

### DEAR READERS ≽

We inform you that the FIPA Agency created its profile at Facebook and presented its material at Youtube service.

VISIT OUR FACEBOOK PROFILE FOLOW LINK FROM OUR WEB SITE.



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



# NEWSLETTER NO. 110 August 2014

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### HIGHLIGHTS 😂

INTERNATIONAL CALL TO INVESTORS FOR Expression of interest for entry and Purchase of construction land in the Business zone of "Lipova Greda" in Kozarska Dubica

The Municipality of Kozarska Dubica published an international call for investors to express interest in entering the business zone of "Lipova greda" and purchasing building plots in the zone.

Area of individual parcels offered for sale are 5000-6000 m2, with the possibility of a flexible approach to increase the area of the plot required for the realization of the planned production process.

# FIPA ACTIVITIES ≽

### FIPA REPRESENTATIVES VISITED THE MUNICIPALITY OF NEVESINJE

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FIPA REPRESENTATIVES VISITED THE COMPANY SWISSLION - NEVESINJE



...AND MORE ACTIVITIES...



### IPA REPRESENTATIVES VISITED THE MUNICI-PALITY OF NEVESINJE

On Thursday, 17th June 2014, the representatives of the FIPA Agency had a meeting with representatives of the company Kreis BH doo Ilidža. The visit was carried out within the Aftercare Program for 2014 for post-investment support to foreign investors in BIH.On this occasion, with the general manager Mr Dževad Šipka, it was discussed about the experience of doing business in Bosnia and Herzegovina, obstacles and problems faced by the company in BiH and their future plans.

Company KREIS INDUSTRIEHANDEL AG Basel from Switzerland has invested into two companies in Bosnia and Herzegovina, KREIS BH Ilidža and Vitaminka Banja Luka. On 28 August 2014, the FIPA Agency representatives visited the Municipality of Nevesinje where they met with the Mayor Momčilo Šiljegović. The meeting was focused on investment projects of the Municipality, plans and problems encountered. Agrofood sector will be the backbone of the future development of this area. The field Nevesinjsko represents almost two-thirds of all karst fields of the eastern Herzegovina, which indicates significant potential for the production of healthy food which is becoming a strategic resource in the world. Around 900 households are engaged in the production of milk, but the processing capacities are only half utilized. Realisation of two projects of the energy sector is underway:

1."Hydro Power Plant Dabar'" within the project Gornji Horizonti in which the water component has been identified as a key resource for economic development of Nevesinje. This project will provide enough water for irrigation of the field Nevesinjsko and solve the acute problem of water supply of Nevesinje, suburbs and villages gravitating in the area of the field Nevesinjsko.

2. Construction of the wind farm Trusina implemented by the company žEol prvi' and the strategic partner, English company "Kermas" owned by Danko Končar.

KREIS BH, Exclusive Distributor of several famous brands such as Vitaminka, Žito (Šumi, Grande, Krex, Hokus; 1001 cvet, Maestro, Zlato polje, Evo), Franca, Aqua Gala etc., currently has 60 employees.

Kreis's ambitions are focused on opening a new business building, and the total amount of that new investment will be of 2,8 million BAM. Vitaminka Banja Luka currently has 220 employees and main activity is fruit and vegetable processing.

This company is a positive example to the other foreign investors ready to invest their money in BiH. Vitaminka exports their product to the Region, EU countries and USA and Australia.

Satisfied with their business in Bosnia and Herzegovina, Mr. Šipka said that there were a lot of investors interested in investing in BiH.



### FIPA REPRESENTATIVES VISITED THE COMPANY SWISSLION - NEVESINJE

On 28 August 2014, the FIPA Agency representatives visited the company Swisslion - Nevesinje where they met with the Director Radoje Nikolić.

A factory for the production of juices, alcoholic beverages, mayonnaise, ketchup and jams was officially opened in May 2014. The value of investment amounted to 6.5 million EUR.

In the first period 62 workers were employed in the production line of carton juices, and after implementing the production line for ketchup and mayonnaise 27 other workers will be employed.

A comprehensive solution to the problem of water supply in cooperation with the Municipality of Nevesinje and the Government of RS is underway involving the source žUdbine' due to which the factory would permanently have sufficient quantity of drinking water for the planned production capacity.

The Director Nikolic was interested in the incentives and the reintroduction of the Fund for Support to Foreign Investors of the BIH Council of Ministers.

They agreed to continue cooperation and inform on any possible competition for grants intended to encourage foreign investments.

