A wine bottle and a glass of red wine are shown against a black background. The bottle is on the right, and the glass is on the left, both containing a dark red liquid. The lighting highlights the contours of the glass and bottle.

**WINE INDUSTRY
OF BOSNIA AND
HERZEGOVINA**

at **PROWEIN 2024**

International Trade Fair
for Wines and Spirits

10–12 March 2024, Düsseldorf

Hall 13, Stand C30

Our story begins in 2016 , when we founded the **Agrodestil company** with the ambition to combine the best we have: local fruit from the slopes of the Kozara mountain, traditional ways of making brandy and recipes for which our regions are famous.

What sets us apart is our orchard, where we grow 78,000 plum trees and 18,000 William pear trees on an area of over 100 hectares. We are guided by the idea that proven good recipes do not need to be improved, so we make our brandies according to the traditional recipes of our grandfathers without adding artificial aromas, flavor enhancers and chemical preparations.

Our secret is complete dedication and care for the fruit itself throughout the year, because this attention is later reflected in the fullness and uniqueness of the aromas of our brandies. We do not settle for less than perfection. Try it and you will see for yourself."

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Winery Čitluk was founded in 1957. For more than half a century it was part of the agricultural economy of the state, and since 2002 it has been privately owned. The winery has a respectable long-standing tradition in the production of high-quality wines. The vineyards stretch from Mostar to Čitluk on 400 ha of different surfaces, altitudes, positions and soil types. Selected vineyard locations and a favorable microclimate, together with a wise respect for tradition on the one hand and continuous modernization on the other, resulted in wines with a recognizable aroma, full body and harmonious taste. Produced with the help of modern technology, they have preserved the original varietal aroma and character of the region. Blatina de Broto and Kameno wines are a perfect expression of the autochthonousness of domestic varieties, while the soul and heart of Herzegovina is woven into the wines of world varieties. Their bouquet brings a gentle Mediterranean breeze colored with the scents of rich nature, sun and earth. The wine is produced from grapes from our own vineyards with the aim of achieving the best possible quality.

Čitluk Winery is the largest producer and exporter of wine in Bosnia and Herzegovina. In addition to the surrounding countries, it exports mostly to: Germany, Switzerland, Austria, the Netherlands, Belgium, the Czech Republic, Poland, Russia, China, India, Australia, New Zealand, the USA and Canada, more than 50 % of the total annual sales. At all the fairs in the region where wines are judged (Vinovita Zagreb, Gast Split, Orahovica, Mostarski sajam) the wines of the Čitluk Winery are at the very top in terms of the number of awards won.

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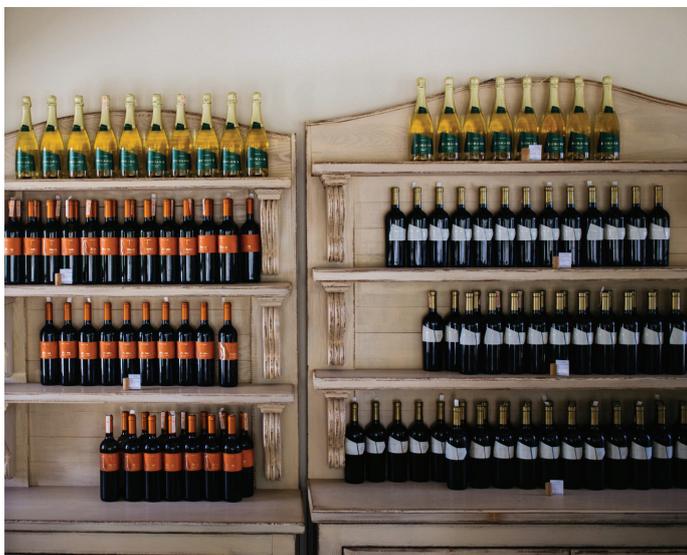
Domano Winery Ltd.

Winery Domano represents history and diversity of Herzegovinian wine culture producing wine with indigenous grape varieties that have been passed down through generations. These unique grapes, combined with the region's Mediterranean climate and nutrient-rich soil, create wines with depth and complexity. Our wines are mostly made from Žilavka and Blatina. Out of a total of 40 hectares of vineyards, 80% is planted with Žilavka, Blatina and Trnjak. The rest is planted with Chardonnay, Vranac, Merlot and Cabernet sauvignon.

