

Bosnia and Herzegovina

Dairy Industry

FOREIGN TRADE CHAMBER OF BOSNIA AND HERZEGOVINA



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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 Bosna 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 covers 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 and is affirmed as the legal successor of Chamber of Commerce of BiH. 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.



General Advantages of the Agricultural Sector

Socio-economic conditions of the highland area that represents a significant part of Bosnia and Herzegovina give livestock the character of a leading branch in agriculture. Milk and dairy products participate to a large extent in the value of livestock production.

Bosnia and Herzegovina has great potentials in agriculture and food processing sector thanks to numerous favorable conditions such as:

- Over 1.5 million hectares of agricultural land,
- Excellent climate and fertile soil, as well as high quality water,
- Most soils do not contain chemical fertilizers and there is no practice of using pesticides.

In addition, B&H has a long tradition in this sector as well as experienced and skilled labor. All these factors create excellent environment for intensive animal husbandry and development of livestock farming as an agricultural sector that has a long tradition in B&H.



Organic Food

Bosnia and Herzegovina has large areas of ecologically sound, unpolluted and fertile land, clean water sources and clean air, which represent the optimal conditions for intensive organic farming of plant cultures and animals.

Further advantages include relatively low labor costs and the rare usage of mineral fertilizers and chemicals for plant protection in B&H in the last decade. Awareness about health and physical appearance has led to constant growth in demand for the so-called “light”, “healthy”, “functional” and organic food products, which, in addition to the vicinity of the world's largest markets, make this economic sector extremely attractive for investment.

At the same time, permanent reduction of the number of areas for cultivating organic food in Europe makes B&H a potentially leading producer of organic foods on this continent. Lately, the issue of organic farming of livestock and organic foods of animal origin has been increasingly addressed. Bosnia and Herzegovina has ideal prerequisites for organic livestock farming, and organic food production in general.

Favorable Climate

The south of the country is dominated by a mild sub-Mediterranean climate, characterized by long and hot summers and mild winters. More than 200 sunny days and the annual average precipitation of 1400 l/m² allows for the cultivation of virtually all crops.

The central part of B&H has mountainous-continental climate. Vast mountain pastures,

abundant in water, allow for extensive and intensive livestock farming. With its favorable climate and features, these areas offer ideal conditions for organic livestock farming. Continental climate is typical in the northern part of the country. Given the diverse climate and topography of the country, there are highly favorable conditions for farming a variety of livestock and food of animal origin.





Dairy Industry in B&H

The production of fresh raw milk in Bosnia and Herzegovina is one of the most important agricultural branches, which with its potential can be a stable backbone of agricultural and rural development. It relies on the breeding of cattle, sheep and goats and the importance of the dairy sector is reflected in the fact it is:

- among the sectors with the highest value of primary production of 152,3 million EUR per year,
- a sector that includes about 13,000 producers and thus significantly contributes to rural development,
- a sector that is extremely important for the country's food security,
- a sector that is one of the most demanding in terms of standards to be met upon accession to the EU,
- a sector in which B&H has significant potential for further development.

Positive trends for producers of milk and dairy products began to occur at the beginning of 2016, when the fulfillment of the conditions for the continuation of milk exports to the European market

was confirmed. Another positive step was achieved in 2018 when the European Commission announced their decision to put Bosnia and Herzegovina on the list of A and B countries, which are allowed to export all types of milk and dairy products to the EU. Thanks to obtaining of this license, the quantity of raw milk produced has stabilized, the market for fresh raw milk has increased, while the quantity of dairy products as well as the export of milk and dairy products has grown.

Currently, there are over 30 dairies in Bosnia and Herzegovina, while the number of dairies that have met all the conditions for exporting products outside BaH is 11. In addition to registered dairies, there are a number of small family dairies, but they exclusively aim for the local market. In the structure of milk processing, daily milk is represented with 61%, fermented products with 22.9%, sour cream with 9%, cheese with 6.4%, and butter and other yellow-fat products with less than 1%. The structure in the field of milk processing has not changed significantly since 2002, where liquid products predominate, most of which are dominated by UHT milk.







