



Bosnia and Herzegovina Wine Industry

FOREIGN TRADE CHAMBER OF BOSNIA AND HERZEGOVINA



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Wine 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 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.

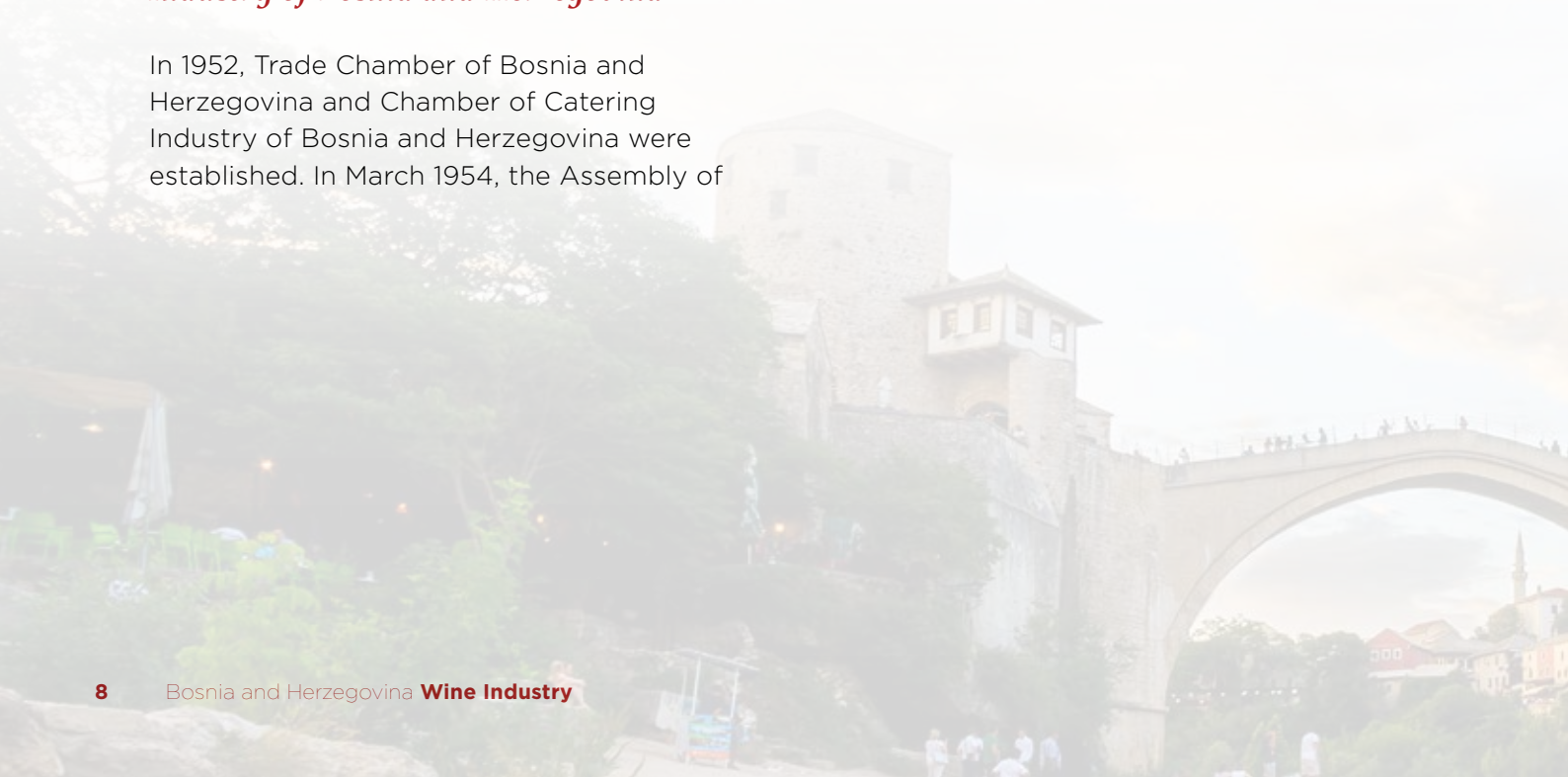
1952 - Trade Chamber of Bosnia and Herzegovina and Chamber of Catering Industry of Bosnia and Herzegovina

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 ("Official Gazette of BiH" Nr: 30/01) 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.

Tradition of Viticulture and Wine in B&H

When we are talking about the history of grape growing in B&H, it is important to note that this area was much wider than it is today and grape growing in Bosnia and Herzegovina has a tradition of more than 2,000 years. From the shores of the Adriatic Sea, the grapevines were spread inland by the Greeks, so the Illyrian tribes, more precisely the Daorsi tribe, whose headquarters were in the fortified town of Daorson near Stolac, began to grow vines and produce wine.

However, it was only with the arrival of the Romans to the territory of Bosnia and Herzegovina and the founding of the Roman province of Dalmatia, to which almost all of present-day Bosnia and Herzegovina belonged, that viticulture flourished and spread to the north. After the Roman conquests, the grapevine began to spread to the area of northern Bosnia and over time it gradually spread to central Bosnia.

After the collapse of the Roman Empire and the arrival of the Slavs, the continuity of grape growing continued, during which time medieval Bosnia became a recognizable wine-growing country and when almost every noble family in Bosnia had their own vineyards. This growth lasted until the 15th century when Bosnia was conquered by the Ottoman Empire. With the arrival of the Ottomans, wine production gradually ceased, and eventually disappeared. The causes of the disappearance of the vine in Bosnia are multiple, but the most important ones are frequent wars, constant migrations of the

population during the 16th and 17th centuries and climate change, since in the 17th and 18th centuries there was a “little ice age” in Europe during which temperatures were significantly lower than before.

Winemaking as an economic branch became a significant source of income in Herzegovina at the end of the 19th century, when the first exports of wine to Western Europe were recorded, and this trend continued with the conquests of markets around the world. Agriculture was the most important economic activity in Bosnia and Herzegovina during the Austro-Hungarian occupation, and therefore the new government immediately began activities to improve agriculture, such as the establishment of plowed fields and experimental and research agricultural stations. At this time, fruit and wine-growing stations were established in Gnojnice near Mostar, in Derventa and Lastva near Trebinje, which also served as a kind of educational institution for teaching young farmers about modern methods in fruit growing and viticulture. These stations actually played a key role in improving viticulture and winemaking and are the foundation of modern viticulture and winemaking in Bosnia and Herzegovina.

In 1950s, a new era in viticulture in Herzegovina began. That is the era of modern viticulture which is based on plantation production era and lasts to this day. That was a time of the socialist system of production, the formation of large social,



in fact state economies, and accelerated investment in agriculture. A special impetus to the viticulture of Herzegovina was the founding of HEPOK in 1966, a large state-owned company. HEPOK was a corporation that included the production and processing of grapes, trade in grapes, wine and raw materials, and professional and scientific services.

Winemaking in Herzegovina had its ups and downs, but it never ceased to be the main branch of agriculture, and in a way the way of life of the local people. Today, Herzegovinian winemakers want to be recognized by their Žilavka and Blatina as unique varieties in the wine world and present themselves to the world through these wines that carry the scent of the earth and the intensity of the Herzegovinian sun.

