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NEWSLETTER NO. 106

APRIL 2013

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AT SWISS SRF1 TV IT WAS BROADCASTED A PROGRAM ABOUT THE COMPANY JUWAL LTD MOSTAR

On 31st March 2014, at 22:20 p.m., at the Swiss SRF1 TV it was broadcasted a program about the company Juwal Ltd Mostar and its investments in Bosnia and Herzegovina, which was filmed earlier this month by the Swiss TV.

The first contact of FIPA with representatives of Juwal Group from Switzerland and their local partners was made at the beginning of 2012. Several meetings were held where the mentioned investor presented their plan to establish a company for production of windows, door and facade of aluminium in Mostar. After few months the announced project was realized.

The company is running in Mostar from July 2012 in one of production plants of the former company Soko within Free Zone "Hercegovina".

Juwal Ltd Mostar is a part of Swiss Juwal Group. The main activity is production of metal constructions and their parts, aluminium windows, door and facade which exports to the EU market.

It employs 19 workers. The future business plans are hiring new employees, purchase of new 4-5 machines and reconstruction of existing production facility.

In November 2013, within Aftercare Program – (post-investment care / support) to foreign investors, the representatives of FIPA Agency again visited the company Juwal Ltd. Mostar with the aim to be informed about business conditions and possible obstacles to business and their removal.

FIPA ACTIVITIES ≡



MEETING OF THE RELEVANT BIH INSTITUTIONS WITH REPRESENTATIVES OF THE COMPANY EFT MINE AND POWER PLANT STANARI



VISIT TO THE COMPANIES DUZEL GROUP
AND S.A.I.L.A. WOOD LTD ZEPCE ≡



...AND MORE ACTIVITIES...



VISIT TO COMPANIES WITH FOREIGN SHARE IN THE MUNICIPALITY OF KAKANJ



On 27th March 2014, under the Aftercare program with partners for 2014, representatives of the FIPA Agency, Zenica-Doboj Canton and the Municipality of Kakanj visited three companies in the Municipality of Kakanj. The company Bioorganika Ltd. Kakanj is an investment of the company Agroproteinka from Croatia, dealing in the field of the management and thermal processing of animal by-products. They met with the General Director Mr Ivica Grlic. The Company's plans are to hire more than 70 workers from the municipality and beyond, and to invest over 10 million EUR. The main part of the production program will be animal proteins and technical grease, and the production will be fully focused on exports in the EU and the Far East. During the visit to the company Peelets H & P Ltd. Kakanj, representing a German investment, it was discussed with the Director and Co-owner of the company, Mr Muhamed Plast. The company is planning to hire more than 20 workers by the end of 2014 and to produce pellets for household, with a tendency of the further expansion of production lines (industrial pellet) and number of employees. The evidence that the businessmen from BiH are successfully running business is Mr Mansur Muftic, who represents the company Plama Pur BH Ltd, which is 50% locally owned. Together with a partner from Slovenia (50%) they have excellent business results and plan to introduce new product lines. On this occasion, Avdo Delibasic, co-owner of Plama Pur and owner of Delibasic Poliuretani Ltd. Kakanj, gave concrete proposals related to the steps to be taken in order to improve the business environment in BiH. In all companies, it was emphasized a huge and crucial role of municipal representatives to attract investment in this area and personal lobbying of local entrepreneurs and their personal involvement. The same day, it was held a meeting with the Mayor of the Municipality of Kakanj Mr Nermin Mandra who presented benefits provided to investors in the Municipality. Namely, it was adopted a series of decisions that allow a wide range of benefits related to the exemption from fees for rent, fee for restructuring the city's construction land, utility fee, taxes on distinguished company's name, etc. In addition, the Municipality has organized a team to remove administrative barriers that allow investors to quickly and easily obtain permits and other documents and administrative procedure. It refunds costs of establishing a company, bears one part of the cost of the lease for the company, rewards the best business ideas with the means intended for business start-up.

Openness of municipal officials and the availability of incentives have given the results and the number of investments in this area has been significantly increasing.



MEETING OF THE RELEVANT BIH INSTITUTIONS WITH REPRESENTATIVES OF THE COMPANY EFT MINE AND POWER PLANT STANARI



Organized by the Ministry of Foreign Trade and Economic Relations at the initiative of the Foreign Investment Promotion Agency of BiH (FIPA) today in Sarajevo, it was held a meeting with representatives of the company EFT Mine and Power Plant Stanari.

Besides representatives of the Ministry and the Agency, the meeting was attended by representatives of the competent court of registration of Dobož, the registration court of Sarajevo and Travnik and Direction of Indirect Taxation of BiH. They discussed the procedure for registration of foreign investment and the application of current legislation in the process of exemption from import duties on equipment representing investment of foreign citizen.

