

FIPA

FOREIGN INVESTMENT PROMOTION AGENCY
OF BOSNIA AND HERZEGOVINA

ROUNDTABLE
"FUTURE TEXTILE
AND CLOTHING
INDUSTRY-
EXPERIENCE OF
THE FR OF
GERMANY"



FIPA RECORDED THE NEW
PROMOTIONAL VIDEO ABOUT
INVESTMENT OPPORTUNITIES IN B&H



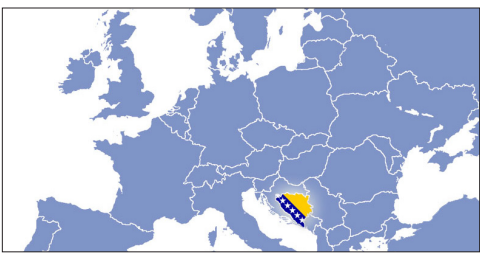
BRITISH COMPANY OPENED
PLANT IN MAGLAJ



SLOVENIAN AMBASSADOR TO
B&H VISITED FIPA



FIPA BUSINESS
MEETINGS





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. 87

SEPTEMBER 2012

FIPA ACTIVITIES ≡

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HIGHLIGHTS ≡

SOUTHEAST EUROPE BUSINESS FORUM IN ISTANBUL



SOUTHEAST EUROPE BUSINESS FORUM 22 – 23 November 2012, Istanbul, Turkey

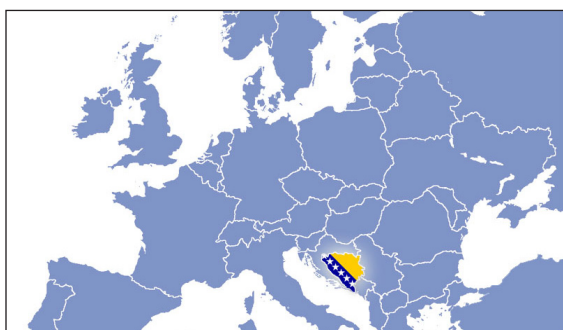
More than 300 CEOs and decision-makers from Albania, Bosnia and Herzegovina, Bulgaria, Croatia, Greece, Former Yugoslav Republic of Macedonia (FYROM), Moldova, Montenegro, Romania, Serbia, Turkey will participate at the Forum.

FIPA ACTIVITIES ≡

FIPA RECORDED THE NEW PROMOTIONAL VIDEO ABOUT
INVESTMENT OPPORTUNITIES IN B&H ≡



BUSINESS MEETINGS



ROUNDTABLE “FUTURE TEXTILE AND
CLOTHING INDUSTRY-EXPERIENCE OF
THE FR OF GERMANY” ≡



...AND MORE ACTIVITIES...



ROUNDTABLE: BILATERAL ECONOMIC RELATIONS BETWEEN B&H AND CROATIA IN THE LIGHT OF CROATIAN ACCESSION TO THE EU



The round table on “Bilateral economic relations between B&H and Croatian in the light of Croatian accession to the EU” was held on 17th September 2012 in Vitez.

The roundtable gathered the Chairman of the B&H Council of Ministers Vjekoslav Bevanda, the Minister of Business and Trade of the Republic of Croatia Gordan Maras, the FIPA Director and Deputy Director Jelica Grujic and Blazenka Miskovic, representatives of the B&G Foreign Trade Chamber, the Directorate for Economic Planning and many others. The Director Grujic had a presentation on the topic of “New opportunities and challenges in attracting investors from Croatia” on this occasion.



FIPA RECORDED THE NEW PROMOTIONAL VIDEO ABOUT INVESTMENT OPPORTUNITIES IN B&H

On 19th September 2012 in Sarajevo, FIPA organized a press conference in order to promote promotional spots recorder by Agency during 2012. Speakers at the conference were the FIPA Director Ms Jelica Grujic, the Ambassador of the Kingdom of Norway in B&H H.E. Ms Vibeke Liloe, and the Director of Dacomment from Zurich in Switzerland and the President of the Board of Standard as Prnjavor Mr Edin Dacic. In order to promote better foreign investment, the Foreign Investment Promotion Agency of B&H (FIPA) in cooperation with the Norwegian Embassy in Bosnia and Herzegovina has made short promotional films on bh strategic economic sectors that also include brief statements and experiences of existing investors. The focus was on the energy sector, metal-processing, wood and tourism sector, and the films were made in English. In addition to general information about these sectors, the project included sixteen companies who presented their reasons why they decided to invest in Bosnia and Herzegovina, and also presented some of their future plans. According to the Central Bank of B&H, the amount of total foreign investment in B&H is 10.6 billion KM. Out of this 567 million are related to 2011, which makes increase of 32% compared to 2010 when the flux of foreign investments amounted to 431 million KM. In 2012, according to the Ministry of Foreign Trade and Economic Relations of B&H, in the first six months it was recorded 51.4 million KM of foreign investments (including increase and decrease of the capital). The most significant investments in the first half of the 2012 were from the Croatian (27 million KM), Serbia (24 million KM), Turkey (11.5 million KM), Slovenia (6 million KM).

