



**FOREIGN TRADE CHAMBER  
OF BOSNIA AND HERZEGOVINA**

# **COUNTRY PAVILION OF BOSNIA AND HERZEGOVINA**

AT THE FAIR

**ANUGA FINE FOOD 2019**



**TASTE THE FUTURE**

COLOGNE, 05.–09.10.2019



**VISIT US: HALL 11.3 – Stand no. D 048/E049**



## Foreign Trade Chamber of Bosnia and Herzegovina

## Export Promotion Agency of Bosnia and Herzegovina

### Who we are

Foreign Trade Chamber of Bosnia and Herzegovina (FTC B&H) is a non-governmental not-for-profit association functioning to develop and improve economic relations of Bosnia and Herzegovina's economy with abroad. FTC B&H represents interests of its members, corporations and industrial associations before Government and international chambers of commerce and other economic association and organizations. Main goals of the Chamber are to increase of production and exports as well as introduction of European Union and international standard into the country's economic systems.

Bosnia and Herzegovina Export Promotion Agency (BHEPA) is a national agency operating within the Foreign Trade Chamber of Bosnia and Herzegovina. Primary role of BHEPA is to assist all B&H companies to develop and expand export markets by promoting products and capabilities of the country internationally. BHEPA's clients are primarily individual enterprises that want to start, increase or diversify their export business.

### What we do

FTC B&H CAN OFFER YOU: Information on Bosnia & Herzegovina Market; Discovery of the products on offer; Location of the best suppliers; Identification of the production capabilities and contact of companies; Organization of company visits; B2B meetings; Branch associations covering entire territory of Bosnia and Herzegovina; Analysis of specific economic branches including measures for improvement and development of their performances; Presentations at trade fairs and exhibitions, organization of workshops; Foreign trade statistics by countries and by goods; Exporters' directory; Analysis, information and advisory regarding the macroeconomic situation, trends and expectations, business environment, economic legislation, international agreements (CEFTA 2006, SAA, WTO) and other relevant issues; Professional education programs for entrepreneurs; Issuing of TIR Carnets and ATA Carnets; Transport and communication; Publications, leaflets-presentation of the companies; Arbitration court; Services through Euro-Info Correspondent Center and Enterprise Europe Network-Provision of information on programs and projects of European Union.



## Fostering Agricultural Markets Activity II (FARMA II)

*This assistance is from the Swedish and American people*

### Sweden/USAID FARMA II Project

Fostering agricultural Markets Activity II (FARMA II) is a five-year activity jointly funded by the Government of Sweden and USAID.

The purpose of the project is to create agricultural and agri-business economic opportunities by assisting agricultural producer organizations throughout the Bosnia and Herzegovina in adopting European Union and international agricultural and food standards and new production techniques, producing higher quality products, and expanding domestic and international market access. The agricultural subsectors being targeted include: fruits and vegetables, medicinal and aromatic plants, dairy and poultry.

### Sweden/USAID FARMA II Project

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FOREIGN TRADE CHAMBER OF BOSNIA AND HERZEGOVINA

BOSNIA AND HERZEGOVINA EXPORT PROMOTION AGENCY

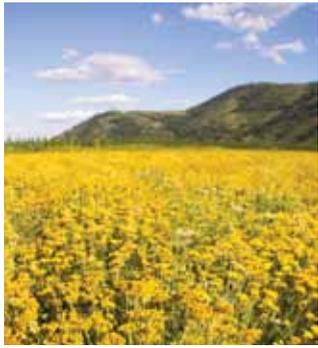
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### REPRESENTATIVES:

Ms. Eldina Begovic  
Ms. Tijana Mhamedagic

**Exhibitors**



## ANDJELIC Ltd – Trebinje

**Who we are:** ANDJELIC Ltd. is based in Trebinje in the south-east of Bosnia and Herzegovina. Founded in 1996, company has grown steadily over the years, expanding its range of products and increasing its capacity.