At the meeting, relevant institutions have showed a high degree of cooperation and coordination in resolving outstanding issues, which represents a clear signal to investors who is building the largest energy facility in BiH, as well as the commitment of institutions in creating a better business environment and ensuring economic growth.



FIPA REPRESENTATIVE PARTICIPATED AT THE GENERAL ASSEMBLY OF CONFINDUSTRIA IN B&H

The Head of the Investment Promotion Department at the FIPA Agency Nina Pobric participated at the General Assembly of Confindustria in BiH on 2th April 2014 in Sarajevo.

Confindustria is the Italian Association of Industrialists and Entrepreneurs in Bosnia and Herzegovina established in 2011 with the aim to link the Italian and BH businessmen in order to enhance their business cooperation.

The aim of the Association is also to establish contacts between existing Italian entrepreneurs who are already present in BiH, but also to promote the BiH investment possibilities to Italian businesspeople.

More information about Confindustria BiH you can find at the link below

<http://confindustriabalcani.it/confindustria-bosnia-erzegovina/>

Confindustria Bosnia and Herzegovina
Čekaluša 39, 71000 Sarajevo BiH
segretario@confindustriabih.eu



VISIT TO THE COMPANIES DUZEL GROUP AND S.A.I.L.A. WOOD LTD ZEPCE



Within the Aftercare program with partners for 2014, on 8th April, representatives of the FIPA Agency, Zenica-Doboj Government and the Zepce Development Agency visited the company Duzel Group Ltd. Zepce and the company S.A.I.L.A Wood Ltd Zepce.

Duzel Group is an Croatian investment in Bosnia and Herzegovina, where it operates from 2003. Within Duzel Group there are three companies: Duzel, Arkada and Euromont operating in the wood and metal industries. Theirs products are exported to the markets of Italy, Brazil, Russia and Serbia. They have so far invested around 3 million EUR in theirs facilities and capacity expansion in BiH. Number of employees is 120. By the end of 2014, they plan to hire 30 additional workers.

Firms engaged in the production of metals are 100 % export oriented, while the ones from the wood industry exports 30% of products and 70% sells at the bh market.

S.A.I.L.A. Wood representing an Italian investment is also dealing in the production and processing of wood and has been present for 15 years in Bosnia and Herzegovina. Their product range is 100 % export oriented to Italy. Among the problems faced in BiH when it comes to their businesses, investors highlight the lack of Law on Forests in FBiH.



FIPA REPRESENTATIVES' PARTICIPATION AT THE BUSINESS FORUM BH-THE REPUBLIC OF TURKEY

The FIPA representatives Nina Pobric, Dika Mustafic and Gordana Radovic participated on 10th April 2014 in Sarajevo at Business Forum BiH - the Republic of Turkey and had meetings with Turkish businessmen interested in investing in Bosnia and Herzegovina.

The economic delegation of the Republic of Turkey composed of 50 members, was led by the Minister of Economy of the Republic of Turkey Mr Nihat Zeybekci and the President of the Assembly of Exporters the Republic of Turkey (TIM) Mr Mehmet Buyukeksi.

Minister Zeybekci said he came to Sarajevo to talk about concrete activities to be done by governments of the two countries intending to reduce unemployment in BiH, increase exports and Turkish investments in the country.
Visit to the company Eco village Grabovica



VISIT TO THE COMPANY ECO VILLAGE GRABOVICA



On 15th April 2014, within Aftercare programme with partners, representative of FIPA and the Government of Livno Canton visited the company Eco village Grabovica.

Eco village Grabovica, representing a Croatian investment in BiH, was created in 2004 and the opening ceremony took place in June 2013. It was so far invested around 50 million BAM. The company has 50 full-time employees and over 100 contractors.

Eco village Grabovica was established with the aim to develop the existing tourism potential of Busko Lake and its surroundings, as well as to introduce people to the beauty and richness of this region.

In the first phase of construction of the eco village, it was built six apartments, a restaurant, a small zoo, equestrian club with riding school.

The construction of hotels with swimming pools, urban villas will be soon started within eco village. It is also planning development of health tourism by opening health clinics, and the construction of numerous other facilities in order to enrich the tourist offer of eco village, but also of the entire area of Busko Blato, Livno Canton and the whole Bosnia and Herzegovina.



THE FIPA AGENCY REPRESENTATIVES HAD A PRESENTATION FOR BiH COMPANIES WITHIN THE TRAINING “WRITING AND IMPLEMENTING INVESTMENT PROJECTS“

In order to attract more foreign investments in Bosnia and Herzegovina from the Republic of Turkey, the BIGMEV Foundation, in cooperation with the Directorate for support to small and medium enterprises of the Republic of Turkey (KOSGEB) and the FIPA Agency, organizes educational cycle “Writing and Implementation of Investment Projects” in 8 towns in BiH.