The aim of making short promotional films is to present Bosnia and Herzegovina as a country that has significant investment opportunities and the country that offers a wide range of industrial activities that can attract foreign capital, and that it is worth investing in, as confirmed by experience and testimony of the existing investors in Bosnia and Herzegovina.



SLOVENIAN AMBASSADOR TO B&H VISITED FIPA



The Ambassador of the Republic of Slovenia, H.E. Mr Andrej Grasselli visited FIPA on 20th September 2012 and with the director of the Agency Jelica Grujic talked about the current situation of the foreign direct investment from Slovenia to B&H, announced new investments from Slovenia in the energy sector.

It is also discussed about the problems that investors face in Bosnia and Herzegovina and the FIPA help in overcoming the problem, as well as about the future joint activities of the Embassy and the Agency considering their good cooperation till now.



FIPA

FOREIGN INVESTMENT PROMOTION AGENCY
OF BOSNIA AND HERZEGOVINA



FIPA PARTICIPATION AT THE CONFERENCE IN THE HAGUE

On Monday 24 September 2012, the 4th meeting of COETC (Central and East Europe Trade Club) was held in the Hague Chamber of Commerce in The Hague. The meeting was focused on investment opportunities of Bosnia and Herzegovina, with an emphasis on wood and metal sector.

Besides COET and NBBN (the Netherlands-Bosnian Business Network), the organizers of the conference were the B&H Embassy in The Hague and the Metal Union and the Chamber of Commerce of The Hague.

The meeting was attended by the B&H Ambassador to the Kingdom of the Netherlands Ahmet Halilovic, the Ambassador of the Netherlands to Bosnia and Herzegovina Jurriaan Kraak, the FIPA Deputy Director Blazenka Miskovic, the Chairman of COETC Andre Sterk, the Representative of NBBN Wouter Way, the President of Metal Union of The Netherlands Paul Holland Verlinden, the Project Manager at the Ministry of Economy, Agriculture and Innovation of the Kingdom of the Netherlands Sanne Zacht, around 60 Dutch entrepreneurs from various economic sectors (metal, wood, pharmaceutical, ICT), and representatives of "DevLogic", "MDG Techniek", "Shell", interested in investing in B&H and in running business with the B&H businesses, especially in the wood and metal industries.

The FIPA Deputy Director Ms Miskovic had a presentation on the investment potential of the metal sector in Bosnia and Herzegovina, since the focus of the meeting was the wood sector.

The FIPA promotional materials, films and brochures were distributed to the participants.

Balkans Oil & Gas Summit 2012



FIPA PARTICIPATION AT THE BALKANS OIL & GAS 2012 SUMMIT



Slavica Korica Assistant of the FIPA Director participated at the Balkans Oil & Gas 2012 Summit held from 26th to 28th September 2012 in Athens, Greece.

Ms Korica had on this occasion presentation on the B&H oil and gas sector.

Expert Speakers at the Summit included:

Makis Papageorgiou, Deputy Minister of Environment, Energy and Climate Change, Greece

Erdal Trhulj, Federal Minister of Energy, Mining & Industry, Bosnia-Herzegovina

Yiannis Grigoriou, Director of Exploration, Hellenic Petroleum

Neritan Alibali, Deputy Minister of Economy, Trade & Energy, Albania

Dorian Ducka, Director of European Integration & SPO, Head of Infrastructure, Ministry of Economy Trade & Energy, Albania

Nebojsa Culum, Senior Expert for Natural Gas & Crude Oil, Energy Agency of the Republic of Serbia

Steve Farner, Vice President Exploration, Petromanas, Canada & Albania

Ervin Lula, Country Manager, San Leon Energy, Albania

Lilit Cota, Explorations Projects Director, INA-Industrija Naft e d.d.

Gheorge Dutsu, President, National Agency of Mineral Resources, Romania



FIPA

FOREIGN INVESTMENT PROMOTION AGENCY
OF BOSNIA AND HERZEGOVINA



3RD MEETING OF THE MIXED COMMITTEE B&H AND INDIA

On behalf of FIPA, Nina Pobric, Head of Promotion Department participated on 25th September 2012 at the 3rd meeting of the Mixed Committee between B&H and the Republic of India.

