



**FOREIGN TRADE CHAMBER  
OF BOSNIA AND HERZEGOVINA**

# **BOSNIA AND HERZEGOVINA BUSINESS DELEGATION**

at



中国—中东欧国家投资贸易博览会

CHINA-CEEC INVESTMENT AND TRADE EXPO



## **CHINA-CEEC INVESTMENT AND TRADE EXPO 2018**

**JUNE 8-11, 2018  
NINGBO · CHINA**



**Bosnia and  
Herzegovina  
Export  
Promotion  
Agency**



## FOREIGN TRADE CHAMBER OF BOSNIA AND HERZEGOVINA

**Representatives:**

Mr. Enes Ališković, BHEPA Director

Mr. Tarik Kovač, Project Officer

T: +387 33 566 235 ; F: +387 33 566 239

E: [tarik.kovac@komorabih.ba](mailto:tarik.kovac@komorabih.ba)

W: [www.komorabih.ba](http://www.komorabih.ba)

**Address:**

Branislava Djurdjeva 10, 71000 Sarajevo , Bosnia and Herzegovina

**Profile:** The Foreign Trade Chamber of Bosnia and Herzegovina (FTCB&H) is an independent, non-governmental and non-profit association of B&H companies, producers and service providers of various business sectors, engaged in imports and exports. The mission of the FTC B&H is to represent the interests of its member companies both domestically and internationally. Its activities and services are focused on development and improvement of foreign trade, customs and tariff policies of B&H, international finance and international transport and communications. The Chamber also coordinates the activities related to the economic development of the country. FTCBH is a member of ICC, Eurochambres, IRU, WCF, ABC, EEN and other international trade organizations and initiatives. Bosnia and Herzegovina Export Promotion Agency – BHEPA is a national agency operating within the Foreign Trade Chamber of Bosnia and Herzegovina. Its primary role is to provide assistance to all B&H companies in developing and expanding export markets by promoting products and capabilities of the domestic companies internationally.

波黑外贸商会（FTCB&H）是一个独立、非政府、非盈利性行业机构，会员包括从事进出口业务的贸易企业、生产企业和服性企业等多行业领域企业。商会的基本任务是在国内外市场代表会员企业的利益，基本业务和服务主要是拓展对外贸易，改善通关环境和关税政策、增强国际金融和交通通信联系。商会还负责协调与国家经济发展有关的政策事务。本商会是国际商会、欧洲商会、国际无线电协会、WCF/ABC/EEN以及其它国际机构的会员。波黑出口促进局是波黑外贸商会的一个下属机构，协助所有波黑企业拓展出口业务，在国际市场推广波黑本国产品。

## KOMRAD doo

**Contact:** Mr Dragan Andjelić, Mr Zoran Andjelić

T: 00 387 65 940 055 ; F: 00 387 59 259 222

E: [office@podrum-andjelic.com](mailto:office@podrum-andjelic.com)

W: [www.podrum-andjelic.com](http://www.podrum-andjelic.com)

**Address:**

Gorica bb 89101 Trebinje

Bosnia and Herzegovina

**Company and Exhibits Introduction:**

Andjelic family has a centuries-old tradition in the cultivation of grapes and wine production. The production of high quality wines takes place in the wine cellar located in the town of Trebinje (in the south of Bosnia and Herzegovina, the grapes are processed at the premium position with a favour of a Mediterranean climate and the proximity to the Adriatic Sea. The production of premium wines is also favored by the fact that the Andjelić family has its own vineyards and thus controls the quality of raw materials.

The focus is on the production and promotion of autochthonous sorts Žilavka and Vranac, which are the multiple award-winners at various festivals throughout Europe. In addition to these sorts, the family processes other sorts such as Merlot, Cabernet Sauvignon and Chardonnay grown in the vineyard near Trebinje.

The newly built winery has excellent conditions for the processing of grapes, wine production and for aging of wines in stainless steel and oak barrels, before they enter the market.

The current production is conducted by the fifth generation of the Andjelic family trying to maintain the synergy between the tradition and the modern technology and thus maintain and improve the quality of products.