Within the first day of training on 14th April 2014 in Gorazde, the FIPA representatives Adrijana Maric and Nina Pobric had presentations on the comparative advantages of BiH for foreign investors, all important aspects of the business environment, the promotional activities of FIPA and necessary elements that should contain each investment project in order to be more attractive for foreign investors.

This project is being realized in order to 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.



BEKTO PRECISA AND EMKA BOSNIA, SUCCESSFUL BUSINESS STORIES FROM GORAZDE



On 15th April 2014 within Aftercare programme with partners, representatives of the FIPA Agency and the Municipality of Gorazde visited the company Bekto Precisa where they met with the Director Assistant Adis Delahmet.

The main activity of the company is the production of highly sophisticated industrial tools for plastic and non-ferrous metals, as well as a combination of metal-plastic, as well as many products that spraying of plastic which are widely used in many industries and everyday use. The firm's success is confirmed by the fact that in 2005 they had 8 employees, and today that number is 438. In 2014 and 2015 they are planning to hire 140 new workers.

The company is 90% export oriented and with a fully finalised system of production, from concept to final product, Bekto Precisa became unique in the whole region of South-Eastern Europe. Their plans are among other expansion to the market of Russia and Saudi Arabia. High tax burden and contributions as well as high interest rates continue to make more difficult their rapid growth and development, we were told in this company, and it was emphasized that they are not fully satisfied with the business activities in BiH and cooperation with all levels of governments.

Another success story of Gorazde, Emka Bosnia, is producing parts of locks and hinges. Today it employs 231 workers and exports 95% of its portfolio in the EU countries. They are realizing investment of 20 million BAM. 80 000m² of land were bought in Vitkovici, halls of 5.500m² were built and facilities were launched. In this project it was so far invested 9 million BAM, and the remaining capital will be invested by the end of 2015. Annual growth is 15%.



VISIT TO THE COMPANY NORD-ENT LTD TESANJ

Within the Aftercare program with partners, on 17th April 2014, representatives of FIPA, Zenica- Dobož Canton and the Municipality of Tesanj visited the company Nord-Ent Ltd Tesanj where they met with the director Nazif Hamzic.

The company's owner is "Pilat & Pilat Produkties" from the Netherlands.

Nord-Ent is operating in the wood industry. It owns a production hall of around 1500 m², with attached warehouse for dry board of 500 m². It also has a warehouse for natural boards drying and other materials of 600 m² and around 5000 m² planned for future expansion of the company. Production facilities are located in the industrial zone Bukva in Tesanj, at the road Tesanj - Dobož. The company employs 39 workers, of which 35 employees are working in the production, and 4 employees in administration. All 35 employees in the production are highly qualified and trained for the production of furniture made of solid wood and have a great experience. The average age of employees is 32 years.

The company owns modern equipment for furniture manufacturing. All machines are of the latest techniques and guarantee the wood processing at the highest quality. The basic raw material (wood) is completely from Bosnia and Herzegovina. Furniture is finally treated with oil and/or soap, which is a special kind of the furniture processing. The smell of wood can still be felt, and this form of treatment is not harmful for health. The said company has already started activities in order to establish a new company with a new partner from the Netherlands named Lockwood. The company should employ 25 new workers in early 2015 and represent a new investment in the Municipality of Tesanj in the amount of 2.5 million BAM.



VISIT TO THE COMPANY ALGOJA LTD TESANJ



Within the Aftercare program with partners, on 17th April 2014, representatives of FIPA, Zenica- Dobož Canton and the Municipality of Tesanj visited the company Algoja Ltd Tesanj where they met with the director Smail Medaric and the Head of Procurement and Sales Sector Azra Delic. Algoja Ltd is part of the Group Algoja-Linpac.

The Group Algoja-Linpac represents a successful example of joint ventures and Slovak and BiH investor. This company is a member of Linpac Group from UK. The main activity of the company is the production and sale of packaging and machines for the food industry. The company continually invests in expanding production capacities in order to achieve international competitiveness. This is supported by the recent purchase of the only fully automated machine for the production of packaging for vacuum packing in this part of Europe. This is another firm from Tesanj with a turnover over of 1.5 million BAM and export of 70 % of production to the markets of the region, Sweden and Spain.

Introduced quality management systems according to the requirements of standards ISO 9001 and HACCP are proof of the international competitiveness of the company.

It is developed a high degree of cooperation with competent authorities at the local level and other levels in BiH.