### Business & Investment News ≽

### INVESTMENT CONFERENCE WITHIN BEAR DEVELOPMENT INITIATIVE OF TESLIC, TESANJ, ZEPCE TO BE HELD 4 SEPTEMBER



#### CONFERENCE ON THE WESTERN BALKANS ADOPTED FINAL DECLARATION



### ...AND MORE NEWS...



### INVESTMENT CONFERENCE WITHIN BEAR Development Initiative of Teslic, Tesanj, Zepce to be held 4 September

Municipalities Teslic, Tesanj and Zepce on 4 September in Sarajevo plan to organize an Investment Conference within their BEAR development initiative which was awarded by the Financial Times FDI Magazine, the leading magazine in Europe for foreign direct investment.

The conference will be held in the hotel "Europe", starting at 11.00 hrs.

Participants of this meeting will be addressed by the Ambassador of Germany Christian Hellbach, Regional Director of GIZ for the Western Balkans Brigitte Heuel-Rolf, and mayors of Teslic, Tesanj and Zepce - Milan Milicevic, Suad Huskic and Mato Zovko.FDI magazine chose BEAR area among the top 10 investment destinations in Europe, according to the criteria of profitability for investors (2014/15).Place in the top of the list of European cities and regions of the future is an excellent recommendation for investment in Teslic, Tesanj and Zepce.The conference will present the potential for investment in Teslic, Tesanj and Zepce and possibilities of their economy.

The event will bring together entrepreneurs and investors, representatives of embassies and international organizations, foreign chambers of commerce in BiH, journalists, editors and experts in business and economy, representatives of the Diaspora, business associations and public institutions in BiH.

Organization of event is supported by the German Society for International Cooperation (GIZ) and the Delegation of German Economy in BiH.BEAR is the Business Excellence Area of Teslic, Tesanj and Zepce - three local communities with extremely dynamic private sector.BEAR development initiative was launched in September 2013, within the project of inter-municipal cooperation.





Director of the Sarajevo Regional Development Agency (SERDA) Sefkija Okeric and Governor of Municipality Canakkale from Turkey Ahmet Cinar signed in Sarajevo Protocol on Cooperation between SERDA and the Regional Development Agency of South Marmara Sea (GMKA), which covers the territory of the municipalities of Balikesir and Canakkale. "By signing this protocol, we will link our small and medium enterprises with companies from the region of South Marmara. It is well known that the Turkish small and medium sized businesses are booming in the economic, technological, and any other form and we want to use their experience," Okeric said.

He added that the goal is that domestic enterprises export to Turkey, and that the interest of Turkish companies is to invest in BiH.

Cinar said that the signing of the Protocol aims at strengthening the historical ties between the two nations through new economic relations.

"SERDA has experience in accessing EU funds through various projects and we want to take advantage of that experience, while GMKA has experience with the strengthening and development of entrepreneurship and creating jobs for foreign companies," Cinar said.



### Conference on the Western Balkans Adopted final declaration



The Conference adopted the Final Declaration with 18 items:

"1. We all agree that this conference today should give a boost to a period of four years, in which we will jointly work harder to achieve further concrete progress in the reform process when solving bilateral and internal state issues and reconciliation within and between societies in the region.

We also share a common desire to strengthen regional economic cooperation and to lay the basis for sustainable growth.

2. Together we decided that in the next four years, until 2018, we shall meet annually in this form, in order to implement the agreed agenda of today's meeting, and to substantiate it with further concrete projects.

Austrian Chancellor has called for the first next conference in Austria in 2015, which will represent an opportunity for a first overview. On the following conferences, we want to continue our work on critical issues for the future of the Western Balkans.

3. 15 years ago, the news from the region were marked by war, persecution and destruction. Today it is clear that the region has made tremendous progress in establishing stability, development of good neighbourly relations and the modernization of

states, society and economy.

 $\label{eq:entropy} \ensuremath{\mathsf{4.EU}}\xspace's enlargement policy has significantly contributed to this progress.$ 

All Western Balkan countries are convinced that their future is in the EU.

5. Federal Government of Germany explicitly emphasizes its commitment to the European perspective for the Western Balkans.

All Western Balkan countries will have the option to join the EU, once they meet the prerequisites for accession.

Germany is aware of its responsibility for a peaceful, stable, democratic and legal future of the Western Balkans, and will continue to support the region in this way.

6. All participants see the need to resolve outstanding bilateral issues as soon as possible in terms of good neighbourly relations and enhancing stability in the

#### region.

The prime ministers of Serbia and Kosovo have reaffirmed their resolve to expedite the process of normalization of relations.