**What we do:** ANDJELIC Ltd is the leading manufacturer and supplier of organic certified herbs, dried fruits, spices, mushrooms and essential oils, sourcing raw material from the wilderness of Bosnia and Herzegovina, from the Mediterranean region of the Adriatic sea in the South to the mountainous region of the Central Bosnia and Herzegovina.

The company has created a close relationship with its collectors and has established organic standards and criteria for the collectors who work according to these norms.

ANDJELIC Ltd also cultivates medicinal and aromatic plants on a total area of 50 ha. ANDJELIC Ltd treats and deals with herbs and forest fruits and produces essential oils and spices in its premises in Trebinje and Nevesinje.

The company delivers high quality products to its customers in EU, Switzerland, USA, Canada, Australia and other countries for use in pharmacy, food industry, cosmetics, aromatherapy, perfumes and similar.

**Products:** Herbs, Spices, Forest Fruits, Essential oils and Floral waters.

**FAVORITES:** Laurus nobilis, Salvia officinalis, Rosa canina, Juniperus communis, Allium ursinum, Satureja montana, Sambucus nigra, Vaccinium myrtillus, Wild apple, Helichrisum italicum etc.

**Certificates:** Our products are certified by OK (Organic control from Bosnia and Herzegovina) for EU market, Bio Suisse for Swiss market and NOP (National Organic Program) certification for the USA market. The company has implemented and maintains HACCP and ISO 9001:2015.



Essential Oils, Dried Herbs, Spices, Liquid Extracts

### ANDJELIC - Trebinje

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Contact: Radovan Andjelic

### EXHIBITING PRODUCTS/BRANDS

Essential oils, Herbs, medicinal herbs, dried fruits and spice.



## AS HOLDING

**Who we are:** We are one of the largest privately-owned companies in Bosnia and Herzegovina and the largest food production group consisting of 16 companies. In a span of three decades we grew from small corner shop to group employing over 4000 people.

**What we do:** We produce food! Across 16 companies we produce more than 2000 products. Our core business are flour milling, fresh and frozen bakery products, cookies and biscuits, chocolate-based products, coffee, salt, water, processed fruits and vegetables, fruit drinks and many more.

In Bosnia and Herzegovina and Broader Balkans region we have market leading positions in several categories. We are very active in exports mainly to EU and USA, although we have clients on all continents. We export to both ethnic markets as well as mainstream retailers and wholesalers, and we export both: our brands as well as private labels.

**Products:** Cookies and Biscuits, Choco Spread, Flour Milling, Phyllo dough and bakery, Water and drinks, Salt, soups and spices, Pasta, Coffee, Pastry.

**Services:** We produce PL developed by clients specifications or developed by our R&D

**Certificates:** HACCP, ISO 9001:2015, ISO 14001:2015, ISO 22000, IFS, HALAL, GLOBAL GAP, OK, KOSHER, ISO 45001, NON-GMO.



### AS HOLDING

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Staff: 4300



## ZERAA AGRICULTURE INVESTMENT MANAGEMENT Ltd. - Sarajevo



**BOSNAPLOD**

**ZERAA AGRICULTURE INVESTMENT MANAGEMENT Ltd.**

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Bosnia & Herzegovina

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Contact:  
Benjamin Vukotic

**Who we are:** Bosnaplod Ltd. Brcko has been growing and processing fruits since 1948. Over the time, we have developed the taste for finest fruits, so that our consumers can enjoy only the best quality products thus taking the best care of their families and themselves. The plant is located in Brcko District B&H, on a land plot of 53,223 m2 having the entire necessary infrastructure. The production area covers 7,062 m2, storage area 6,290 m2 and the cooling capacity is 5,000 tons.

Our processing plant covers wide variety of products including jams, juices and dried fruits. Apart from the mentioned, we also provide wide range of products for industrial use, such as thermostable fillings, 100% plum paste, varieties of frozen fruit purees, deep frozen fruits such as pitted sour cherry, machine cut plums and much more.