安杰利奇Andelić酒业家族有着葡萄种植、葡萄酒酿造的百年传统，在波黑南部特雷比涅Trebinje市的老酒庄里，通过精心挑选，生长于亚德里亚海腹地经过地中海气候培育的葡萄被用来酿造顶级品质的葡萄酒。为了控制原材料品质，酒庄只选用自己葡萄园种植的葡萄进行酿造。我们主要种植和生产源于波黑的吉拉夫Žilavka及威尔娜Vranac葡萄品种，它们曾屡次在欧洲葡萄酒品鉴活动上斩获大奖。除此之外，家族还加工黑塞哥维那地区出产的梅洛、赤霞珠和霞多丽。新修建的酿酒厂为葡萄加工、葡萄酒陈化提供了极佳的条件，通过在不锈钢及橡木桶中的精心酿造，最终推向市场。目前，安杰利奇Andelić家族的第五代传人正在努力将传统工艺和现代技术结合，力求保持并不断提高葡萄酒产品质量。



## PODRUMI ANDRIJA doo

**Contact Person:** Mr Miroslav Ćorić

T: +387 36 643 102 , F: +387 36 643 102

E: [podrumiandrija95@gmail.com](mailto:podrumiandrija95@gmail.com)

**Address:**

Paoča bb, 88260 Čitluk  
Bosnia and Herzegovina

**Company and Exhibits Introduction:**

The true beauty of Andrija wines can not be discovered merely by reading their description but also by tasting and moderate drinking. In order to experience that, you should come to the family cellars Andrija nearby the Virgin Mary pilgrims site in Medjugorje. On the Brotnjo platform within the vineyards of picturesque Paoča area, the two famous Herzegovina grapes sorts ( white Žilavka and black Blatina) have found a suitable environment, plenty of sun and diligent hands. Continuing the family tradition, the Ćorić family has decided to build a new cellar in Paoča. Growing its own vineyards, the company purchases the grapes from 220 subcontractors and achieves the greatest results in the production of top quality wines with the best grapes, the newest equipment and the experienced enologist . The selected wines get mature in the oak barrels within the underground cellar. The company established its representative offices in several cities in Bosnia and Herzegovina and Croatia, and it places its wines for many years on the European markets such as: Croatia, Germany, Switzerland, Belgium, Poland, Denmark, Serbia and Montenegro.



安德里亚Andrija葡萄酒真正的美不是通过简单地阅读文字介绍就能体会的，而是需要您的亲自品尝和亲身感受。为了体验这种美妙，您需要来到美丽的黑塞哥维那，在圣母玛利亚显现神迹的著名天主教道场梅久戈列Medjugorje小城，做客我们的酒庄。我们的葡萄园坐落在布罗特尼亚Brotnja高原上风景如画的帕奥查Paoča地区。两种黑塞哥维那知名的葡萄种类吉拉夫Žilavka（白）和布拉蒂娜Blatina（红）在此找到了适宜的生长环境、充足的阳光，经过勤劳的双手培育不断生根发芽。为了延续传统，安德里亚 乔里奇Andrija Ćorić家族决定在帕奥查Paoča地区修建新的酒厂。除了自家葡萄园的葡萄，我们还从220家上游农场收购。高品质的葡萄、先进的设备、专业的酿造师，造就了顶级质量的葡萄酒。还有少量的精选葡萄酒储存在地下橡木桶中慢慢发酵。安德里亚Andrija酒庄在波黑和克罗地亚多个城市设有代表处，产品多年以来出口欧洲市场，如克罗地亚、德国、瑞士、比利时、波兰、丹麦、塞尔维亚和黑山等。





## VINARIJA ČITLUK dd

**Contact Person:** Mr Željko Nakić

T: +387 36 642 232 , F: +387 36 642 400

E: [vinarija.citluk@tel.net.ba](mailto:vinarija.citluk@tel.net.ba)

W: [www.vinarija-citluk.ba](http://www.vinarija-citluk.ba)

**Address:**

Kralja Tomislava 28, 88260 Čitluk  
Bosnia and Herzegovina

**Company and Exhibits Introduction:**

Čitluk Winery is the biggest winery in B&H with a keeping and elaboration capacity of 110 000 hl. The winery owns over 300 ha of its own vineyards, consisting mainly of Žilavka and Blatina, recently credited with the plantations of two of the most famous world cultivars, Chardonnay and Cabernet Sauvignon. Herzegovina vino d.o.o Mostar, strategical partner of the Čitluk Winery, owns 100 hectares of vineyards, mainly Blatina, Žilavka, and Vranac. The overall quantity of grapes from these vineyards is turned into wine in the cellar of the Citluk Winery with the latest winemaking equipment. The winery buys off all the market excess of Žilavka and Blatina from the area of Herzegovina.



## vinarija čitluk

契特卢克Čitluk酒庄是波黑最大的葡萄酒庄之一，拥有110,000hl的加工和窖藏能力，葡萄园占地300公顷，主要种植黑塞哥维那地区特有的吉拉夫Žilavka（白）和布拉蒂娜Blatina（红）葡萄品种，近年来也开始引进种植世界知名的霞多丽Chardonnay和赤霞珠Cabernet Sauvignon。黑塞哥维那酒业公司是契特卢克Čitluk酒庄的战略合作伙伴，拥有100公顷葡萄园，种植吉拉夫Žilavka、布拉蒂娜Blatina和威尔娜Vranac等品种。契特卢克Čitluk酒庄通过其他供货渠道，从波黑各大葡萄园购买原料，采用最先进的设备酿造优质葡萄酒。



## BOSNAPLOD d.o.o.



### Contact:

Mr. Benjamin Vukotić, CEO, Mrs. Amra Ekmekčić, CCO

T: +38749 216 076, Fax: +38749 216 076

E: office@zeraa.ba; info@bosnaplod.ba

W: www.bosnaplod.ba; www.yournatureworld.com

**Address:** Semberska bb, 76 100 Brčko, Bosnia and Herzegovina

### EXHIBITING PRODUCTS/BRANDS

Raspberry jam, Rosehip jam, Forest mix berry jam, Strawberry jam, Apple juice, Orange juice, Strawberry juice.