The same applies to tackling the issue of names between the Former Yugoslav Republic (FYR) of Macedonia and Greece. Participants believe that this dispute must be resolved urgently, through compromise on all sides. Where good influence of regional neighbours can facilitate overcoming internal political challenges, it must be used. This in particular applies to the revival of the reform process in BiH.

7. Western Balkans countries intend to establish enhanced cooperation with each other. In this sense regional organizations such as the "Regional Cooperation Council" will play an important role.

8. Regional cooperation should include the level of civil society. Participating countries reaffirm their concerted desire to build a trans-national exchange, especially for the young generation.

9. Further improvements remain a special challenge for the young democracies of the Western Balkans.

Participating countries must jointly take further measures to combat corruption and organized crime.
Western Balkan countries have confirmed their willingness to undertake further reforms to increase legal security in their countries, preserving and strengthening the independence of the judiciary, and to cooperate more intensively in cross-border regional and bilateral structures.
In pluralist democracy the opposition must also have a role in parliamentary structure and use it.

However, the politically active civil society can also in a constructive manner additionally support society in the Western Balkans countries, and thus bring them closer to the EU.

This, among other things, implies pluralistic media landscape, independent unions and the economy that are exempt of political influence, in order to fulfil their role as part of society.

Germany still considers itself obliged to support media freedom in the region.

For this purpose, the Ministry of Foreign Affairs in the framework of today's conference is organizing a workshop for the twelve leading journalists from all countries of the region.

12. Sustainable economic growth, and thus long-term increase of prosperity for the benefit of the people is only possible with open markets and foreign investment.

Positive investment climate is especially crucial for the engagement of small and medium enterprises.

Legal security and policy of zero tolerance for corruption are in focus.

The participating countries are willing to improve cooperation with investment agencies and exchange of experiences with the company "Germany Trade and Invest".

13. Western Balkan countries should intensify their efforts to overcome the current import-export deficit.

German economy in the spring of 2015 shall support the further strengthening of the export capacity of the region by starting the purchasing power initiative for the Western Balkans.

14. Competitiveness must be further increased through the regional exploitation of value chains.

Initiative of the German economy for a regional conference in September 2014 in Montenegro and activities of Regional Corporation Council (RCC) will specifically contribute to this.

15. States participants believe that the European Energy Policy for the Western Balkans is gaining importance. Especially in terms of security of supply, energy efficiency and climate protection, regional cooperation is an important component in the framework of the Energy Community of South East Europe.

Western Balkans countries will participate extensively in the further development of the energy community and will bridge the gaps of implementation.

16. States participants believe that traffic community for the Western Balkans, through improving logistics connectivity of the region according to strong demand of European market, can provide positive impulses for economic development.

The same applies to the construction of information and communication infrastructure with reliable framework conditions.

17. States participants believe that the reduction in the rate of youth unemployment requires academic and vocational education according to needs.

Projects of the German economy aim to support professional education in the countries of the Western Balkans.

18. Germany is prepared under the existing program of economic cooperation and development to implement additional measures to support regional countries to effectively use European funds for EU accession "Instrument for Pre-Acce

 $B_{\rm EING}$  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.



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)



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.

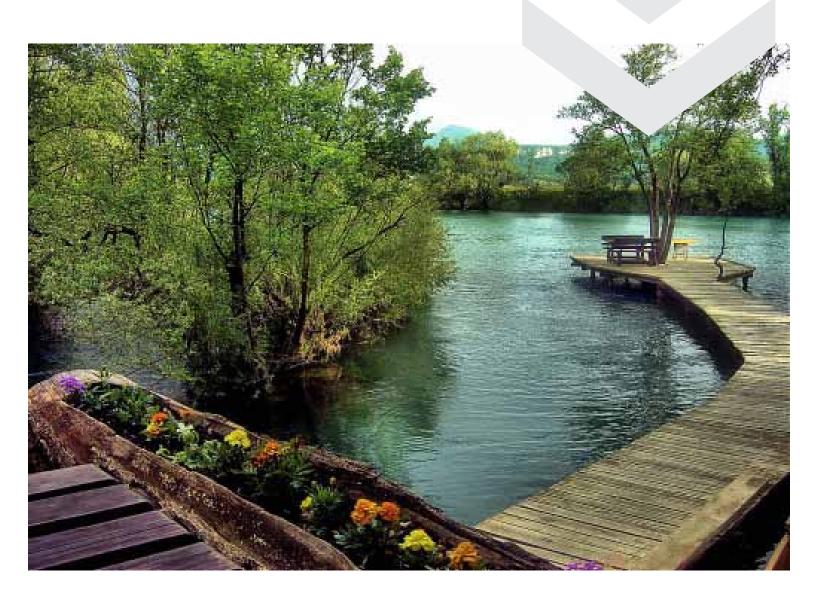
THE MOST STRIKING OBJECT IN POČITELJ IS THE SAHAT-KULA, A SILO-SHAPED FORT THAT TOWERS FROM THE TOP OF THE HILL ABOVE THE TOWN. IT HOUSED WATCHMEN AND MILITARY TO GUARD AGAINST POSSIBLE INVASION FROM THE NERETVA VALLEY. BESIDES ITS STUNNING ORIENTAL ARCHITECTURE AND OTTOMAN FEEL, POITELJ HOSTS THE LONGEST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



