomass for power generation or the production of oil seed rape. The second phase would include construction of photovoltaic plants on unproductive land of the Municipality. Consortiums Link is a public-private consortium formed in accordance with Italian law.

We wish to note that the representative of the FIPA office in Mostar Amir Kazic made contact with Mr. Palusci at Mostar's Fair in April 2012, since the Italian firm was in constant touch with the FIPA office. Since then, Mr. Kazic has organized a important number of meetings for the Italian investor and his associates with private firms and official institutions in B&H.

Therefore, we would like to emphasize that signing of the Memorandum makes the result of the activities of Mr. Kazić and FIPA.

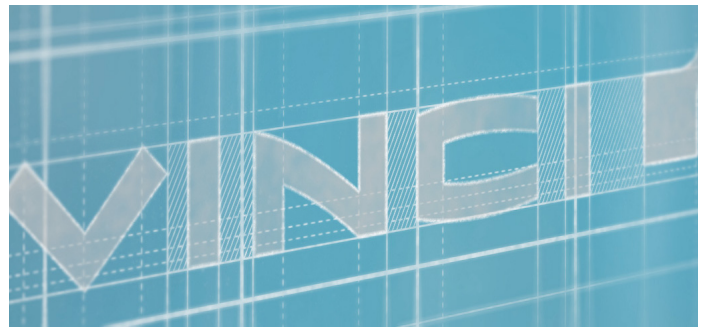


# BUSINESS & INVESTMENT NEWS ≡

BUSINESS FORUM OF  
BUSINESSMEN OF B&H AND  
REPUBLIC OF POLAND



FRENCH ARE INTERESTED IN  
CONSTRUCTING CORRIDOR 5C



A BRITISH COMPANY STARTS  
OPERATING IN MAGLAJ



...AND MORE NEWS...



## SELECTION OF THE LEADING COMPANIES IN B&H

Poslovne novine, published by Privredna štampa d.o.o. Sarajevo, awarded the leading companies in B&H in accordance to their realized results in 2011. The recognition was awarded based on the survey 'Ž100 Largest Companies in B&H', conducted by this publisher for the previous 40 years. As it has been explained, the leading companies in B&H were awarded in accordance to the realized results in 2011, on the basis of results of the survey 'Ž100 Largest Companies in B&H'. Besides traditional list 'Ž100 Largest Companies in B&H', they also created ranking lists of the largest big, medium-sized and small entrepreneurship that were ranked in accordance to their total revenue, net profit and investments in 2011. Based on the total revenue of 2011, the first three companies are Elektroprivreda B&H d.d. Sarajevo (956,978,442 KM), ASA Prevent Group Sarajevo (841,383,675 KM), and Arcelor Mittal d.o.o. Zenica (667,741,000 KM). The largest exporters of 2011 are: ASA Prevent Group Sarajevo (528,158,111 KM), Aluminij d.d. Mostar (465,228,787 KM) and Arcerol Mittal d.o.o. Zenica (367,728,000 KM). The three major firms in net profit in 2011 are BH Telecom d.d. - Sarajevo (134,330,320 KM), Telekomunikacije Republike Srpske a.d. - Banja Luka (107,415,885 KM) and UniCredit Bank d.d. - Mostar (49,984,000 KM). In the area of investments, the most successful are: JP Elektroprivreda B&H d.d. - Sarajevo (218,468,273 KM), BH Telecom d.d. - Sarajevo (123,663,411 KM) and PC Railways of the Federation of B&H d.o.o. Sarajevo (123,605,232 KM), and recognition for environmental protection and energy efficiency in 2011 was given to Elektroprivreda B&H d.d. - Sarajevo (145,851,768 KM), which invested the most in humanitarian projects of local community in 2011 (3,077,458 KM). Recognition for the most successful medium businesses went to Mercator BH d.o.o. - Sarajevo (173,322,244 KM), Bosnalijek d.d. - Sarajevo (108,599,353 KM) and Sarajevski Kiseljak d.d. - Kiseljak (81,911,000 KM). At the same time, recognition for the most successful small businesses went to Viator & Vektor d.d. - Sarajevo (4,048,724 KM), MHS d.o.o. Sarajevo (2,686,964 KM), and Regeneracija d.o.o. - Velika Kladusa (2,641,587 KM). Recognition BEST B&H PRODUCT was given to the company - MIRA, company producing biscuits and related products a.d. Banja Luka, which exports more than 80 percent of its production. Special recognition "Silver Seal" of Business newspaper for the overall operating results in 2011, which include contributions to the development of B&H economy and employment, as well as the contribution to the local community, was this year given to company "AS" d.o.o. Jelah.





## FIRST EGYPTIAN INVESTMENT IN RS



On 10th July in Foca, within the former company “Maglic”, it was opened a plant for the pellets production in which the Egyptian businessman Mohammad Fekri have invested four million Euros.

This is the first Egyptian investment in RS, which has great significance for Foca and its citizens.

The owner of the renovated facility of wood assortments in Foca Mohammad Fekri thanked the RS Government for exceptional support during the project realization, which employs 50 workers.

According to Mr. Fekri, the plan is to hire 100 more employees next year. He already has a similar enterprise in the Municipality of Ustikolina in FB&H.



