

2013



FIPA NEWSLETTER 98, AUGUST 2013



**PRIJEDOR  
HOSTED THE FIRST B&H  
DIASPORA INVESTMENT FORUM**



# NEWSLETTER NO. 98

AUGUST 2013

## FIPA ACTIVITIES ≡

## CONTENT

- » FIPA DIRECTOR MEETING WITH A NEWLY APPOINTED BIH AMBASSADOR
- » FIPA MEETING WITH REPRESENTATIVES OF ENTITIES AND DISTRICT BRCKO
- » FIPA DIRECTOR MET WITH REPRESENTATIVE OF THE EMBASSY OF TURKEY IN B&H
- » FIPA DIRECTOR MET WITH REPRESENTATIVES OF THE EMBASSY OF SLOVAKIA IN B&HT

## BUSINESS & INVESTMENT NEWS ≡

- » PRIJEDOR HOSTED THE FIRST B&H DIASPORA INVESTMENT FORUM
- » NEW FACTORY ŽVOCAR PROMET' WAS OPENED IN ZVORNIK
- » IMPROVING THE BUSINESS ENVIRONMENT IN B&H
- » REPRESENTATIVES OF ITALIAN INVESTORS AND "TRD" COMPANY VISITED PRIME MINISTER OF ZENICA-DOBOJ CANTON
- » PRODUCTION FACILITIES WERE OPENED IN MILL NEZIC AND DAIRY FACTORY ZOTT



## Bosna i Hercegovina

**Sarajevo**  
 Italijanski Institut za Vanjsku  
 trgovinu  
 Odjel Ambasade Italije  
 za promociju  
 ekonomskih odnosa  
 Ulica Cekalusa 39  
 71000 Sarajevo  
 Bosna i Hercegovina  
 Phone: (00387 33) 201261/201262  
 Fax: (00387 33) 276565  
 E-mail: [sarajevo@ice.it](mailto:sarajevo@ice.it)



**Radno vrijeme**  
 ponedjeljak – četvrtak: 8.30 – 17.00  
 petak: 8.30 – 14.00

### Osoblie

### Statistike

Za dobivanje više informacija o trgovinskoj razmjeni sa Italijom



# HIGHLIGHTS

[www.ice.gov.it](http://www.ice.gov.it)  
 PER VISITATORI ITALIANI

## B2B area

### The Made *in* Italy business directory

Opsežna i pretraživa baza podataka više od  
 50.000 italijanskih proizvođača i dobavljača, sa  
 podacima o firmi, on-line katalogima, i  
 informacijama o poslovnim mogućnostima

#### ► Pretraga poslovnog imenika

Pošaljite upit/ponudite svoje proizvode ili usluge  
 italijanskim firmama

#### ► Dostavite nam svoju poslovnu ponudu

### Italia i svjetsko tržište

Dostupan Vam je također naš godišnji izvještaj o  
 italijanskoj vanjskotrgovinskoj razmjeni

## COMPANIES FROM BIH HAVE POSSIBILITY TO FIND ITALIAN PARTNERS

The BIH companies that are interested in establishing cooperation with Italian companies can submit their offers for cooperation across website ICE Sarajevo - Agency for Promotion abroad and Internationalization of Italian Firms (<http://www.italtrade.com>).

Through this portal, companies from BIH have possibility to find a partner in Italy by advertising their supply / demand for products or services or by announcing its project for a partner's cooperation. This portal, which is in English, contains a database of more than 56,000 Italian companies from various sectors.

For advertising, it takes to choose at link <http://www.italtrade.com>, the section "Send us your business proposal" and to fill out a short questionnaire.

Inquiries or offers of companies from BIH can be in English or Italian language, and they will be available three months from the date of publication at the website of the ICE Agency in Sarajevo.

Office of the ICE Agency in Sarajevo is available to companies for support and additional information at phone + 387 33 201 261 or at e-mail [sarajevo@ice.it](mailto:sarajevo@ice.it)

# FIPA ACTIVITIES ≡

FIPA DIRECTOR MEETING WITH A NEWLY APPOINTED BIH  
AMBASSADOR



FIPA DIRECTOR MET WITH REPRESENTATIVE  
OF THE EMBASSY OF TURKEY IN B&H



...AND MORE ACTIVITIES...



