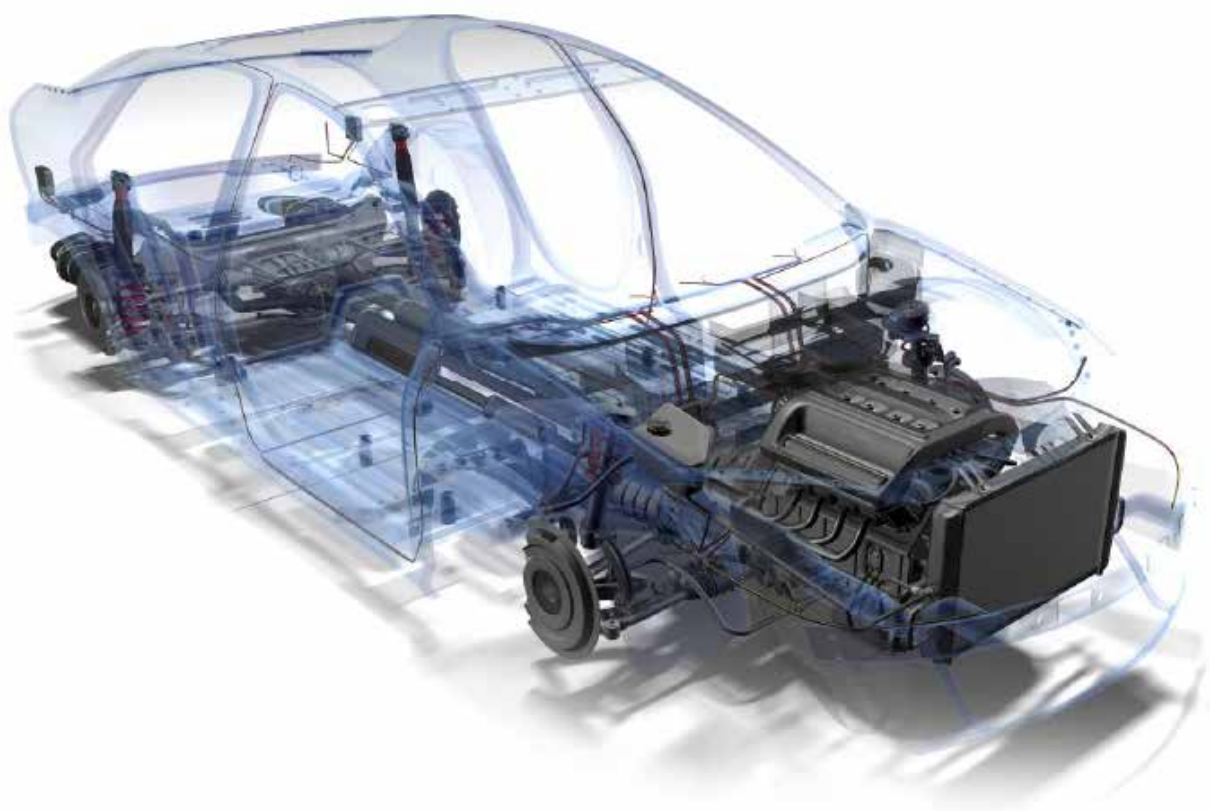


Bosnia and Herzegovina

Automotive Industry



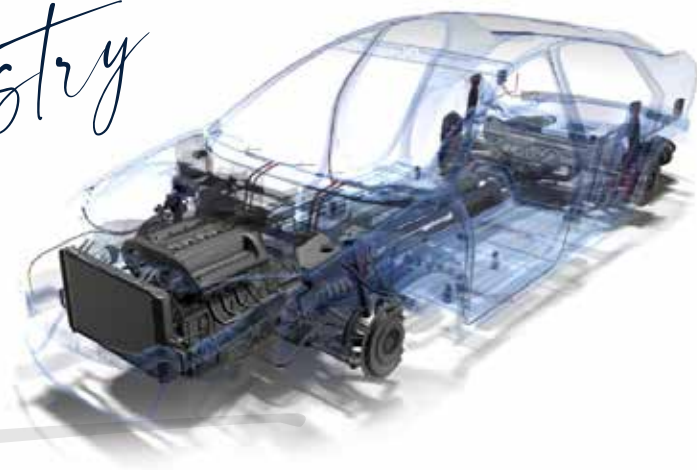
FOREIGN TRADE CHAMBER OF BOSNIA AND HERZEGOVINA



Automotive

Bosnia and Herzegovina

Automotive Industry



Industry



Bosnia and Herzegovina

Automotive Industry

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General Information About Bosnia and Herzegovina

Official name:	Bosnia and Herzegovina (BIH)
Flag:	
Geographic location:	Bosnia and Herzegovina is located in the western part of the Balkan peninsula.
Surrounding countries:	Republic Serbia (northeast), Republic Montenegro (southeast), Republic Croatia (north, west and south)
Administrative division:	BH is administratively divided into two entities: Federation of Bosnia and Herzegovina (FBiH) and Republika Srpska (RS), and Brčko District.
Entity structure:	FBiH is divided into 10 cantons. Cantons are divided into municipalities. FBiH has 79 municipalities. Republika Srpska is divided into 62 municipalities. City of Brčko is a separate administrative unit - District.
Area:	Bosnia and Herzegovina covers a total of 51 209,2 km ² . From that land is 51 197 km ² and sea covers 12,2 km ² .
Climate:	Mostly continental, Mediterranean at the south.
Population:	3,531,159 - Census (30 September 2013)
Population structure:	Bosniaks, Croats, Serbs and others
Capital:	Sarajevo
Official languages:	Bosnian, Croatian and Serbian with two alphabets (Latin and Cyrillic)
Official currency:	Convertible Mark (KM) (1 KM = 0.511292 Euro)



Foreign Trade Chamber of Bosnia and Herzegovina

1909 - The establishment of the Chamber

The Chamber was established by the Law on Establishment and Organization of the Chamber of Commerce and Crafts of Bosnia and Herzegovina (TOK) in Sarajevo.

1932 - Chamber of Trade and Industry and Chamber of Crafts in Sarajevo and Banja Luka

In 1932, Chamber of Trade and Industry and Chamber of Crafts in Sarajevo and Banja Luka were established by the Regulation on Chambers of Trade and Industry.

1952 - Trade Chamber of Bosnia and Herzegovina and Chamber of Catering Industry of Bosnia and Herzegovina

In 1952, Trade Chamber of Bosnia and Herzegovina and Chamber of Catering Industry of Bosnia and Herzegovina were established. In March 1954, the Assembly of

Peoples Republic of Bosnia and Herzegovina (PRB&H) established the Chamber of Agriculture, which was followed by the establishment of the Chamber of Agriculture and Forestry.

1962 - Republic Chamber of Commerce of Bosnia and Herzegovina

In May 1962, Republic Chamber of Commerce of Bosnia and Herzegovina was established by the act of merging of five following chambers: Chamber of Commerce of B&H, Chamber of Catering Industry of B&H, Chamber of Agriculture and Forestry of B&H, Chamber of Mining, Industry, Construction and Traffic of B&H, and Cooperative Association of B&H.



1972 - Chamber of Commerce of Bosnia and Herzegovina

Chamber of Commerce of Bosnia and Herzegovina and seven basic Chambers of Commerce were established by Law on Chambers of Commerce ("Official Gazette of SRBiH" Nr. 16/72 from June 20, 1972) with the Chamber of Commerce of BiH being a legal successor of the Republic Chamber of Commerce. By Law on Association into Chambers of Commerce ("Official Gazette SR BiH" Nr: 35/77, 17/80 and 32/85), the existence of Chamber of Commerce of BiH was confirmed. By Law on Chambers of Commerce ("Official Gazette of SR BiH" No. 33/90) the structure of the Chamber was harmonized for the last time.

2002 - Foreign Trade Chamber of Bosnia and Herzegovina

Foreign Trade Chamber of Bosnia and Herzegovina was established by Law on Foreign Trade Chamber of Bosnia and Herzegovina ("Official Gazette of BiH" Nr: 30/01) and is affirmed as the legal successor of Chamber of Commerce of B&H. In accordance with this law, FTC started operating on July 1, 2002. Since its establishment in 1909 until today, the grounds of establishment, goals and objectives of the Chamber have not changed much.

Foreign Trade Chamber of B&H is a modern, professional institution that represents and promotes economic interests in the country and abroad.

The Chamber is a reliable source of information, where a large number of services are provided in one place, for both domestic and foreign partners (business and market information, information on regulations and laws, consulting services, promotional activities, databases, etc.). FTC is a member of numerous international associations (Eurochambers, International Chamber of Commerce-ICC, ABC, FIATA, IRU, SECI) which enables it to successfully participate in various projects in order to strengthen and improve regional and international business cooperation.

2018 - Foreign Trade Chamber of B&H Istanbul Representative Office

In April 2018, Foreign Trade Chamber of B&H Representative Office was established in Istanbul. The mission of the Representative Office is to, through direct contacts, as well as by organizing meetings, presentations, round tables etc., promote the potential of Bosnia and Herzegovina in the best possible way and to attract more investors from the Republic of Turkey.

Bosnia and Herzegovina Automotive Industry

A Long Tradition in Automotive Industry

In order to engage current potentials, it was necessary to systematically organize the automotive industry of B&H and ensure its greater participation in the foreign market as well as the market of the Republic of Turkey.