**Products:** Deep-frozen fruits IQF, Dried fruits, Organic dried mushrooms, Organic forest fruits, Deep frozen purees, Final products from hot processing plant, KULIN juices and jams, B2B, Thermostable fillings, Bulk plum paste.

Significant investments in the processing lines boosted Bosnaplod's production capacities to higher values, so now we can proudly say that the Bosnaplod can produce, on daily basis, 15 tons of jams, 68,000 litres of juices, 80 tons of deep-frozen final products, 12 tons of deep-frozen purees and 12 tons of dried fruits.

In addition to the production capacity, the processing plant has significant capacities for primary production of fruits – plantations of cherries, plums, apples, aronia and strawberries which cover area of 140 ha.

Bosnaplod's constant goals are striving for excellence, bringing high quality fruit products to consumers across the globe and regaining the position as the largest producer and processor of fruits in the region. Keeping that in mind, our research team is developing new products on daily basis.



## JAMI Ltd. Sarajevo

### Who we are:

Jami products are made in Bosnia and Herzegovina, in our factory in Tesanj, and we use only best ingredients and recipes. Our pies, as well as our dough and phyllo pastry are known throughout the Balkans, traditionally prepared - delicious and always fresh.

### What we do:

Frozen Burek pies, Yufka phyllo pastry, pizza, Somun and pita bread

### Products:

Frozen Burek pies, Yufka phyllo pastry, pizza, Somun and pita bread

**Certificates:** ISO 9001:2015, HACCP, HALAL, IFS Food



**JAMI Ltd. Sarajevo**  
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Contact: Elvis Salihovic

Staff: 130





## KolMix d.o.o.

### Who we are:

KolMix is company from Bosnia and Herzegovina for producing and packing vegetable food seasonings (spices), soups, rice etc. since 1998. .

### What we do:

We are producing and packing more than 100 different products from dried spices to rice and beans. Importing spices and raw materials from all around the world to bring the best quality for our customers. In 9 different product lines, we can offer many products and packaging types. Besides our brand, we produce private label to big market chains like Hofer, Spar, Mercator, Tuš.

### Products:

Today, our rich assortment consists of more than 100 different products, of which our 4 brands: "KolMix- vegetable seasoning", "Pomoć pri kuhanju", "Mixes" and „Premium gastro“. In our assortment we have spices, soups, semolina, baking powder, vanilla sugar, polenta, rice in vacuum bags, peanut and almond butter.

**Services:** Production of private label or white label.

**Certificates:** IFS – certified

### KolMix d.o.o.

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Contacts:  
Adi Mezildžić, Nedžad Mezildžić

Staff: 20



## Milkos d.o.o.

**Who we are:** Sarajevo dairy plant Milkos was founded in 1953 and it is the oldest producer of milk and dairy products in Bosnia and Herzegovina (B&H). It was established as an independent company, and then it was part of IPK Sarajevo, and for many years a member of the international UPI Sarajevo. In September 2004 the company Teloptic Ltd. Sarajevo has acquired the shares of Milkos that were owned by the state and thus became the majority owner of the dairy Milkos.

**What we do:** Milkos ensures continuous, safe, quality and efficient processing of milk, dairy products and fruit juice to ensure only the best for consumers. The aim is also to build leading position in B&H and create an environment in which the needs and expectations of consumers, employees and society are fulfilled as well as to be inspiration for development of new ideas. We are committed to meeting the demands of the community, which primarily imply respect for the law, ethical standards, and to support communities in raising social standards, as well as to place quality products to build consumers' confidence and develop their sense of value. Through good internal communication and developing partner relationships with suppliers, customers, educational and scientific institutions and the community, Milkos contributes to the realization of profit necessary for the improvement of technological processes, strengthening motivation of the employees through health and safety by improving working conditions and raising living standards.

