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

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



NEWSLETTER NO. 89

DECEMBER 2012

FIPA ACTIVITIES ≡

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HIGHLIGHTS

USEFUL INFORMATION FOR BH FIRMS SEEKING BUSINESS PARTNERS IN THE KINGDOM OF THE NETHERLANDS



The Government of the Kingdom of the Netherlands through its embassy in B&H is supporting the small and medium enterprises in B&H through the Match Making Facility Programme (MMF).

The Programme of Match Making Facility is a support to the serious SMEs to find adequate business partners in the Netherlands.

Application for the above MMF Program may be submitted throughout the year exclusively in electronic form at the e-mail address leila.fetahagic@minbuza.nl



THE NEW WAY TO REPORT THE OBSTACLES

In order to do additional assistance for foreign investors and to make a process of reporting business obstacles easier and more productive FIPA BiH introduced a new way of reporting obstacles via its web site – online available form Report Investment Obstacles

Within this possibility for foreign investor we intend to make additional contribution in the business environment improvement process but also directly support the businesses for foreign investors.

Please visit FIPA web site "Feature story" www.fipa.gov.ba

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DENMARK FOR B&H ≡



...AND MORE ACTIVITIES...



REPRESENTATIVES OF FIPA VISITED COMPANY INNER GRADAČAC



Within the Aftercare Programme (post-investment care about investors) for 2012, the representatives of FIPA visited on 6th November 2012 Inner Gradacac company based in Rajlovac near Sarajevo which is engaged in the production of milk and dairy products. During this visit, they met with the Director Tomaz Žnidarič.

The FIPA Representatives informed the Director Žnidarič on the goals and activities of the Agency in 2012. Inner Gradacac together with Dukat company belongs to the Lactalis from Slovenia while the investor country is Croatia and firm Dukat.

The company has 70 employees and is 100% foreign owned. Besides B&H market, their products are sold at the Croatian, Slovenian and Serbian market.



FIPA ORGANIZED THE MEETING ON ACTIVITIES WITHIN THE INVESTMENT CLIMATE PROJECT IN B&H

On 13th November 2012 FIPA organized the meeting of representatives of 2 cantons and the Government of the Federation of B&H on focal points for the investment attraction and Aftercare work in their governments and institutions.

Appointed representatives of municipalities Tuzla, Tešanj, Srebrenik and Tuzla Canton, Ministries in the FB&H Government discussed the collaboration on the investment promotion, preparation of investment briefs and projects, investor servicing and Aftercare and agreed on concrete next steps in the collaborative framework for attracting and retaining investments in the country.

The meeting is an activity within the Investment Climate Project in B&H, implemented by the International Finance Cooperation (IFC), member of the World Bank, as a part of the new Country Partnership Strategy within B&H. The Project is designed to systematically enhance overall competitiveness and remove regulatory and administrative impediments in doing business in B&H and its entities by implementing regulatory reforms, creating better regulatory and institutional framework for investor, and enhance overall competitiveness of the agribusiness sector. This activity is included into the Cooperation Agreement between the Council of Ministers of Bosnia and Herzegovina and IFC, the document is currently being in the adoption process by the State institutions. FIPA is closely cooperating with IFC on implementation of one of the Project components that refers to establishing the collaborative network and increasing capacities of B&H governments and institutions for attracting and retaining investments and Aftercare.



FIPA DIRECTRESS MET WITH NON-RESIDENT AMBASSADOR OF DENMARK FOR B&H



On 14th November 2012, the Director of FIPA Jelica Grujic received the Ambassador of Denmark to Slovenia and non-resident Ambassador for B&H H.E. Mr Kristen Vang Nielsen and the Honorary Consul of Denmark in B&H, Mr Mirza DURMIŠEVIĆ.

Although the Embassy of Denmark in B&H is closed over a year, the goal is to maintain good relations between the two countries and to make further efforts to strengthen and improve economic relations. The Ambassador Nielsen pointed out that on this occasion that there is an interest of Danish companies to invest in B&H.

The Director Grujic introduced the guests with the missions and aims of FIPA, as well as on ways in which the Agency can help the Danish companies wishing to obtain information about the conditions and opportunities for investing in B&H, on the most promising sectors for investing, as well as information on concrete investment projects. It was agreed to establish closer cooperation primarily with the Honorary Consul, who lives and works in Sarajevo and who knows a large number of the Danish companies which see B&H as a country for their investments.

It was also agreed to provide FIPA with contacts of Danish companies that have contacted their representatives regarding possibilities for investing in B&H in order that the Agency offers them more information on investment opportunities in the country.



