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# NEWSLETTER NO. 97

JULY 2013

## FIPA ACTIVITIES ≡

## CONTENT

- » BUSINESS MEETINGS OF COMPANIES FROM REPUBLIC OF TURKEY AND BOSNIA AND HERZEGOVINA
- » PRESENTATION OF THE SWEDISH CHAMBER OF COMMERCE FOR SOUTH EAST EUROPE
- » FIPA PRESENTED ITS PROGRAM OF WORK FOR 2013

## BUSINESS & INVESTMENT NEWS ≡

- » PUBLIC CALL FOR INCENTIVE PAYS IN RS ECONOMY
- » FIRST INVESTMENT FORUM OF BIH DIASPORA ON 11TH AND 12TH AUGUST IN PRIJEDOR
- » CONFERENCE DANI HERCEGOVINE
- » MOU WAS SIGNED ON TRAINING 100 WORKERS FOR THE NEEDS OF CAZIN'S AL DIHANI COMPANY
- » TURKISH BUSINESSMEN ARE INTERESTED IN THE BIH ENERGY SECTOR
- » CONFERENCE "CONNECTO 2013 – ECONOMIC COOPERATION WITH THE DIASPORA"
- » COMPANIES IGMAN AND HOWELL MMACHINE SIGN CONTRACT WORTH 30 MILLION EURO





## Bosna i Hercegovina

**Sarajevo**  
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**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

### Italija 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 ≡

BUSINESS MEETINGS OF COMPANIES FROM REPUBLIC OF TURKEY  
AND BOSNIA AND HERZEGOVINA ≡



PRESENTATION OF THE SWEDISH CHAMBER  
OF COMMERCE FOR SOUTH EAST EUROPE ≡



...AND MORE ACTIVITIES...





## BUSINESS MEETINGS OF COMPANIES FROM REPUBLIC OF TURKEY AND BOSNIA AND HERZEGOVINA



The FIPA representative Nina Pobrić took part at a Business Meetings of Turkey and Bosnia and Herzegovina held on 1st July 2013 in Sarajevo.

On this occasion, she had a presentation on investment opportunities in Bosnia and Herzegovina, with a focus on agriculture and food-processing projects.



## PRESENTATION OF THE SWEDISH CHAMBER OF COMMERCE FOR SOUTH EAST EUROPE

The FIPA representative Amir Kazic attended the presentation of the Swedish Chamber of Commerce for South Eastern Europe, which was held by the President of the Chamber, Mr Martin Ascons on 16th July 2013 in Mostar, which was organized to discuss the possibilities of cooperation between BIH and the Swedish company through the Swedish Chamber of Commerce.

Mr. Ascons informed participants on activities and members of the chamber (over 120 companies), and spoke about the business mentality of Swedish businessmen, the quality of Swedish product, high labour costs, and intent of a large number of companies to move production to countries with cheaper workforce.

The representative of FIPA Mr Kazic presented on this occasion the Agency's activities and investment potential of BIH, and stressed that BIH is an ideal destination for Swedish companies because of high quality and competitive workforce, natural resources and macroeconomic stability. He mentioned the success story of ZINTEKNIK dd Mostar, whose majority owner is from Sweden, which can help other Swedish companies to decide easier to invest in BIH.

Concrete BIH projects that may be of interest to the Swedish company will be submitted to Mr. Ascons.

The presentation was attended by representatives of GKM, a Ministry of Economy of Hercegovina Neretva Canton, directors of BIH companies LIGNUM (design and manufacture of furniture), NEOSOFT (IT), HERING (design and construction), SKUTOR, (manufacturing tools for cutting metal and wood), and representatives of Swedish companies DIRECTIT (IT Sweden), BJS-Sweden (wood processing) and others.



## FIPA PRESENTED ITS PROGRAM OF WORK FOR 2013



The FIPA representatives informed on 17th July members of the Joint Committee for Economic Reform and Development of the Parliamentary Assembly of BiH on the past activities of the agency, the promotion of foreign investment in BiH, the support to investors, as well as on models to improve the image of BiH.

The Agency's representatives also made members of the Commission familiarized with the work program for this year, with a special emphasis on increase of the number of direct contacts with investors in order to inform them about investment opportunities in BiH.

# BUSINESS & INVESTMENT NEWS ≡

≡ FIRST INVESTMENT FORUM OF BIH DIASPORA ON 11TH AND 12TH  
AUGUST IN PRIJEDOR



CONFERENCE ≡  
DANI HERCEGOVINE ≡



...AND MORE NEWS...