Dairy Production in B&H

After obtaining the license to export milk and dairy products to the EU market in 2016, production in almost all categories of the dairy sector has increased. Although the primary production of fresh raw milk in the last four years has recorded a continuous decrease from 701 million liters in 2016 to 643 million liters in 2019, which is 58 million or 8% less, the purchase of raw milk has seen a constant growth in the same period from 243 thousand tons of milk purchase in 2016, to 261 thousand tons in 2019, which is 7% more. A larger amount of purchased raw milk also increased the production of dairy products, such as:

- daily milk with 125,462 tons, which was produced in 2016 in 2019 reached 151,283 tons, which is 25,821 tons or 21% more. The achieved production of daily milk in 2019 was 7% higher compared to the production from the previous year,
- fermented dairy products also recorded growth from year to year and from 40,078 tons in 2016 reached 57,031 tons in 2019. Production of this type of product in 2019 was higher by 5% compared to the previous year,

- butter and other yellow-fat products, which in 2019 amounted to 1,603 tons (rise of 12% compared to the previous year or 123% compared to production in 2016),

- cheese, the production of this high-value product recorded positive trends, considering that with 13,027 tons which was the production amount in 2016, in the next two years had exceeded the amount of 15 thousand tons. Accomplished cheese production of 15,986 tons in 2019 was 4% higher than in the previous year. It is encouraging that a significant positive shift has been observed in the structure of cheese production towards the production of cheeses with a longer shelf life, especially hard, semi-hard and slice cheeses,

- sour cream is ranked third in terms of production and is characterized by more or less stable production of slightly more than 22 thousand tons. The production of sour cream in the observed period recorded a slight decline from 23,891 tons in 2016, to 22 thousand tons in 2019.

Autochthonous Dairy Products of Bosnia and Herzegovina

Because of its unique climate and specific geographic region, Bosnia and Herzegovina can boast of something that much larger countries do not have - beautiful cheeses. Clean rivers and streams, pearly mountain lakes and huge grazing areas have always been suitable for the development of livestock, so cheese production has

been present here since ancient times. All cheeses native to an area represent a treasure for the country of their origin, highlighting its tradition and cultural heritage. They constitute an important feature of a people and a country and are an indication of the general and technical culture.

Consumers today are aware of the importance of nutrition and its impact on health and quality of life. There is a need for a wider range of quality food products, among which cheese plays an important role. Compared to milk, it contains a much higher amount of protein and fat, and is particularly significant due to its high calcium content. In addition to quantitative changes in the milk components, cheese undergoes complex biochemical processes that occur during ripening and in which individual ingredients are significantly changed and decomposed to simpler components, allowing easier digestion and better absorption in the human body. Thus, cheese today represents important food in the nutrition of the people, but it is also

gaining importance through mirroring a cultural and traditional image of a country.

In spite of numerous wars, displacement and frequent migration of population to the cities production of autochthonous dairy products in Bosnia and Herzegovina has been preserved for centuries. These products are characterized by great diversity. Today, a range of authentic cheeses are being produced in BaH, such as: Livanski cheese, Vlašički cheese, Mješinski cheese, Masni cheese, Vareni cheese, Kalenderovac cheese, Posni cheese or Torotan, Fresh sour cheese, Dried sour cheese, Hard goat cheese marinated in oil, White goat cheese, Zajednica, Urda or Hurda, Zarice, etc.





Foreign Trade

At the beginning of 2016, the fulfillment of conditions for the continuation of export of milk and dairy products to the European market was confirmed, so new dairies were placed on the list of exporters to the European market, which is the most significant progress in the agricultural sector in Bosnia and Herzegovina in recent years.