The Automotive industry of Bosnia and Herzegovina has a long tradition that lasts for more than one century and in a combination with the new factories established by the foreign investors and traditional local companies that passed the tests of modern automotive components production; those brands are ready for New Age of the car industry.

Beginnings of automotive industry in B&H were related to the production of parts for Mercedes and then for Volkswagen. In B&H since 1970, the TAS Sarajevo factory was established as a joint venture between Volkswagen and UNIS. A large number of companies were involved in TAS supply chain and those companies were experiencing a strong development.

Today, B&H companies are working for major global brands and the main advantages are modern factories, highly educated and competitive labor force, short delivery times due to proximity to the EU, developed industrial tradition etc. Many companies from B&H are recognized and are very important business partners for large companies in Europe. Parts of metal, plastics, textiles, rubber are manufactured and/or assembled in B&H factories. Also, we must not neglect the potential of companies in B&H that make design and product development in the automotive industry.

The fact that B&H carries out more than 90% of its foreign trade with EU and CEFTA member states, it makes sense to find the simpler and more efficient solutions in the field of mutual cooperation between B&H and these associations, with the aim of removing barriers that hinder trade.

**1950**

Beginning of automotive industry in Bosnia and Herzegovina – truck engines (FAMOS)

1953

Swiss Saurer engine production license (FAMOS)

1964

NSU motorcycle production starts (PRETIS)

1965

German NSU Printz assembly beginning (PRETIS)

1969

Contract with Volkswagen (PRETIS)

1969

Volkswagen takes over NSU together with PRETIS

1970

Beetle assembly starts

1973

FAMOS – Mercedes – BENZ cooperation established

1976

Production of VW Golf begins

1985

Volkswagen TAS manufacturing plant established

1992

12000 employed in FAMOS







Actual Situation

In previous years significant steps were made towards a systematic approach of the automotive industry development. Taking into a consideration the world trends in automotive industry, especially higher electric vehicles production, it is very important to be ready in accepting those models and new technologies.

Given the trade surplus, base metals lost the lead as the category with the largest surplus within the B&H export structure. All of which made Bosnian companies engaged into auto components manufacture to prosper year by year. Foreign companies show stronger interest for new investments. Still, main business partners of the automotive sector are coming from Germany and Austria. Overall, the cross-section of the metal industry performance for the period 2010-2019 clearly shows that there are very encouraging trends mirrored by the fact that the fastest growing categories are those we consider to be the most sophisticated production sub-segments such as Automotive Parts and Machinery and Mechanical Appliances.

B&H automotive enterprises primarily produce mechanical parts and components. They are involved in secondary production with the majority of sector enterprises being component specialists. The used materials primarily involve steel (27%) and aluminum (18%). B&H automotive industry represents the healthiest part of its economy. The number of employees, exports, investments,

income and profits in the industry are growing and this trend is expected to continue. Association of European car manufacturers (ACEA) marked as a positive balance of the increased demand of vehicles within the EU since auto industry in Bosnia and Herzegovina exports automotive components mostly to EU market. German market is the largest export market with app. 48 million EUR worth of exports of automotive parts or a 23.1 % share of the total automotive industry.

B&H automotive industry is not represented with a large number of companies, but these companies are certainly some of the fastest growing and most developed ones in regard to technology, management and organization. The vast majority of these companies have permanent and stable buyers. However, the new buyers are still actively sought for, with exception of companies whose exclusive buyers are their parent companies from abroad. Almost all companies have stable market share and constant growth in sales and income (from 3 to 20% at yearly basis). The economic power of automotive companies is significant and as such it is one of the driving forces of B&H's economy. It is almost entirely export-oriented, meaning that only a small share of automotive industry parts and components is placed at local market.

Auto Components Production

Bosnia and Herzegovina has a long tradition and extensive experience in the production of components for the automotive industry and therefore a strong technological base required for the production of highly sophisticated automotive parts.

The development of the B&H automotive industry has grown enormously since the beginning of cooperation with the world's diesel engine manufacturers, while the period 1970-1992 is considered the culmination of the development of the B&H automotive industry so far when domestic companies cooperate with large companies such as Mercedes-Benz, VW, SKF, MANN. Thanks to the companies that were leaders of economic development in those times, today we still enjoy the reputation of a country with huge potential for production in the automotive industry.

Although not to the degree that suits our capabilities and desires, we are still present in the world market. In the last ten years, this industry has developed dynamically and since then has been heavily exported, exporting on average 90% of its production to 30 countries in the world.

The analysis that was done for the purpose of promoting B&H's automotive industry, shows that almost all automotive companies in BiH are engaged in the production of parts and components for global and European brands.

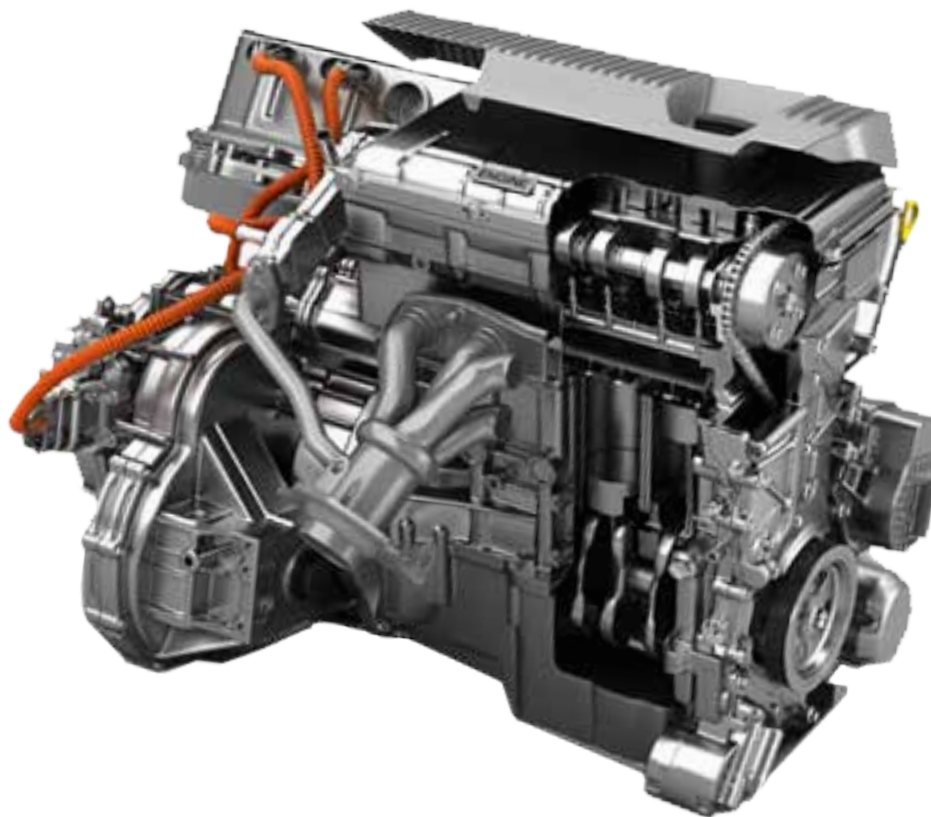




Business Results of the Automotive Industry

Significant business results achieved in previous years were related mainly to the members of the global automotive industry consortium, (Volkswagen, ArcelorMittal, and Man+Hummel Group) as well as regional companies (Cimos, Prevent Group, Div) that recorded impressive financial and operating results on an annual basis.

Thus, the companies mentioned earlier had directly placed own range of products with a large global automotive industry consortium of western Europe, namely the Volkswagen group, who may be noted as one of the most successful models in the future and become a backbone of B&H's metal and auto industry.





Besides the above mentioned, small and medium companies benefit out of the export potential by realizing an ambitious plan of the business expansion such as Unis Tok from Kalesija, Plamigo from Gračanica and CIMOS Group, TTKabel from Široki Brijeg, Miviko from Posušje and Kapis from Tomislavgrad.

Aggressive expansion of the mentioned manufacturers is mostly the result of the successfully established business relations and entrance at the German market supported by FIRMA project.

Customers and Export

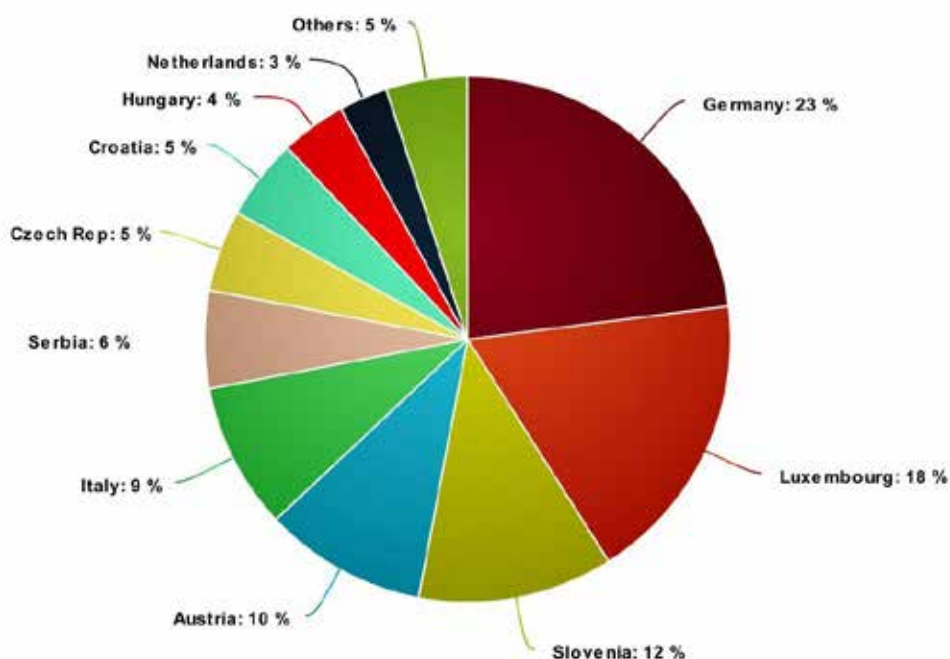
Historically and today automotive components sector in Bosnia and Herzegovina produces for the leading automotive industry brand names (Volkswagen, Audi, MAN, Aston Martin, PSA Peugeot Citroen, etc).