## PUBLIC CALL FOR INCENTIVE PAYS IN RS ECONOMY



The RS Ministry of Industry, Energetics and mining announced a Public call for incentive pays for economy in 2013, based on which they will provide funds in total amount of 19.6 million KM.

Funds will be distributed in accordance with the Rulebook on conditions and criteria for incentive pays and economy development.

Contemporary technologies and equipment, development of production facilities, development and innovative activities, and introduction of quality system will be supported with those funds. Participation of turnover funds cannot exceed 30% of total value of the project.

Goal of these subventions is to support development projects of companies, for improvement of their development, competition, establishing quality system, and increase of employment.

Out of total amount of 19.6 million KM, 400.000 KM is intended for support to wood processing export companies, called "Veneto RS", and they will establish cluster of wood processing companies from Italian region Veneto and RS, through this project, which will be realized by the RS Agency for Small and Medium Companies.

Public call and Rulebook on criteria and conditions in 2013 is available on Internet website of the RS Ministry of Industry, Energetics and Mining and will be opened for 60 days.



## FIRST INVESTMENT FORUM OF BIH DIASPORA ON 11TH AND 12TH AUGUST IN PRIJEDOR

"The first investment forum of BIH diaspora - Focus 2013 Prijedor region" will be held on 11th and 12th August in Prijedor. "The first day of the Forum will be focused on investments, and the second day on how to stimulate business cooperation between businessmen from the region of Prijedor with diaspora who own companies abroad or work in higher positions in certain companies," said President of the Nongovernmental organization (NGOs), "Naša perspektiva" Armin Alijagic. "We plan to proactively contact people who are not able to attend the Forum. We will send them a questionnaire on the basis of which we will make the investment catalogue that will identify potential investment in the region of Prijedor. This catalogue will be available to the Prijedor Agency for Economic Development (PREDA), which will make quality follow-up with people in the Diaspora and try to realize business cooperation.

President of the group "BHdiaFor" Sanel Jakupović stressed that this group brings together people from BIH and the diaspora with the primary objective of strengthening economy and attracting BIH diaspora to invest in the country.

"By fulfilling this goal we got the idea to realize this project. 1.4 million people from Bosnia and Herzegovina live in diaspora, whose remittances amounts to about 3.1 billion KM. We have no compiled data on the direct investments of members of the expatriate community in BIH, but we know that in Prijedor region they exceed the amount of 100 million KM," Jakupović said.

According to him, members of the BIH diaspora in the United States, Australia, Italy, Switzerland, Norway, Sweden and Turkey are registered to participate at the Forum.



## CONFERENCE DANI HERCEGOVINE



The conference Dani Hercegovine will be held for the first time in August (15-18) 2013. The hosts and the holders of the initiative for organisation of the conference are the municipalities of Eastern Herzegovina and the region of Podrinje (Bileća, Berkovici, Cajnice, Foca, Gacko, Istocni Mostar, Kalinovnik, Ljubinje, Nevesinje, Novo Gorazde, Rogatica, Rudo, Trebinje and Visegrad).

The aim of the conference is to arrange a successful annual gathering of people who care for the region and those who have recognized business potential and possibilities for safe investments through different types of partnerships and individual investments in the region. The character of the conference Dani Hercegovine is developmental and entertaining, an approach that will create an open dialogue among the participants, stimulate communication and lead to a realistic overview of the developmental possibilities of the region.

The ultimate goal of the conference is development and revival of this region of RS, a region that abounds in unexploited potentials manifested in unique natural resources, favourable climate characteristics and ecologically pure area, as well as rich cultural heritage. The region of Eastern Herzegovina and Podrinje, despite these potentials, is the least developed region of RS, hence it is essential to raise engagement of people in order to transform this region from an area of constant emigration, to an area of quality life and comeback.

For more information regarding the conference contact organizers on e-mail: [info@danihercegovine.org](mailto:info@danihercegovine.org) , or visit official website: [www.danihercegovine.org](http://www.danihercegovine.org)





## MOU WAS SIGNED ON TRAINING 100 WORKERS FOR THE NEEDS OF CAZIN'S AL DIHANI COMPANY

Development Agency of the Una-Sana Canton (RAUSK) initiated the signing of a Memorandum of Understanding on the implementation of the project "Vocational training and employment of carpenters and technicians for final processing in the production of laminated wood panels and furniture for AL DIHANI company from Cazin", held on Thursday 25th July in Cazin. As announced by the USAID-Sida FIRMA Project, the Memorandum of Understanding was signed by representatives of the Mission of U.S. Agency for International Development (USAID) in BIH, the Government of USK, USK Department of Education, the Federal Employment Service (FZZZ), Cazin Employment USK, Secondary School "Safet Krupic" Bosanska Krupa, RAUSK, Center for the promotion of Local Development (PLOD) and enterprise AL DIHANI d.o.o. Cazin. The signing of the MoU will create the conditions for employment of 100 workers who, in accordance with a development company and the needs of Al Dihani d.o.o. Cazin, in the course of the next year will go through a training program.