## FIPA DIRECTOR MEETING WITH A NEWLY APPOINTED BIH AMBASSADOR



The FIPA Director Jelica Grujic met on 20th August with the newly appointed B&H Ambassador in the Republic of Czech, Danka Savic.

The newly appointed ambassador visited FIPA in order to have more information on foreign investments in B&H, with the aim to give her contribution to further affirmation of the country in the world.

On this occasion, they discussed need to improve cooperation between the Agency and the diplomatic and consular offices in order to promote the image of B&H as a safe and competitive location for foreign investment.

FIPA has so far had good cooperation with the diplomatic and consular missions of Bosnia and Herzegovina, with whose assistance they organized, on several occasions, presentation of the B&H investment projects for foreign investors in the world and through which they distributed the promotional materials on the B&H potential target groups.

It is important to emphasize the necessity of close cooperation between FIPA, diplomatic and consular missions and the Foreign Trade Chamber of B&H in promotion of B&H and its resources abroad, through joint action, and also other relevant institutions.





## FIPA MEETING WIT REPRESENTATIVES OF ENTITIES AND DISTRICT BRCKO

On 21st August, the FIPA Director Jelica Grujic received representatives of the entities and District Brcko at the FIPA residence in Sarajevo.

The meeting was focused on preparation of the B&H presentation at the Expo Real Fair in Munich which is to be held in October 2013.



## FIPA DIRECTOR MET WITH REPRESENTATIVE OF THE EMBASSY OF TURKEY IN B&H



The FIPA Director Jelica Grujic met on 22nd August with Economic Advisor of the Embassy of Turkey in B&H Mr Bilgehan Dzaner.

They discussed on possibilities for improving Turkish investments in B&H.



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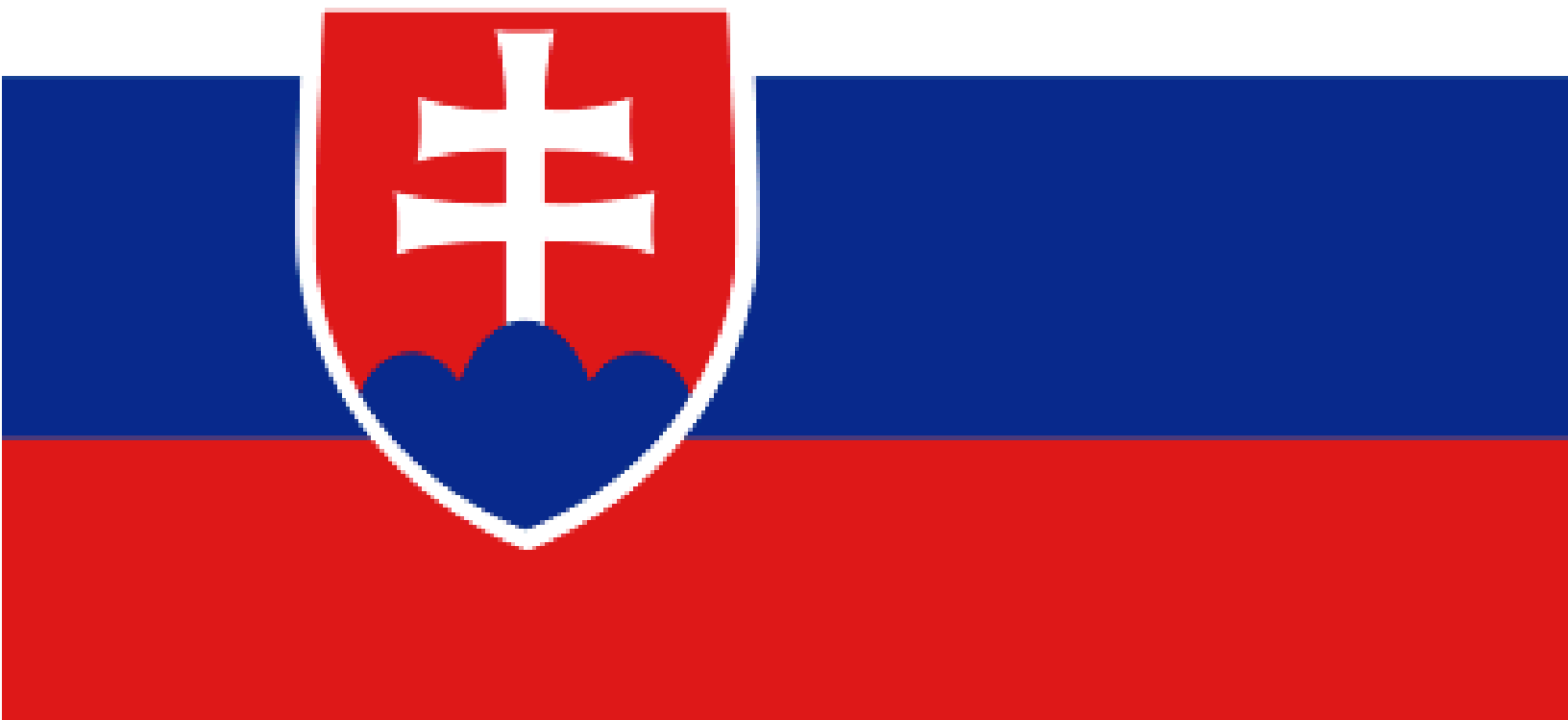