Many B&H companies forming this sub-sector are producers of a wide range of components, while Volkswagen Sarajevo used to finally assemble various types of VW, Skoda and Audi passengers' cars in SKD system. Prevent BiH, as a subsidiary of a Slovenian group, supplies the seat covers for the VW, Volvo, Audi, Peugeot etc. There are also, companies that produce variety of auto-parts for renowned brand such as: Porsche and Land Rover, Seat (Emka Bekto, Core d.o.o., Plamingo d.o.o., etc.)

Auto components sector in Bosnia and Herzegovina is strongly export-oriented, exporting in average 90% of their production in 30 countries all around world. The total amount of exports from B&H to the Republic of Turkey for the automotive sector in 2019 amounted to EUR 622.05 thousand, main auto-components that B&H companies export to Turkey are coolers, brakes, exhaust pipes, etc.

Main export automotive markets (customers) of the automotive industry in 2019 were Germany, Luxembourg, Slovenia, Austria, Italy, etc.

B&H Automotive Industry Export 2019









Human Resources and Education

Human resources with technical skills and expertise is the most favorable advantage for investing in auto components sector in Bosnia and Herzegovina. Educated and skilled labor force is still abundantly available throughout the country particularly for the automotive and metal processing industry. Another advantage of B&H is the high density of research and development institutes, which are the base for effective cooperation with the companies and meeting their development needs. On the other hand, a rise in the number of employees was registered in all other MP sub-segments, except for the manufacture of Other Transport Equipment, which brightens the overall labor market framework for the MP industry.

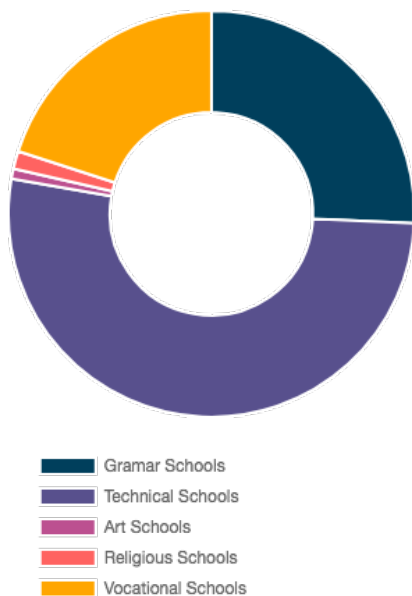
Mechanical and other related sciences have educational systems and universities, and have achieved success in collaboration with companies in the metal and automotive industries in recent years. In particular, mechanical engineering faculties are in close cooperation with local companies from the automotive industry on a large number of R&D projects.

According to a survey done by Foreign Trade Chamber Office, it is estimated that B&H automotive industry employs app. 15,000 people.

311 High Schools across the Country

35.811 Graduates in 2017

- Grammar schools 9210
- Technical Schools 18617
- Art Schools 288
- Religious Schools 503
- Vocational Schools 7161

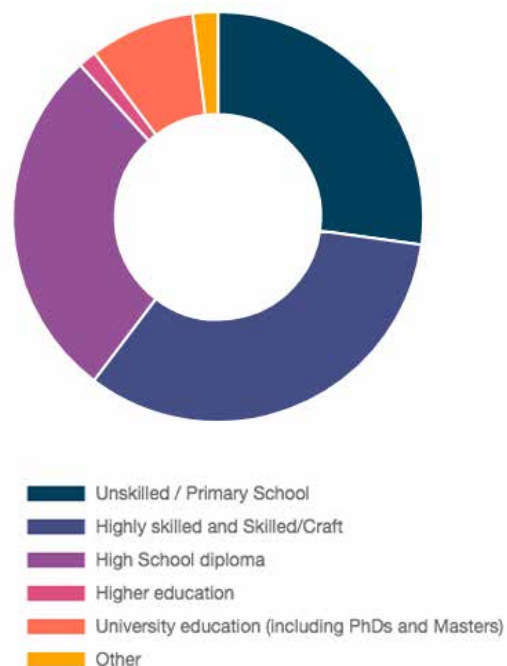


- French - as first 122
- Russian - as first 406
- Other - as first 1554

The Structure of Unemployed by Level of Education (January 2018)

474.541 unemployed person

- Unskilled / Primary School 27.16%
- Highly skilled and Skilled/Craft 33.16%
- High School diploma 27.97%
- Higher education 1.44%
- University education (including PhDs and Masters) 8.30%



27 Universities across the Country

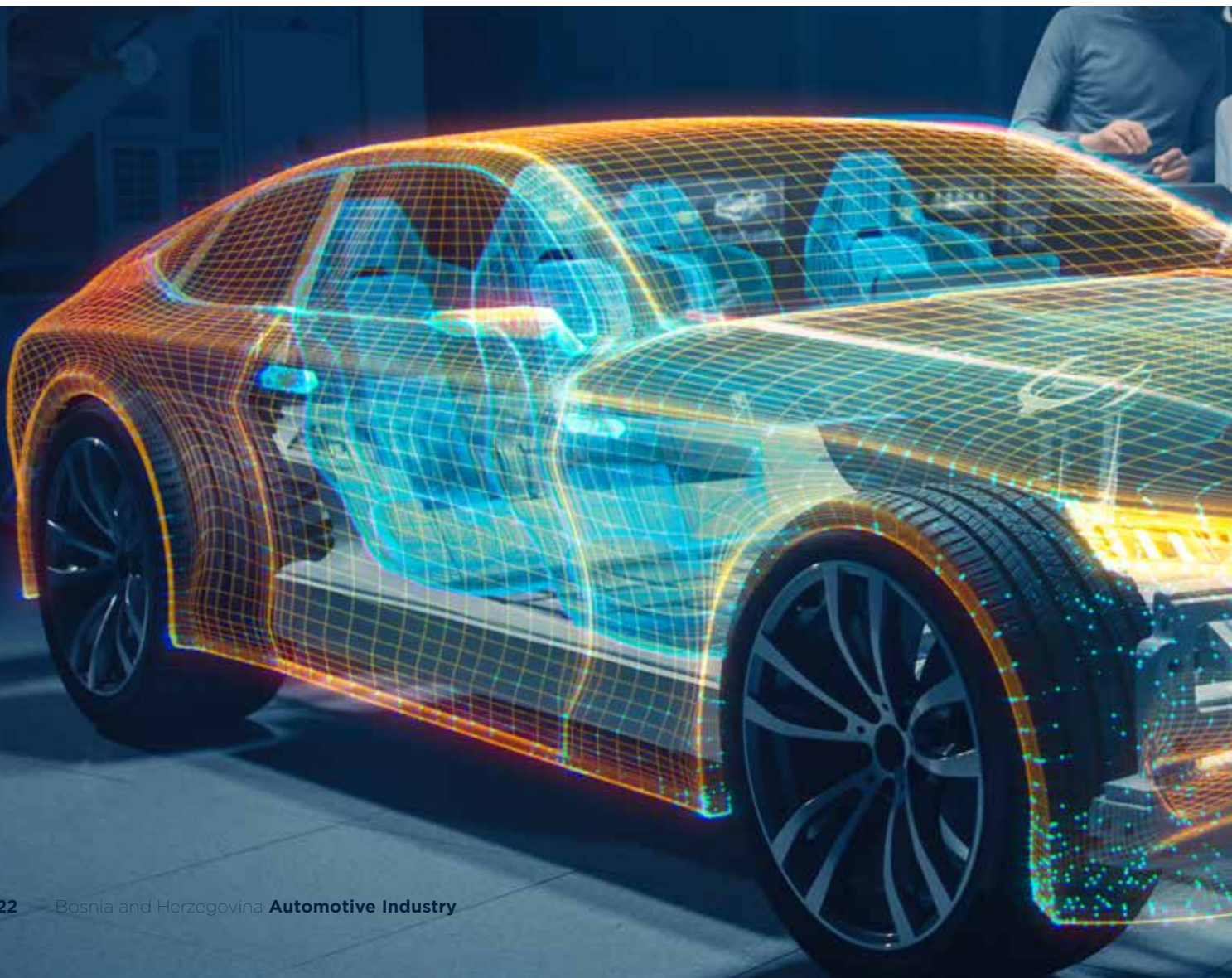
- Students who graduated in 2016: 15.266
- Masters of Science, Masters, Specialists and Doctors of Science in 2016: 3.836

Pupils who learn foreign language in 2016 / 2017

- English - as first 112813
- German - as first 9419, as second 43517

Technology and Standards

The automotive industry is the best organized industry in Bosnia and Herzegovina due to mandatory standard implementation. In terms of achieved production quality and knowledge application, almost all the companies are in favorable conditions, readily available to move forward and advance the production. The equipment's in companies are mostly of German, Italian and ex-Yu origin and aging from 1 year to 30 years. However, a large number of companies invest and initiate investments, and accordingly the modernization itself. Private and new companies usually have up-to-date machines and tools, complemented with qualified management.