THERMAL POWER PLANT STANARI (EFT) - MOST IMPORTANT ENERGY PROJECT IN THE LAST 30 YEARS - POSITIVE INVESTMENT STORY

At the end of 2015, the new modern thermal power plant in Stanari, near Dobo, will be put into test operation. Investment worth over 560 million EUR represents the most important energy facility built in RS and Bosnia and Herzegovina in the last 30 years. In the years when investors become more sensitive to all kinds of risk and when they do not hide their concerns due to global slowdown of the economic growth and decline of the global investing, the company of EFT Mine and Thermal Power Plant Stanari resists challenges of such large investment. EFT Mine and Thermal Power Plant Stanari is a member of EFT Group which is engaged in trade and investment in the energy sector, particularly in Western, Central and Eastern Europe. The professional team which leads Stanari Project don't hide their satisfaction with implementation of set tasks. Since 2005 till today, 250 million EUR were invested in projects in Stanari. Total profit realized from the moment of the EFT coming in Stanari till today, is reinvested in the modernization of the mine and the construction of power plant.

They don't hide satisfaction with the realization of the project, but neither their experience with the local community, ministries, institutions and population. Characteristically for countries in transition, where we belong, is that everything which is foreign initially encounters a rigid attitude. Today, the company employs 537 workers. Average salary is significantly above the average in RS, and visitors can testify the settlement of Stanari completely changed the look in the past few years. In 2013, which is globally, but also in BiH was characterized by a decline in foreign investment of ten percent, EFT Group invested 145.2 million EUR in projects of Stanari, out of which 7.7 million in mine and 137.5 million in thermal power plant. Within daily information speaking of the decline of the economic activity, increase unemployment and social demonstrations, the image of the site where hundreds of workers are working gives a positive signal and sends a message stressing that the company having a vision and a clear and transparent plans, may and must be successful. They also have permanent contacts with representatives of institutions of RS and Bosnia and Herzegovina and the local community. They are not unsatisfied with cooperation, but the administration must show more understanding for investments that are significant the budget charger. With the full capacity production expected in the second half of 2016, the company would have more than 900 employees. Although offer of manpower in RS doesn't fully meet needs of the company, they hope that competent institutions will pay more attention to the education of profiles seeking by the economy. The overproduction of highly educated staff of inadequate expertise and profiles cannot run economic development. Economic development also needs support of development banks. The company is fully oriented to protection of the environment and it will work exclusively in accordance with the European regulations in force at the moment of putting into operation of the plant. As part of their regular activities, representatives of the Foreign Investment Promotion Agency of BiH Jelica Grujic and Slavica Korica, together with representatives of the Ministry of Foreign Trade and Economic Relations of BiH Milenko Pandurevic and Predrag Milanovic visited EFT Mine and Thermal Power Plant Stanari on 29th April 2014.

BUSINESS & INVESTMENT NEWS ≡

≡ SUCCESS BUSINESS
STORIES OF TESLIC



VII. CONGRESS OF WORLD DIASPORA ASSOCIATION OF BOSNIA AND HERZEGOVINA IN SARAJEVO ≡



...AND MORE NEWS...



CONTINUOUS DEVELOPMENT AND EMPLOYMENT: PREVENT GORAZDE – TWO YEARS LATER



The company Prevent was opened in Gorazde in 2007 when it hired 30 people. With further development in 2011, the company launched the production of car-upholstery where hundreds of people were employed, and at the end of 2011 the company had 520 employees. Further dynamic of employment was continued in 2012, when each month 40 people on average had been employed.

Today, the manufacturing facility of Prevent employs over 1100 employees in three manufacturing companies: Prevent Safety, Prevent Gorazde and Prevent Components.

Prevent Safety is engaged in the production of protective equipment, while the new member of the Group, Prevent Components was established in November 2013, is engaged in the production of plastic parts for the lever for BMW. This young company already has 60 employees.

Prevent launched a new project in 2014. It is related to the production of upholstery for Volkswagen Golf Sportsvan. Textile and leather performances of upholstery from Gorazde will be used by the successor of the current Golf Plus.



SUCCESS BUSINESS STORIES OF TESLIC

The part of the success stories is composed of the company Interlignum dealing with plate materials for the furniture industry. "Interlignum" is now one of the most important factors of the timber industry of Bosnia and Herzegovina, as the leading distributor of laminated materials. The stock company HI "Destilacija" Teslic, founded in 1896, producing the charcoal and acetic acid, and constantly striving to better the quality makes successful this Region. In addition, the permanent aim is to develop new products, primarily based on the basic ones, which resulted in the production of briquettes from charcoal dust, production of aromatised, spirits, wine and apple vinegar, and other products.

The part of the success stories of the Teslic Region is made by: GP Niskogradnja, Unitas, Graditelj a.d. Teslic, GEOFON a.d. Teslic, Ivanic Ltd Teslic, Aleksic – Trejd, and Transpromet Ltd Teslic. The contribution to the development of this Region is certainly given by Elgrad which employs 300 workers, and mainly exports to the Netherlands, Belgium, Italy and Slovenia, and it is considered as the most successful company of this Municipality. The company's production is related to the finished products such as parquetry or legs for tables.