The total foreign trade of milk and dairy products in 2019 amounted to 146.9 million EUR, of which the share of imports in total turnover was 63%, while the share of exports was about 37%. Imports of milk and dairy products in 2019 recorded a growth of 17%, while exports recorded a significantly higher growth of 20% compared to the

previous year. In the period from 2016 onwards, exports increased from EUR 34.5 million in 2016 to EUR 54.8 million in 2019, which is 58% more. Exports of milk and dairy products of EUR 54.8 million is the highest value recorded so far when it comes to placing this type of product on foreign markets.

The most important trade partners of Bosnia and Herzegovina in the foreign trade of milk and dairy products are the European Union and CEFTA. About 87% of milk and dairy products from Bosnia and Herzegovina are placed in CEFTA and about 12% on the European Union market (Croatia is still one of the most important countries in the EU



for the export of about 95% of products intended for the EU). The leading markets for exports in 2019 were Montenegro and Serbia.

When it comes to the structure of exports, milk and sour cream have the largest share which amounts to 69% in terms of value and 81% in terms of quantity. Exports of milk and dairy products in the observed period of four years recorded positive trends. Products that affected higher total exports in this period are:

- Fermented dairy products whose export value 3.1 million EUR and the amount of 4 million kg, as much as in 2016, reached the

value of exports of 17.4 million EUR and the amount of 25 million kg in 2019,

- Milk and sour cream, given that the exported quantity of 48 million kg and the value of exports of 25.1 million EUR, which was recorded in 2016, in 2019 reached 63 million kg and the value of 34.3 million EUR,
- Cheese and quark from the amount of 0.6 million kg and the value of exports of 2.6 million EUR, which was the amount of exports in 2016 to 0.8 million kg and the value of exports of 3.6 million EUR in 2019.

Observing the structure of imports of milk and dairy products in terms of value, the largest share of about 50% has cheese and quark, while milk and sour cream dominate in terms of quantity with a share of 41%.



EKO SIR PUĐA d.o.o. Livno

Certificates:

ISO, HACCP, HALAL

Company contact
info (person):

Tomislav Puđa

Phone:

+387 34 245 744

Address:

Golinjevo bb., 80101 Livno

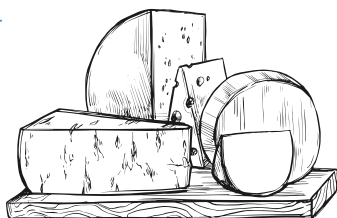
E-Mail:

mljekara.puda@tel.net.ba

Web:

www.livanjskisir.com

Products



Livno cheese



Livanjac



Pag cheese



Trappist



Goat cheeses



Sheep cheeses



Dalmatian cheese



Cheese Sv. Roko

ABOUT THE COMPANY

“EKO SIR PUĐA” company was founded in 2001, inheriting the family tradition of producing Livanjski cheese from mountain milk. The company’s headquarters are located in the traditional husbandry region of Bosnia and Herzegovina in the village of Miši / Golinjevo located at the regional road Livno-Mostar below the slopes of Mount Tušnica along the shores of Lake Buško. The company also owns two cheese factories in the Republic of Croatia, one in Čaporice near Trilj where hard cheeses are produced and the cheese factory “Pag-Puđa” on the island of Pag, where only traditional Paški cheese is produced seasonally. In our family, we have been producing cheese for three generations. Initially, cheese was produced in the auxiliary facilities of the family house. We produced cheeses for our own needs, while the surplus was sold on the local market and in Dalmatia.

Founded in:

2001

Number of employees:

40

Export to:

EU, Serbia, Montenegro



As demand for their cheeses grew, they decided to start organized purchase of milk from the local producers and build a modern dairy where they could process larger quantities of milk. Using only whole milk ensures recognizable quality of their products.

In their product portfolio today they have well-known cheeses such as Livanjski and Paški cheese, but also other types of hard and semi-hard cheeses such as Livanjac, Trappist, goat and sheep cheeses, Dalmatian and Sv. Rocco cheeses, and fresh and soft cheeses made from cow’s and goat’s milk.