USK Development Agency has initiated an agreement of all parties in the project with technical support of USAID-Sida FIRMA Project, through PLOD, to implement a program of vocational training of unemployed persons for the quality of jobs that fit the description of vocation/profession: technician of final wood processing and carpenter. Memorandum contributes to the further development and strengthening of public-private partnerships with the aim of settling imbalances of supply and demand for labour, and alignment of knowledge, skills and competencies of employees with the needs of the labour market.

Implementation of this and similar training programs creates the conditions for greater mobility and better employability of the labour force that is registered with the Employment Service.



## TURKISH BUSINESSMEN ARE INTERESTED IN THE BIH ENERGY SECTOR



Representatives of the delegation of Turkish businessmen, who visited BIH in organisation of BIGMEV (Centre for development of relations with BIH) in order to see potential opportunities in the energy sector of the country, said that this sector offers excellent investment opportunities, and therefore development in sense of better utilization of resources.

BIGMEV organized business meetings to the members of the Association of Businessmen from the Turkish city of Bursa (BUGIAD) and the Association of Entrepreneurs of education's institutions Nilufer (NISIAD) with representatives of local companies, including visits to potential opportunities in the energy sector of BIH.

After the meeting, members of BUGIADA I NISIADA have emphasized that the BIH energy sector offers excellent opportunities.



## CONFERENCE “CONNECTO 2013 – ECONOMIC COOPERATION WITH THE DIASPORA”

The conference “CONNECTO 2013 - Economic Cooperation with the Diaspora”, which aims to encourage cooperation between domestic and entrepreneurs from the diaspora was held 26th July in Mostar.

Sponsor of the conference, the Chairman of the BIH Council of Ministers Vjekoslav Bevanda, in his speech said that a large number of people from Bosnia and Herzegovina went to other countries “seeking their fortune”.

“People who have gone around the world proved to be clever, smart and know how to handle the greatest adversity. As a result, they achieved success wherever they went. There is potential in BHH and people who want, can and know how to work. This conference is meant to help these people come together and cooperate,” Bevanda said.

The conference was also attended by the Ambassador of the Federal Republic of Germany in BIH Ulrike Maria Knotz and Swedish Ambassador to BIH Bosse Hedberg. Ambassador Knotz said that BIH is a small country and it is difficult to present it as an attractive location for investment.

“In Germany there are about 200,000 people who originate from BIH and they can be the helping factor to bring BIH to interest of German companies,” said German Ambassador. Ambassador Hedberg announced that the Government of Sweden will establish a “challenge fund” to support business projects in BIH. “The fund will be intended primarily for members of BIH diaspora. SMEs which are registered in Sweden and Bosnia and Herzegovina will be able to apply for financial assistance from this fund,” said Ambassador Hedberg, stating that the Government of Sweden is preparing a seven-year strategy for regional cooperation for the Western Balkans.





## COMPANIES IGMAN AND HOWELL MACHINE SIGN CONTRACT WORTH 30 MILLION EURO



A contract was signed in Konjic on Monday between the BIH company Igman and the U.S. company Howell Machine, valued at approximately 30 million euro.

It is a contract by which BIH Company commits to deliver the agreed quantity of weapons, more precisely ammunition, produced in their plants within the next 24 months.

"The contract value is 30.26 million euros, and it relates to the basic types of products, for which Igman is well known. Cooperation began two months ago when we signed the first contract worth 15 million euros," said the director of Igman Dzahid Muratbegovic.

According to him, the contract ensures work for employees in Igman's plants for the next two years, and the number of employed workers, from the current 820, will be further increased.

"The goal is to employ a four digit number of workers, and I hope that we will end the year with 1,000 of them. Starting today we will work in two and three shifts, including weekends," Muratbegovic said.

President of company Howell Machine David Howell explained that this company owns seven different companies involved in the industry of ammunition.

"We chose Igman for cooperation for the reputation it has, its quality and the place they occupy in the market," Howell said.

# MEETING & EVENTS ≡

July 1st	BUSINESS MEETINGS OF COMPANIES FROM REPUBLIC OF TURKEY AND BOSNIA AND HERZEGOVINA
July 16	PRESENTATION OF THE SWEDISH CHAMBER OF COMMERCE FOR SOUTH EAST EUROPE
July 17	FIPA PRESENTED ITS PROGRAM OF WORK FOR 2013

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