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NEWSLETTER NO. 105

MARCH 2013

FIPA ACTIVITIES ≡

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FOREIGN INVESTMENT PROMOTION AGENCY
OF BOSNIA AND HERZEGOVINA



SARAJEVO BUSINESS FORUM '14

ANNUAL INVESTMENT CONFERENCE - SARAJEVO BUSINESS FORUM 2014

Bosna Bank International (BBI) in cooperation with its shareholders and other international partners is organizing an Annual Investment Conference - Sarajevo Business Forum 2014.

The 5th Sarajevo Business Forum will be held from 14th to 15th May 2014 in Sarajevo, Bosnia and Herzegovina. It will include presentations of business and investment opportunities in Energy, Infrastructure, Agriculture and Tourism from seven countries of Southeast Europe: Bosnia and Herzegovina, Albania, Croatia, FYR Macedonia, Montenegro, Serbia and Slovenia.

The Conference is gathering businessmen and project owners from the Southeast Europe countries on one hand and on the other, their counterparts from more than 30 countries worldwide. It represents a platform for business networking and exploration of investment opportunities in Southeast Europe region with objective to foster its economic development.

The Conference was initially organized in 2010 and has been positioned as one of the most important business and investments events for Southeast Europe.

FIPA ACTIVITIES ≡

VISIT OF THE FIPA AGENCY REPRESENTATIVES TO THE COMPANY
SWISSLION FOOD INDUSTRY TREBINJE



VISIT TO THE COMPANY BME
LTD TESANJ



...AND MORE ACTIVITIES...



FIPA DIRECTOR MEETING WITH REPRESENTATIVES OF THE NETWORK OF COOPERATION AND POST-INVESTMENT SUPPORT TO FOREIGN INVESTORS IN BIH



On 5th March 2014 in Sarajevo, the Director of the Foreign Investment Promotion Agency of BiH (FIPA) Jelica Grujic had a meeting with representatives of the Network of cooperation and post-investment support to foreign investors in BiH in order to jointly analyse the results of the Network work for 2013.

Activities on the implementation of this program for the first six months of 2014 were defined at the meeting, key investors who will be visited in this period were selected, and it was defined plan and time frame of the joint visits to companies. Representatives of the Network are working together to identify barriers to business activities and to eliminate them as soon as possible in order to contribute to increasing the competitiveness of the business environment and increase of foreign capital in the country. Bearing in mind the importance of foreign investment for economic development of the country, the introduction of new technological solutions and new managerial skills, as well as an increase in the number of employees as a key element of attracting foreign capital, it is necessary to ensure joint action of all relevant institutions in BiH with the aim to remove all identified obstacles to doing business in the country. The meeting was attended by representatives of the Zenica –Doboj Canton, Tuzla Canton, Herzegovina-Neretva and Zapadna-Herzegovina Canton, Brcko District, and municipalities of Tesanj, Vitez, Visoko, Travnik, Zepce, Gorazde, Citluk, Neum, Ilijas, Bugojno, Kiseljak, Zavidovici and Maglaj.

FIPA, with the assistance of the International Finance Corporation (IFC), a member of the World Bank Group, created in 2013 a basis for improved program of Post-investment support to investors through creation of an institutional cooperation in BiH, which includes authorities at state, entity, cantonal and municipal level through a Network for work and post-investment support to investors.



VISIT OF THE FIPA AGENCY REPRESENTATIVES TO THE COMPANY SWISSLION FOOD INDUSTRY TREBINJE



Within Aftercare activities, the FIPA Agency representatives visited the company Swisslion Trebinje on 18th March of 2014 where they met with Tomo Bokic, General Director and Vesna Vujovic, Head of the Legal Department.

Swisslion Food Industry Trebinje currently employs about 390 workers with the aim to constantly increase the number. The basic part of the production program is the production of Eurokrem which is a brand of the Group, as well as the production of Turkish delight, flips, biscuit mixes, jams and ice cream. In 2013, it continued with the planned expansion of production and installation of the two new production lines of chocolate. They also discussed the announced project of opening a food factory in Nevesinje. In the former factory "Tvornica steznih glava" in Nevesinje it was invested 6.5 million EUR in the construction of the new juices' plant. In the first phase of production in the Nevesinje factory, it will be employed 150 to 200 workers. Also, the same day the FIPA team met with the Mayor of Trebinje Slavko Vucurevic who informed them about the investment projects in the sectors of metal processing, infrastructure, energy, agriculture and tourism, which could be realized in cooperation with FIPA. Regarding the energy sector, Trebinje has potentials of solar energy for building photovoltaic power plants.