Kupres-Milch d.o.o. Kupres

Certificates:

Company contact
info (person):

Phone:

Address:

E-Mail:

HACCP

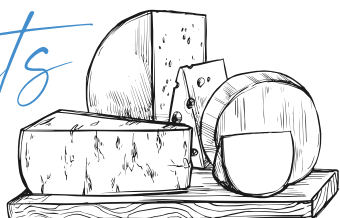
Smail Žilić

+387 61 299 141

Put ljekovitog bilja bb., 80320 Kupres

bhmilch@yahoo.com

Products



Classic cheese



**Smoked
cheese**



**Cheese with
green spices**



**Cow milk
cheese**



**Cheese with
red spices**



Goat cheese
(mixture of goat and cow milk)

ABOUT THE COMPANY

KUPRES-MILCH Ltd Dairy was established in September 2014 at Kupres Plateau. Company produces premium delicatessen cheeses which have enchanted consumers in Bosnia and Herzegovina and the Region. Today, this small dairy is successful at B&H market where its products can be found in all significant trade chains and restaurants. Company exports its products to Turkey. Mountain climate, pasture at Kupres Plateau at 1.200 meters altitude as well as fantastic biodiversity offers the unique taste of Kupres cheese.

Annual production is relatively small-23 tons



Founded in:

2015

Number of employees:

7

Export to:

Turkey, CEFTA
countries

of delicatessen cheese. However, company has invested significant means and recorded sales growth thus enabling it to plan to double its production in the course of the next year. Excellent quality of the cheese has been confirmed at numerous fairs in Bosnia and Herzegovina and Serbia, including Golden medals for quality won in Belgrade (Balkan Cheese Fest, Taste Fest) and Novi Sad (Novi Sad Fair). Company has introduced HACCP system, owns the export license to Turkey and is planning to gain export license to EU market.





MEGGLE BiH Posušje

Certificates:

ISO, HACCP, HALAL, IFS

Company contact
info (person):

Jadranka Penava, Marija Kolobarić,
Silvija Slišković

Phone:

+387 39 685 271, +387 63 362 211

Address:

Rastovača polje 39, 88240 Posušje

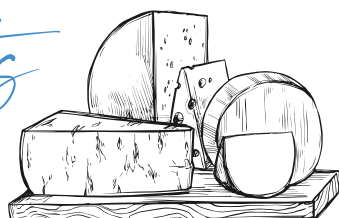
E-mail:

marija.kolobaric@meggle.ba
silvija.sliskovic@meggle.ba
kristina.galic@meggle.com

Web:

www.meggle.ba

Products



**UHT Milk coffee
Barista**



UHT Milk Milky Max



UHT Milk



UHT Lactose-free milk



Cooking cream



Chocolate milk



Vajkrem



Buttercream

ABOUT THE COMPANY

In Bosnia and Herzegovina, the story of Meggle begins in 1996, whereas in Germany, more specifically Bavaria near Munich, as far back as 1889 when Josef Anton Meggle, the grandfather of today's owner Toni Meggle, founded a small cheese-making factory. In 1996, Meggle entered the market in Bosnia and Herzegovina through distributors, and two years later Meggle Bosnia and Herzegovina was founded which utilizes the services of the local dairy Sapit Posušje. At the very beginning, Meggle was known for its high-quality extra quality butter, dairy spreads and milk. Meggle's leading position was consolidated after starting its own dairy in Bihać in 2002.