**Regarding the international standards,
most companies have the following certificates:**

ISO 9001, ISO 14001, ISO TS 16949, IATF 168949 while some of the companies also have OHSAS 18001, DIN 18800-7, CATIA MD2, Halal BAS and other certificates.



Foreign Direct Investment in Automotive Industry

With a hundred-year-old tradition, existing capacities, skilled and competitive workforce, metal as well as electrical and the auto industry, according to all relevant indicators, should improve their competitiveness.

Foreign direct investment and international partnerships can contribute to a competitive advantage in the above-mentioned industries in B&H. Advantages of B&H's metal, electrical and auto industries over other locations in the region or Europe are production costs, i.e. employee costs, and productivity within the sector. Foreign direct investment in the production and processing of metals (within 4 activities: production of base metals; production of finished metal products; manufacture of machinery and

equipment; manufacture of motor vehicles, trailers) in December 2018 was worth 508.9 million EUR, representing a share of 6.9% of total foreign investments (for all sectors), this amount was the highest compared to the previous five years (since 2013).

Bright sample of the fast expansion and good innovation supported through the cooperation with the great European manufacturers where some of the contractual segments were awarded to bh. strongest investors such as Prevent Group, Mann Hummel, ArcelorMittal, Jajce Alloy Wheels, Emka, Bekto etc. Main foreign investor countries in B&H in automotive sector are: Germany, Austria, Slovenia, Italy.



*Some of the significant manufacturers
within the metal sector with foreign capital participation:*

<i>Company</i>	<i>Foreign investor</i>	<i>Country of Origin</i>
Car Trim d.o.o. Žepče	Car Trim GMBH	Germany
ArcelorMittal d.o.o. Zenica	Mittal Steel Holding N.V. (Arcelor Mittal)	Switzerland
Prevent	Prevent Group	Germany
Jajce Alloy Wheels d.o.o. Jajce	Miroslav Leko, Hans-Hubert Brock	Croatia, Germany
Mann Hummel d.o.o. Tešanj	Mann + Hummel	Germany
Emka d.o.o. Goražde	Emka Group	Germany
FAD d.d. Jelah	Prevent Group	Slovenia
Bekto International d.o.o. Goražde	Bekto GmbH	Austria
Strolit d.o.o. Odžak	EM PK d.o.o. Podveza	Slovenia



Investment Opportunities

As a signatory of many free trade agreements, Bosnia and Herzegovina offers potential investors opportunities to significantly penetrate the wider regional market and conduct their business on a world scale, as well as providing all the parameters important for successful investment with its strategic location, stable financial system, favorable legal environment and tax system and it is a country that offers the following advantages:

- **Strategic Location**

A strategic location to European, Middle Eastern and Asian markets

Pan-European Corridor: Corridor Vc going from Hungary through Croatia and Bosnia and Herzegovina to the Port Ploče (Croatia)

Well-developed road and railway network

4 international airports: Sarajevo, Banja Luka, Mostar, Tuzla with multiple daily flight to mayor European cities



- **Favourable Trade and Other Agreements**

Central European Free Trade Agreement (CEFTA) - 21,1mill
Free Trade Agreement with Turkey - 82,1 mill
Free Trade Agreement with EFTA - 16,3 mill
Preferential Trade Agreement with 27 EU member countries - 450 mill
Preferential export regimes with USA, New Zealand, Japan Russia, Kazakhstan, Belarus, Canada, Australia and Iran

- **Skilled Labour at a Competitive Price**

Price competitive environment, average net wage 400 €
27 Universities across the Country
Over 35 thousand Graduates every year

- **Stable Financial system**

Resilient economy and investment destination
Most stable currency in the South East Europe linked to Euro (1EUR= 1.95583 BAM)
High Central bank reserves
B&H's external debt is duly serviced
The lowest inflation in the Region

- **Favourable Legal Environment**

Law on the Policy of Foreign Direct Investments of Bosnia and Herzegovina ensures the national treatment of foreign investors and foreign investors enjoy the same property rights in respect to real estate as B&H legal entities
Protection against nationalization, expropriation or similar measures
Foreign investors are entitled to freely employ foreign nationals, subject to the labor and immigration laws in B&H

- **Favourable Tax System**

Bosnia and Herzegovina has one of the lowest rates of VAT (17%) in the region and Europe, as well as the very acceptable corporate income tax rates (CIT) that are also among the lowest in the region and Europe (10%).



Why to Invest in Automotive Sector in Bosnia and Herzegovina?

With all recent strategic movements and industry renewal in Bosnia and Herzegovina, sector of automotive industry of B&H has a good prospective to develop further and serve the needs of the wider region. To materialize these potentials, automotive sector seeks for increased capital equipment investments, new technologies and access to the new markets, what can be met with strong strategic partners or large integrator companies which intends to move their production, or assembling activities at lower cost regions.



The main reasons why to choose Bosnia and Herzegovina as your destination for investing in automotive sector are as follows:

- Strategic location: Geographical proximity to automotive manufacturing base in Europe allows foreign investors low distribution costs and “just-in-time” production delivery from Bosnia and Herzegovina

Belgrade	206 km / 128 miles
Istanbul	930 km / 578 miles
London	1620 km / 1006 miles
Munich	708 km / 440 miles
Paris	1349 km / 838 miles
Rome	516 km / 320 miles
Vienna	511 km / 317 miles
Zurich	859 km / 533 miles
Zagreb	288 km / 179 miles

- The metal sector in Bosnia and Herzegovina, with base metal production, is traditionally the strongest and most successful industrial and export sector in B&H, accounting for on average about 37.36% of total B&H exports (1/4 of total production and 1/3 of total exports)
- Long and extensive tradition in auto-components supply and complementary metal processing sector
- Highly qualified and educated labor force capable to learn fast
- Total number of graduated engineers in Bosnia and Herzegovina is app. 1000 per annum
- Availability of research and development institutes (6 Faculties of Mechanical Engineering)
- Stable and convertible currency linked to EURO and fully reformed and developed banking sector
- Quality production – ISO and industry certificates
- Equipment mostly of EU origin, especially from Germany
- Infrastructure in place and energy sources available



Argerr d.o.o.

Sarajevo

Company contact
info (person):

Asim Čosić

Address:

Vilsonovo šetalište 9, 71000 Sarajevo

Phone:

+387 62 622 037

E-mail:

info@argerr.com, asim@argerr.com

Web:

www.argerr.com



Founded in: **2016**

Number of employees: **5**

Countries to which the company exports: **Sweden, Germany, Denmark, Saudi Arabia**

- **Products and services**

1. CNC milling
2. CNC programming
3. Solidworks
4. Inventor
5. Nastran
6. AutoCAD

- **Technological processes and techniques:**

1. 3D printing
 2. Development of electric bicycles
 3. Development of production machines
 4. Development of automotive industry products
-





ABOUT THE COMPANY

Argerr Engineering is a research & development company offering top notch consulting and R&D services in the field of mechanical engineering from basic concept to files ready for cost effective and high-quality manufacturing. In addition, Argerr offers prototyping and lower volume manufacturing in its facilities using CNC machining, carbon fiber lamination to 3D



printing. Being a one-stop shop for R&D, Argerr keeps a promise of getting the high quality and fast-paced product development to its clients. As a result, clients are getting the quickest turnaround from the very start of product development to the fully functioning prototype.

Team employs outstanding, creative, young and highly skilled mechanical engineers and product designers.





Begroup d.o.o.

Sarajevo

Company contact
info (person):

Izet Turković

Phone:

+387 33 259 171, +387 61 482 636

Address:

Bistrik 13A, 71000 Sarajevo

E-mail:

info@begroup.ba, izet.turkovic@begroup.ba

Web:

www.begroup.ba



Founded in: **2006**

Number of employees: **8**

Countries to which the company exports: **Germany, EU**

Certificates: **CATIA MD2 license (8x)**

- **Products and services**

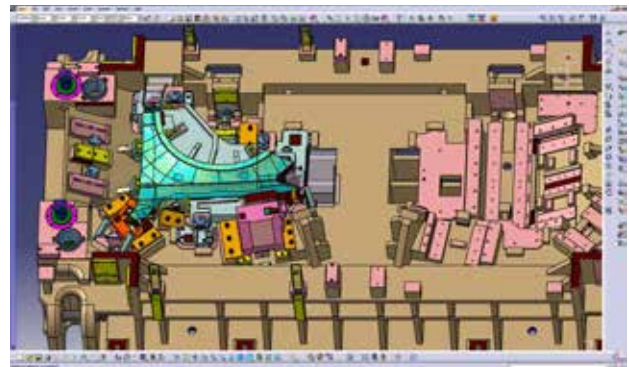
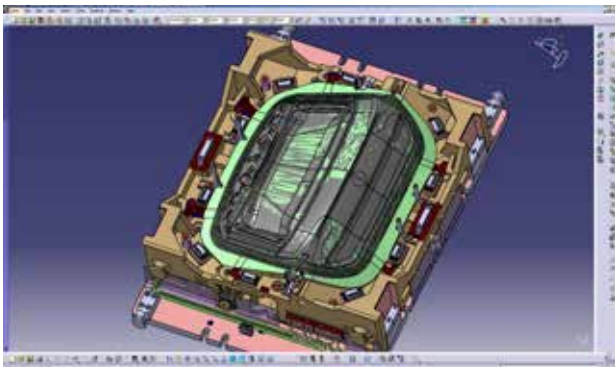
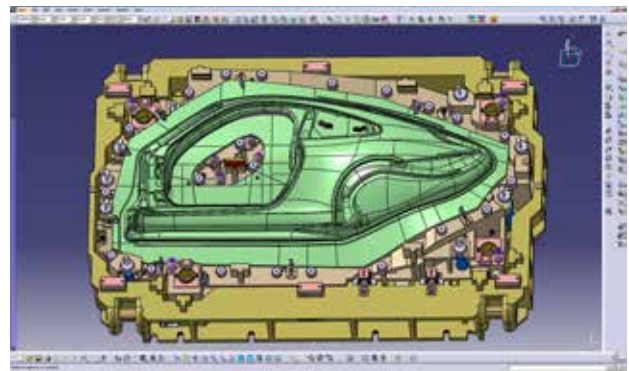
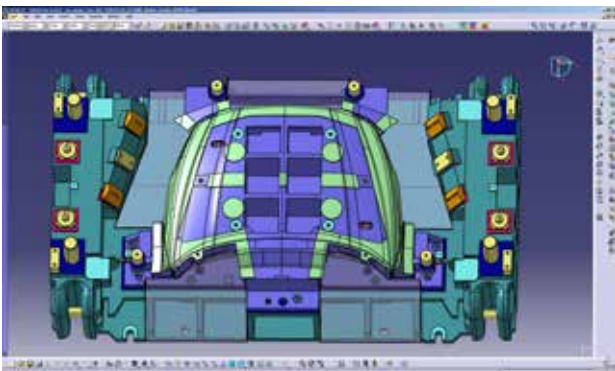
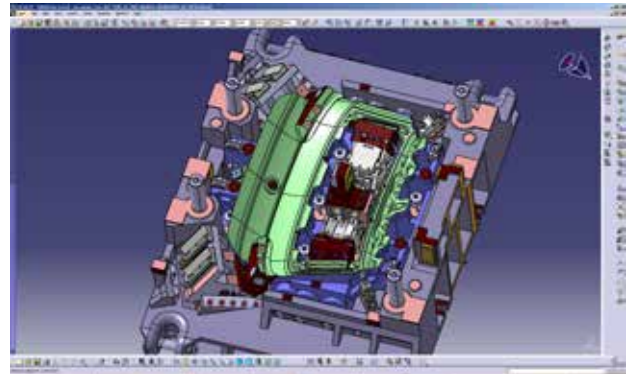
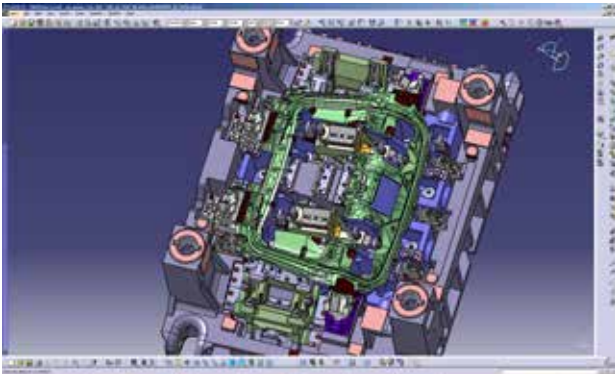
1. Projection of production of internal and external auto parts from sheet metal
 2. Projection of production of car tinsmith
-



ABOUT THE COMPANY

Begroup d.o.o. was founded 2006 in Sarajevo and is a company that projects production of internal and external sheet metal parts for automotive industry. The company basically works for the German automotive industry (BMW, Daimler and VW).

Up to the end of 2019 over 1000 tools were designed by Begroup (projecting production over 150 sheet metal parts). CATIA V5 software (MD2 license) was used for the projecting of part production.





Enker d.o.o.

Tešanj

Company contact
info (person):

Edah Aličić

Address:

Poslovna Zona Bukva 14, 74260 Tešanj

Phone:

+387 32 650 189

E-mail:

enker@enker.ba, edah.alicic@enker.ba

Web:

www.enker.ba



Founded in: **1974**

Number of employees: **300**

Countries to which the company exports: **EU, USA, Canada, Egypt, UAE**

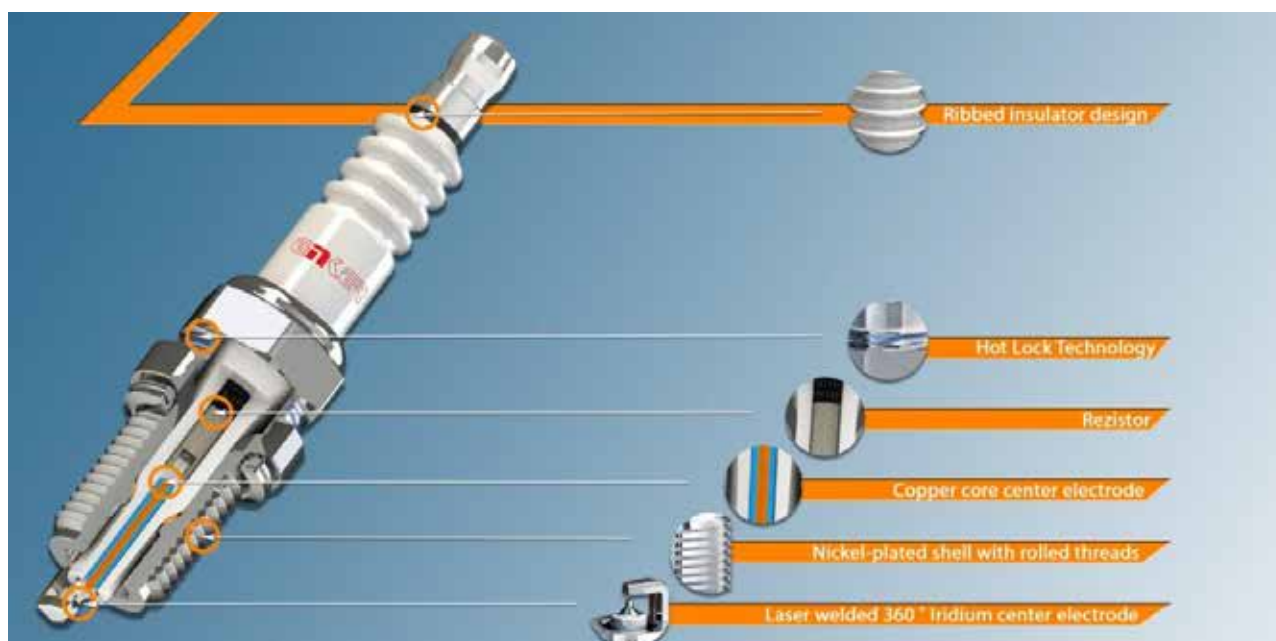
Certificates: **ISO 9001:2015**

• Products and services

1. Spark plugs
2. Technical ceramics
3. Brick extrusion tools
4. Ignition electrodes

• Technological processes and techniques:

1. Forging, turning
2. Extrusion
3. Casting
4. Pressing (isostatic and hydraulic)
5. Sintering
6. Nickel plating, bluing, galvanizing





ABOUT THE COMPANY

Enker factory of spark plugs and technical ceramics was founded in 1974 as a part of Energoinvest Holding. The production was launched under the license of England's Smith Industries Limited, the manufacturer of the world-renowned brand KLG England. Today Enker exists as a stand-alone company and holds the leading position of spark plug manufacturers and technical ceramics in Southeast Europe.



Enker is export oriented and exports 95% of its production to 25 countries across the world, on all 5 continents.

We spark plugs under two brands ENKER and BOSNA SUPER, and we also produce under other neutral brands according to customer requirements.





Jaksche Technology d.o.o.

Laktaši

Company contact
info (person):

Miroslav Stolić

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Phone:

+387 51 926 711, +387 65 930 947

E-mail:

m.stolić@jaksche.eu

Web:

www.jaksche.eu



Founded in: **1972**

Number of employees: **99**

Countries to which the company exports: **Slovenia, Austria, Germany, France**

- **Products and services**

1. Everything from fiberglass production
2. Parts for construction machinery, cranes and recycling machines
3. Automobile and rail vehicle parts

- **Technological processes and techniques:**

1. Rtm
 2. Lrtm
 3. Lamination (manual)
 4. Vacuum infusion (with vacuum bag and with silicone skin)
-





ABOUT THE COMPANY

For 45 years, Jaksche has made an international name for itself as a system supplier in the field of plastics technology and processing through innovation and pioneering spirit. With around 100 employees, Jaksche produces high-quality components for customers in Europe and has close project partnerships and established business relationships.



The company develops customer-specific general solutions using innovative ideas and offers everything from development and construction to mass production and ready-made assembly from a single source.