“ A special impetus to the viticulture of Herzegovina was the founding of HEPOK in 1966, a large state-owned company. ”



The Situation in the Wine Sector

The war events that occurred between 1992-1995 in Herzegovina region had a very negative effect on total agricultural production and especially on long-term plantations, including vineyards. The total area under vineyards was significantly reduced, in addition to that some vineyards were completely destroyed and some of them were partially devastated.

However, the number of hectares used for grape production has been growing since the end of the war. In 2005 in Bosnia and Herzegovina 2.100 ha of land were used for wine grape production. This figure had increased to around 4.000 ha in 2018. In the same way, the yield increased from an estimated 5.000 kg of grapes per ha in 2005, to an (minimum/estimate) 9.000 kg per ha in 2018. This trend is reflected in a tripling of

grape production from 10 million kg in 2005 to 30 million kg in 2018. With the constant/stable number of producers, the average production per producer has increased from 955 kg in 2005 to 3.062 kg in 2018.

Compared to the other sectors, the wine sector is relatively small. However, the fact that most production is concentrated in a few municipalities in the western and southern part of the country, in Herzegovina, as well as the areas around Trebinje and in the North of B&H, makes it an important sector for these parts of the country. The wine industry has all the conditions to overcome the existing export deficit and achieve significant placements in third markets, as Bosnian wines are already present and recognizable in the European Union (EU), but also around the world, including the large Chinese market.





Wine Production

Today, wine production is limited to the catchment areas of the rivers Neretva and Trebišnjica, ie. the Herzegovinian wine-growing region with the Mostar, Lištica and Jablanica vineyards. There is a significant number of grape producers in B&H, primarily for wine production. Most of these are very small producers who are only producing for self-consumption or for the local market. The total area under vineyards is estimated at about 4.000 ha of which 15,3 million vines have been planted with an average yield per vine of about 2 kg. Out of 30 million kg of grapes produced in B&H each year, 65% are processed into wine, according to which the annual wine production is about 20 million lt.

The white wine is the most produced with around 55% and red wine with the remaining 45%. The rose wines are represented in very small quantities. Wine production is primarily focused on high quality categories and almost exclusively based on autochthonous varieties such as Žilavka (white) and Blatina (red). These varieties are autochthonous and ideal for growing in the climatic and geographic conditions in B&H.



Furthermore, these varieties are grown based on local traditions and are part of the cultural heritage of the country.

Along with Žilavka, in Herzegovinian vineyards the accompanying varieties Bena, Krkošija and Dobrogostina are grown, while the autochthonous cultivar Trnjak can be found along Blatina, as well as the world-famous cultivars Vranac, Merlot and Kambuša (Alicante Bouschet). In the post-war period, vineyards were established in Herzegovina, which also include other, esteemed cultivars such as Syrah, Chardonnay, Cabernet Sauvignon, Sauvignon blanc, Muscat ottonel, Graševina and many others.

In general, low quality wine production for the mass market is not a priority, so wineries are focusing their efforts on ensuring a steady increase in the quality of the wine they produce. This is being accomplished through the involvement of advisors and experts (agronomists, oenologists and other types of experts) from academia and from the international wine sector, as well as through the introduction of HACCP and ISO standards. Even though these standards are relatively expensive, all registered wineries (even the smallest ones) have them in place.



Autochthonous Grape Varieties

It has long been known that no wine is completely the same with some other. The variety, climate and human labor give a specialty to each wine. Therefore, wine producers have long concluded that the personality of wine, especially wines of exceptional quality, should be protected. In Herzegovina, the Žilavka and Blatina wines

are also protected on this track, in order to protect the reputation of Herzegovinian wine as a renowned indigenous product. This is certainly an important event in the history of Herzegovinian winemaking, which is used today by all Herzegovinian winemakers who emphasize it on the labels of their wines.



Žilavka is the most represented white high-quality autochthonous variety of Herzegovina. The variety of Žilavka gives quality wines, while premium quality wines are produced from grapes growing at selected locations (vineyards), very often with the addition of 15% of Krkošija and Bena, which are also autochthonous grape varieties of the region of Herzegovina. Žilavka wine attracts good wine lovers with its uniqueness and peculiarity, specific aroma, roundness and strength that is characteristic of southern wines. The wonderful crystal clear greenish-yellow color, specific aroma, harmonious ratio of alcohol and acids, as well as rich extract, distinguish Žilavka from all other wines. It's a strong wine with 12 - 14 vol.% alcohol, 5 to 6 g/l of total acidity, with a total extract of 20 - 27 g/l. It achieves its genuine plenitude and features by longer aging in the bottle. Inhabitants of Herzegovina drink Žilavka with boiled or grilled lamb, eel and other freshwater and sea fish, as well as with cheese from sheep skin sack, and ham. It is best served refrigerated at 10 - 12 °C.



Blatina has a functional female flower (autosterile), which is why it is always grown in plantations with other cultivars/varieties, such as Allicante bouschet (Kambuša), Merlot, and Trnjak, which are also pollinators of Blatina. Blatina is a quality wine, but when selected from specific locations gives a premium quality dry red wine, produced with the variety of grape that has the same name, with 15% addition of pollinating varieties. It's a strong and fresh dry red wine with 12 - 13.5% of alcohol, 5 - 7 g/l of total acidity, 25-32 g/l of extract. It has a dark ruby red color, particular and characteristic aroma, as well as a full and harmonious taste. As a southern wine it has a satisfying concentration of acids. It is good to let it age for several years in wooden barrels, even more, the quality is the highest with up to 5 years of aging. It is recommended to drink Blatina with stronger meat dishes, game meat, especially roast meat, fish stew, and with slices of beef prosciutto. It is drunk slowly, undiluted at a temperature of 18 - 20 °C, from nicely shaped glasses, and in a rural ambience from a wooden mug.

The Wine Route

The Wine Route of Herzegovina is a tourist product consisting of the richness and beauty of pure nature - the peculiarities of the wine-growing area, traditions, cultural and historical sights and stretches from Ljubuški in the West to Trebinje in the East. The backbone of this product consists of over 20 wineries located in six Herzegovinian municipalities (Čitluk, Ljubuški, Mostar, Čapljina, Stolac and Trebinje).

The Wine Route, which was founded and officially opened in April 2007, brings together everything worth visiting, tasting and experiencing in Herzegovina, primarily the natural and social attractions of Herzegovina that can be combined with wine and of course wineries. All these

attractive touristic places are located around the Neretva river that flows through the middle of Herzegovina and which is actually a lifeline around which life has been intertwined since ancient times.

Visitors of Hercegovina's Wine Route are offered autochthonous products, especially autochthonous wines Žilavka and Blatina, brandy and liqueurs from their own production, and other traditional specialties. All winemakers use the latest technologies in wine production, and they have great experience and love for this business. Most of the wine producers have improved their offer by adding special tasting rooms to the wineries which made each of them special and unique.