Mostar with it's famous Old Bridge  
Photo © iStock

Bosnia and Herzegovina showcases dramatic mountains and turbulent rivers in three national parks–Una, which offers stunning waterfalls and world-class river rafting and kayaking; Sutjeska, near the country's highest mountain, Maglic (2,386 meters/7,828 feet), contains a rare primeval forest and bear, wolf and eagle wildlife; and Kozara, with dense forests home to wild boar and wolves, offers walking, hiking and biking paths—and



Boundaries and names shown do not necessarily reflect the map policy of the National Geographic Society

**AREA:** 51,197 sq km (19,767 sq mi)

**POPULATION:** 4,632,000

**ETHNIC GROUPS:** Bosniak, Serb, Croat, Other

**RELIGION:** Muslim, Orthodox, Roman Catholic

**LANGUAGE:** Bosnian, Croatian, Serbian

**CURRENCY:** konvertibilna marka (BAM) (Convertible Mark)

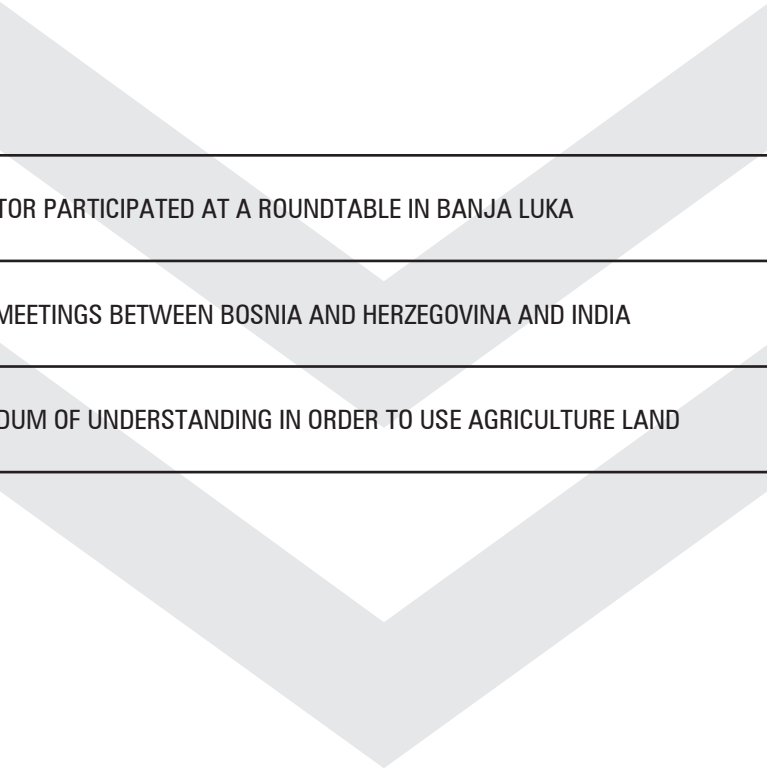


## NATIONAL GEOGRAPHIC AND THE WESTERN BALKANS LAUNCH AN ONLINE GEO-TOURIST MAP

Over two hundred representatives of embassies, international organizations and government agencies of the United States have experienced a virtual geo-travel during an official meeting, which celebrated the commissioning of the websites Western Balkans Geo Tourism MapGuide, which is co-branded along with National Geographic. The meeting took place in the National Geographic Society in Washington DC and was the only one in a series of promotional events that will last from 18th to 22nd June 2012 in Washington. Other events were related exhibitions staged in public places like parks and Farragut building where Ronald Reagan presented the best that the region offers. Website Western Balkans MapGuide is the regional website designed and co-branded with National Geographic ([www.balkansgeotourism.travel](http://www.balkansgeotourism.travel)). The project was supported by the U.S. Agency for International Development (USAID) through its project of Regional Competitiveness Initiative (RCI), and economic development projects implemented by USAID in the participating countries (USAID, Sida FIRMA Project for Bosnia and Herzegovina) while it was realized through the Map Department of National Geographic and the Advisory Committee of the Geotourist map-guides of the Western Balkans (WB GSC). The Advisory Committee represents a partnership of regional representatives of 6 participating countries, namely: Albania, Bosnia and Herzegovina, Kosovo, Macedonia, Montenegro and Serbia. The Committee is the body that took over ownership over map-guide and will continue to manage it, in the future. The project MapGuide took only a year to reach its present stage. It is the first joint effort of the countries in the region, highlighting the abundance of natural and cultural treasures of the Western Balkans and promote it as a unique destination. Western Balkans MapGuide is an interactive platform that provides information about destinations, while emphasizing the authentic, natural, cultural and historical attractions.



# MEETING & EVENTS ≡



July 10	FIPA DIRECTOR PARTICIPATED AT A ROUNDTABLE IN BANJA LUKA
July 12	BUSINESS MEETINGS BETWEEN BOSNIA AND HERZEGOVINA AND INDIA
July 26	MEMORANDUM OF UNDERSTANDING IN ORDER TO USE AGRICULTURE LAND

A map of Europe with a blue background and white country borders. 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)





# 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