KOLEKTOR

Kolektor CCL d.o.o. Laktaši

Company contact
info (person):

Predrag Zorić

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Phone:

+387 51 530 900

E-mail:

predrag.zoric@kolektor.com

Web:

www.kolektor.com



Founded in: **2004**

Number of employees: **500**

Countries to which the company exports: **EU, Turkey, China, Mexico, South Korea**

Certificates: **IATF 16949, ISO 9001:2015, ISO 14001**

• Products and services

1. Commutators for fuel starter motors
2. Commutators for auxiliary motors
3. Sensor magnets
4. Low voltage transformers
5. Motor casings





ABOUT THE COMPANY

Kolektor is a global supplier with a highly specialized industrial production tradition. With over 55 years of experience, it is a leading commutator provider, adding programs outside the automotive industry in the process of diversification and globalization, and spread to other continents.



Kolektor is the synonym for reliability, trust, quality and innovative products and services. With an active globalization policy and focused diversification based on organic growth and acquisitions, it targets an annual turnover of € 1 billion by 2020. By developing technologically demanding products and solutions, Kolektor will be among the leaders in individual market niches, thereby promoting customer growth and development.





Koteks d.o.o.

Tešanj

Company contact
info (person):

Adisa Karahodžić

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Phone:

+ 387 32 650 818

E-mail:

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Web:

www.koteks.ba



Founded in: **1994**

Number of employees: **200**

Countries to which the company exports: **EU, Middle East, Serbia, Montenegro, Kosovo**

Certificates: **ISO 9001: 2008, ISO 14001: 2004, OHSAS 18001: 2007, Halal BAS 1049: 2010**

- **Products and services**

1. Leather / textile car seat covers
2. Gearbox leather covers
3. Leather / textile upholstery for any part of the car
4. Leather and textile garments, work and fashion clothing and footwear, PPE equipment, leather goods and equipment for the military, police and special services

- **Technological processes and techniques:**

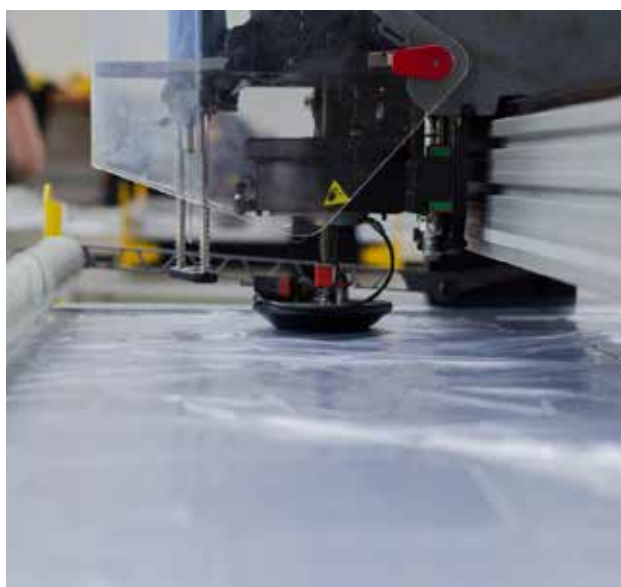
1. Leather cutting, textile cutting, textile sewing





ABOUT THE COMPANY

The Koteks group is engaged in the production and production of police, military and tactical equipment, as well as the production of ballistic products, clothing, footwear, haberdashery and various accessories using the best and highest quality materials and application of state-of-the-art technology. Koteks has 300 employees and four plants in three locations (Tešanj, Visoko, Zavidovići) and we export to the EU market, the Middle East, Serbia, Montenegro, Kosovo and other countries in the region.



Following the needs of the market, Koteks has consistently invested in the equipment and training of employees and decided to enter into the serious production of carpets for cars, that is, covers for leather and textile seats. In the last ten years, Koteks has worked with special departments dealing with the production of the same, with the aim that the final product satisfies the needs of the customer.



Kumal d.o.o.

Teslić

Company contact
info (person):

Simo Kusić

Address:

Stevana Sindelića bb, 74270 Teslić

Phone:

+387 53 433 818, +387 65 522 980

E-mail:

kumaldoo@gmail.com

Web:

www.kumaldoo.com



Founded in: **2002**

Number of employees: **15**

Countries to which the company exports: **Serbia, Montenegro**

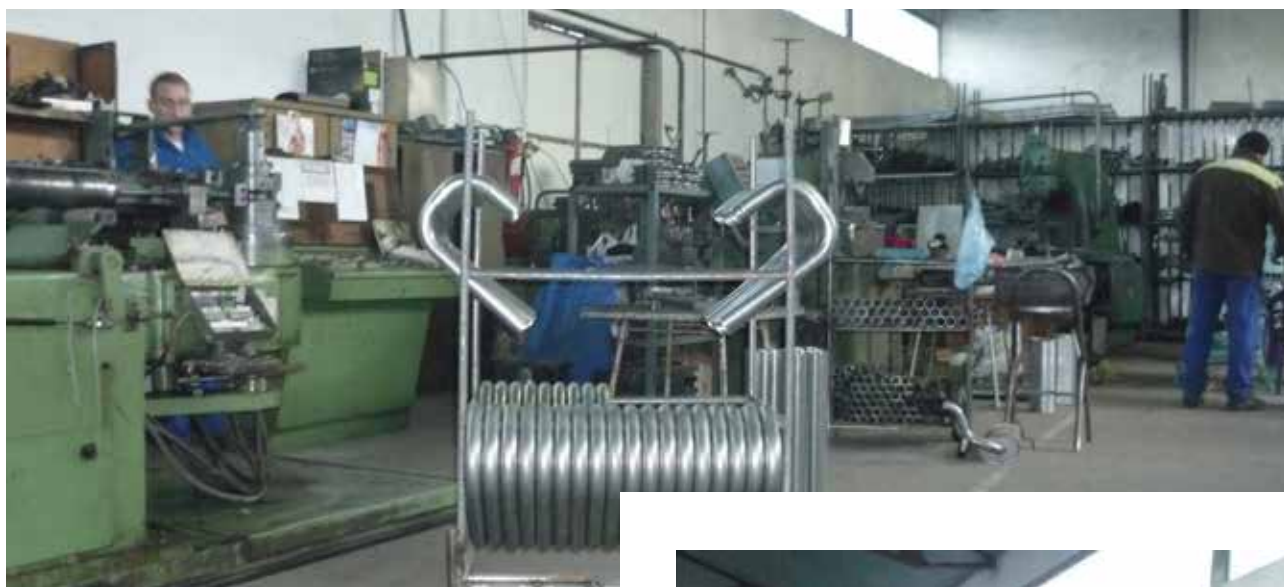
- **Products and services**

1. Exhaust systems
-





ABOUT THE COMPANY



Kumal d.o.o. is a privately owned company producing exhausts suitable for all types of vehicles. The company started operating in 1996 as a car parts distributor. Since then, the company has tended to expand into the auto industry and began manufacturing its own exhaust systems in 2004. Initially, exhaust systems were only manufactured for three car brands: Audi, Volkswagen and Opel, but in the following years Kumal expanded its product range to meet market needs and on average produced new types of exhausts every three months.



Kumal is currently the only exhaust manufacturer in Bosnia and Herzegovina and provides an 18-month warranty for its products. The perspective of this company is based on the quality of the product, which is guaranteed by many professionals with years of experience.



MDG International d.o.o.

Vogošća

Company contact
info (person):

Muris Obračanin

Address:

Igmanska bb, 71320 Vogošća

Phone:

+387 33 475 400, +387 62 321 037

E-mail:

info@mdg.ba, muris.obracanin@mdg.ba

Web:

www.mdg.ba



Founded in: **2012**

Number of employees: **58**

Countries to which the company exports: **EU, Switzerland**

Certificates: **ISO 9001:2015, ISO 14001:2015**

- **Products and services**

1. Various types of turned and milled products

- **Technological processes and techniques:**

1. Turning
2. Milling
3. Surface protection
4. Engineering
5. Constructions 2D / 3D





ABOUT THE COMPANY

Committed to providing our clients with high-quality, made-to-order machined components, MDG International has the expertise and technology to produce custom manufactured parts in a wide variety of shapes, sizes, or materials



Meeting the needs of diverse industries, our shop is well-equipped with top-of-the line CNC turning and milling machinery capable of holding precision tolerances down to. MDG International produces highly precise parts for automotive, railway and marine industry, as well as custom made parts for special machinery and production lines.



OPRUGE-KRAJNOVIĆ d.o.o.

Gradačac

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info (person):

Mirza Krajnović

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E-mail:

mirza.krajnovic@opruge.ba

Web:

www.opruge.ba



Founded in: **1972**

Number of employees: **6**

Countries to which the company exports: **EU**

Certificates: **ISO 9001:2015**

- **Products and services**

1. Pressure, tension and torsion springs
2. Technical springs according to customer specifications

- **Technological processes and techniques:**

1. Cold bending of wire 0.1-18.0 mm in diameter
-





ABOUT THE COMPANY

OPRUGE-KRAJNOVIC was founded in 1972 as a craft shop for the production of springs. Production was done on semi-automatic machines with manual finishing, mainly for the needs of industry in Tuzla, Gradacac, Gracanica and the surrounding area.



With the development of production in the coming years, automatic machines for serial production of springs were purchased. The company owns CNC machines for the automatic production of pressure, tension and torsion springs with wire diameters from 0.1 mm to 18 mm, as well as complete equipment for controlling production, which completely completes the production process and the product quality is at the highest level. We have the ISO 9001: 2015 standard certified by the German certification company RWTÜV.