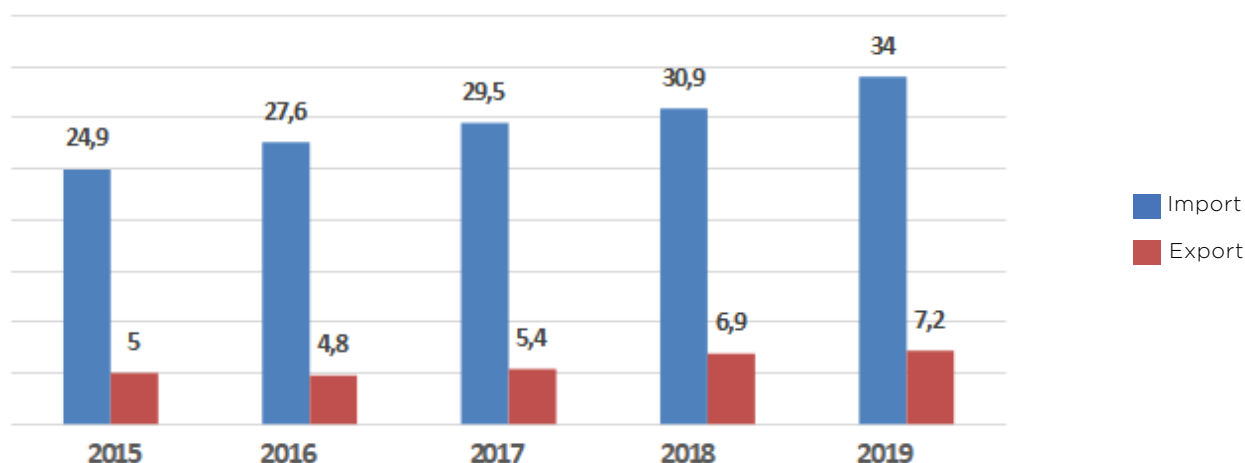


Analysis of Foreign Trade in Wine

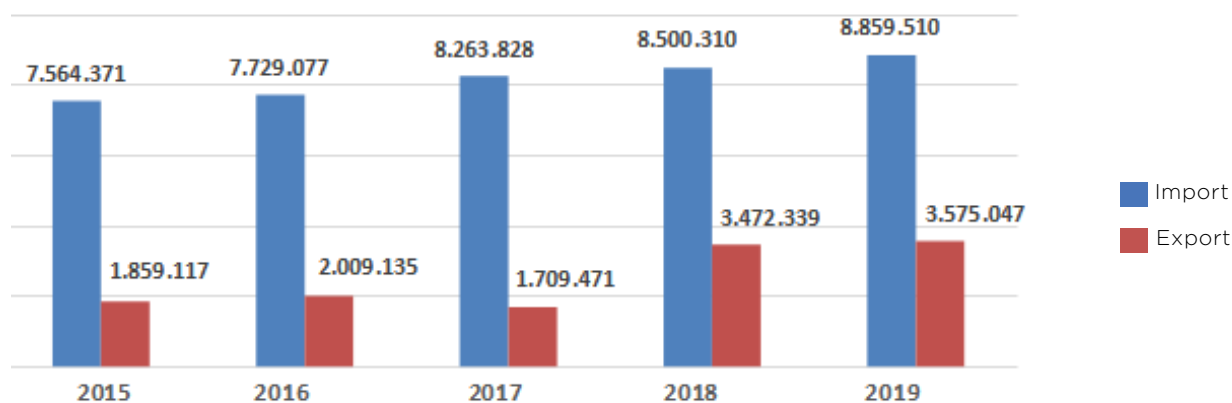
Although the domestic wine market is growing year by year, wine consumption per capita is still low compared to the EU countries. Consumption per capita in B&H in 2002 was only 2 liters of wine, while in 2018 it reached 8.4 liters.

From the foreign trade analysis, it can be concluded that the average export price of 1 liter of wine is around 1.02 EUR, while the average import price of a liter of wine is significantly higher and amounts to approximately 1.94 EUR.

The achieved level of wine exports from B&H is in the amount of about 3.68 million EUR. This is certainly the result of constant appearances at eminent fairs abroad organized by the Foreign Trade Chamber of B&H. Imports of wine to B&H have reached 17.38 million EUR.



Foreign trade of wine in Bosnia and Herzegovina in mil. BAM (1 BAM=0,511 EUR)



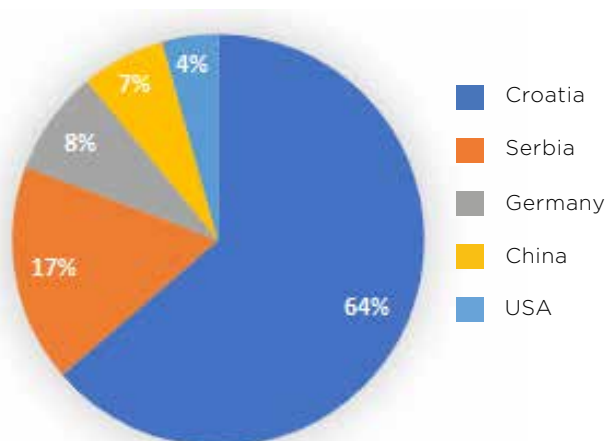
Foreign trade of wine in liters



Top 5 Export Markets

Of the top five leading wine export markets, by far the most is exported to the Republic of Croatia, which accounts for 64% of exports and is convincingly in first place. In second and third place are Serbia with 17% and Germany with 8%.

The value of wine imports is many times higher than exports and reaches the level of 17.38 million EUR. Most wines are imported from Croatia, Serbia, North Macedonia and Montenegro.