The session considered the overall cooperation between the two countries, with the aim of intensifying bilateral economic cooperation, and encouraging mutual investments.

Special attention was paid to considering possibilities for improving cooperation in areas of mutual interest, such as agriculture and agro-industry, energy and tourism.

The session pointed out that the exchange of information related to the possibility of trade and investment in the two countries has a significant contribution to the development of bilateral economic and trade relations, as well as encouragement of businesses to participate in international fairs, exhibitions and conferences in both countries. The session also discussed cooperation at the multilateral level, and especially the support of India to B&H in the process of joining the World Trade Organization.

It was pointed out that the two sides will continue to work on the implementation of the conclusions from the session in order to improve bilateral economic relations.

On this occasion, Ms Pobric informed the delegation of India on investment potentials of B&H, possibilities for investing, and investment projects from the tourism sector, energy, metal-processing and agriculture sectors.



ROUNDTABLE “FUTURE TEXTILE AND CLOTHING INDUSTRY-EXPERIENCE OF THE FR OF GERMANY”



Within the activities for preparation of the B&H companies for doing business with the members of the European Union, the Association of Textiles, Clothing, Leather and Footwear of the Foreign Trade Chamber of Bosnia and Herzegovina organized on 28th September 2012 a round table on “The Future of the Textile and Clothing Industry - the Experience of the Federal Republic of Germany.”

The topic of the round table was presented by Yvonne Hendrych, Director of the Representation of the German Clothing and Fashion Industry Confederation from Brussels. The presentation was focused on the development and innovation, international cooperation, on how to motivate young people to engage in this industry, and on how to look for opportunities for the development of this sector.

As part of the round table, Professor Amra Zulfikarpasic, president of the Association of Applied Arts Artists and Designers of B&H presented results of research on the topic “Relationship between the B&H designer and the economy.”

The FIPA representatives Tanja Bojovic-Simic and Drago Vucic participated at this meeting.

BUSINESS & INVESTMENT NEWS ≡

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DELEGATION OF SIAC GROUP
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AGREEMENT ON STRATEGIC
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“UPPER DRINA” SIGNED



...AND MORE NEWS...



BOSNIA AND HERZEGOVINA PRESENTS INVESTMENT OPPORTUNITIES AT EXPO REAL 2012 IN MUNICH



The Foreign Investment Promotion Agency of Bosnia and Herzegovina – FIPA will organise a presentation of B&H's investment projects at the leading international fair EXPO REAL 2012 in Munich, which will be held from 8th to 10th October 2012.

EXPO REAL, the International Trade Fair for Commercial Property and Investment is the largest and most important event for business meetings in Europe focuses on networking, market orientation and valuable business contacts. This year's event is expected to gather over 1,610 exhibitors including: project developers and managers, investors and financiers, consultants and agents, architects and planners, corporate real estate managers and expansion managers as well as representatives from economic regions and cities.

Pavilion of Bosnia and Herzegovina is situated in A1 Hall, Stand number 513 and all potential foreign investors and visitors will have an opportunity to meet with representatives of: FIPA, the Government of Federation of B&H, the Government of RS, and the Government of Brcko District, which will present selected investment projects. The B&H delegation will present the advantages of investment in our country at the INVESTMENT LOCATION FORUM dedicated to Bosnia and Herzegovina, which will be held in A2 Hall from 11:00 to 11:50 am. October 10, 2012.

During the fair the FIPA representatives will be at disposal to all potential investors and business partners for any information concerning starting and implementing of the business projects in Bosnia and Herzegovina.



BRITISH COMPANY IONIX SYSTEMS OPENED MANUFACTURING PLANT IN MAGLAJ

The British Ambassador to B&H Nigel Casey, the Mayor of the Municipality of Maglaj Mehmed Mustabasic and the CEO of British company Ionix Systems William Taylor, opened on 5th September in Maglaj, manufacturing facility of Ionix Systems company.

With the opening of its first manufacturing plant in Maglaj, this British specialized designer and manufacturer of wire forms of electrical installations entered the B&H market.

It is planned that this investment, worth four million KM, opens 200 new jobs in the coming period, and 50 workers will be employed in the first phase.

Ionix Systems is a specialized designer and manufacturer of wire forms used in the aerospace industry, defence, energy production and other high performance engineering sectors.

The headquarters and production facility of the company is in the UK and are located in Lancashire, and they also have a sales centre in Berlin, Germany.

Besides that, they have manufacturing facilities in Croatia and Estonia too.