**Profile:** Bosnaplod d.o.o. Brčko has been cultivating and processing fruits since 1948. Over the time, we have developed the taste for finest fruits, so that our consumers can enjoy only the best quality products and take good care of their families and themselves. Company is located in Brčko BiH.

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

### Products list:

- Deep-frozen fruits IQF,
- Dried fruits,
- Organic forest fruits,
- Deep frozen purees, and
- Final product from hot processing plant (KULIN juices and jams, YourNature organic juices and jams on request, Bulk plum paste)



Bosnaplod produces, on daily basis, 15 tons of jams, 68,000 liters of juices, 80 tons of deep-frozen final products, 12 tons of deep-frozen purees and 12 tons of dried fruits.

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



### 展品/品牌

覆盆子果酱，玫瑰果酱，森林混合浆果果酱，草莓酱，苹果汁，橙汁，草莓汁。

Bosnaplod d.o.o. 布尔奇科已培育和自1948年以来在一次处理的水果，我们已经开发出最好的水果味道，让我们的消费者只能享受最优质的产品，并采取他们的家庭和自己照顾得很好。公司位于BrčkoBiH。

我们的加工厂涵盖各种产品，包括果酱，果汁和干果。除了提到的那样，我们还提供范围广泛的产品为工业使用，如耐高温馅料，100%贴梅花，品种冷冻水果果泥，速冻水果，如进站酸樱桃，李子切割机等等。

产品列表：

- ✓速冻水果IQF,
- ✓干果,
- ✓有机森林水果,
- ✓深冻松，和
- ✓热加工厂的最终产品（可根据要求提供KULIN袜子和果酱，YourNature有机袜子和果酱，散装梅子酱）。

Bosnaplod生产，每天的基础上，15吨果酱，6.8升，80吨最终速冻产品，12吨速冻果泥和12吨干果的果汁。

除生产能力，加工厂具有用于初级生产水果的显著能力 - 的樱桃，李子，苹果，野樱莓和草莓覆盖140公顷的区域种植园。

# HEPOK d.o.o.

## Contact:

Mr Damir Ferović, Ms Josipa Andrižanić

T: 00 387 36 281 125 ; F: 00 387 36 281 126

E: info@hepok-mostar.ba

W: www.hepok-mostar.ba



**Address:** Bišće polje bb, 88000 Mostar

**Company Hepok d.o.o. Mostar** was founded in 1956. Hepok d.o.o. Mostar, in addition to vineyard production, also has facilities for the production of wines and strong alcoholic beverages.

**Grape production** takes place in two vineyards, Željuša and Kosor. The Željuša vineyard spreads over 450 hectares of land. This vineyard is located in Bijelo Polje near Mostar. The Kosor vineyard spreads over 110 hectares of land.

**The Hepok winery** is located in the center of Mostar Business Zone. The capacity of winery is 3 million liters. The winery is divided in three parts: high quality wine production department, table wine production department and strong alcoholic beverage production department.

## Wines

**White wines:** Žilavka, Chardonnay, Tamjanika, Rizling, Sauvignon Blanc, Smederevka

**Red wines:** Vranac, Merlot, Cabernet Sauvignon

The wine is bottled in 0.75, 1.0 and 2.0 liters glass bottles.

**The department for the production of strong alcoholic beverages** has an annual distillery capacity of 1 million liters. We produce strong alcoholic beverages as follows:

**Schnapps:** Loza premium, Travarica premium, Loza, Travarica

**Liquors:** Fig, Sour cherry, Raspberry, Sage, Rosehip

Strong alcoholic beverages are bottled in 0.1, 0.5, 0.7 and 1.0 liter glass bottles.

Since takeover by Zeraa Agriculture Investment Sarajevo, Hepok significantly invested in the production of premium wines and premium alcoholic beverages. Furthermore, we are working on branding our products and we will soon be proud to present the following:



- The Tenelija brand. Tenelija is the stone from which the old town of Mostar was built. This name carries a strong symbolism as tenelija, as well as Hepok, is one of the symbols of Herzegovina and Mostar. Tenelija brand will be the brand of premium alcoholic beverages and liqueurs.
- The Liska brand is the brand that will represent Hepok's top quality wines. Liska is a bird which is an indigenous species for Herzegovina and carries a strong connection with Mostar, the character of Mostar people, and also a connection with Hepok as the forefront of progress of the economy of Mostar.