Today, production takes place at the site covering a total area of over 25,000 m², within which more than 4,000 m² of production and warehouse space is located along with the appropriate equipment and facilities processing milk, production and control of dairy products, as well as their proper storage and distribution to the market. Thanks to the capacity of the dairy,

Founded in:

1998

Number of employees:

212

Export to:

Croatia, Slovenia, Serbia,
Montenegro, Macedonia,
Albania, Kosovo



and to a smaller extent an imported assortment from sister companies across Europe, Meggle has successfully retained its assortment of over 150 different products. The most famous products from the local range are certainly milk, yogurt, sour cream, kefir cream, kaymak cream, vajkrem and cooking cream. The quality of their domestic products has been recognized by countries in the region and today Meggle Bosnia and Herzegovina exports to markets in Albania, Kosovo, Serbia, Montenegro, Macedonia, and since 2015 to the markets in European Union countries, primarily Croatia.

MEGGLE Bosnia and Herzegovina is constantly investing into expanding its production and logistics capacities, as well as introducing and investing in new technologies, training and development of their staff, and the company provides significant assistance to agricultural producers in their efforts to significantly improve and increase their production with the aim of increasing the level of their competitiveness. Today, Meggle Bosnia and Herzegovina employs 212 workers and collaborates with approximately 1,800 farmers whose farms are spread across the entire territory of Bosnia and Herzegovina, and where annually approximately 50 million litres of fresh cow milk are purchased. The annual milk processing capacity is around 130 million litres.



Milkos d.o.o. Hadžići

Cerificates:

HALAL, FSSC 22000

Company contact
info (person):

Sanin Fakić

Phone:

+387 33 763 775

Address:

Boce 15, 71240 Hadžići

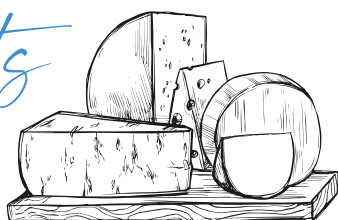
E-Mail:

sanin.fakic@milkos.ba

Web:

www.milkos.ba

Products



Ayran



White soft cheese



Cooking cream



Butter



**Cheese
spreads**



**Farma white
cheese**



Feta cheese

ABOUT THE COMPANY

Sarajevo Dairy company Milkos was established in 1953. By applying top knowledge and experience with top modern technology company produces unique products. Company's mission is responsible usage of all resources, conducting of procedures that will have minimal impact of the environment as well as constant harmonization of all its operations with national procedures on environmental protection. Company possesses export licence to EU, CEFTA and Turkey. The aim of the company is to enhance its presence at existing

Founded in:

1953

Number of employees:

140

Export to:

CEFTA countries,
EU, Gulf countries



markets and to introduce new export markets. By implementing the norms of FSC 22000 Milkos strives to improve and modernize food management system. Out of the product scope, following products are significant ones: fermented milk products (yogurt, kefir, Ayran, cream, cheese, white cheese type „Feta“, fresh cheese, cream cheese), long life (UHT) milk, cooking cream and whipped cream. Company's products can be found at markets of all CEFTA countries where Company wishes to strengthen its position. In future, Company strives to enter new markets.





Mliječna industrija 99 d.o.o.

Certificates:

HALAL, IFS FOOD VERSION 6.1, HACCP,
ISO 9001:2015, export license to EU, export
license to Middle East since 2015

City:

Gradačac

Company contact
info (person):

Indira Omeragić

Phone:

+387 61 189 108

Address:

Sarajevska bb, 76 250, Gradačac

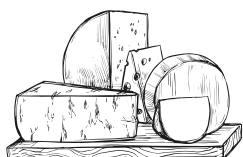
E-Mail:

indira.omeragic@mi99.ba

Web:

www.mi99.ba

Products



**UHT
milk**



**Dairy
spreads**



Yogurt



**Cheese
spread**



Labneh



Fruit yogurt



Cheese



Chocolate milk



Butter

ABOUT THE COMPANY

Milk Industry 99 Ltd. was founded in 2015, by acquisition of strategic share from Zott International GmbH, Mertingen, Germany. Core business of our company is processing and sales of milk and milk products. The company itself is located in Gradačac, northeastern part of Bosnia and Herzegovina, with strategic position in nearness of state border with Republic of Croatia and with appropriate road communications. Currently the company employs 95 young and energetic employees, out of which 15 is highly educated, with continued growth of employees' number.