AGREEMENT ON STRATEGIC PARTNERSHIP FOR THE PROJECT OF HYDROPOWER SYSTEM (HES) "UPPER DRINA" SIGNED



Agreement on strategic partnership for the project of hydropower system (HES) "Upper Drina", worth 460 million euros, was signed on 27th September in Banja Luka by representatives of German Power Company "RWE", Joint Holding Elektroprivreda RS and the RS Government. Agreement was signed by Minister of Industry, Energy and Mining of RS Zeljko Kovacevic, Managing Director of "Elektroprivreda RS" Branislava Milekic, Executive Director for Investment and Development at "Elektroprivreda RS" Vladislav Vladicic, Director of hydro and new projects at "RWE Innogy", which is dependent of the "RWE" Olaf Heil. On this occasion Minister Kovacevic said that the start of construction of the first power plant "Buk Bijela" is planned for the beginning of September 2014, and that in total it is planned to construct four hydropower plants on the Upper Drina. "Contract provides strategic partnership in the ownership ratio of 60% for the company 'ŽRWE' and 40% for 'Elektroprivreda RS', or more precisely RS, with the possibility that 'Elektroprivreda RS' will subsequently be joined by enterprise 'Hidroelektrane na Drini' from Visegrad," according to Kovacevic. Representative of the strategic partner Olaf Heil said that for this company the goal was to establish a partnership with RS.

German ambassador in BH Ulrike Maria Knotz said that B&H has great potential for renewable energy and it is good that such a potential can be used.

"'ŽRWE' is a THE leading company in the world in the field of renewable energy sources. This may be a signal to other investors that they can invest in RS," Ambassador Ulrike Maria Knotz added.



DELEGATION OF SIAC GROUP FROM ITALY ANNOUNCES EXPANSION OF COMPANY “KRUPA-KABINE”

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ROUNDTABLE: BILATERAL ECONOMIC RELATIONS BETWEEN B&H AND CROATIA IN THE LIGHT OF CROATIAN ACCESSION TO THE EU



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FIPA RECORDED THE NEW PROMOTIONAL VIDEO ABOUT INVESTMENT OPPORTUNITIES IN B&H

Three million euros of new foreign investment, construction of a hall of nearly six thousand square meters and employment of about 180 new workers in Bosanska Krupa are the results of months of discussions between the Mayor of the Municipality of Bosanska Krupa Armin Halitovic, Managing Director of SIAC Group from Italy Giacinto Taiochi and Director of "Krupa-kabine" Sead Mujagic operating within the Group.

The construction of new facilities will begin over the next few days and in six months a modern production hall will be completed, which will significantly increase the existing capacities of enterprise "Krupa-kabine". The company is normally engaged in the production of booths for mobile machinery and other products necessary for agriculture and construction, and will ensure new jobs to Bosanska Krupa and its inhabitants.

During the visit to the Office of the Mayor Halitovic, owner of SIAC Group Lorezelli Mauro pointed out that in Bosanska Krupa there is good will to cooperate and that they feel confident in continuing with work as intended. Investors have already transferred significant part of work from Italy and Slovenia to Bosnia and Herzegovina, more precisely to Bosanska Krupa. During the next period they will switch most of the work which means that need for additional labour force will arise. Investors also stressed that everything will be completed within six months, and after the production starts they will seriously consider building a new company, a lacquer shop, which will have even greater capacity than "Krupa-kabine".

The Mayor Halitovic said that it is encouraging to know that in the next six months another three million euros will be invested in Bosanska Krupa and citizens will be employed, but added he is even more encouraged with the plans for construction of a new company.

MEETING & EVENTS ≡

September 17	ROUNDTABLE: BILATERAL ECONOMIC RELATIONS BETWEEN B&H AND CROATIA IN THE LIGHT OF CROATIAN ACCESSION TO THE EU
September 19	FIPA RECORDED THE NEW PROMOTIONAL VIDEO ABOUT INVESTMENT OPPORTUNITIES IN B&H
September 20	SLOVENIAN AMBASSADOR TO B&H VISITED FIPA
September 24	FIPA PARTICIPATION AT THE CONFERENCE IN THE HAGUE
September 25	3RD MEETING OF THE MIXED COMMITTEE B&H AND INDIA
September 26-28	FIPA PARTICIPATION AT THE BALKANS OIL & GAS 2012 SUMMIT
September 28	ROUNDTABLE "FUTURE TEXTILE AND CLOTHING INDUSTRY-EXPERIENCE OF THE FR OF GERMANY"

A map of Europe with a blue background and white country borders. 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. The text is centered over the map.

INVEST IN BOSNIA AND HERZEGOVINA YOUR NEW OPPORTUNITY

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