Products from Teslic can be found throughout Europe and the example is Skrebic example that has made a long-term cooperation with the Austrian firm Gabor and German firm Lowa. Products of this company are part of the equipment of the U.S. Army.

Certainly an indispensable part of the story is Banja Vrucica (spa).



SUCCESS BUSINESS PEOPLE FROM ZEPCE



Example of successful companies operating in the Municipality of Zepce is "Elchy – tex" Ltd Zepce opened in June 2007. The company has 30 employees led by two engineers of Clothing Technology, production manager with 35 years of experience and textile technician with 25 years of experience in these matters. All of them together create various work clothes, producing on the sophisticated machine park of the best world-renowned manufacturer of Japanese firm "Juki" with special machines from other manufacturers.

"Profile – Isolation" Ltd found its place in Zepce which achieved the top national and regional business environment thanks to its long-standing tradition. More than 10 years of experience, professional and trained workforce, the use of modern solutions and methodologies have enabled this company existence at today's choppy market. The company's activities include hot and cold insulation of pipelines and elements of industrial plants, production and installation of channels for air conditioning and ventilation of facilities, production and installation of all seam construction elements, insulation of steam heating pipe and hot water pipes, insulation by flexible thermal insulation for outdoor application up to a temperature of 150 ° C. The economic development of Zepce is contributed by the firm "Tisakomerc" which is connected to German partners. Business philosophy of the director and co-owner of the company is simple: „You must be willing and able to work, and be surrounded by professional people, who know the job, market and language". "Tisakomerc" has been operating for 13 years. The company is successful in the timber industry. Successful story from Zepce is the company "Bositex" Ltd which for twelve years, has been producing medical clothing , work wear clothe for medical workers, hospital sheets ... The whole production is exported at the Swedish market.

Success stories also represent "Titanic" Ltd and "Car Trim" BH. "Titanic" Ltd is engaged in the technology of welding and metal processing. Despite strong competition, especially in foreign markets where they sell most of their products, have an increase and improve the quality. Car Trim BH, whose parent company is "Car Trim" GmbH from Germany, is one of the world's leading manufacturers of leather and textile interiors for cars and planes. Their biggest customer is Volkswagen.



SDC DIRECTOR J. GUNTERN: CAZIN A CHAMPION IN EVERY PROJECT

The Director of the Swiss Agency for Development and Cooperation (SDC) Joseph Guntern and Deputy Swiss ambassador in BiH Ribolla Babler and his associates, visited the Municipality of Cazin and talked with the Mayor Nermin Ogresevic. On this occasion Mr Guntern stressed that Cazin is a place which he always visits with great pleasure and brings business partners and new associates.

Mr Guntern said that Cazin is a local community that has shown the best results in cooperation with their Swiss partners.

„Cazin is a good and responsible partner, because this is a team with a clear planning which provides quality work and successful results.

We have noted several examples of successful projects, and now we are talking about the new ones which I believe will be equally good, because everything we started here, was successful. Cazin comes out of each project as a champion,” said Guntern.

„We have been developed a healthy partnership with the Swiss Agency for Development and the Embassy of Switzerland in our country, and after several joint projects, we can say that we have achieved good results. This is confirmed by an open acknowledgment of our partners, but also the realized projects in which we have gained invaluable experience. We will continue to do our job and thus promote Cazin as an industrious, serious environment which aims for economic development,” said Mayor Ogresevic.

VII. KONGRES Svjetskog saveza dijaspora Bosne i Hercegovine Parlamenta Sarajevo,

VII. CONGRESS OF WORLD DIASPORA ASSOCIATION OF BOSNIA AND HERZEGOVINA IN SARAJEVO



The 7th Congress of World Diaspora Association of Bosnia and Herzegovina will be held from 6th to 8th June 2014 at the BiH Parliamentary Assembly building in Sarajevo. Sponsor of the Congress is the Ministry for Human Rights and Refugees of BiH.

The topic of the Congress is: "The state of Bosnia and Herzegovina – diaspora and emigrants, the relation of the state of BiH towards Diaspora and emigrants and the relation of Diaspora and emigrants towards the state of Bosnia and Herzegovina".

Congress will gather representatives of all members of WDA BiH, as well as prominent names from public life of the BiH Diaspora. Congress will be attended by representatives of the state authorities of Bosnia and Herzegovina, OHR officials, accredited ambassadors in Sarajevo and members of non-governmental organizations.

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SUCCESS BUSINESS STORIES IN THE MUNICIPALITY OF TESANJ

Among the most successful companies in the Municipality of Tesanj is Hifa Oil Ltd which is the largest importer and distributor of petroleum and petroleum products in BiH. AS Group Ltd is the largest manufacturer of biscuits and waffles in BiH.