The factory "Industrija alata" was privatized and it was a leader in the region in the manufacture and export of cutting tools at the U.S. market. The company "Novotex" is bankrupt, but has manufacturing facilities and trained workers, and it can be attractive for potential foreign investors. Also, the city of Trebinje offers a system of financial incentives for employment providing grant funds in the amount of 50,000 KM per employed worker (up to 20 new employees), and subsidizes interest rates for investment loans. They also discussed the cooperation as well as the possibilities of its improvement in terms of a joint promotion of the potential that Trebinje has in order to attract foreign investors, who would invest their capital in the development of this region.



VISIT TO THE COMPANY BME LTD TESANJ

Members of the Network of Cooperation for post-investment support to foreign Investors in BiH Nina Pobric , Head of the Promotion Department of FIPA , Ivica Mandura, Economic Affairs Advisor to the Prime Minister of Zenica- Dobož Canton, Muhamed Husic , Minister of Economy of the Government of Zenica – Dobož Canton, Haris Hrgic Assistant to the Secretary of the of the Government of Zenica – Dobož Canton , Dzenana Colakovic , Secretary of Business Service Centre of Zenica- Dobož Canton and Ismar Alagic , Director of the Agency for development of the Municipality of Tesanj visited the company BME Ltd. Tesanj on 20th March 2014 where they met with the Director Edin Garic.

BME Ltd is specialized in the production of steel structures with their own design bureau, locksmith department, department for welding and surface treatment. BME is well-known for mass production of components and steel structures, according to customer wishes.

BME is led by Bosnian / Dutch management and it is 100% owned by the Dutch group Jumbo

BUSINESS & INVESTMENT NEWS ≡

≡ A CONTRACT WAS SIGNED BETWEEN THE COMPANY MEGGLE AND FARM BGL WORTH 300.000 BAM



TELEKOM SLOVENIJE IS EYEING BOSNIA HERZEGOVINA'S TELRAD ≡



...AND MORE NEWS...



A CONTRACT WAS SIGNED BETWEEN THE COMPANY MEGGLE AND FARM BGL WORTH 300.000 BAM



The Director of the Dairy Meggle Kemal Hrnjic and the director of farm BGL ltd Posusje Bruno Kovac signed on 27th February in Posusje the Contract on Financing Procurement of Highly Pregnant Milk-Cows worth 300.000 BAM.

Under the Contract, Meggle will finance the purchase of livestock and farm BGL will sign contracts with small farmers on the distribution of livestock fund.

“On this way, Meggle significantly participate in encouraging the development of agriculture in the Municipality of Posusje, but in the whole Herzegovina” said during the signing of the Contract the director Hrnjic.

The Director of farm BGL Bruno Kovac pointed out that in collaboration with a Meggle he operates at three levels: “top quality, regular repurchase and regular payment”.

The Municipalities Posusje participates in the entire project, and the Mayor of the Municipality Branko Bago attended the signing of the Contract. He noted that the development of animal husbandry and agriculture are of the strategic importance for the Municipality.



14 BIH METAL PROCESSING COMPANIES ATTENDED ESEF FAIR IN UTRECHT

The BiH Foreign Trade Chamber (VTK), in cooperation with the USAID-Sida FIRMA Project and consulting agency Business Communication Consultancy, organized from 11th to 14th March, the first visit of 14 BiH metal processing companies, to ESEF fair in Utrecht, Netherlands.

ESEF Utrecht is the largest and most important trade fair for subcontracting and engineering in the Benelux, and is oriented primarily to industrial production, processes, innovations and materials for metalworking and plastics.

With the aim of connecting the BH and Dutch companies, as well as the introduction of new technologies and trends in the European market in the metal sector, within the fair were held bilateral meetings between businessmen of two countries.

Within the Fair, it was realized a visit to Technishow, which will on 12th and 13th March, as part of a ESEF, whose emphasis is on the presentation of the latest equipment, machinery, tools and technologies.

BiH companies that will visit the Utrecht ESEF are: MIP, Zavarivac and Bosnamontaza from Prijedor, INOX Ajanovic and Zubcanik from Tesanj, Prevent Components from Gorazde, AX-Soling from Grude, H-Solutions from Mostar, Orao from Bijeljina, Alfa 90 from Zivinice, Strojal from Sarajevo, EM – Onyx Lukavac, Neimax from Visoko and Rudstroj from Kakanj.