Top 5 export markets in B&H for 2019



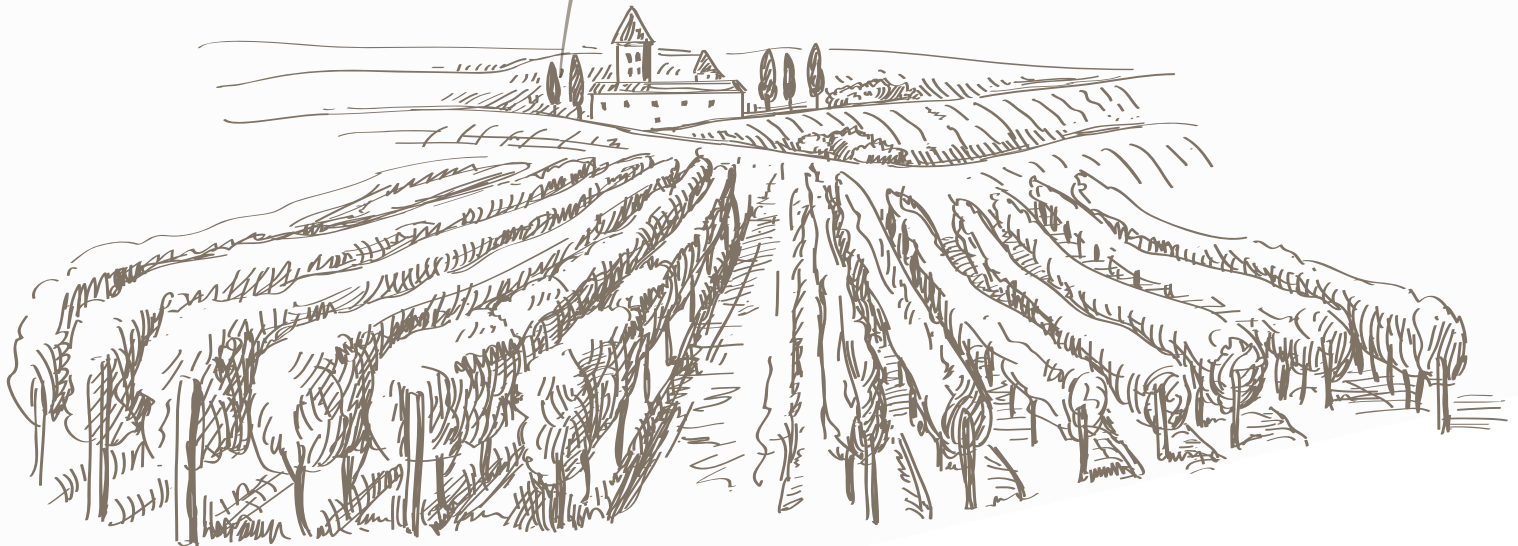
WINERIES





Bosnia and Herzegovina

Wine Industry





AG Međugorje d.o.o.

Founded in: 1995
 City: Međugorje
 Company contact info (person): Andrija Vasilj
 Phone: +387 63 377 305
 Address: Put Križevca 1, 88266 Međugorje
 E-mail: avasilj@gmail.com
 Web: www.carska-vina.com

Products

Wines



Carska Žilavka Fine Edition	0.75 l
Carska Blatina Fine Edition	0.75 l
Carska Žilavka DOMINA Premium Edition	0.75 l
Carska Blatina IMPERO Premium Edition	0.75 l
Carska Vina SOPHIA Cuvee Blanc	0.75 l
Carska Vina DAVID Cuvee Red	0.75 l
Carska Žilavka SELECTION	0.75 l
Carska Vina NIKA	0.75 l

Brandies (Raki)



Cesarica Grape	0.75 l
Cesarica Herbal	0.75 l
Cesarica Cherry	0.75 l
Cesarica Walnut	0.75 l
Cesarica Honey	0.75 l
Cesarica Apple	0.75 l



ABOUT THE WINERY

Winery "AG Međugorje" d.o.o. has been producing top quality wines for several years from the famous autochthonous cultivars Žilavka and Blatina and other accompanying cultivars. Following the trends in the wine market that change in regular cycles of about 15 years, winery strives to maintain its offer at the level of domestic and foreign competition. The assortment of these wines (known under the brand "CARSKA VINA") has been recognized for several years by consumers of premium wines throughout B&H, neighboring countries and the European Union.

Countries to which the winery exports:

Croatia

Annual capacity:

70,000 bottles

Packaging:

0,75 L

Vineyard area:

22 hectares





Podrumi Andrija d.o.o.

Founded in: 1995
 City: Čitluk
 Company contact info (person): Miroslav Ćorić
 Phone: +387 36 643 102
 Address: Paoča 54, 88260 Čitluk
 E-mail: info@podrumiandrija.com
 Web: www.podrumiandrija.com

Products

Wines



Žilavka "Andrija"	0.187 l, 0.75 l, 1 l, 5 l
Žilavka "Andrija" selection	0.75 l
Žilavka "Andrija" barrique	0.75 l
Chardonnay "Andrija"	0.75 l
Rose "Andrija"	0.187 l, 0.75 l
Blatina "Andrija"	0.187 l, 0.75 l, 1 l, 5 l
Blatina "Andrija" barrique	0.75 l
Syrah "Andrija"	0.75 l
Vranac "Andrija"	0.75 l
Vranac "Andrija" selection	0.75 l
Reserve "Andrija"	0.75 l

Brandies (Raki)



Grape brandy "Andrija" special	0.70 l
Grape brandy "Andrija"	1 l
Herbal brandy "Andrija" special	0.70 l
Herbal brandy "Andrija"	1 l
Brandy "Andrija" V.S.	
Brandy "Andrija" X.O.	



ABOUT THE WINERY

On the Brotnjo plateau in the vineyards of the picturesque Paoča, two famous Herzegovinian grape varieties, white Žilavka and black Blatina, have found a suitable habitat, plenty of sun and hardworking hands. It is in the family atmosphere of Andrija Ćorić's cellar that grapes are produced and top quality wines of these varieties are nurtured. Continuing the family tradition, Andrija's descendants decided to build a new wine cellar. Its capacity has overgrown the half-million level in the couple of years period. Growing its own vineyards, the company buys grapes from 220 subcontractors and thus by choosing the best grapes, with the latest modern equipment and expertise of a proven oenologist, achieves great results in the production of premium and quality wines. These selected wines are matured in oak barrels in an underground cellars with the

features of both preserved tradition and modern technologies followed by the patience and attention which they seek and deserve. Parallel to its market growth, the company "Podrumi Andrija" has established its representative office in Zagreb and for many years has secured placement in America, China and many European countries such as; Croatia, Germany, Switzerland, Belgium, Poland, Denmark, Serbia and Montenegro. It is a real pleasure to visit the vineyards, as well as the old and new cellar. "Podrumi Andrija" employ a dozen of full-time workers and aside their own vineyards about two hundred families from the Paoča region grow vineyards for them. „Andrija“ wines – white, rose and red – are drunk in more than twenty countries and on three continents, always with joy – be that on a stone table near the fire by our vineyards or in the cellar itself – because hospitality, honest friendship and „Andrija“ wine most successfully connect people!

Countries to which the winery exports:
USA, China, Austria, Germany,
Croatia, Montenegro, Serbia,
Switzerland, Denmark, Poland,
Slovenia, Sweden

Annual capacity:
200,000 bottles

Vineyard area:
5 hectares + cooperation





KOMRAD d.o.o.

Vinarija Anđelić

Founded in: **1992**
 City: **Trebinje**
 Company contact info (person): **Milica Anđelić, Dragan Anđelić**
 Phone: **+387 65 940 055, +387 65 881 343**
 Address: **Gorica bb., 89101 Trebinje**
 E-mail: **office@podrum-andjelic.com**
 Web: **www.podrum-andjelic.com**

Products

Wines



Žilavka	0.75 l
Žirado	0.75 l
Lira	0.75 l
Vranac	0.75 l
Tribun	0.75 l
Vranac Selection	0.75 l

Brandy (Raki)



Lozovača Sava	0.75 l
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Countries to which the winery exports:

Germany,
Sweden, China

Annual capacity:

150,000
liters

Tasting room:

50 persons

Packaging:

0.75 L

Vineyard area:

30 hectares

ABOUT THE WINERY

The Anđelic family has a tradition in the production of wine and grape brandy, that is long over a hundred years. Currently, the 5th generation of the Anđelic family works in the winery. The great interest in

our products resulted in the fact that we placed our wines and brandy first on the B&H market, and then in the surrounding countries, Europe and Asia. We have won many prestigious awards for our products.



PROTO d.o.o.