REPRESENTATIVES OF FIPA VISITED THE BREWERY OF GRUDE

On 16th November 2012 the FIPA representatives visited the brewery of Grude Ltd. within regular activities from the Aftercare Programme. The meeting was attended by the director of the company Ante Boban, the production manager Mario Boban and Silvana Zadro Head of Finance. The brewery of Grude was founded in 1999, it is equipped in accordance with the highest international standards and norms. It has modern equipment and highly automated the whole technological process of receiving and storage of raw materials to finished products.

The installed capacity of the brewery is around 350 000 hectolitres of beer per year. The brewery produces beer in compliance with the environmental standards in production, and it is the only one in the region which has a wastewater treatment plant.

The company has its own wells from which it draws water from a depth of 250 meters.

To ensure the highest quality of beer, it was bought the most sophisticated equipment for the factory's laboratory and the brewery employees have passed training process and the implementation of the HACCP system, which is also the basis for the ISO 9001 quality standard. Besides the own brand of PRIMA BEER, the brewery of Grude obtained in 2011 the right to license for the production of Czech beer ZUBR.

The Grude brewery is owned by the majority shareholders of the Viro sugar factory, the largest firm in Virovitica-Podravska Canton.

BUSINESS & INVESTMENT NEWS ≡

≡ VOLVO TRUCK CENTER OPENS IN LAKTAŠI



≡ RESULTS OF "NEW
JELSINGRAD" WORTHY
OF RESPECT



FORUM BIH - SLOVAK REPUBLIC ≡



...AND MORE NEWS...



VOLVO TRUCK CENTER OPENS IN LAKTAŠI

Volvo d.o.o., a company owned by Volvo Trucks, has opened the biggest Volvo Truck Centre in B&H.

Volvo Truck Center is located in Laktaši in RS.

The Laktaši Volvo Truck Centre will provide buyers full package of products and services, starting from trucks sale, service, original Volvo parts and other business solutions that bring considerable saving in operation to transport companies.



RESULTS OF “NEW JELSINGRAD” WORTHY OF RESPECT



The President of RS Milorad Dodik visited on 2nd November Banja Luka Factory of machine tools (FAM) “New Jelsingrad” which is ready to deliver the first three machines produced for “Sloboda” company from Serbia, and on this occasion he pointed out that for RS it is important to have basic industry of this type, and that this factory has performed a huge job for which it deserves every respect.

He said that the public must respect the success of this factory, because today it is a big thing to succeed in the field of real production with 73 workers employed.

The plant, which was purchased 10 months ago by Construction Company “Krajina”, is an example of successful privatization.

Owner of GP “Krajina” Borko Duric said the biggest contract “New Jelsingrad” has is with “Sloboda” from Cacak, and that it relates to hydraulic presses worth 1,170,700 euros, which have been produced for them and are ready for delivery.

“The contract with the Government of RS commits us, to invest three million KM over the period of three years, one million each year. So far we have invested 1.57 million KM. We were obliged to employ 60 people in the first year, and to date we have recruited 73, we were required to achieve at least one million KM of income, and today we have contracts worth more than three million KM and the extent of their realization is high,” Duric said.



FORUM BIH - SLOVAK REPUBLIC

The B&H-Slovak Republic Forum was held on 27th November in Sarajevo, aiming at improving the existing cooperation between the two countries.

The Forum was organized in the framework of the official visit to B&H, president of the Slovak Republic Ivan Gasparovic, accompanied by Slovak businessmen.

“Slovakia is an interesting partner for B&H. If we compare 2010 to 2011, we can conclude that there has been a doubling of foreign exchange, and we have reached the coverage of imports by exports of as much as 94 percent,” said the president of the Foreign Trade Chamber of Bosnia and Herzegovina (BiH VTK) Bruno Bojic.

According to him in 2011 B&H made exports to Slovakia from around 56 million euros, while imports from Slovakia in B&H amounted to 59 million euros.

B&H exports to Slovakia are mainly chemical industry products, while imports from Slovakia were mostly wood products.

The Slovakian delegation was comprised of representatives of about 20 company from Slovakia which operate in various fields such as food industry, production of organic, electric power, metallurgy, special industry, etc.

MEETING & EVENTS ≡

November 6	REPRESENTATIVES OF FIPA VISITED COMPANY INMER GRADAČAC
November 13	FIPA ORGANIZED THE MEETING ON ACTIVITIES WITHIN THE INVEST CLIMETE PROJECT IN B&H
November 14	FIPA DIRECTRESS MET WITH NON-RESIDENT AMBASSADOR OF DENMARK FOR B&H
November 16	REPRESENTATIVES OF FIPA VISITED THE BREWERY OF GRUDE

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



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