



VANJSKOTRGOVINSKA KOMORA BOSNE I HERCEGOVINE
СПОЉНОТРГОВИНСКА КОМОРА БОСНЕ И ХЕРЦЕГОВИНЕ
FOREIGN TRADE CHAMBER OF BOSNIA AND HERZEGOVINA

Business mission of companies from Bosnia and Herzegovina to the "ISM 2023 - International Trade Fair for Sweets and Snacks"

April, 23-24 2023, Cologne, Germany



ISM





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The Foreign Trade Chamber of Bosnia and Herzegovina will organize a visit to the “ISM 2023 fair - International Trade Fair for Sweets and Snacks”, in the period of 23 and April 24, 2023, which will be held in Cologne (Germany).

The International Trade Fair for Sweets and Snacks in Cologne (ISM) is the largest and most important fair for sweets and snacks in the world.

The confectionery industry of Bosnia and Herzegovina is developing year by year. This is evidenced by the presence of domestic brands on the domestic market and the constant increase in exports to foreign markets. This industry has over 40 companies, most of which follow EU production standards. Production is dominated by biscuits, chocolates, confectionery programs (ice cream cones, cakes, puddings, whipped cream, deep-frozen confectionaries) and trend snacks. Bosnian sweets can be found on regional markets such as Serbia, Montenegro, Macedonia and Croatia, but also on the EU market (Germany, Austria and Switzerland).

The purpose of the business visit to the ISM fair is to enable the establishment of contacts with potential partners and the improvement of B&H's export companies.

Bosnian companies will have the opportunity during the Fair to schedule meetings with potential partners and to present their products through an online catalog.

All 5 selected companies are presented in the online catalogue and further promoted through the Chamber network.

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MLADEGS PAK

Mladeks Pak Ltd.

Currently we are employing over 160 workers, and our products can be found in over 15 countries around the world.

Proud employees of Mladeks Pak together with the management take care of the quality and the complete production process of a rich assortment of food products on a daily basis.

The product range consists of 350 different items, as well as two domestic brands, Bonito and Dominus. Every day we take care to respect the highest world standards in food production.



Šeherconi Ltd.

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Šeherconi Ltd.



Šeherconi Ltd. company was founded at the end of 1996 and since then it has been producing ice cream cones, commitment to one product during business brings us to an ever-better position on the market of Bosnia and Herzegovina.

By investing in production, the quality and automation of production comes to trust throughout Europe, so that today the company Korneti Šeherconi exports 85% of their products.

Šeherconi Ltd. created a wide range of ice cream cones, strong and crunchy, of different sizes, shapes and designs. Tradition, specialization and innovation have enabled us to offer a wide range of cones, waffles, ice cream decorations that meet all the needs of customers and manufacturers of your favourite ice cream treat.

All production is for export in the EU and Balkan countries. We are looking for wholesalers in EU.



Violeta Ltd. Grude - subsidiary of Lasta

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Violeta Ltd. Grude - subsidiary of Lasta

Our company, Violeta Ltd. has been in the manufacturing and distribution business for more than 20 years, and more recently in the food making and distribution industry.

We are looking for strong and lasting partnerships with whom we can grow a mutually beneficial relationship.

For our cookies and wafer factory- Lasta, we own the following certificates: HACCP, ISO 9001, IFS Food, Halal, ISO 14001 and ISO 45001.



MBA Centar Ltd.

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MBA Centar Ltd.

MBA Centar Ltd. is one of the leading food producers in Bosnia and Herzegovina. It produces pastries, bread and cakes.

The management team is always striving for sales growth, the acquisition of new markets and finding strategic partners.

With its brands, innovations, dedication to quality and new investments MBA Centar continues to create value for its customers and enables them to enjoy a tasty life.



Edo-Slad Ltd.

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Edo-Slad Ltd.

Edo-Slad Ltd. is a reputable company that has specialised in the production of high- quality cakes and fresh pastries. Our diverse product customized products are tailored to meet the specific needs of our customers. As part of our ongoing effort to expand our business, we are seeking to establish partnership with individuals or organisations interested in purchasing our products.

Our goal is to establish long-term collaborations that are mutually beneficial and contributing. We recognise the importance of effective marketing strategies and product promotion in expanding our market reach within the EU.

They assist us in expanding our market presence in the region. It is noteworthy that our company holds the International Featured Standards (IFS) certification, a globally recognized standard for food commitment to ensuring the highest standards of quality and safety in all our production processes and operations.





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Foreign Trade Chamber of Bosnia and Herzegovina

Export Promotion Agency of Bosnia and Herzegovina

FOREIGN TRADE CHAMBER OF
BOSNIA AND HERZEGOVINA

BOSNIA AND HERZEGOVINA
EXPORT PROMOTION AGENCY

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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.

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.

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.