Vinarija Anđušić

Founded in: **1993**
 City: **Trebinje**
 Company contact info (person): **Davor Anđušić**
 Phone: **+387 65 597 925**
 Address: **Preobraženska ulica bb., 89101 Trebinje**
 E-mail: **vinarijaandjusic@gmail.com**

Products

Wines



Žilavka	0.75 l
Vranac	0.75 l

Brandies (Raki)



Grape	0.75 l
Herbal	0.75 l
Honey	0.75 l



Annual capacity:

14,000
litres

Tasting room:

50
persons

Packaging:

0.75 L

Vineyard area:

3 hectares



ABOUT THE WINERY

Anđušić family's wine cellar is located in the middle of Popovo Polje, 30 kilometers from Trebinje on the road to Mostar, and 12 kilometers from the Zavala monastery and the Vjetrenica cave. In the ambience of the typical Herzegovinian village of Dračevo, this cellar of the same name offers top quality wines Žilavka and Vranac made from grapes

from the vineyards that you look at while enjoying these wines. By passing on and perfecting the knowledge about grapes and wine from generation to generation, the Anđušić family has acquired enviable knowledge and quality in wine production, so that today the top Herzegovinian wine varieties come out of this cellar.





Vino Brkić d.o.o.

Founded in: **1979**
 City: **Čitluk**
 Company contact info (person): **Josip Brkić**
 Phone: **+387 63 320 205**
 Address: **Kralja Tvrtka 13, 88260 Čitluk**
 E-mail: **vinobrkic@gmail.com**
 Web: **www.brkic.ba**

Products

Wines



Žilavka	0.75 l
Žilavka Reserve	0.75 l
Greda	0.75 l
Plava Greda	0.75 l
Mjesečar	0.75 l
Limousine	0.75 l

Brandies
(Raki)



Grape	0.75 l
Herbal	0.75 l

Liqueurs



Cherry	0.75 l
Walnut	0.75 l
Honey	0.75 l
Pomegranate	0.75 l
Red wine liqueur	0.75 l



ABOUT THE WINERY

Brkić Winery was founded in 1979 and currently covers 3 hectares of area. As this is a relatively small vineyard, they did not want to go into the production of world grape varieties, so they remained faithful to the autochthonous varieties Žilavka and Blatina and with them they aim to become the best in the world. Brkić vineyards are close to the winery, which is very important so that the grapes come into the cellar as soon as possible when they are separated from the vine.



They do not filter most of the wines, because the sediment that will appear later confirms the naturalness. They use sulfur only in emergencies and its quantity is many times smaller than the quantity in conventional production.

Countries to which the winery exports:

USA, England,
Croatia, Switzerland,
France

Annual capacity:

20,000
liters

Tasting room:

25
persons

Packaging:

0.75 L

Vineyard area:

3 hectares



vinarija čitluk

Vinarija Čitluk d.d.

Founded in: 1957
City: Čitluk
Company contact info (person): Dalibor Lasić
Phone: +387 36 640 441
Address: Kralja Tomislava 28, 88260 Čitluk
E-mail: dalibor.lasic@hercegovinavino.ba
Web: www.vinarija-citluk.ba

Products

Wines



Blatina de Broto - top quality red wine

Vranac - top quality red wine

Žilavka Mostar - top quality white wine

Kameno - top quality white wine

Tvrtko - top quality red wine

Chardonnay - top quality white wine

Cabernet Sauvignon - top quality red wine

Rosary - top quality rose wine

Trnjak de Broto - top quality red wine

Top quality barrique wines

HERCEGO Blatina - quality red wine

HERCEGO Vranac - quality red wine

HERCEGO Žilavka - quality white wine

HERCEGO Plavac - quality red wine

Romanca - quality white and red wines

Brocco sparkling wine



ABOUT THE WINERY

Čitluk Winery was founded in 1957 - more than half of a century was part of the country's agricultural economy and since 2002 is privately owned. The winery has a respectable long tradition in the production of high-quality wines. Their vineyards stretch from Mostar to Čitluk on 400 ha of different locations. Chosen vineyard positions and favorable microclimate, together with a wise respect for tradition, on the one hand and the continuous modernization on the other hand, resulted in wines of distinctive flavors, full bodied and harmonious taste. Wines "Blatina de Broto" and "Kameno" (the Stone) are the perfect expression of autochthonousness of local varieties, while the wines of the world's varieties are colored with rich aromas of country nature. Intending to achieve a better quality, wine is made from grapes from own vineyards.

Countries to which the winery exports:

Germany, Switzerland, Austria, Netherlands, Belgium, Czech Republic, Poland, Russia, China, Australia, New Zealand, USA, Canada

Annual capacity:

11 million liters

Tasting room:

Two tasting rooms - one in the winery and the other in the Romanca restaurant

Vineyard area:

400 hectares

Winery Čitluk is the largest producer but also the largest exporter of wine from B&H. Except to neighboring countries, most wines are exported to: Germany, Switzerland, Austria, the Netherlands, Belgium, Czech Republic, Poland, Russia, China, Australia, N. Zealand, USA and Canada. On all the fairs in the region (Vinovita Zagreb, Gast Split, Orahovica, Mostar fair), Winery Čitluk wines are one of the most awarded ones.





HEPOK d.o.o.

Founded in: **1886**
 City: **Mostar**
 Company contact info (person): **Nedim Marić**
 Phone: **+387 62 643 508**
 Address: **Bišće polje bb, 88000 Mostar**
 E-mail: **info@hepok-mostar.ba**
 Web: **hepok-mostar.ba**

Products

Wines



Red wines

Vranac Liska quality wine	0.75 l
Vranac Liska premium wine	0.75 l
Cabernet Sauvignon Liska premium wine	0.75 l
Merlot Liska premium wine	0.75 l
Cuvee Liska premium wine	0.75 l
Hepok red table wine	1 l
Hepok Vranac quality dry red wine	1 l

White wines

Žilavka Liska quality wine	0.75 l
Žilavka Liska premium wine	0.75 l
Žilavka Liska barrique wine	0.75 l
Chardonnay Liska premium wine	0.75 l
Chardonnay Liska barrique wine	0.75 l
Tamjanika Liska premium wine	0.75 l
Hepok white table wine	1 l
Hepok Graševina quality dry white wine	1 l



ABOUT THE WINERY

The new era of the HEPOK winery begins in 2016, when the investment fund ZERAA from Sarajevo made the acquisition. Soon after that a significant investment in new vineyards and modernization of production facilities followed, creating a strong foundation for the development of a modern winery for the 21st century. Rich experience and tradition carefully inherited in the depths of wine cellars, upgraded with new technologies and advice from the world's best experts, are a guarantee of success and preservation of the quality of HEPOK wine. HEPOK has vinificators for the production of quality and premium red wines. Barrique wine barrels are made of the world's most famous types of oak such as; French, American, Hungarian and Slavonian oak. Also, the production takes place partly in barrels

made of autochthonous Bosnian oak. Produced wines are bottled on a modern bottler, which has three sections for protecting wine from unwanted processes during drinking. The first part before the very beginning of the wine entering the bottle is the segment of vacuuming, i.e. extracting oxygen from the bottle. The second part follows the completion of the filling of the bottle and involves the injection of inert gas. In this phase, the presence of inert gas in the neck of the bottle is over 96%. The wine has the same chemical composition before and after bottling which shows that the bottler retains the quality of the wine produced.