Founded in:

2015

Number of employees:

99

Export to:

EU, Serbia, Albania, North
Macedonia, Montenegro, Kuwait,
UAE

Besides that, over 1500 satisfied farmers comes as a result of serious and systematic work and approach to process of raw milk purchase. Furthermore company is proud owner of several certificates on quality and control of management, traceability of production, quality control and Halal certificate. As a result of above mentioned competencies, Company is a proud owner of EU license for export of its products to the countries of the European Union. This license proves that company's products and production process are in accordance with strict European Union regulations. Management of the company pays great importance to the quality of production. As a result of that, Company is proud to have the most modern machines applying the latest achievements in field of milk technologies. Through application of standard of "complete sterile environment", standard by which milk is processed and filled in complete sterile and controlled environment, Company is able to offer consumers longest shelf lives of its products, with retention of supreme quality of products brands "Natura" and "Milkland".





Mlijekoprodukt d.o.o. Kozarska Dubica

Certificates:

ISO 9001:2008, HACCP, ISO 14001:2004,
OHSAS 18001, IFS

Company contact
info (person):

Vlado Sandić

Phone:

+387 66 119 798, +387 52 448 244

Address:

Vrioci bb., 79240 Kozarska Dubica

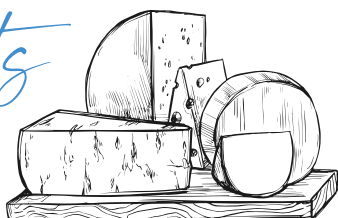
E-mail:

info@mlijekoprodukt.com

Web:

www.mlijekoprodukt.com

Products



UHT milk



**Mileram
cream**



**Cooking
cream**



**Dairy
spreads**



**Chocolate
milk**



Vajkrem

ABOUT THE COMPANY

The Mlijekoprodukt d.o.o. company was founded in 1996 in Kozarska Dubica as a small local dairy. In 2005, the quality management systems ISO 9001: 2008 and the HACCP system were introduced into the complete business process. In 2008, Mlijekoprodukt became part of the Imlek Group. In 2011, the IFS (International Food Standard), which is one of the world's highest standards for quality assurance and food safety was introduced. In 2012, an agreement was signed on the acquisition of the Natura Vita milk portfolio from Teslić while the Natura Milk brand was included together with the company's existing brands. In 2014, the HALAL standard was introduced. During 2015, the standards ISO 14001: 2004 - environmental management system and OHSAS 18001 - occupational safety system were introduced.

Founded in:

1996

Number of employees:

371

Export to:

EU, Montenegro, Serbia,
Kosovo, Albania



Today, Mlijekoprodukt is the biggest dairy in Bosnia and Herzegovina with a mission to provide quality, tasty and healthy dairy products in accordance with the highest world standards. Company cooperates with more than 1,500 large and small family farms throughout Bosnia and Herzegovina, from which it daily collects around 200.000 liters of fresh, homemade milk of top quality. Dairy aims provide healthy, tasty and nutritive products to consumers in order to arise level of consciousness on necessity to have healthy and balanced diet and to expand to a company possessing strong and recognizable regional brands.



Mljekara Livno d.o.o. Livno

Certificates:

ISO9001:2015, HACCP, IFS, HALAL

Company contact
info (person):

Zdravko Markov

Phone:

+387 63 286 002

Address:

Splitska 3, 80101 Livno

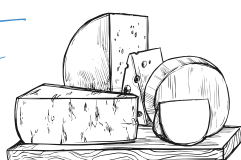
E-Mail:

info@mljekaralivno.com

Web:

www.mljekara-livno.ba

Products



Livno cheese



**Smoked Livno
cheese**



**Livno cheese
with pepper**



Trappist cheese

ABOUT THE COMPANY

Mljekara Livno was established in 1970. Company is the largest cheese producer in Bosnia and Herzegovina famous for its Livno cheese. Company has around 500 cooperatives and employs 45 employees. It annually purchases around 10 million of liters of milk and produces over 1.000 tons of cheese. Thanks to decades of work and constant improvement, Livno cheese has become broadly known trade mark that is being exported to the European Union and to all countries in the Region. At domestic market, Company's products are present in all significant trade chains and are available to customers throughout Bosnia and Herzegovina.