The company Mann+Hummel BA is the largest manufacturer of filters for the automotive industry in BiH. The company Madi Ltd is the second largest producer of fresh chicken meat in BiH, and the company Bio Samp Ltd is the largest grower and exporter of mushrooms in BiH.

The Municipality of Tesanj is known for its quality and successful brands of carbonated waters that won first place at the international competition of natural carbonized water in Virginia (USA) and were qualified as the best mineral water in the world. Tesanj currently has six brands of mineral water, which are exported at the international market.

Strategic advantages of the Municipality of Tesanj are: long industrial culture, educated workforce, proximity to regional centres (Belgrade, Zagreb, Sarajevo), developed financial and banking sector, rich cultural heritage, incentives and benefits for investors (land for 1 KM and exemption of municipal taxes).



SHEIKH SALEH KAMEL COMES IN SARAJEVO-ONE OF THE RICHEST PEOPLE IN THE WORLD WILL PARTICIPATE AT SARAJEVO BUSINESS FORUM SBF



Participation at Sarajevo Business Forum was confirmed by Sheikh Saleh Kamel, who is highly ranked on the Forbes list of the richest people in the world. Anyway Sheikh Kamel is founder and chairman of the financial and business group, "Al Baraka" and president of the Islamic Chamber of Commerce and Industry. In addition to investing in investment projects in BiH, at the initiative of BBI, Sheikh Kamel established a Fund with an annual amount of 600 000 \$ intended for financing the scholarships of young people from Bosnia and Herzegovina. In the last three years, 1,500 students were users of the scholarship of this Fund.

Participation at the 5th Sarajevo Business Forum, International Investment Conference which is to be held from 14th to 15th May 2014 in the BiH's capital was confirmed by numerous delegations of politics' and business leaders from the whole world. Participation at the SBF was among others confirmed by: President of Montenegro Filip Vujanovic, Crown Prince of the Malaysian state of Perak Raja Dr Nazrin Shah, former President of Slovenia Danilo Turk, Turkish Foreign Minister Ahmet Davutoğlu, Minister of Foreign Affairs of Qatar Dr. Khalid bin Mohammed Al Attiyah, and Ahmad Al Sayed, Minister of State and Chief Executive Officer of Qatar Investment Authority" (QIA), one of the largest investment funds in the world. Participation at one of the most important investment conference in South Eastern Europe was announced by large number of delegations and representatives of investment funds and the chambers of commerce of Turkey, Saudi Arabia, United Arab Emirates, Qatar, Kuwait, etc. For five years, in cooperation with the Islamic Development Bank, BBI has organized SBF to strengthen regional economic cooperation and attract international investment to Southeast Europe. In addition to business people from BiH, participation at SBF was announced by the businessmen from Albania, Montenegro, Croatia, Macedonia, Slovenia and Serbia. Both private and government sector representatives will have an opportunity to present their projects to businessmen and high-ranking representatives of investment funds of rich Gulf Country. During the past 4 years, SBF has hosted more than 1,000 investors from over 30 countries who have presented more than 300 projects. The BBI VIP Business Club invites businessmen from BiH and the region to submit projects which may be presented at SBF and register in time to participate in one of the largest investment conferences via www.sarajevobusinessforum.com. The deadline for proposals is 20th April 2014.



SCHOOL DESKS FROM GRACANICA IN EUROPEAN CLASSROOMS

Thanks to Ingrat Ltd, the school furniture from Gračanica factory can be purchased throughout Europe. The company is like many in our country since its founding faced various phases of development. There were ups and downs, however, a clear development strategy, constant investment in technology and staff training have positioned Ingrat among the leading producers of furniture for public institutions in our region.

A considerable rise was realized during the late 2009, when Ingrat contracted export oriented business with customers from EU. Since then, Ingrat is largely export-oriented with a tendency to continue to maintain its leading position in the production of school furniture in Bosnia and Herzegovina and neighboring countries.



ESTABLISHING DIRECT FLIGHTS BETWEEN MOSTAR AND ROME OFFERS NEW DEVELOPMENT POSSIBILITIES



Starting from 17th April 2014, Italy and BiH are even closer.

Mistral Air, Air Company of Posteltaliane Group, will operate regular flights between Rome and Mostar on Mondays and Thursdays.

This destination joins already active direct links between Mostar, Bari and Naples, as well as numerous charter flights towards biggest Italian airports.

The Italian air company, major partner of Mostar airport, is considering a possibility to expand the offer.

A million Italian tourists and pilgrims visit BiH every year, particularly the shrine in Medugorje.



FURNITURE COMPANY “IZAZOV” DELIVERS GOODS TO 30 FURNITURE SALONS IN THE NETHERLANDS

The company “Izazov” from Kalesija, which produces furniture, in the first three months of 2014 achieved 50% of last year’s export, and compared to first three months of 2013, the export increased several times.