HEPOK winery owns the following:

- Modern controlled fermentation systems,
- Modern equipment for primary grape processing,
- Cellars with barrique barrels for aging of the wine,
- Bottling line with a high degree of wine protection.

Countries to which the winery exports:

Croatia, Serbia, China

Annual capacity:

4.5 million liters

Packaging:

0,75 L, 1 L

Vineyard area:

300 hectares



Hercegovina Produkt d.o.o.

Founded in: 2001
City: Čitluk
Company contact info (person): Nela Medić, Damir Juka
Phone: +387 36 653 490, +387 36 653 495
Address: Gospodarska zona Tromeda VI 5, 88260 Čitluk
E-mail: info@hercegovinaprodukt.com
Web: www.hercegovinaprodukt.com

Products

Wines



Premium wines *Žilavka and Blatina*

Exclusive

Zlatna Dolina

Charisma

Quality wines

Kum

Vranac

L Amour

Brandies (raki)



Natural fruit brandies (raki)

Grape

Herbal

Pear

Apricot

Liqueurs



Walnut

Cherry



ABOUT THE WINERY

Twenty years ago, the Barbarić family decided to improve the centuries-old successful tradition of their ancestors in the cultivation of vines and the production of wine and grape brandy by founding the company Hercegovina Produkt. Since then, the company Hercegovina Produkt at an enviable level, respecting the tradition, natural benefits of the region and the latest technological achievements produces wines, natural fruit brandies and liqueurs whose quality is confirmed by numerous awards from local to world exhibitions.

Countries to which the winery exports:

Germany, Croatia,
Serbia, Kosovo

Annual capacity:

2,5 million liters

Tasting room:

Within the winery there is a tasting room consisting of a covered part and a terrace

Vineyard area:

200 hectares



Vinarija Jungić d.o.o.

Founded in: 2008
 City: Čelinac
 Company contact info (person): Marijana Jungić
 Phone: +387 66 007 000, +387 51 490 725
 Address: Markovac 35, 78240 Čelinac
 E-mail: vinarijajungic@hotmail.com
 Web: www.vinarijajungic.com

Products

Wines



Red wines

Šikar Selection

Šikar Reserve

Šikar barrique

Vranac Reserve

Merlot

Šikar Premium

Vranac

Cabernet Sauvignon Premium

Cabernet Sauvignon

Vranac Premium

White wines

Balatin Selection

Tamjanika Jungić

Chardonnay

Tamjanika Premium

Rose wine

Madam Rose

Grape brandies (raki)



Markovac brandy 45% alc

Barrique brandy 40% alc

Liqueurs



Madam Cherry 25% alc



Countries to which the winery exports:

Slovenia, Austria,
Serbia

Annual capacity:

70,000 liters

Tasting room:

We own a space that can
accommodate up to 200 visitors
in the summer and up to 90
visitors in the winter

Vineyard area:

7 hectares (own
vineyards) and 14
hectares (cooperation)

ABOUT THE WINERY

The planting of vineyards in the area of Markovac, which is located in municipality of Čelinac has started in 2005 and the winery was registered in 2008. The varieties that are grown are: Chardonnay, Incense, Pinot Blanc, Rhine Riesling from white, as well as Cabernet Sauvignon, Merlot and Frankovka from black varieties. Jungić Winery is the first or one of the few registered wineries in the

Northwestern part of Bosnia and Herzegovina, and the first outside Herzegovina. Wines are mainly sold on the local market (Banja Luka region). However, in the last few years wines are also present in the Federation of BiH (mostly in Sarajevo, Tuzla and Zenica). In addition, we export wines to Serbia, Slovenia and Austria, and we also reached an agreement to export to Brazil.



CATENA d.o.o.

Vinarija Keža

Founded in: 2007
 City: Ljubuški
 Company contact info (person): Slaven Petrušić
 Phone: +387 39 833 474
 Address: Kralja Zvonimira bb., 88320 Ljubuški
 E-mail: info@catena.ba
 Web: www.z-keza.com

Products

Wines



Žilavka Ž Keža Premium	0.75 l
Blatina Ž Keža Premium	0.75 l
Plavac Mali Ž Keža Premium	0.75 l
Cabernet Sauvignon Ž Keža Premium	0.75 l
Syrah Ž Keža Premium	0.75 l
Cuvee Ž Keža Premium	0.75 l
Rose Ž Keža Premium	0.75 l
Merlot Ž Keža Premium	0.75 l
Žilavka Ž Quality	1 l
Blatina Ž Quality	1 l
Plavac Mali Ž Quality	0.75 l
Žilavka Ž Selection	0.75 l



Countries to which the winery exports:

Germany, China

Annual capacity:

180,000
liters

Packaging:

0.75 L, 1 L

Vineyard area:

25 hectares

ABOUT THE WINERY

Keža vineyards are located in the village of Studenci near Ljubuški. The vineyards formed in the karst are fed directly from the source of the river Studenčica. Once a wild and rocky terrain has been turned into a gentle hill where the autochthonous varieties Žilavka and Blatina grow, as well as varieties such as Merlot, Cabernet Sauvignon, Syrah and Plavac mali. The recognizable black label with the

trademark “Ž” is a label of top wines of this Herzegovinian region.

The vineyard was built in three phases, 6.3 ha in 2007, then new 6 ha in 2009, and 12 ha in 2011, which rounded off an area of approximately 25 hectares (about 120,000 vines). The winery is extremely proud of their own top raw material in wine production, which is also a guarantee in maintaining the top quality of their products.



VIVANT d.o.o.

Vinarija Marijanović

Founded in: **1994**
 City: **Čitluk**
 Company contact info (person): **Josip Marijanović**
 Phone: **+387 63 177 198**
 Address: **Služanj bb., 88260 Čitluk**
 E-mail: **info@marijanovic.ba**
 Web: **www.marijanovic.ba**

Products



Žilavka Marijanović	0.75 l
Žilavka Selection	0.75 l
Rose	0.75 l
Blatina Marijanović	0.75 l
Syrah	0.75 l
Cabernet Sauvignon	0.75 l
33 barrique	0.75 l
Grand Selection	0.75 l



Annual capacity:

50,000
liters

Tasting room:

80
persons

Packaging:

0.75 L

Vineyard area:

3 hectares +
cooperation

ABOUT THE WINERY

The story of the Marijanović winery is a story about family, tradition and love for wine. They are located in the quiet Herzegovinian village of Služanj, not far from Čitluk and Međugorje, where they have been cultivating two autochthonous Bosnian-Herzegovinian varieties (Zilavka and Blatina) for 4 generations and more recently two French varieties (Syrah and Cabernet sauvignon).

Their vineyards are spread on the gentle slopes of the Mostar vineyards and have Southern exposures, which allows maximum

sunshine. In the center of the vineyard is a newly built winery. This is a very important item in wine production, because the harvested grapes reach the winery for processing in a very short time.

The cellar is equipped with modern technology for controlled fermentation and for cold stabilization of white and red wines. In stainless steel barrels young, fresh wines with rich aroma wines are produced while more mature, stronger wines are aged in 'barrique' barrels made of Bosnian and French oak.



