



FIPA-Foreign Investment Promotion Agency of BiH

<http://www.fipa.gov.ba>

## Bilateral Meetings

- Thursday 09:30 - 15:30

### Description

Foreign Investment Promotion Agency of Bosnia and Herzegovina is a state Agency with a mission to improve image of Bosnia and Herzegovina and to attract investments through the proactive marketing activities. We provide the potential and current investor an array of professional services during the pre, present and post stages of the investment process. That includes: - Information on FDI related legislation, macroeconomic indicators, business environment, investment projects - Coordination of investors visits and introductions to relevant businesses

### Organization Type

Participation in project

### Organization Size

2.5 mill -25 mill €

### Country

Bosnia-Herzegovina

### City

Sarajevo, Grbavicka 4 [Google map](#)

### Areas of Activities

### Government

Less than 2,5 mill. EUR

## MINERAL WATER BOTTLING PLANT, KOTOR VAROS

The project involves the construction and exploitation of a new HACCP/Halal standard bottling facility for natural mineral spring water. The capacity of the facility is approximately 14 million liters annually in 2 working shifts and 21 million liters annually in 3 working shifts. The factory will be completely new build including most recent technology bottling lines, quality control etc.

### Cooperation Requested

1. Participation in project

Less than 2,5 mill. EUR

## **BERRY JUICE, RIBNIK**

The territory of Ribnik Municipality is an ecologically clean area with a long and successful tradition in production of berry fruits. This project involves expanding of the berry fruits plantation, start-up of the facilities for berry processing (raspberries, blackberries, and strawberries), and production of the mushy berry juice (app. 1 000 litres per month). The long term goal of the project is processing of the berry fruits up to 15 tons monthly. It is also possible to provide hail protection for the plantations.

### **Cooperation Requested**

1. Joint venture

Less than 2,5 mill. EUR

## **FRUIT AND VEGETABLE COLD STORAGE, TESLIC**

This project proposes building a fruit and vegetable cold storage facility that would include the area for receipt of goods, their refrigeration, classing, and freezing up to -35° (freezing raspberries requires procurement of the so-called shock- tunnels for fast freezing). The potential investor would be supported by the Municipality in the implementation of activities by incentive funds for employment of new workers in the built facility. Also, the municipality will assist in establishing cooperative relations between the investor and producers in the territory of the municipality. If the investor decides to build in a business zone, they will benefit from the developed infrastructure and land. If they decide to build the facility in one of the existing community centres, the municipality will be actively involved in the selection of location and resolution of property ownership issues.

### **Cooperation Requested**

1. Participation in project

2,5 mill. EUR - 25 mill. EUR

## **BROILER FARM, PRIJEDOR**

This project proposes capacity expansion or sale of Broiler farm Prijedor. The Plants were built in 2011, while the first production begins in late 2012. At the moment the farm does not work, but it is possible to quickly start the production. The farm has all the necessary documentation to the level of the use permit and it is fully equipped with:

- BIG DUTCHMAN automated work

- CLIMATE CONTROL DEVICES automated regulation of temperature and humidity
- FEEDING DEVICES automated feeding from silos to feeder
- SILOS 4x11 tons capacity - bulk reception
- HEALTH CONTROLE automatic dispensers for vaccination and healing treatment.

#### Cooperation Requested

1. Participation in project

Less than 2,5 mill. EUR

### **KULA WATER FACTORY, MOKRO-PALE**

This project proposes construction of the factory for drinking water bottling with capacity of 4 000 - 8 000 bottles (1.5 litres) per hour. Detailed studies indicate that production cost of the one bottle (including raw materials, labour costs, overhead expenses, etc.) would be 0.13 €. Taking into account the already established contacts with customers where the proposed price of the purchase is between 0.22 and 0.28 € per bottle, this project is fully financially justified.

#### Cooperation Requested

1. Joint venture

2,5 mill. EUR - 25 mill. EUR

### **AGRICULTURE AND MEAT PRODUCTION - BUGAR, BIHAĆ**

Project of meat production in Bugar, Bihać is related to the investments in primary agriculture production and meat production at land area of 700 ha. The concession for using that land in the period of 25 years will be given by Government of Una Sana Canton (USC) to the local partner in Bugar project. Concession will be transferred to the Joint venture company. For the implementation of this project a joint venture company in form of limited liability company (Ltd), named as KRAJINA FOOD BIHAĆ (KFB) will be organized by local and foreign partner with equal share in the equity and future capitalization of the company. Total investments and all other preparatory activities for starting business could be performed in 12 months after signing Letter of Intent between local and foreign partner.