**Products:** Milkos is producing UHT milk, stirred and set yogurt, kefir, ayran, Sour cream, Cooking cream with milk and vegetable fat, UF feta like cheese, vajkrem-milk spread and fresh cheese. Non dairy products such as passata, drinking water, fruit juices, ketchup and mayonnaise.

**Certificates:** ISO 22000:2005; Halal.



### Milkos d.o.o.

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Staff: 82



## MLADEGS PAK d.o.o.

**Who we are:** Founded in 1989, Company Mladegs Pak is a manufacturer of delicious and quality food products that can be found in over 20 countries around the world. The product range consists of 500 different items and packaging that are manufactured to the strictest standards of the food industry. Thanks to the dedication of all our workers, the products we produce are easily finding their place in the market. Quality raw material becomes a quality product only with the smart use of the best possible technology and knowledge. We emphasize our premium brand Bonito, which has won many awards for quality, and which in certain categories of products occupies a leading position in the national market.

## MLADEGS PAK

**MLADEGS PAK d.o.o.**  
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www.bonito.ba

Contact: Predrag Kljajić

Staff: 175

**What we do:** Our vision is to connect households, create jobs and build a successful future together. Becoming a reliable partner to every household and being part of their table is our goal. We strive to provide quality products that will make it easier for mothers to make daily efforts and in that way, we want to thank them for their work for us. Getting the best from the organic raw materials we use the best equipment, technology, and know-how. The newly built facilities of the company cover over 10.000 m<sup>2</sup> and have installed the most modern equipment of world manufacturers from Germany, France and Italy. A clearly established management system is focused on the continuous improvement of all business processes that take place in the company. We are constantly investing in the development and education of all our employees, and their knowledge combined with innovative products is the key to the long-term success of the company.

**Products:** Our product range consists of over 500 different food products and packaging, separated into two brands, the premium brand Bonito and Dominus. We also do private label for Europe's largest retail chains. We are proud on our Bonito ketchup, which is the market leader in its category. Other products are from groups of side dishes, meal supplements, cooking and baking powders, puddings, soups, teas and many more.

**Certificates:** This type of work has resulted in the certification of ISO 9001 : 2015, IFS Food 6.1, HACCP, followed by regular monitoring of the application of the requirements of these standards in the company.



www.mladegspak.com



## SPANISH MARKET LTD

**Who we are:** Spanish Market Ltd. is a company in mixed Spanish-Bosnian ownership established in 1997. Its core business is production, import and distribution of fmcg products. It was the first company on the Balkans who built a factory that produces baked goods with long shelf life. The company seat is in Sarajevo, Bosnia and Herzegovina

**What we do:** SPANISH MARKET is producer of baked goods with long shelf life and also representative and distributor of other international brands on the market of Bosnia and Herzegovina: Chupa Chups, Mentos, Pez, Fini, Hell, Bip, Patos, Tosama and many others. We supply all types of retail facilities in Bosnia and Herzegovina – from a kiosk to a hypermarket, and has over 7500 registered buyers. In a mission to achieve customer satisfaction, Spanish Market Ltd. strives towards continuous development of its production experts and introduction of modern technology. Special attention is paid to all segments of the production and technological process, while product quality is attributable to carefully selected raw materials of top quality.

**Products:** Croissants 6 months shelf life (45g., 50g., 55g., 60g. and family pack) Mini croissants 6 months shelf life (65g.), muffins 6 month shelf life (30g., 60g., and family pack) and several types of salty baked snacks with olive oil (100g.) 8 months shelf life.

**Services:** Production of baked goods with a long shelf life croissants, muffins, strudels and salty snack, import and distribution of fmcg products.

**Certificates:** ISO 9001:2015 AND HACCP 2015

**SPANISH MARKET LTD**  
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ORGANIZER



**FOREIGN TRADE CHAMBER  
OF BOSNIA AND HERZEGOVINA**

SUPPORTED BY



**Fostering Agricultural  
Markets Activity II (FARMA II)**

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This assistance is from the Swedish and American people