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# NEWSLETTER NO. 119

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### FIPA ACTIVITIES >



Presentation of the FIPA Agency for the representatives of the Association of Engineers and Architects Businessmen of BUMIAD from Turkey



The BiH economy was presented in Paris





### ...AND MORE ACTIVITIES...





# PRESENTATION OF THE FIPA AGENCY FOR THE REPRESENTATIVES OF THE ASSOCIATION OF ENGINEERS AND ARCHITECTS BUSINESSMEN OF BUMIAD FROM TURKEY

The BIGMEV Foundation (Centre for development of relations with Bosnia and Herzegovina) organized on 19 May 2015 in Sarajevo a presentation of investment potentials of BiH for representatives of the Association of Engineers and Architects businessmen of BUMIAD from Turkey.

On that occasion, Nina Pobrić, Head of the Department for the Promotion of the FIPA, had a presentation on investment potentials of Bosnia and Herzegovina for representatives of BUMIAD.

Construction companies and engineers from Bosnia and Herzegovina each year record a growth of business at foreign market. The value of construction works abroad in 2014 increased by 9.7% compared to the previous year. Some of the main reasons for making a decision about investing in BiH are a large number of available attractive locations for investing, favourable legislation for foreign investors, low taxes (income tax rate of companies in BiH is 10% with a number of tax benefits, while in Turkey is 20% and more), educated workforce, low operating costs, signed regional and bilateral trade agreements, favourable geographical location, availability of natural resources and beauties, and a long tradition of industrial production.

After the presentation, bilateral meetings with BiH companies were also held.





#### The BiH economy was presented in Paris

The economy of BiH was presented on 26th May in Paris, organized by the BiH Embassy in France and the Association of Private Entrepreneurs of France (MEDEF).

Attendees were addressed by the Ambassador of France in BiH Claire Bodony.

The BiH delegation was composed of the BiH Minister of Foreign Trade and Economic Relations Mirko Šarović, the President of the Foreign Trade Chamber of BiH Nemanja Vasić and the Director of the Foreign Investment Promotion Agency of BiH Jelica Grujić, who presented the possibilities for investing in BiH in the field of infrastructure, energy, banking and tourism to French partners.

The presentation of BiH economy was attended by the Special Representative of the French Prime Minister for Economic Affairs in the Western Balkans Richard Alain, representatives of relevant French ministries, the highest officials of renowned French companies in the field of industry, energy, construction and infrastructure "Bouygues Concessions", EGIS, EUTELSAT, and directors of banks "BNP Paribas "and "Rothchild Investment Bank".

### BUSINESS & INVESTMENT NEWS >



Dairy Meggle Bihać will invest 11 million BAM in capacity expansion



Construction of the factory Henkel in Bileća 🥿





...AND MORE NEWS...



# DAIRY MEGGLE BIHAĆ WILL INVEST 11 MILLION BAM IN CAPACITY EXPANSION



Dairy Meggle processed last year 50 million litters of milk, and has thus exceeded the planned capacity. For this reason, the company's management decided to build a new production plant.

It is planned to install new software, and the new Tetra Pak machine which will make Dairy Meggle in the unique in this part of Bosnia and Herzegovina having the latest technology of storage of dairy products.

In the first five months of this year, Meggle Bihać hired 11 new workers, and has a total of over 100 employees and 3,000 contractors.





At the village Drakuljica in Bileća the construction of the building of the factory Henkel was completed on 30 April 2015.

The Director of Henkel BH Predrag Armuš earlier said that the plant will occupy an area of 6,000 m2 and that is being built in accordance with the highest technical, technological and environmental standards.

This factory will produce construction powder products based on cement for gluing tiles and insulation of facilities. 30 workers will be employed, while the number of persons responsible for activities of procurement and other services will be much higher.



#### Austrian businessman in two-day visit to Municipalities of Tešanj, Teslić and Žepče

l representatives

Organized by the Embassy of Austria in BiH, meetings of Austrian businessmen with businessmen and representatives of the municipalities of Tešanj, Teslić and Žepče titled "Finding Mission - BEAR zone and the Central Bosnia" were held on 27 and 28 May.

In the delegation of Austrian businessmen were representatives of seven companies from different sectors, representatives of chambers of commerce, and representatives of the Austrian Embassy.

On the first day of the meeting, in Banja Vrućica near Teslić it was presented BEAR zones, local and Austrian companies, and the heads of the three municipalities presented the potential of their local communities to Austrian businessmen.