Vinogradi Nuić d.o.o.

Founded in: 2004
 City: Ljubuški
 Company contact info (person): Ivica Glamuzina
 Phone: +387 39 849 515
 Address: Crnopod bb., 88320 Ljubuški
 E-mail: prodaja@vinogradinuic.ba
 Web: vinogradinuic.com

Products

Wines



Žilavka - quality dry white wine	0.75 l
Blatina - quality dry red wine	0.75 l
Alter Ego - quality dry red wine	0.75 l
Merlot - quality dry red wine	0.75 l
Žilavka - premium dry white wine	0.75 l
Posip - premium dry white wine	0.75 l
Žilavka Selection - premium dry white wine	0.75 l
Chardonnay - premium dry white wine	0.75 l
Rose "Let`s GO" - premium semi-dry rose wine	0.75 l
Blatina - top quality dry red wine	0.75 l
Cabernet Sauvignon - premium dry red wine	0.75 l
Merlot - premium dry red wine	0.75 l
Blatina Barrique - premium dry red wine	0.75 l
Trnjak - premium dry red wine	0.75 l
Syrah - premium dry red wine	0.75 l
Merlot - premium dry red wine - barrique	0.75 l



ABOUT THE WINERY

The history of the Nuić Vineyards begins in 2004 when the extremely beautiful Orlovac location has been cultivated. In addition to the autochthonous Herzegovinian varieties Žilavka and Blatina, there are other varieties such as Bena and Krkošija, as well as Trnjak, Cabernet Sauvignon, Alicante Bouschet and Plavac Mali that are being planted. In 2009 and 2010, 28 ha were planted in Dugolaze and in addition to the existing varieties, Cabernet Franc, Merlot, Syrah, Touriga Nacional as well as the white variety Pošip from Korčula were planted for the first time.

Countries to which the winery exports:

Croatia, Germany, France, China,
Switzerland, Czech Republic,
Montenegro, Serbia, Australia

Annual capacity:

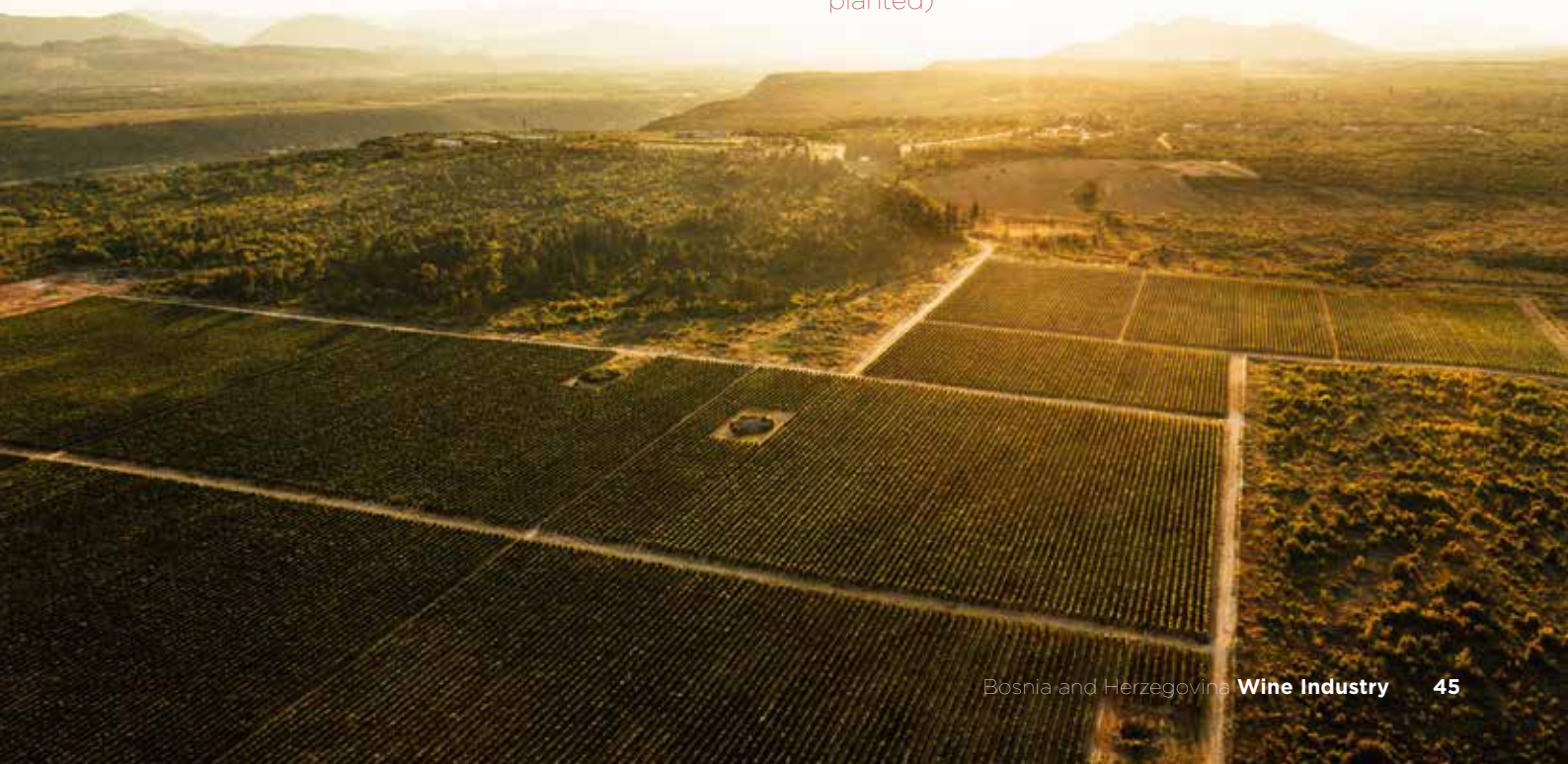
300,000 liters

Packaging:

0.75 L

Vineyard area:

35 hectares (additional 20 hectares
planted)





MONAKO 2000 d.o.o.

Podrumi Ostojic

Founded in: 2002
 City: Čitluk
 Company contact info (person): Vlado Ostojic
 Phone: +387 63 893 298, +387 36 642 161
 Address: Potpolje bb., 88260 Čitluk
 E-mail: vino@podrumostojic.ba
 Web: www.podrumostojic.ba

Products

Wines



Žilavka Vitača Ostojic	0.75 l
Blatina Stjepan Ostojic	0.75 l
Vranac Radivoj Ostojic	0.75 l
Merlot Kujava Ostojic	0.75 l
Cuvee Stjepan Ostoja	0.75 l

Brandies (Raki)



Grape	Herbal extra
Grape extra	Apple
Herbal	Pear

Fruit Brandies



Bitter walnut
Golden apricot
Golden quince

Liqueurs



Cherry
Sweet walnut
Sweet quince



ABOUT THE WINERY

By passing on and perfecting knowledge about grapes and wine from generation to generation, the Ostojić family has gained enviable knowledge and quality in wine production, so that today the Ostojić Winery produces quality and well-known types of wine in Bosnia

and Herzegovina and beyond. The production program includes top wines Žilavka, Blatina, Vranac and Merlo, Barrique wines, brandies Loza, Travarica, Extra loza, Bitter walnut, Golden apricot, Golden quince, Medovača and Viljamovka and liqueurs Cherry, Sweet walnut and Sweet quince.