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## FIPA DIRECTOR MET WITH REPRESENTATIVES OF THE EMBASSY OF SLOVAKIA IN B&H

The FIPA Director Jelica Grujic met on 29th August with Economic Advisor of the Embassy of Slovakia in B&H Mr Viktor Borecki and Head of Department for Foreign Trade of the Trade and Investment Agency SARIO Mr Tibor Bucek. The meeting was focused on possibilities for economic cooperation between the two countries.

# BUSINESS & INVESTMENT NEWS ≡



PRIJEDOR HOSTED THE FIRST B&H DIASPORA INVESTMENT FORUM



NEW FACTORY 'VOCAR PROMET' WAS OPENED IN  
ZVORNIK



...AND MORE NEWS...



## PRIJEDOR HOSTED THE FIRST B&H DIASPORA INVESTMENT FORUM



The First Investment Diaspora Forum held in Prijedor on 8-9 August gathered 350 participants, foreign and local entrepreneurs, representatives of embassies and international organizations and representatives of local communities. It was concluded that the B&H diaspora is a great potential which has not been sufficiently exploited, not only in terms of investments, but in the transfer of modern technology and experience in contemporary economy and business that are extremely necessary for B&H in its further development. The Governor of the Central Bank of Bosnia and Herzegovina (CBBH) Kemal Kozaric said that resources which annually come from the diaspora cover 42 percent of the country's trade deficit. He called on the authorities, from local to state level, to recognize diaspora as an important factor in future development of the country and treat it as a partner. "We need a complete change in philosophy and approach to the diaspora and it must be considered as a resource," said president of the Foreign Trade Chamber of Bosnia and Herzegovina Ahmet Egrlic. He said that in order for the state to become far more attractive to attract Diaspora, as well as other potential investors, it must become politically stable and run faster to changes in legislation and the correction of the current levy. According to him, cheap domestic labour force, proximity to the market of the European Union, CEFTA countries and Turkish market in which B&H products have duty-free import, are all benefits that can attract investors to invest in Bosnia and Herzegovina. "The diaspora is willing to invest in Bosnia and Herzegovina, but before they decide to do this they want to know what is specifically offered and under what conditions," said president of the World Federation of B&H Diaspora Anes Cerić, adding that he hopes this gathering will yield concrete results. Prijedor, nongovernmental organization "Our Perspective" and Group "BHdia For" are the organizers of the First Diaspora Investment Forum. Partners were Foreign Trade Chamber of B&H and the B&H World Diaspora Association, and it was supported by the Kingdom of Norway and the Swiss Agency for Development and Cooperation.





## NEW FACTORY 'VOCAR PROMET' WAS OPENED IN ZVORNIK

The B&H Presidency member Bakir Izetbegovic and the Mayor of the Municipality of Zvornik Zoran Stevanovic opened in Glumina near Zvornik a newly built factory for processing fruits and vegetables "Vocar promet", which employs 30 workers and 50 seasonal workers.

Izetbegovic said that the newly opened factory will include a large number of sub-contractors returnees and the local population in the Zvornik area.

He noted that this is a joint investment of B&H and Croatia, which was supported by local authorities and government of RS and the Federation of B&H, adding that the people of Bosnia and Herzegovina need employment and land use. "B&H imports 50% of the food and at the same time we have 50% of unused agricultural land," said Izetbegovic.