N ATIONAL PARK HUTOVO BLATO, AN OASIS OF PEACE, IS SITUATED IN SOUTHERN HERZEGOVINA AND IS A PROTECTED ZONE AND IMPORTANT BIRD RESERVE.

THIS UNIQUE SUB-MEDITERRANEAN SWAMP OF SUPERB BEAUTY AND IMPORTANCE ACCOMMODATES BIRDWATCHERS, NATURE LOVERS AND FAMILIES WITH CHILDREN ALIKE.

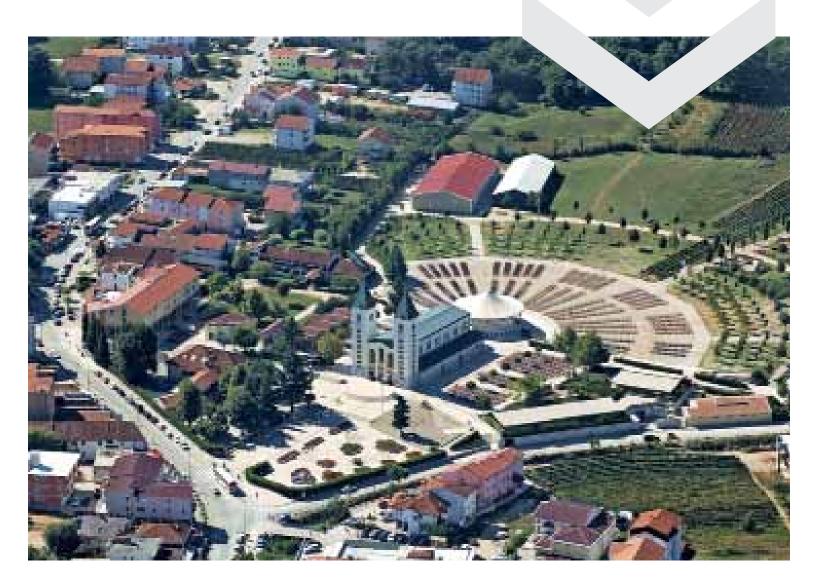
(Read more on : www.bhtourism.ba)



 $M_{e\bar{e}}$  dugorje is located in the mountains near Mostar.

The small town is incredibly popular with Catholic pilgrims - millions of pilgrims have visited the site since 1981, when a small group of young people in the village began reporting seeing visions of the Virgin Mary on a nearby hillside.

(Read more on: www.medjugorje.hr)



Perućica in Sutjeska National Park, is one of only two remaining mediaeval forests in Europe.

It is often described as an ancient outdoor museum with a magical forest of beautiful 50-meter high spruce and beech, 200 to 300 year old, trees. The forest is a true gem in terms of wildlife and the large number of endemic plants.

(READ MORE ON : WWW.GREENVISIONS.BA)



Blagaj Buna is one of the finest examples of an underground karst river. It flows out of a 200 m cliff wall to become the Buna River.

Unsurprisingly, the Ottoman sultan was impressed, and ordered a tekija to be built right next to it. This 16th century house/monastery was built for the Dervish cults and is still one of the most mystical places in all of Bosnia and Herzegovina.

(READ MORE ON: WWW.BHTOURISM.BA)



Rakitnica River Canyon is one of the deepest and most profound gorges in Europe. It is a natural wonderland. The entire length of the canyon is lined with endemic types of flora and fauna. Bears, wolves, wild boar, pine martins, and wild goats all take refuge in this difficult to access canyon.