Countries to which the winery exports:

Croatia,
Slovenia

Annual capacity:

250,000 liters

Tasting room:

50 persons

Packaging:

0.75 L

Vineyard area:

18.178 m²





Podrumi manastira Tvrdoš d.o.o.

Founded in: **2006**
 City: **Trebinje**
 Company contact
 info (person): **Tihomir Kuduz**

 Phone: **+387 65 987 357**
 Address: **Tvrdoš bb., 89101 Trebinje**
 E-mail: **tpodrumi@teol.net**
 Web: **www.tvrdos.com**

Products

Wines



Žilavka	0.75 l
Tvrdoš (Vranac)	0.75 l
Oros	0.75 l
Ruž	0.75 l
Metoh	0.75 l
Izba	0.75 l
Hum	0.75 l
Grande Reserve	0.75 l
Cabernet Sauvignon	0,75 l
Merlot	0,75 l

Brandies
(Raki)



Grape
 Herbal





ABOUT THE WINERY

Tvrdoš Monastery Wine cellars consist of three wine cellars, and in the oldest, a 16th century arc dug in the rock below the monastery itself, in a big a hundred-year-old oak barrels aging the best Vranac - prominent "Tvrdoš". Only ten meters away, on the brink of the shore of Trebišnjica, in 2006 a new cellar was built with the latest winemaking technology. Additionally,

in 2012, a special cellar was constructed to be used especially for aging of wine in small barrels made out of different types of oak. All wines come from vineyards located in Popovo polje and Trebinjsko polje fields, where on an area larger than 100 acres, native grape varieties Žilavka and Vranac are grown with international ones - Chardonnay, Merlot and Cabernet Sauvignon.

Countries to which the winery exports:

Germany, Czech
Rep., Switzerland,
Netherlands, Poland,
Serbia, Montenegro,
China, USA, Brazil,
Australia, Japan

Packaging:

0,75 L

Annual capacity:

300,000 bottles

Vineyard area:

160 hectares





Podrumi Vukoje 1982 d.o.o.

Founded in: **1982**
 City: **Trebinje**
 Company contact info (person): **Radovan Vukoje**
 Phone: **+387 65 527 433**
 Address: **Mirna 28, 89101 Trebinje**
 E-mail: **podrumvukoje@gmail.com**
 Web: **www.podrumivukoje1982.com**

Products

Wines



Herzegovinian Vranac	Golden selection white
Herzegovinian Žilavka	Golden selection red
Tribunia Chardonnay & Malvasia	Carsko vino
Tribunia Cabernet & Merlot	Mediterranean Vranac
Reserve Vranac	Burgundy white premium
Syrah 30	Burgundy black premium
Galerija Tamjanika	Grozda Vranac
Galerija Merlot	Grozda Žilavka
Primavera red cuvee	Grozda Muscat
Primavera white cuvee	Grozda Syrah
Primavera rose	Grozda Merlot

Brandies (Raki)
and Others



Herbal brandy
 Gin



ABOUT THE WINERY

“Podrumi Vukoje 1982” has been engaged in the limited production of premium wines and alcoholic beverages for more than 30 years. The winery relies on modern technologies, controlled fermentation processes and traditional methods of aging wine in oak “barrique” barrels in cellars 8 meters below the ground. Production is exclusively focused on quality, as shown by numerous awards from the country and abroad. They have won over 100 gold medals at all fairs in the region (Belgrade, Zagreb, Novi Sad, Split, Vrsac) as well as at famous festivals in Milano, Brussels, Paris, Geneva, Prague, Bergamo and Vienna for the quality of their wines.



“Podrumi Vukoje 1982” has its own vineyards on two sites with a total area of 30 ha, where autochthonous and international grape varieties are planted. Imperial vineyards are located in the locality of Ušće, 10 km from Trebinje, at the confluence of the rivers Trebišnjica and Sušica. At the end of the 19th century, the Austro-Hungarian monarchy declared these vineyards the most suitable for Žilavka, so they built the famous Imperial vineyards there, from which exclusive wine was shipped to the Viennese court. Vineyards in Zasad polje were raised along the riverbed of the river Trebišnjica at the entrance to Trebinje. There are planted varieties such as Vranac, Žilavka, Cabernet Sauvignon, Chardonnay, Pinot noir, Syrah, Nutmeg, Merlot.

Countries to which the winery exports:

Serbia, Montenegro,
China, USA

Annual capacity:

200.000 bottles

Tasting room:

300 persons

Packaging:

0.75 L

Vineyard area:

30 hectares





VINA ZADRO

Vina Zadro d.o.o.

Founded in: 1996
 City: Domanovići
 Company contact info (person): Ivan Pažin
 Phone: +387 36 822 301
 Address: Domanovići bb, 88305
 E-mail: info@vinazadro.com
 Web: www.vinazadro.com

Products

Wines



Quality liter wines

Dubravka

Doman

Quality wines

Žilavka

Vranac

Blatina

Cabernet Sauvignon

Premium wines

Žilavka

Cabernet Sauvignon

Blatina

CZ Selection line

CZ Žilavka

CZ Cabernet Sauvignon

CZ Chardonnay

CZ Merlot

CZ Rose

CZ Vranac

CZ Blatina

CZ Rondo

Domano sparkling wine



ABOUT THE WINERY

The company Vina Zadro was founded in 1996 when a small winery in Domanovići was bought by Hepok, a former agricultural giant of Yugoslavia. The winery was demolished due to the war events of the 90s, and most of its equipment was destroyed or stolen. Under the new ownership, the winery was renovated and new modern equipment was procured to start wine production. In 1999, the winery received a silver medal for wine Žilavka at the Zagreb Wine Fair Vinovita which was the first recognition and award for its work. That award came as a confirmation that the winery is well on its way to success.

Countries to which the winery exports:

Croatia, Serbia,
Montenegro, Slovenia,
Hungary, Austria,
Germany

Annual capacity:

1,5 million liters

Tasting room:

150 persons

Vineyard area:

40 hectares

In 2007, Vina Zadro entered into a strategic partnership with MCI d.o.o. from Široki Brijeg, which strengthened its presence on the market of Bosnia and Herzegovina. In the following years, the production plant and the cellar were expanded and renovated, and a new tasting room with a restaurant for tourist purposes was built. In 2014, the winery achieved significant success at the most prestigious Decanter World Wine Awards competition, when it won silver for the Žilavka CZ wine. In 2017 at DWWA, our company achieved the greatest success in the history of Bosnia and Herzegovina, when it won two platinum medals for Žilavka CZ and Blatina CZ, making these two wines the best wines in the region of Eastern and Central Europe.





FOREIGN TRADE CHAMBER OF
BOSNIA AND HERZEGOVINA
ISTANBUL OFFICE



Bosnia and Herzegovina
Wine Industry