The second day of meetings, the Austrian delegation visited companies Destilacija Teslić, Pobjeda Tešanj, Mann&Hummel BA Tešanj, AS Jelah, Titanic Žepče and Slisko Metali Žepče.

It was an independent visit of Austrian businessmen who have demonstrated an interest to visit in first place the municipalities and successful companies in the region with the intention to be familiarized with resources and opportunities to establish business cooperation and investments.





Family company Jaffa-Komerc d.o.o., which is one of the largest producers of vegetable and fruit growing in Bosnia and Herzegovina buys cherries this year as well, which are currently in great demand.

In addition to its own plantations of more than 6,000 cherry trees, the company in recent years cooperates with more than 300 subcontractors across Herzegovina.

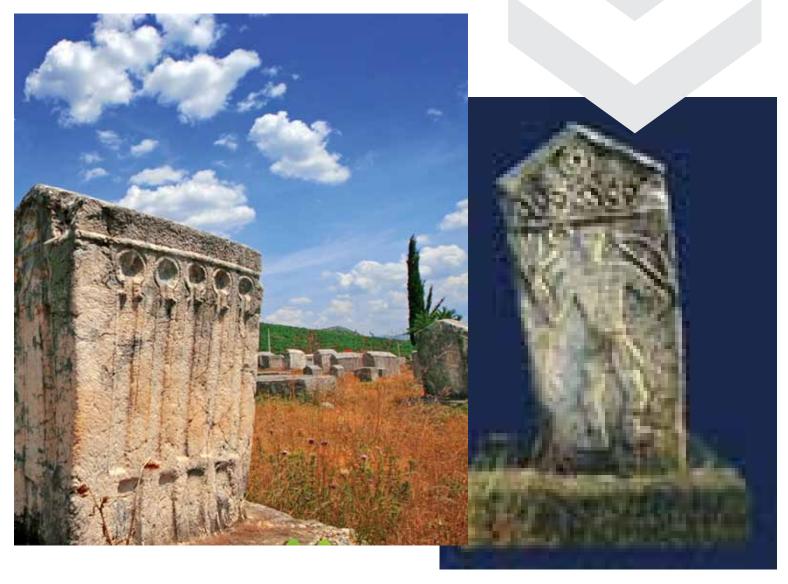
"Most of this year's cherry will be distributed on the Russian market, as it was the trend in the past few years, although we have interested buyers from EU countries and even Dubai", the director of the Jaffa-Komerc Nedim Badžak stated.

Cooperation with subcontractors operates in a way that during the harvest, customers buy cherries every day in the premises of the company.

Secured purchase of high-quality fruit represents to smaller producers security and great motivation to perform well in their jobs, and potential to increase their production capacity in the future.

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.



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.



National 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)



Međugorje 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.

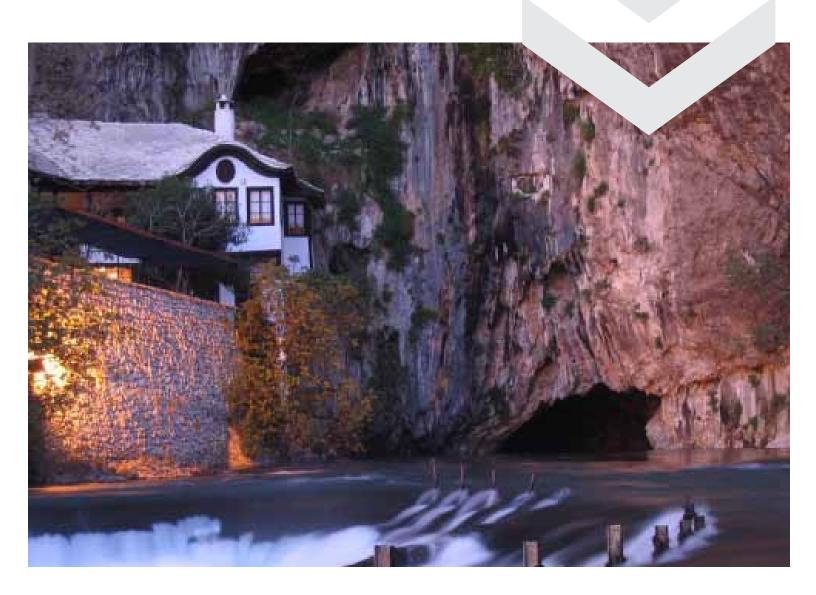
(READ MORE ON: WWW.GREENVISIONS.BA)



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)





#### **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 ENCOURAGE 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 BUSINESS 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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