As many as 32 endemic plants, flowers, and trees can be found in this tiny region of the Dinaric Alps. The crystal clear water, fed by the high mountains above, is potable width=100% for the whole length of the canyon region.

(Read more on : www.bhtourism.ba)



V JETRENICA CAVES, NEAR THE SMALL TOWN OF RAVNO AND THE MEDIEVAL ORTHODOX MONASTERY OF ZAVALA IS THE LARGEST CAVE SYSTEM DISCOVERED IN BOSNIA AND HERZEGOVINA. THIS EXTENSIVE CAVE SYSTEM HAS OVER 6 KILOMETRES OF CHANNELS, AND THE STUNNING MAIN CHANNEL STRETCHES OVER 2.5 KILOMETRES.

Amongst the many archeological discoveries are the ancient cave drawings of bears and leopards that are estimated to be over 10,000 years old. The many small lakes in the caves are home to endemic types of shellfish only found in deep underground aquifer systems. (Read more on : www. bhtourism.ba)



Archaeological excavations began recently near Sarajevo in the Visoko Valley at what some believe to be a newly discovered pyramid complex, the first such monumental ancient structures found in Europe.

IN 2005, SEMIR OSMANAGIĆ PUT FORWARD HIS THEORY THAT A 100-meter geometrically-shaped hill with evenly shaped sides and corners that point north, south, east and west is an ancient man-made structure.

(Read more on : www.piramidasunca.ba)



# INVEST IN BOSNIA AND HERZEGOVINA YOUR NEW OPPORTUNITY

WWW.FIPA.GOV.BA

#### ABOUT US:

#### FIPA MISSION:

Foreign Investment Promotion Agency (FIPA) of Bosnia and Herzegovina (BiH) is a State Agency established with the mission to:

-ATTRACT AND MAXIMIZE THE FLOW OF FOREIGN DIRECT INVESTMENT INTO BOSNIA AND HERZEGOVINA, AND EN-COURAGE EXISTING FOREIGN INVESTORS TO FURTHER EXPAND AND DEVELOP THEIR BUSINESSES IN BIH. -FACILITATE THE INTERACTION BETWEEN PUBLIC AND PRIVATE SECTORS, AND HAVE AN ACTIVE ROLE IN POLICY AD-VOCACY IN ORDER TO CONTRIBUTE TO CONTINUALLY IMPROVING ENVIRONMENT FOR BUSINESS INVESTMENT AND ECONOMIC DEVELOPMENT.

-Promote a positive image of Bosnia and Herzegovina as a country that is attractive to foreign investors.

FIPA SERVICES

The Agency offers practical assistance in dealing with government institutions, by working directly with investors and, more structurally, by assisting the government in improving the legal framework for foreign investments. FIPA also assist investors to develop contacts with the public and private sector.

The fact-sheets with investment-related indicators, matchmaking and sector studies, elaborated by FIPA's experts and independent consultants, ensure that investors are fully aware of the opportunities that BiH presents. Moreover, FIPA works alongside the embassies and diplomatic missions of Bosnia and Herzegovina that can also help you explore investment opportunities in our country. FIPA provides data, information, analysis and advice on the business and investment environment, including:

-THE LEGAL FRAMEWORK FOR FOREIGN DIRECT INVESTMENT

-INVESTMENT INCENTIVES

-ECONOMIC AND BUSINESS TRENDS

FIPA IDENTIFIES AND PRESENTS AVAILABLE INVESTMENT OPPORTUNITIES: -INVESTMENT PROJECTS IN THE DEVELOPMENT-PHASE OR READY FOR IMPLEMENTATION -COMPANIES IN THE PROCESS OF PRIVATISATION -LOCAL COMPANIES SEEKING FOREIGN PARTNERS

FIPA ASSISTS BOTH POTENTIAL INVESTORS AND THOSE THAT HAVE ALREADY INVESTED IN THE COUNTRY THROUGH: -EFFECTIVE NETWORKING WITH BOTH THE PUBLIC AND PRIVATE SECTOR

-LINKING WITH GOVERNMENTAL AND NON-GOVERNMENTAL INSTITUTIONS TO FACILITATE INVESTMENT AND BUSI-NESS DEVELOPMENT

-COOPERATION WITH LOCAL, REGIONAL AND INTERNATIONAL ORGANISATIONS TO PROMOTE AND ENHANCE THE IN-VESTMENT ENVIRONMENT

TO FIND OUT MORE ABOUT FIPA'S SERVICES, WHICH ARE ALL FREE OF CHARGE, CONTACT US DIRECTLY.

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