Primary agriculture production (barley, oats, corn silage and grass-clover blends) will be performed by private farmers, based on contracts with KFB. Meat production will be organized at two farms with the capacity of 500 beef cattle per round, i.e. with the total annual capacity of 2000 beef cattle and meat production of 900 tons per year.

The project has internal rate of return (IRR) of 13.25% and period of return between 9 and 10 years.

After the start-up of joint venture company is KRAJINA FOOD BIHAĆ (KFB) for agricultural and meat production, the project can be further developed by:

1. Increasing the baby beef production by expanding beef cattle farms
2. Introducing a new line of secondary production in the milk production with a farm of 600-1000 milking cows.

#### Cooperation Requested

1. Joint venture

Less than 2,5 mill. EUR

### **GOAT FARMING AND PROCESSING OF GOAT MILK, CELINAC**

This project includes expansion of farm goat (from current 50 to 150 dairy goats) and increasing the quantity of milk at 75,000 liters annually that will be processed into homemade cheese, yogurt, and sour milk.

#### Cooperation Requested

1. Joint venture
2. Participation in project

Less than 2,5 mill. EUR

### **ORGANIC HONEY, SANJSKI MOST**

Production, processing, packaging and marketing of organic honey envisages keeping of honeybees, extraction of honey and its processing, packing and distribution to domestic and foreign markets.

#### Cooperation Requested

1. Joint venture

More than 25 mill. EUR

### **REGIONAL FOOD CENTRE, SARAJEVO**

This project proposes construction of the Regional Food Centre that would figure as a regional hub for food. The regional food centre will have several elements: stored capacities, silos, terminals, food production, wholesale & retail facilities. Its main purpose would be to receive agricultural and food products intended for import and export. It would also serve as storage and would provide raw materials

for food production in the area of the Canton Sarajevo and the region.

#### Cooperation Requested

1. Joint venture

Less than 2,5 mill. EUR

### **VEGETABLE SEEDLINGS, VOGOŠĆA**

This project proposes the production of vegetable seedlings and includes the purchase of a greenhouse of 800 m2 with supporting equipment.

By setting a greenhouse “Ekosan“ would create conditions for the production of large quantities of the seedlings and achieving higher revenues.

#### Cooperation Requested

1. Joint venture
2. Loan

Less than 2,5 mill. EUR

### **FARM FOR OUTDOORS KEPT CATTLE GAZIJE , ROGATICA**

The project proposes the cattle procurement (30 cows and 1 bull) for extensive breeding. Cattle will be of “Galloway” or “Angus” breeds - that are known for good food conversion, quiet and gentle character, late maturing, fertile and easy calving, and extremely resistant to the various conditions of keeping. They are kept outdoors all year round and do not use the barn. The cows are not milked, and all milk is used for calves feeding. This project plans the keeping the cattle in cow-calf system that provides calves for sale every year, which are very much demanded at the market by the meat companies - for the veal meat or for the further fattening. The farm has capacity to eventually expand to additional 30 cows.

#### Cooperation Requested

1. Joint venture

Less than 2,5 mill. EUR

### **DRINKING WATER BOTTLING, JABLANICA MUNICIPALITY**

At the territory of Jablanica municipality there are a number of high-quality sources of drinking water. They currently only satisfy the needs of local communities and large amount of water goes into the Neretva River and as such it is unused.

## **Cooperation Requested**

### **1. Participation in project**

Less than 2,5 mill. EUR

## **DRYING OF FRUIT, VEGETABLES, MUSHROOMS & HERBS, VISOKO**

The project involves fruit processing by drying method with annual capacity of 3500t.

When in operation, project can employ 1 high qualified and 20-25 low qualified workers, mainly women.

Starting in the spring, facility can process mushrooms harvested in the nature, follow by herbs, vegetables and fruits in the autumn and winter.

Cold storage can support the business in terms of storage of raw material and storage of the final product but capacity is limited and will require extension in the future. Fine processing and packing equipment will be also required in the future to maximise the profit.

## **Cooperation Requested**

### **1. Joint venture**