TELEKOM SLOVENIJE IS EYEING BOSNIA HERZEGOVINA'S TELRAD



Slovenia's Telekom Slovenije is eyeing Bijeljina-based company Telrad as part of its strategy of expanding on the market in Bosnia and Herzegovina, reports Patria. Telrad provides access to telecommunications networks, as well as public fixed telephony, VoIP, cable TV and cable internet services reports Telecom Paper.

TELRAD is one of the leading telecommunications company in Bosnia and Herzegovina in the field of making access telecommunication networks, public fixed telephony, VoIP and IP telephony, cable television as well as cable internet. The company was founded in 1990 as a private company, later a limited liability company and operates both on the territory of BiH and beyond.



RUSSIA'S ZARUBEZHNEFT TO INVEST 30 MILLION EUR IN BROD OIL REFINERY

Russia's ZarubezhNeft will invest new 30 million euros to improve working conditions at Brod oil refinery, was said at meeting between the President of RS Milorad Dodik and the Director of ZarubezhNeft Sergey Kudryashov.



Energa

INTERNATIONAL ENERGY CONFERENCE ENERGA TO BE HELD FROM 10TH TO 13TH JUNE IN TUZLA



Chairman of the Board of Tuzla Fair, Zlatko Alidzanovic said that the fair is expected to host between 80 and 100 exhibitors, as it was in previous three years.

According to him, this year they expect exhibitors from more countries than last year, when the Energy Fair in Tuzla recorded participation of exhibitors from 11 countries, adding that the promotion of the fair in Asia is performed by a Chinese Chamber of Commerce.

The sponsor of the international conference "ENERGA" the Ministry of Foreign Trade and Economic Relations, co-organized by the USAID – FIRMA project, sponsored by United Nations Development Program (UNDP).



BELGIANS INTERESTED IN OPENING ANIMAL WASTE TREATMENT PLANT

According to the Minister of Physical Planning, Civil Engineering and Ecology of RS Srebrenka Golic, representatives of “Energio Zelena” are interested in opening a factory for treatment of animal waste in RS and FBiH worth around 10 million EUR.

Mrs Golic pointed out that “Energio Zelena” company from Indija is a daughter company of Belgian “Elektravinds” which deals with animal waste treatment. “Representatives of these companies are interested in animal waste and waste from processing plants. Relevant ministry is responsible for issuing all kinds of permits, including environmental permits,” said Golic to reporters in Banja Luka, after meeting with representatives of „Energio Zelena” company.

She stressed that RS had shortened the deadline for obtaining building permits and operates a one-stop system for the registration of companies. “One of the conditions for opening of this plant is the proximity to the pipeline network. I suggested Zvornik or municipalities that have this network,” said Golic. According to her, investors are interested in all kinds of partnerships, from public-private to concession partnership. A representative of “Energio Zelena” company Tom Henson pointed out that processing of animal waste takes into account all environmental standards.

“We have good cooperation with institutions in all countries where our plants are located. We wish to invest in RS, and that is only possible if representatives of institutions, farmers and meat processors are interested,” said Henson, recalling that the plants in Indija invested around 21 million EUR.

BIGMEV

TRAINING TITLED “WRITING AND IMPLEMENTATION OF INVESTMENT PROJECTS” WILL BE ORGANIZED



In order to attract more foreign investment in Bosnia and Herzegovina from the Republic of Turkey, the BIGMEV Foundation, in cooperation with the Directorate for support small and medium enterprises of the Republic of Turkey - (KOSGEB) and FIPA, will organize educational cycle “Writing and Implementation of Investment Projects.”

The objective of this training is to help the BiH companies to put their ideas into concrete investment projects, which after their evaluation would be offered to investors from Turkey.

Education will be held in English, and the projects will be written in the BHS languages.

This project will contribute to the long term development of BiH companies, increasing employment and competitiveness of BiH companies, as well as increasing the Turkish investments in BiH.

MEETING & EVENTS ≡

March 5	FIPA DIRECTOR MEETING WITH REPRESENTATIVES OF THE NETWORK OF COOPERATION AND POST-INVESTMENT SUPPORT TO FOREIGN INVESTORS IN BIH
March 18	VISIT OF THE FIPA AGENCY REPRESENTATIVES TO THE COMPANY SWISSLION FOOD INDUSTRY TREBINJE
March 18	VISIT TO THE COMPANY BME LTD TESANJ

A map of Europe with white outlines of countries on a blue background. The country of Bosnia and Herzegovina is highlighted in the colors of its flag: yellow, blue, and white with stars.

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