Žilavka itself is medium-bodied white wine, fresh when young, with fruity and vegetal aromas, and a pleasant aftertaste. Žilavka ages remarkably and can express its complexity, texture, and mineral persistence on the palate. Winery is well known for the first and only sparkling wine made of 100 % Žilavka using traditional method. Vibrant and refreshing with complex and generous palate, this wine is aged on the lees for three years prior to release.

Blatina is a red wine of a gentle expression of fruit and floral notes that ages well in wooden barrels and is extremely drinkable and aromatic, sometimes with distinctive earthy aromas in the aftertaste. Important international recognition of modern times came in 2017 when Žilavka and Blatina from today's Winery Domano received a Platinum Award at Decanter World Wine Awards.

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Written traces bear witness to Herzegovina's vineyards and wines for at least three thousand years, but the tradition of growing vines and producing Hepok wines goes back a century. The wine story of the oldest winery in Bosnia and Herzegovina begins in 1886, during the reign of the Austro-Hungarian Monarchy, when the Land Government established the first fruit-growing station in Gnojnice near Mostar.

Thanks to many years of experience, fertile vineyard soil and favorable climatic conditions in combination with modern technology, HEPOK today produces table wines, strong alcoholic beverages - premium brandies and liqueurs, in addition to high-quality premium white and red wines. Hepok Mostar won a number of prestigious awards at fairs, with 5 gold and 9 silver medals for the best product in the field of wine and brandy production in the last five years. Hepok exports its products to Croatia, Serbia and China.

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In the heart of the Herzegovina winegrowing region, where tradition and a passion for wine are passed down through generations, "Podrumi Andrija" unites deeply rooted family tradition with a modern approach to wine production. Founded in honor of their father, Andrija, it is established and led by the passion of his sons, Valentin and Miro. The Ćorić family's wine heritage has persisted for five generations, representing a unique blend of history, passion, and contemporary innovations in the world of winemaking.

"Podrumi Andrija" preserves a heritage that spans back for decades. Here, every step in the wine production process is executed with special care and dedication to the family values passed down by grandfathers and fathers to their successors.

The vineyards of "Podrumi Andrija" are situated in the heart of the Herzegovina region, in the small village of Paoča, where rocky soils and a mild climate create ideal conditions for grape cultivation. Indigenous grape varieties such as Žilavka and Blatina, as well as international wine varieties, blend together in these vineyards, creating a unique palette of aromas and flavors that characterize "Andrija" wines. Each bottle of these wines carries the hallmark of family heritage and the expertise of the winemakers.

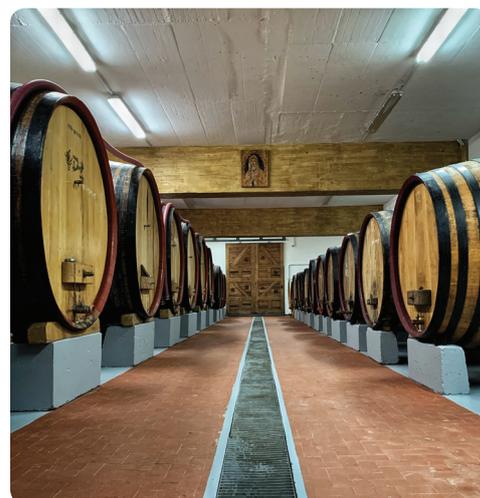
This winery recognizes the importance of innovation and modern solutions to ensure top-quality in every sip. Through careful application of contemporary techniques and technologies, combined with the expertise of top enologists, they achieve consistency and a high level of quality in all their wines.

"Podrumi Andrija" doesn't just offer top-notch wines; it provides an unforgettable experience for visitors as well. In addition to the old family cellar and modern winery, guests can enjoy the wine hotel. Here, the wine story becomes a reality, and visitors can savor traditional specialties and the flavors of "Andrija" wines firsthand.

In addition to their own vineyards, "Podrumi Andrija" also sources grapes from a large number of collaborators in the Mostar vineyard. This collaboration ensures diversity and richness in their production, simultaneously contributing to the local community and promoting the wine culture of Herzegovina.

"Podrumi Andrija" is a winery that preserves heritage but also looks toward the future of wine and viticulture. This winery, founded in honor of grandfather Andrija, blends tradition and quality with modern elegance, creating wines that will enchant and leave a deep impression. When you open a bottle of "Andrija" wine, you open the doors to a world where the past and present merge in a unique wine experience.