Co-owner of "Vocar promet" Fahrudin Delibajric said that in the factory, around five million KM were invested, compared fifty-fifty with a strategic partner Marinada from Croatia.

"The capacity of the factory is now 4,000 pots per hour, and we will produce sour and hot program," said Delibajric, adding that the raw material for the work of the newly opened factory will be provided by the Agricultural Cooperative Vocar from Glumina which has about 1,200 farmers.





## IMPROVING THE BUSINESS ENVIRONMENT IN B&H



The Foreign Investment Promotion Agency (FIPA) has launched in collaboration with other relevant institutions in B&H many activities aiming at improving the business environment and at realizing larger flux of direct foreign investment. One of these activities is solving of problems related to registration of the business entities.

Given that this area is regulated by entities' laws, recently the Government of RS have adopted a set of 13 laws whose application will significantly facilitate business activities.

It is important to note among them the Law on Amendments to the Law on the Agency for Intermediary, IT and Financial Services of RS that regulates the work and objectives of the Agency in whose jurisdiction the registration of companies will be placed. This means that the Agency will have the role of the One Stop Shop.

Procedures and duration of the limited liability company registration were significantly reduced by this reform, and the capital stock of the companies now amounts to 1 KM.



## REPRESENTATIVES OF ITALIAN INVESTORS AND “TRD” COMPANY VISITED PRIME MINISTER OF ZENICA-DOBOJ CANTON

Manager Nikola Fedrigo and Alesandro Todorovic, a salesmen of SIDERIMPES, as representatives of investors, along with Selvedina Gondzo, general manager of Factory of Replacement Parts (TRD), informed Prime Minister of Zenica-Doboj Canton (ZDK) Munib Husejnagic about current activities which Italian SIDERIMPES, as an investor, is implementing in Vares.

They especially underlined intention of Italian investor to further develop TRD, which currently has 160 employees.

Guests have announced that they will invest an additional eight to ten million euro in new projects.

The achieved level of productivity, which runs between 60 and 70 percent, gives visible effects, but is not at the expected level of profitability.

TRD's ambitions are focused on maintaining the existing level of employment, but it is seriously considering opening another plant that will require new staff on whose education and training should be agreed with the local community and institutions of Canton.



## PRODUCTION FACILITIES WERE OPENED IN MILL NEZIC AND DAIRY FACTORY ZOTT



On the first day of the 40th jubilee International Fair of Agriculture and Food Industry - Plum Fair new production capacities were opened at Mill Nezic. "The demand for our products and services constantly grew, and capacity in which they were made were not able to satisfy the market demand. Therefore in 2009 we launched a new project to build a new mill and grain tank with a capacity of 12,000 tons on a plot of 15,000 square meters. New Mill has a capacity of 200 tons/24 hours; it has modern equipment, software management and modern packing plant, so now we can adequately respond to market needs," owner Hasan Nezic said at the opening ceremony.

About five million KM was invested in the construction and equipping of the Mill Nezic.

In Gradacac was also opened a Dairy Factory Zott SEE (Zott South-eastern Europe), a member of the German Zott group, which from its manufacturing plants sells dairy products to the market of Bosnia and Herzegovina and the Western Balkans.

"Our business started 20 years ago, and it has been developing well in B&H and the region. Met with joy and friendliness of the people, we have decided to open a factory in B&H. We did it very quickly. Late in 2011 and early 2012 we had a big investment. We have also invested in our farmers, because we want to increase milk production and we want them to sell it to us. Thanks to farmers we have invested in 50 new programs. Factory location in Gradacac is very favourable for us, because we want to market our products on the market of Bosnia and Herzegovina and the former Yugoslavia," said Anton Hammer, one of the executive directors of Zott.

# MEETING & EVENTS ≡

August 20	FIPA DIRECTOR MEETING WITH A NEWLY APPOINTED BIH AMBAS-SADOR
August 21	FIPA MEETING WITH REPRESENTATIVES OF ENTITIES AND DISTRICT BRCKO
August 22	FIPA DIRECTOR MET WITH REPRESENTATIVE OF THE EMBASSY OF TURKEY IN B&H
August 29	FIPA DIRECTOR MET WITH REPRESENTATIVES OF THE EMBASSY OF SLOVAKIA IN B&H

A map of Europe with white borders on a blue background. Bosnia and Herzegovina is highlighted with a yellow and blue flag featuring white stars.

# 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