According to the Director of the company Zehra Jakubovic, turbulent times last for a long time and the effects of global economic crisis will be still present. He points out that the indicators already point to an increase in production and dealing of 15% compared to the last year. “This is one of the best beginnings of the business year and very positive business atmosphere. The confirmation is the fact that the delegation of Dutch businessmen was satisfied when it left the company. We delivered the goods to about 30 furniture salons in the Netherlands. We expect new orders, and we have already sent and a certain amount of goods to end- customer,” Jakubovic said. She emphasized that Swiss top trading house sells the furniture from “Izazov”. Numerous contacts were established throughout Europe during participation at major furniture fairs, what resulted in new deals and positive indicators in the production and trade of this company.

“We are a regular participant at the largest European furniture fair in Cologne, and we also participate at numerous fairs in the country and the region. The participation at the fairs results in significant orders from Sarajevo, Belgrade and Budva. Today the products of “Izazov” are placed in homes, business premises and retail facilities in many countries of European Union.



LARGEST MALAYSIA'S STATE INVESTMENT FUND AT SARAJEVO BUSINESS FORUM



Delegation of Malaysia's state investment fund Khazana Nasional, led by Dato Noorazman Abd Aziz, executive director for investments, announced the arrival to the 5th International Investment Conference Sarajevo Business Forum 2014 organized by BBI between 14 and 15 May in Sarajevo.

Khazana Nasional is one of the most significant investment funds in Asia and owns stakes in 50 multinational companies. The Fund is a leading investor in agriculture, financial industry, telecommunications, transportation, health care industry, infrastructure, construction, media, real estate, biotechnology and utilities.

Khazana owns large Asian companies that do business around the world.

Representatives of Khazana Nasional expressed special interest in investing in food production and processing.



SUCCESS BUSINESS STORY HIFA-OIL TESANJ EXPANDS ITS BUSINESS GROUP THROUGH NEW ENERGY SEGMENTS

The company "Hifa-Oil" Ltd Tesanj continues to expand its business groups by entering new energy segments, through the project of production of energy eco-pellet made from coal.

They thus continue a trend that directly affects the strengthening of BiH economy and reduces unemployment, currently one of the biggest problems in BiH.

The company took the opportunity to present to the public their new product through participation in the 5th International Economy Fair "GRAPOS - Expo 2014", which was officially opened yesterday in Gracanica.

According to "Hifa-Oil", in the course of this year they will begin intensive production of this completely new fuel on our market. The production facility will be located within the former factory of juices Bosanka Dobo, in which the company has invested significant resources. Furthermore, the company has registered a separate legal entity "Euro Style" Ltd Dobo, which will be the holder of the production, while the placement and distribution will be entrusted to experienced staff from "Hifa-Oil". One of the key factors why Hifa-Oil believes that the product will have a remarkable market success is much more acceptable price, which will be 40% lower than the current price of the wood pellets.



TEST PRODUCTION WAS STARTED AT THE NEW PLANT OF “SWISSLION TAKOVO”



A test production was started at the new plant of the food industry Trebinje “Swisslion Takovo” in Nevesinje.

Official production is going to start for ten days, which will allow hiring 60 new workers.

In 2013 it was generated a revenue of 67 million BAM, which is twice more than the previous year, while the last year's income tax was 9.000.000 BAM.

Expected good business results will be the basis for entry into the capital project Trebinje II, which means starting the second factory in Trebinje.

From September 2014, it will be launched another production line in which 6 million EUR will be invested. New jobs creation by the end of the year is expected.



OPENING OF FARM FOR BREEDING OF BROILERS- NEW INVESTMENT OF SLOVENIAN PERUTNINA PTUJ

In Gornji Kladari in Srbac, it was opened a chicken farm of the company Perutnina Ptuj, in which this group has invested 4.5 million BAM.