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Škegro Family Winery

The winery of the Škegro family cultivates vineyards on the terraces near Ljubuški. The altitude of the vineyards ranges from 100 - 350 meters above sea level. We cultivate autochthonous grape varieties: Žilavka, Blatina and Trnjak.

Annual production is around 40,000 bottles and we export around 95% of production to the following markets: USA, England, Belgium, Croatia, Slovenia, Denmark, Sweden and Germany.

We place great emphasis on sales through the HoReCa channel, which we believe is very important in creating a brand and recognition in this demanding market.

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„Podrumi Vukoje 1982“ (Vukoje Wine Cellars 1982) for the fifth decade manufacturing limited productions wines and spirits. The winery relies on the modern technologies, controlled processes of fermentation and traditional methods of aging in oak barrique barrels in the cellars which are eight meters underground. Our production is exclusively focused on the quality what prove numerous awards from the country and abroad. We have been awarded over 500 gold medals in all the wine fairs in the region as well as the well known wine fairs in Milan, Brussels, Paris, Geneva, Prague, Vienna, Bergamo and Rome for the quality of our wines. „Vukoje Wine Cellars 1982“ were declared as the best winery in South Eastern Europe.

We have our vineyards at two localities with the total surface of 30 hectares we planted indigenous and international grape varieties. „Imperial vineyards“ on the locality Usce, a place where the rivers Susica and Trebisnjica are connecting. These vineyards, which are located 10 km from Trebinje, in the late XIX century Austro- Hungarian monarchy declared the most suitable for vine variety Zilavka so that, back in 1894 , raised the famous „Imperial vineyards“ from which the wine was shipped exclusively to the Imperial Court in Vienna. „Vineyards in the Zasad field“ were raised near the riverbed Trebisnjica, the best locality which is located at the west entrance to Trebinje. There are, on the surface of 25 hectares, planted varieties Vranac, Zilavka, Cabernet Sauvignon, Chardonnay, Pinot noir, Syrah, Merlot, Malvasia Dubrovačka , Tamnjanika and Muscat Hamburg.



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Wine Cellars of Monastery Tvrdoš Ltd.



Winery Tvrdoš is located on South of Bosnia and Herzegovina, near Adriatic coast, near town Trebinje, and very close to Dubrovnik in Croatia. Our winery is owned by Orthodox monastery who has tradition 500 years old in winemaking. In an old epic folk poem the monastery Tvrdoš and its cellars, or monastic closets filled with wine are mentioned.

The monks of the monastery Tvrdoš started ten years ago a new chapter in the story of the monastic winemaking in our country. They took care of the grapevine in Trebinjsko polje, where the old plantations of the Vranac are located on 70 hectares of land and even built 60 hectares of young vineyards in Popovo polje.

Today the monastery has two cellars. In an old stone cellar from the 15th century, in hundred-year-old oak barrels vranac matures, and only ten meters away, next to the Trebinjska, a new cellar is dug, equipped with the latest technology, but perfectly integrated into the existing complex. Modern technological solutions include also a gravitational transport of wine during processing, enabled by height differences between different levels of cellars. Our winery produces wines from indigenous varieties Vranac and Zilavka, but also, very successfully produce wines from international varieties Cabernet Sauvignon, Merlot and Chardonnay.

Today, winery Tvrdoš is one of the famous and best wineries in Bosnia and Herzegovina, which exports wines in 15 countries around world.

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

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 system.

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.

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HERZEGOVINA
WINE
ROUTE
VINSKA CESTA HERCEGOVINE

The Herzegovina Wine Route is a cultural route with a centuries-old tradition of wine production in the Herzegovina region. The Herzegovina Wine Route was established by the Tourist Board of the Herzegovina-Neretva Canton in 2007 as part of a project financed by the European Union. With the support of the U.S. government through the USAID Tourism project, the Foreign Trade Chamber of Bosnia and Herzegovina initiated activities in 2020 to revitalize the Herzegovina Wine Route with the aim of positioning the region as a premier destination for wine tourism.

Wineries are the most visible part of the Herzegovina Wine Route, but it also includes numerous natural attractions, rich cultural heritage, gastronomic offerings, and a unique culture of hospitality. The Herzegovina Wine Route is managed by the Foreign Trade Chamber of Bosnia and Herzegovina in collaboration with the cities/municipalities of Ljubuški, Čitluk, Mostar, Čapljina, Stolac, and Trebinje, with the support of the USAID Sustainable Tourism Development Project for Bosnia and Herzegovina.