Pobjeda d.d. Teslić

Company contact
info (person):

Tamara Zeničanin

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+387 32 665 320

E-mail:

**info@pobjeda-tesanj.ba,
tamara.alic@pobjeda-tesanj.ba**

Web:

www.pobjeda-tesanj.com



Founded in: **1954**

Number of employees: **296**

Countries to which the company exports: **Germany, Turkey, Italy, Egypt, Iran, Spain,
Slovenia, Serbia, Croatia, Argentina, Australia**

Certificates: **IATF 16949, ISO 9001, ISO 14001**

- **Products and services**

1. Oil pumps
2. Water pumps
3. Water pump spare parts kits
4. Gearwheels and other transmission elements
5. Machined parts
6. Gray iron castings (primarily for the automotive industry, supplementary program: manhole covers, rain and sewer grilles, garden fittings)

- **Technological processes and techniques:**

1. Gray iron casting
 2. Machining / CNC machining (grinding, milling, drilling, grinding, polishing)
 3. Press
 4. Heat treatment
-



ABOUT THE COMPANY

Pobjeda d.d. Tesanj is a company that produces oil pumps and water pumps for the automotive industry. It has over 60 years of experience in the supply of the spare parts market as well as the market for initial setup.



The company offers a wide range of lubrication and cooling pumps for trucks, buses, tractors, industrial and other engines. The gain of the pumps is used in the engines of world-famous manufacturers such as Mercedes-Benz, MAN, Iveco, Deutz, DAF, Volvo, Scania, New Holland, IMR-IMT, Perkins and others.

Pobjeda is particularly proud of its R&D department because it can design and manufacture products according to customer needs. The company has its own foundry and its basic production program consists of gray cast iron and ductile iron products.





Prevent Group Sarajevo

Address: Bulevar Meše Selimovća 16, 71 000 Sarajevo
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E-mail: info@prevent.ba
Web: www.preventgroup.ba



Founded in: **1999**

Number of employees: **6,000**

Countries to which the company exports: **EU, Asia, Africa**

Certificates: **ISO 14001: 2015, IATF 16949, ISO 9001: 2015, BS OHSAS 18001: 2007**

• Products and services

1. Car seat covers
2. Metal components for brake systems
3. Plastic components for the interior of the vehicle
4. Back panels
5. Leather and textile for the interior of the vehicle
6. Leather / textile / metal products
7. Sail ship production

• Technological processes and techniques:

1. CNC metal machining
2. Leather cutting, leather production, leather sewing
3. Metal die casting
4. Plastic extrusion
5. Plastic mold injection
6. Textile production





ABOUT THE COMPANY

Prevent Group in Bosnia and Herzegovina is a member of a global company that employs over 13,000 employees in 36 locations worldwide. Prevent in Bosnia and Herzegovina was established in 1999 and is today the leading exporter and employer. When it appeared on the market of Bosnia and Herzegovina, Prevent employed 50 workers, but from the following year continuously expanded its production capacities, opened new jobs and increased the export of a wide product range to the world markets. Today Prevent operates at 16 locations in B&H and has 6,000 employees.



The data confirming Prevent's motto "where entrepreneurial enthusiasm encounters professionalism in construction" suggests that Prevent's upholstery is found in 15% of cars in Europe. In addition to the automotive industry, Prevent is significantly present in the metal segment with capacity of 40,000 tons per year, as well as segments of production of plastic components for the automotive industry. Prevent is a recognizable name in the segments of fashion clothing, furniture, protective equipment, footwear and nautical clothing, and is a partner of the world's leading brands in these areas.





Saraj-Komerc d.o.o.

Gornji Vakuf

Company contact
info (person):

Emir Čolić

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Phone:

+387 61 183 033

E-mail:

**ebukaric@saraj-komerc.com,
ecolic@saraj-komerc.com**

Web:

www.saraj-komerc.com



Founded in: **1983**

Number of employees: **399**

Countries to which the company exports: **Germany, Italy, France, Spain, England, Poland,
Czech Rep., Romania, Bulgaria, Turkey, Tunisia**

Certificates: **ISO 9001:2015, ISO 14001:2015, IATF 16949:2016**

- **Products and services**

1. Fuel filter covers (steel with surface protection - Zn and ZnNi)
2. Fuel filter covers (rostfrei)
3. Steel tubes for pumps
4. Aluminum tubes for car coolers
5. Springs

- **Technological processes and techniques:**

1. Punching
2. Cold roll forming
3. Turning (CNC machines)
4. Assembling and soldering
5. Surface protection (Zn, ZnNi and Sn)





ABOUT THE COMPANY

The main activities of Saraj-Komerc are production of springs and spring elements for the automotive and electrical industry, machine, medical and agricultural machinery, and various metal parts for the automotive industry.

In addition to the production of springs the production of the fuel filter covers, which is obtained through the combination of a variety of technologies such as pressing, molding, pipe bending, CNC machining, assembly, brazing in a protective atmosphere, and surface protection of metals, stands out.



Therefore, the company can also provide surface protection services (welding and galvanizing) as well as brazing of metals and precious metals in flow furnaces with a protective atmosphere.





Steffex engineering d.o.o.

Sarajevo

Company contact
info (person):

Nina Požderac

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E-mail:

headoffic@steffex.ba

Web:

www.steffex.ba



Founded in: **1986**

Number of employees: **17**

Countries to which the company exports: **Slovenia, Croatia, Serbia, Montenegro**

• **Products and services**

1. Slag pots
2. Inserts for casting plates
3. Casting pans for steel products for all modern foundries up to 20t
4. Rollers and mill revetment
5. Individual castings and forging molds up to 50t in weight
6. Casting plates, slag bells, caps, and more, in metallurgical cast iron quality
7. Castings from steel, ductile iron and gray cast iron in all qualities up to 40 t

• **Technological processes and techniques:**

1. Facility PC1, is mainly for production of heavy castings, equipped, with two electric arc furnaces of 15t each. Our smelting cartridge consists of special gray pig iron, steel scrap of known origin, and ferroalloys, where the technical analysis is performed using an automatic emission spectrometer, while the temperature control of liquid metal is via an immersion spectrometer with an audible signal and a recording tape.
 2. The foundry is fully equipped with adequate machinery and instruments for the production of rollers, casting pans, metallurgical and machine castings, and all other castings at the request of the customer.
 3. Molds for castings are made by hand or with a sandbox. Mold drying and mold heating is performed in drying furnaces with a capacity of 150 and 300 m³, while mold assembly and casting are performed in pits of appropriate dimensions
 4. Manufacture and repair of casting models
 5. Machining
 6. Heat treatment
 7. Engineering, design and implementation
 8. Know how
-

ABOUT THE COMPANY

Steffex engineering d.o.o. Sarajevo, is a third-generation founded in 1986, as a limited liability company, called Invest Market. It operated at that time and in modern economic trends in most areas of the economy of Bosnia and Herzegovina, as well as in regional and international commerce. Since its establishment, our company's primary activity has not changed, and it operates through engineering tenders, projects and on goings in the fields of electrical equipment, process plants, ecology and export - import. In its structure, until the outbreak of war in Bosnia and Herzegovina, the company consisted of seven development sectors and 85 highly educated employees.



The war period and the consequences of the war significantly reduced the expansion of the company and we were forced to reduce employee numbers in the newly created post-war period. Nevertheless, we successfully continued our work under the new name Steffex engineering d.o.o., as the legal successor of Invest Market.

Core activities have remained the same. In the past period we have successfully concluded numerous projects and investments, of which we will single out some:

- Engineering work with Public Enterprise Electric Power Industry of BiH on the delivery and installation of technological equipment for the hydroelectric power plant BUK Bijela,
- Delivery of equipment and raw materials for coal mines: Kakanj, Tuzla, Breza, Kreka, Banovići,
- Overhaul of the boiler plant of the thermal power plant TPP Ugljevik,
- Engineering work on installation, production of filter sys. for environmental protection for B.S.I. Jajce,
- Delivery of equipment and raw materials of TPP Ugljevik, TPP Gacko and Electric Power Industry of Serbia,
- Development, production, supervision and delivery of military goods for MOD Egypt.

Paying attention to the smallest details with our professional and experienced staff, we guarantee product quality and delivery dates for all services we offer.



Temax d.o.o. Sarajevo

Company contact
info (person):

Ivana Despotović

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E-mail:

ivana@temax.ba

Web:

www.temax.ba



Founded in: **1983**

Number of employees: **12**

Countries to which the company exports: **Germany, Slovenia, Croatia**

Certificates: **ISO 9001:2015**

• Products and services

1. Production of metal and plastic parts according to customer's requirements and drawing
2. Nozzle bearing sleeve for Opel vehicles
3. Nozzle bearing sleeve for MAN vehicles

• Technological processes and techniques:

1. Manual turning
2. Manual and CNC milling
3. Manual grinding (straight, round outer, round inner and profile optical grinding)
4. CNC wire erosion
5. Heat treatment
6. TIG welding of steel and non-ferrous materials
7. Construction of press tools
8. 3D CAD modeling





ABOUT THE COMPANY

Temax d.o.o. was established in 1980 and has been active since then in many fields such as classical metal processing, metal parts manufacturing, hydraulic assembly, engine parts processing, repair of normal and automatic transmissions of construction machinery, repair of hydro motors, hydro pumps, gearboxes, differentials and other machine tools.