Founded in:

1970

Number of employees:

44

Export to:

EU, Croatia,
Montenegro, Serbia,
Northern Macedonia





Mljekara Pađeni d.o.o. Bileća

Certificates:

Company contact
info (person):

Phone:

Address:

E-Mail:

Web:

ISO 9001, HACCP

Goran Vukoje

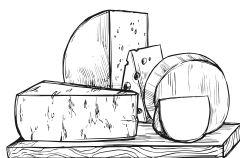
+387 59 490 777, +387 65 787 577

Plana bb., 89230 Bileća

mljekara@padjeni.com

www.padjeni.com

Products



Sack cheese



Dairy spreads



Sour cream



**Fresh hard
cheese**



Sour milk



**Fresh soft
cheese**



Kashkaval



Torotan cheese



Milk



Yogurt

ABOUT THE COMPANY

PAĐENI Dairy was founded in 1999 and initially it had modest capacity of 130 liters per day. Today, it is a modernly equipped plant that has a daily processing capacity of up to 50,000 liters of fresh milk, which is purchased from about 950 subcontractors from 16 municipalities located in Herzegovina, Romanija and Podrinje regions. Following the development trends, PAĐENI Dairy is constantly updating its production lines and striving to meet the needs of consumers by developing new products. In order to ensure the quality of products, the quality of the basic raw material is constantly controlled, the course of the entire technological process is monitored, and organoleptic, chemical and microbiological verification of all finished products is performed. The Company has shown the quality and seriousness of their business by following the world trends and through the implementation of international standards. In 2008, HACCP was

Founded in:

1999

Number of employees:

150

Export to:

Montenegro, Serbia, Croatia,
Sweden



certified by the Austrian company Qualityaustria Secceed with Quality, Vienna, while in 2011 HACCP was recertified and ISO 9001: 2008 standard were certified by the same company.

The Company is located in a natural environment, surrounded by unpolluted nature in a hilly and mountainous area at an altitude of about 650 m. Raw milk processed in the dairy is largely produced (over 90%) by grazing cattle on pastures of Herzegovinian karst where there are many herbs and on the Romanian-Podrinje plateau, and in winter with food produced from the same terrain. Since 2016, the Company has a license to export to the EU.





Mljekara Smajić d.o.o. Čelić

Certificates

Company contact
info (person):

Phone:

Address:

E-mail:

Web:

HACCP, ISO 9001:2008

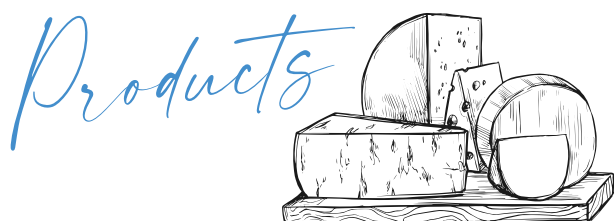
Maida Smajić

+387 35 662 200

Arapovac bb., 75246 Čelić

maida.s@mljekarasmajic.ba

www.mljekarasmajic.ba



Pasteurized milk



Buttermilk



Sour cream



Whey



Yogurt



Dairy spreads



Cheese

ABOUT THE COMPANY

The "MLJEKARA SMAJIĆ" d.o.o. company was founded in 1997 with its headquarters in Čelić. The main activity of the dairy is the production of pasteurized milk, dairy products and cheese. Smajić Dairy is among the 20 largest dairies / milk processors in BiH and has a market share of 1.27%. The company currently processes 10.000 liters of raw milk per day, while the installed maximum capacity is 25.000 liters per day. Since 2008, the company has implemented HACCP and ISO 9001: 2008 standards, and the last re-certification was performed in February 2020 by Bureau Veritas d.o.o. Rijeka, Croatia. For their products, they guarantee the quality and completely natural content of milk from ecologically healthy areas of the Majevisa slopes.