公司Hepok d.o.o.莫斯塔尔成立于1956年。Hepok d.o.o.除葡萄园生产外，莫斯塔尔还拥有生产葡萄酒和强烈含酒精饮料的设施。

葡萄生产在两个葡萄园，Željuša和Kosor。Željuša葡萄园遍布450公顷的土地。这个葡萄园位于莫斯塔尔附近的Bijelo Polje。科索葡萄园遍布110公顷的土地。

Hepok酒厂位于莫斯塔尔商业区的中心。酒厂的产能是300万垃圾。该酒厂分为三个部分：优质葡萄酒生产部门，餐酒生产部门和强力酒精饮料生产部门。

酒瓶装0.75,1.0和2.0升玻璃瓶。

生产强烈含酒精饮料的部门每年可酿酒一百万吨。

强烈的酒精饮料装在0.1,0.5,0.7和1.0L的玻璃瓶中。

自Zeraa农业投资萨拉热窝收购以来，Hepok大量投资生产优质葡萄酒和优质酒精饮料。此外，我们正在努力打造我们的产品品牌，我们很快会为以下展示而自豪：

- **Tenelija品牌。** Tenelija是莫斯塔尔老城建造的石头。这个名字带有强烈的象征意义，因为特内利亚和赫普是黑塞哥维那和莫斯塔尔的象征之一。Tenelija品牌将成为优质酒精饮料和利口酒的品牌。
- **Liska品牌是代表Hepok顶级品质葡萄酒的品牌。**利斯卡是一种鸟，它是黑塞哥维那的一种本土物种，与莫斯塔尔人莫斯塔尔有着密切的联系，并且与赫波克有着莫斯塔尔经济进步前沿的联系。



# Vinarija Nuić d.o.o.



**Contact person:** Mr Ivica Glamuzina, Sales Manager

T: +387 39 849 515; F: +387 39 849 505

E: info@vinogradinuic.ba

W: www.vinogradinuic.com

Address: Crnopod bb, 88320 Ljubuški

Winery "Vinogradi Nuić" (Vineyards Nuic) is located in southwestern part of Herzegovina, in village Crnopod, settled between Međugorje and Ljubuški, where is most common cultivation of indigenous varieties Žilavka and Blatina. Vineyards are laying on the area of 35 hectares, perfect for cultivation of grapevine, thanks to: rocky red soil (Karst and Terra Rossa), altitude (140 meters), exposure (southwestern) and mild winter and sunny summers. The company started its operations in 2003. Winery capacity is 600 000 liters, which is built partly underground, but mostly overground type. Still, under construction is tasting room, and restaurant that will have a traditional Herzegovinian menu. Some wines mature in wooden casks of Bosnian oak, in perfect conditions of humidity and temperature and protected from unfavorable external influences.

Along with the indigenous varieties Žilavka and Blatina, there also has been planted Bena and Krkošija, then Trnjak, Cabernet Sauvignon, Alicante Bouschet and Plavac Mali. In 2009, on the location Dugolaze was planted 7 hectares, and in 2010, another 21 hectares of vines were planted. Along with the existing varieties, for the first time there were planted red varieties Cabernet Franc, Merlot, Syrah, Touriga Nacional, and white Pošip from Korčula, Croatia.



Winery Nuić 位于黑塞哥维那西南部的 Crnopod 村，安置在 Međugorje 和 Ljubuški 之间，那里是土着品种 Žilavka 和 Blatina 最常见的种植地。葡萄园面积 35 公顷，非常适合种植葡萄，这要归功于：岩石红壤（喀斯特和特拉罗萨），海拔 140 米，暴露（西南部）以及温和的冬季和晴朗的夏季。该公司于 2003 年开始运营。酒厂容量为 60 万升，部分地下建造，但大部分为地上式。不过，正在建设中的还有品酒室以及拥有传统黑塞哥维那菜肴的餐厅。一些葡萄酒在波斯尼亚橡木木桶中成熟，在湿度和温度完美的条件下，并防止不利的外部影响。

除了土着品种 Žilavka 和 Blatina 之外，还种植了 Bena 和 Krkošija，然后是 Trnjak，Cabernet Sauvignon，Alicante Bouschet 和 Plavac Mali。2009 年，Dugolaze 地区种植了 7 公顷，2010 年又种植了 21 公顷的葡萄树。与现有品种一起，第一次种植了来自克罗地亚科尔丘拉的品丽珠，美乐，西拉，Touriga Nacional 和白色 Pošip。







Đošnica  
Herzegovina