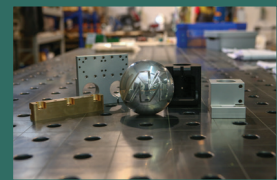




**FOREIGN TRADE CHAMBER
OF BOSNIA AND HERZEGOVINA**

METAL INDUSTRY OF BOSNIA AND HERZEGOVINA

AT ELMIA SUBCONTRACTOR 2022



 **Elmia
Subcontractor**

15–17 NOVEMBER 2022

**Bosnia and Herzegovina Pavilion
Hall C/Booth C01:24**



BUSINESS OPPORTUNITIES IN THE METAL PROCESSING SECTOR IN BOSIA AND HERZEGOVINA

Metal processing sector in Bosnia and Herzegovina, along with base metal production, has traditionally been country's strongest and most successful industry and export sector. Metal sector as a whole makes up around 37% of total country exports, which gives it a strong lead over top export categories.

Development of metal processing sector in B&H has been enabled by country's natural endowment with natural resources (such as coal, iron ore, bauxite), as well as human capital. The sector is fairly large and it includes ferrous and non-ferrous metal processing, chiefly in iron and steel, aluminum, lead, zinc and copper. Technical capacities exist in sheet metal processing, welding, plasma cutting, bending, machining, aluminum extrusion, castings and forgings. The sector consistently marks positive trade balance in most of its sub-segments.

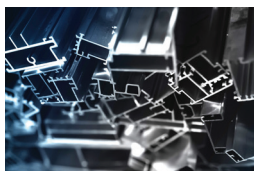
The present structure of metal sector is characterized by large number of small companies producing lower value-added products. Such environment provides great opportunities for foreign investors to integrate existing primary producers and start production of higher-added products. In addition, there are opportunities to use existing production facilities and capacities to increase production.

The metal processing industry in Bosnia and Herzegovina may be classified as follows:

1. Production of base metals
2. Production of finished products, except for machinery and equipment
3. Production of machinery and equipment
4. Production of motor vehicles, trailers and semitrailers.

Why import from or invest in Metal Processing Sector in Bosnia and Herzegovina?

- Skilled, motivated and affordable labor force
- Geographical location and closeness to the EU market
- Experience of metal processing companies in exporting to the EU market
- Opportunity to integrate small companies for production of higher value added products
- Abundance of production facilities, industrial zones and available production capacities
- No restrictions for foreign partnership with domestic companies
- Regional and bilateral Free Trade Agreements
- Stable currency pegged to Euro



EMERUS



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PERSONEL

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Who we are

Emerus is a European manufacturer of pressed aluminum profiles for various industrial branches. With us you get all important products and services from a single source: extrusion, powder coating, anodizing, machining, packaging according to your specifications and technical support throughout the production process. With Emerus, you reduce the time from order to delivery of the final product, optimize inventory management and eliminate possible conflicts with multiple suppliers. We gladly accept your personal wishes and requests. Our young and ambitious team of experts is not tied to old ways of thinking and working, but is always open to new ideas and full of creative energy.

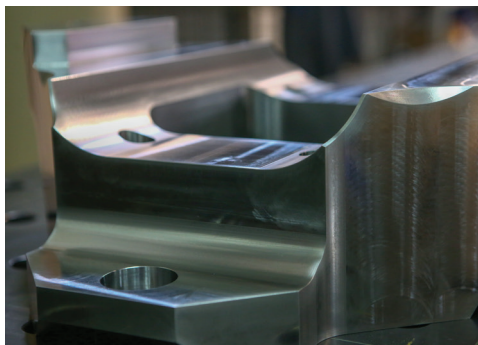
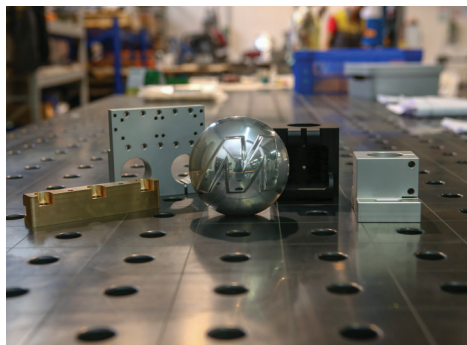
What we do