Founded in:

1997

Number of employees:

32



In its production program it has close to 40 different products (pasteurized milk, sour cream, yogurt, kefir, buttermilk, whey, milk spreads, cheese and more). Products are sold on the market of the whole of Bosnia and Herzegovina, of which the largest customers are: Bingo, Mercator, Konzum, Marketi dd Sarajevo, Hoše Komerc and others.





Poljorad d.o.o. Travnik

Certificates:

HACCP, IFS, Halal, ISO 14001

Company contact
info (person):

Asim Skrobo

Phone:

+387 30 530 360, +387 61 950 805

Address:

Bosanska bb., 72283 Turbe - Travnik

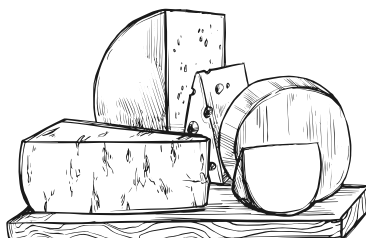
E-Mail:

poljorad@bih.net.ba

Web:

www.poljorad.ba

Products



Travnik cheese
(soft cow's milk cheese)



**Vlašić cream
cheese**



Meadow cheese
(kashkaval)



Kaymak



**Peppers in
kaymak**



**Smoked
cheese**

ABOUT THE COMPANY

In the heart of Central Bosnia at 600 meters above sea level, the production activity of our company takes place, in Turbe, Travnik municipality. The main activity of our company is the production of various types of cheese, butter, cream and cheese spreads, as well as sauerkraut. Poljorad d.o.o. has existed since 1991, when it started operating as a small family business for the purchase of cheese and resale, and we have been engaged in our own production since 1996 with constant growth, so now we employ 56 workers and about 1,200 cooperatives (farmers). For the needs of production, we purchase fresh milk and fresh cabbage from local farmers from five municipalities of the Central Bosnia Canton. The current processing is about 20 tons of milk per day, with a tendency to expand after moving to a new production plant, which is in the final phase. Our company is the largest purchaser of milk from the Central Bosnia Canton, and regular payment and the best purchase conditions make it an important condition for the stability and sustainability of agricultural activity in the Canton. The company currently employs 56 workers, with a tendency to grow, of which 41 workers are directly related to production, and 15 are employed in administration, retail and catering.

In 2016, we received a license to export products to EU countries from a commission that performed an inspection in our company and thus confirmed that we meet EU production standards. We currently export our products to 11 countries: Croatia, Slovenia, Austria, Sweden, Germany, Switzerland, France, USA, the Netherlands, Jordan and Saudi Arabia and we are currently in the phase of expanding the market to Arab countries. In addition to the license for export to the EU, we also have quality certificates: HACCP, ISO 9001 and ISO 14001, IFS and HALAL.



The main products that our company has been producing since the beginning of the purchase of milk are cheeses and cheese spreads, and the method of their production has not changed much, although it is adapted to commercial sales. All our products are made from natural ingredients, the highest quality mountain milk, without emulsifiers, dyes and preservatives.

Founded in:

1991

Number of employees:

53

Export to:

Austria, USA, Sweden,
Germany, Switzerland, France,
Croatia, Slovenia, Jordan





FOREIGN TRADE CHAMBER OF
BOSNIA AND HERZEGOVINA
ISTANBUL OFFICE



Bosnia and Herzegovina

Dairy
Industry



www.komorabih.ba