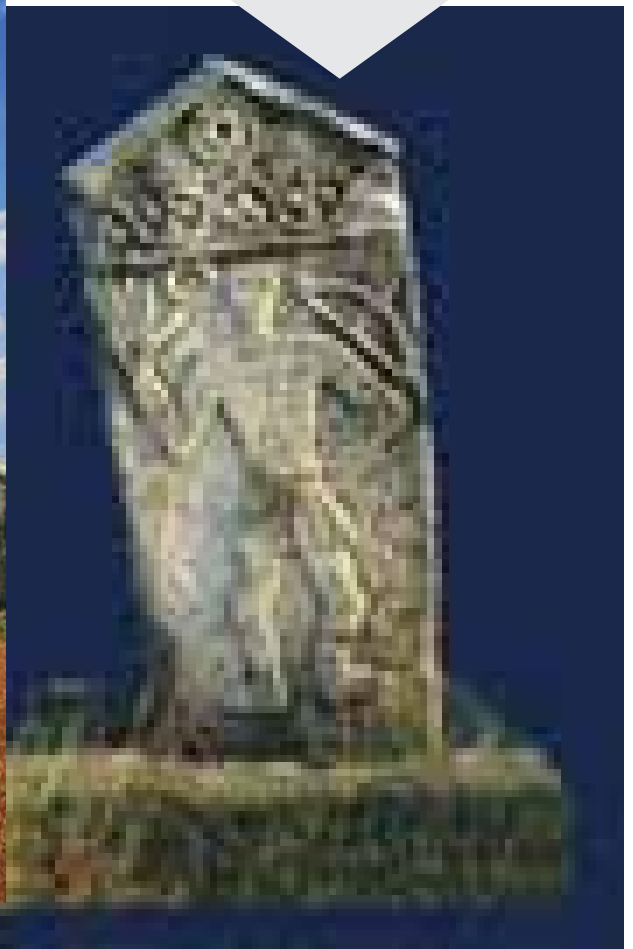
Realization of this project will ensure sufficient quantity of broilers for the smooth functioning of both factories of Perutnina Ptuj, in Srbac and in Breza, and the new distribution centre will ensure supplying consumers according to the most modern distribution's demands of the market.

The farm has a capacity of 120,000 broilers in one round, and the complex comprises four buildings of farms which will employ six workers. The facilities are equipped with the most modern equipment and new modern buildings have been constructed due to increased market needs and demands for modern infrastructure.

"MUST SEE" PLACES IN BIH ≡

BEING THE CROSSROADS OF MANY CIVILIZATIONS, BOSNIA AND HERZEGOVINA IS RICH WITH ARCHAEOLOGICAL REMAINS, FROM THE NEOLITHIC, ROMAN, ILLYRIAN AND MEDIEVAL PERIODS.

THE MOST SPECIFIC AND WELL KNOWN ARE THE HAND-CARVED TOMBSTONES (STEĆAK) THAT DATE BACK OVER 700 YEARS TO THE MIDDLE AGES. THESE UNIQUE MONUMENTS OF ANCIENT NATIVE ARTISTIC TRADITION, WHICH ARE SCATTERED ALL AROUND BOSNIA AND HERZEGOVINA, HAVE BECOME ALMOST A NATIONAL SYMBOL. IN ADDITION, THERE ARE NUMEROUS REMAINS OF MEDIEVAL TOWNS AND CASTLES FROM SAME PERIOD.



”MUST SEE” PLACES IN BIH ≡

MOSTAR OLD BRIDGE, IN THE OLD TOWN IN THE VERY CENTRE OF MOSTAR, WAS BUILT IN 1566, BY THE OTTOMAN ARCHITECT, MIMAR HAJRUDIN, WHO ERECTED THIS STONE BRIDGE IN WHAT WAS THEN JUST A SMALL TURKISH OUTPOST IN SOUTHERN BOSNIA AND HERZEGOVINA.

THE BRIDGE SPANS THE EMERALD GREEN WATERS OF THE NERETVA RIVER AND CAME TO BE KNOWN AS “STARI MOST”, OR OLD BRIDGE. THE OUTPOST GREW INTO A CITY AND WAS EVENTUALLY NAMED AFTER THE BRIDGE - MOSTAR, OR “KEEPER OF THE BRIDGE.” TODAY, THIS BRIDGE IS INCLUDED IN THE UNESCO WORLD HERITAGE LIST. (READ MORE ON : WWW.UNESCO.ORG)



”MUST SEE” PLACES IN BIH ≡

POČITELJ IS A UNIQUE SETTLEMENT, LISTED AS A POTENTIAL UNESCO HERITAGE SITE. THE HADI-ALIJA MOSQUE HAS BEEN RECONSTRUCTED AS WELL AS THE ŠIŠMAN-IBRAHIMPAŠINA MEDRESA AND THE GAVRAN KAPETANOVI HOUSE, ALL OF WHICH ARE OPEN TO VISITORS.

THE MOST STRIKING OBJECT IN POČITELJ IS THE SAHAT-KULA, A SILO-SHAPED FORT THAT TOWERS FROM THE TOP OF THE HILL ABOVE THE TOWN. IT HOUSED WATCHMEN AND MILITARY TO GUARD AGAINST POSSIBLE INVASION FROM THE NERETVA VALLEY. BESIDES ITS STUNNING ORIENTAL ARCHITECTURE AND OTTOMAN FEEL, POITELJ HOSTS THE LONGEST OPERATING ART COLONY IN SOUTH EASTERN EUROPE.



A map of Europe with white outlines of countries on a blue background. The country of 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



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