The services that Emerus offers are:

- CAD design, project planning
- 3D prototyping
- Precise aluminium extruding
- Anodizing
- Mechanical pre-anodizing treatment
- Surface treatment (full range of coating and powder colors)
- Custom manufacturing
- Quality testing, analysis and assurance
- Automated packaging and customized packaging according to client's specific needs
- Logistics for material handling and transportation for global delivery

Customer Groups/Industries

Automotive, building, transport, electric and electronical, furniture, solar energy, interior design, manufacturing, pharmacy, advertising, agriculture and other industries.



MEDENA COMMERCE



MEDENA COMMERCE

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CONTACT

Ms. Selma Bradaric,
Sales Manager

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CERTIFICATIONS

ISO 9001, ISO 14001,
EN 3834-2, EN 1090

Who we are

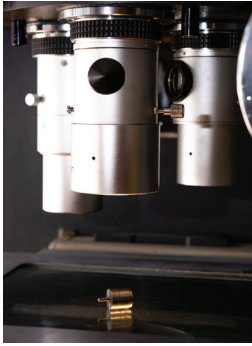
Medena commerce is a family owned company specialized for metal processing and mechanical assembling of the produced parts. We are using the best available and modern technologies whose are supported by our young tim of the engineers and masters to offer to our customer the best quality and good technical suport.

What we do

By using the technologies of the cutting, milling, turning and welding, we produce different metal parts and constructions which are using in the conveyor systems in automotive industry, machine building industry, food industry, pipeline transport of the gas, water, oil and the air. To make the easier usage of the produced parts, we offer to our customers assembling of the produced parts and delivery on the building site as well as in the customers production location.

Customer Groups/Industries

Producers of the conveyor systems in automotive industry, producers of the machines for the metal processing, producers of the gaskets, producers of the machines for the food treatment, producers of the machines for paper industry, producers of the oil platforms, producers of the equipment for automatisasion.



NIHO MOTORS

Who we are

NIHO MOTORS is today one of the leading companies in Bosnia and Herzegovina, in the field of production automatic lathes, assembling components, and welding. The produced parts are used in: Auto industry Elektro industry Furniture Industry A dedicated industry (military industry) medical technology Engineering and many other industries Our team consists of about 15 highly motivated and professionally trained staff. The machinery consists of more than 18 automatic lathes with feeders. Manufacturing, office and warehouse facilities are over 900 m²

What we do

In the production area of 400 m², is 7 CNC lathes. All machines have feeders for the operation of bars (hydro feeders or feeder FMB). The products that we do have a diameter of 2 to 100mm, and the preparation of the bars is to 75mm diameter, the specimens are mostly medium complexity. The materials used to man

Customer Groups/Industries

Customers with whom we work today are in: Germany, Austria, Switzerland, England, Denmark, Sweden and Slovenia.



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CONTACT

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TMD-AGS

Who we are

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



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CONTACT

Moamer Pestalic,
Sales Manager

PERSONEL

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CERTIFICATIONS

ISO 9001:2015; IATF
16949:2016

What we do

Our products have covered mechanical part, electric tools, household articles and automobile parts etc. We are specialized in machining of complexed geometries according to customer drawings and 3D models.

Customer Groups/Industries

Automotive, non-automotive, medical insutry and others.



FOREIGN TRADE CHAMBER
OF BOSNIA AND HERZEGOVINA



Foreign Trade Chamber of Bosnia and Herzegovina

Bosnia and Herzegovina Export Promotion Agency

Who we are

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

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

CONTACT

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What we do

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



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