From subcontractors of major Yugoslav companies Temax has become a company with its own products which are exported to many world markets. In addition to its main



activities, namely machine processing, a nozzle bearing sleeve is produced at Temax. Also, besides the assembly and repair of construction machinery parts, the engines of passenger and cargo vehicles are also repaired.

The company's business philosophy is based on the satisfaction of its customers, because they are the only true measure of the quality of the business. Temax's business organization adapts and adapts to the needs of its customers, since its aim is to provide a complete service to its customers and to provide long-term cooperation for mutual benefits.



TMD-AGS Gradačac d.o.o.

Gradačac

Company contact
info (person):

Enes Bikodušić

Address:

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Phone:

+387 61 785 615

E-mail:

enes.bikodusic@tmd-ags.ba

Web:

www.tmd-ags.ba



Founded in: **1954**

Number of employees: **35**

Countries to which the company exports: **Germany, Switzerland, Austria, Italy**

Certifikati: **ISO 9001, IATF 16949**

- **Products and services**

1. Tools for high-pressure aluminum casting
2. Cutting and pressing tools for aluminum casting
3. Aluminum cast and machined parts in various geometries and sizes
4. Aluminum castings and CNC machined parts:

- Electronics coolers
- EGR valve casings
- Rearview mirror mounts
- Piston ring parts
- Pump lids
- Fuel flow meter casings
- LED lamp casings

- **Technological processes and techniques:**

1. Design and production of machinery for the food industry (dairy industry)
 2. Powder coating
 3. Surface coating
-



ABOUT THE COMPANY

TMD-AGS d.o.o. Gradacac is a manufacturer specialized in professional desing and manufacture of die-casting tools for aluminium high-pressure casting and trimming tools. TMD-AGS d.o.o. is also specialized for machining and powder coating processes of products from automotive, food and other industry. Our company is fully equipped with a modern machinery park: tool shop, CNC machining workshop and automatized powder coating line.



TMD-AGS is committed to meeting customer requirements in the automotive and foundry industries by manufacturing and maintaining high-pressure tools and trimming tools and customer requirements in the field of machining and powder coating. It is also committed to meeting customer requirements in the food industry, machine design and construction and process industry. With long-term, stable and experienced partners, TMD-AGS is able to meet customer requirements in the field of casting automotive and other products.



TTU energetik d.o.o.

Tuzla

Company contact
info (person):

Šuhreta Žunić

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Phone:

+387 35 366 266

E-mail:

suhreta.zunic@ttuenergetik.ba

Web:

www.ttenergetik.ba



Founded in: **1932**

Number of employees: **200**

Countries to which the company exports: **Serbia, Croatia, Kosovo, Norway, Denmark, Germany**

Certificates: **ISO 9001, IATF 16949**

- **Products and services**

1. Truck trailer chassis

- **Technological processes and techniques:**

1. Product development and design
2. Machining
3. Heat treatment
4. Welding
5. Vulcanization



ABOUT THE COMPANY

TTU energetik d.o.o. Tuzla is a company specialized for design, production, assembly and maintenance of mechanical engineering products and constructions. Beside production of transport systems for energetic sector as the primary activity, company is designing and producing machines for metal, mining, chemical, wood, automotive and other industries. In the area of automotive industry, company produces different types of truck trailers

and their parts which are sold on the market of Western Europe. Besides this, company produces different spare parts for trucks, excavators and cranes.

More than 80 years of existence under name of TTU, certify the company's ability to answer different requests and demands of market through quality and persistent products.





Unis Tok d.o.o.

Kalesija

Company contact
info (person):

Amra Uzunić-Ćosić

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+387 35 367 406

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Web:

www.unistok.ba



Founded in: **1984**

Number of employees: **300**

Countries to which the company exports: **Germany, Austria, France, Hungary, Romania, Slovakia, Poland, Italy, Turkey, Serbia**

Certificates: **ISO 9001, IATF 16949**

• Products and services

1. Forgings for bearings 70-350 mm in diameter, weighing 0.5 -14 kg
2. Rings for bearings 50-350 mm in diameter
3. Gearwheel forgings
4. Various forgings

• Technological processes and techniques:

1. Hot deformation of steel (cutting, pressing, rolling, annealing, sandblasting)
2. Machining of forgings on CNC machines





ABOUT THE COMPANY

Unis Tok has many years of experience working with the world's toughest and largest bearing and other car parts manufacturers for automotive and other industrial uses, and has gained "A" supplier status for many years.



In recent years, Unis Tok has introduced itself as a manufacturer of medium volume rings, whose expertise is mounted on the bearings of the largest vehicles of Mercedes, Volvo, Daimler-Chrysler, DAF, MANN and other brands.



The main features of the company's business strategy are continuous improvements and investments in production facilities in order to maximize the quality of products and processes and customer satisfaction. The growth and success of Unis Tok is largely the result of stable long-term cooperation with partners, customers, suppliers and numerous professional, educational, financial and business organizations and authorities.



Veritas Automotive d.o.o. Sarajevo

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Malik Ramić

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+387 33 821 552

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Web:

www.veritas.ag



Founded in: **2011**

Number of employees: **400**

Countries to which the company exports: **EU, China, Mexico, Turkey**

Certificates: **IATF 16949, ISO 14001**

- **Products and services**

1. Production of fluid systems for the automotive industry
2. Fluid systems for distribution of fuel, SCR-Ad Blue, water, oil and air
3. Plastic products
4. Injected plastic components
5. Extruded pipes

- **Technological processes and techniques:**

1. Plastic extrusion
 2. Plastic mold injection
 3. Plastic welding
 4. Thermoforming of plastic
 5. Assembling
-





ABOUT THE COMPANY



Veritas Automotive, based in Sarajevo, was established in 2011 as a member of the PoppeVeritas Group, which has existed since 1849 and is one of the global leaders in the rubber, plastics and metal sector for the automotive industry. The headquarters of the PoppeVeritas concern is in Germany, with 14 production sites around the world, about 5,000 employees and a turnover

of approximately 630 million euros. Our customers, leading manufacturers of cars Daimler, VW, Audi, GM, BMW, Ford and others, have recognized the quality of products and are our best reference. Our production facilities are equipped with state-of-the-art technical equipment, we work in a team of educated and highly skilled professionals, who upgrade their knowledge on a daily basis, but also transfer them to new members of our team.

As a partner of leading car manufacturers, we approach the issue of product quality very responsibly. Veritas produces parts with no defects, parts that have a long service life, meeting the highest quality standards. The feedback from our customers confirms that the quality of the product in Veritas is in the first place.



Wagner Automotiv d.o.o. Gradačac

Company contact
info (person):

Esmir Mehanović

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Web:

www.wagner-automotiv.ba



Founded in: **2012**

Number of employees: **276**

Countries to which the company exports: **EU, Switzerland**

Certificates: **ISO 9001:2015, IATF 16949, ISO 14001**

- **Products and services**

1. Production of products according to customer's drawings
2. Aluminum casings

- **Technological processes and techniques:**

1. High Pressure Die Casting
 2. Machining
 3. Sandblasting
 4. Washing
 5. Powder coating
-





ABOUT THE COMPANY



WAGNER AUTOMOTIV d.o.o. was established in 2012 by creating a Joint Venture contract between TMD AGS d.o.o and Wagner AG Waldstatt from Switzerland.

Wagner AG Waldstatt has been engaged in over 50 years casting aluminum under high pressure, zinc plating, plastic injection and a combination of these technologies, production of hybrids.

Our mission is that we are a reliable supplier of aluminum castings for the automotive industry, the household appliance industry, the lighting industry, etc., and in the following period we will become a recognizable brand in this branch of the metal industry.





Zupčanik d.o.o.

Tešanj

Company contact
info (person):

Arnesa Subašić

Address:

Šije 415, 74260 Tešanj

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mirso@zupcanik.ba

Web:

www.zupcanik.ba



Founded in: **2010**

Number of employees: **15**

Countries to which the company exports: **Austria, Germany, Italy, Croatia**

Certificates: **ISO 9001:2015, ISO 14001:2015, ISO TS 16949:2016, OHSAS 18001:2010**

• Products and services

1. Milled parts:
Dimensions of milled parts max 800x600 mm
Dimensions of milled parts max 1200x700 mm
2. Turned parts:
Fi 600 x 200 mm
Fi 200x 1500 mm
3. Shafts
4. Bushes
5. Casings
6. Rings
7. Flanges
8. Sprockets and tapered flat gearwheels

• Technological processes and techniques:

1. Turning
2. Milling
3. Tumbling
4. Grinding
5. Punching
6. Forging and heat treatment



ABOUT THE COMPANY

Zupčanik was established in 1999 as a craft workshop for scratching, gear and grinding and basic metalworking. As such a workshop, it continued to work until 2010. Since then, its main activities have been metal machining and production of machineparts, assemblies and machines.



With more than 10 years of working experience for different industries, Zupčanik has become a well-known name by offering products and services that meet the demands and needs of our customers within the framework of basic quality principles.





FOREIGN TRADE CHAMBER OF
BOSNIA AND HERZEGOVINA
ISTANBUL OFFICE



Bosnia and Herzegovina

Automotive Industry

