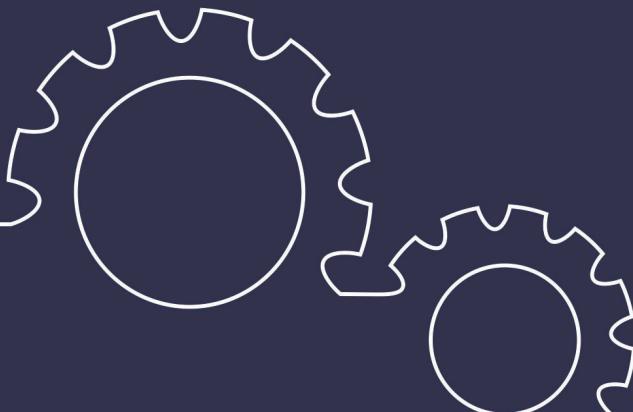




VANJSKOTRGOVINSKA KOMORA BOSNE I HERCEGOVINE  
СПОЉНОТРГОВИНСКА КОМОРА БОСНЕ И ХЕРЦЕГОВИНЕ  
FOREIGN TRADE CHAMBER OF BOSNIA AND HERZEGOVINA

# EXHIBITORS FROM BOSNIA AND HERZEGOVINA AT ELMIA SUBCONTRACTOR 2024

12-14 November 2024, Jönköping, Sweden



Bosnia and Herzegovina Pavilion B06:109



## 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 cooper. 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

## COMMUTATORS

### Starter Motors

No. 1 market share  
In use for high number of cycles up to 500,000 cycles  
Finished bar insulation as molded  
Single bar design with strong anchoring



### Auxiliary Motors

High performance due to Cu bar anchoring design  
Target performance through different Cu bar anchoring and different types of compound  
Large diversity of different types in production



### Household Appliance Motors

#### Industrial Motors & Power Tools

2M and 4M technology for high demands (up to 1000 sets possible)  
Standardized technology  
Wide range of applications



## ELECTRONICS & DRIVES

### Electrical motor parts

Motor housing  
Shafts



## MAGNETICS

### Inductive Components

Transformers  
DC/DC Transformation  
Antennas

Inductive components are an important element of electronic sub-systems and contain ferrite cores made of proper production.



### Ferrite cores

The production program is reflected in wide range of different ferrite materials and shapes. Ferrite materials area is divided in four main groups: high frequency, low loss, high permeability and power materials.



## HYBRID COMPONENTS

### Electrical motor connectors for electrical drives & alternators

Power connection of BLDC (EC) stators;  
Slip rings



# KOLEKTOR

# KOLEKTOR CCL Ltd.

## KOLEKTOR CCL Ltd.

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ccl@kolektor.com  
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### CONTACT

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**PERSONNEL:** 520

**CERTIFICATIONS:**  
IATF 16949; ISO 9001;  
ISO 14001

### Who we are

Kolektor CCL d.o.o. Laktaši is a company within the Kolektor Mobility Group, a well-established Slovenian concern. The company is known for its reputation for credibility, trustworthiness, quality, and innovative products and services. This reputation has been built over the years, and is considered to be one of the leading and dependable suppliers in Bosnia and Herzegovina for the automotive industry.

### What we do

Our primary focus lies in manufacturing electrical components for both the automotive and hand tools industries, specializing in the production of commutators, inductive components, ferrite cores, shafts, and motor housings. Additionally, we excel in crafting precision tools and machines.

### References/main customers:

Bosch, Denso, Hella, IFM, Hilti, Ametek



# MY COMPONENTS Ltd.

## Who we are

My Components is a trustful partner in the world of plastic. Our production focuses on creating with smallest impact on our planet and at My Components we take care that we recycle as much as is possible.



## MY COMPONENTS Ltd.

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## CONTACT

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## PERSONNEL: 6

**CERTIFICATIONS:**  
ISO 9001:2015;  
ISO 14001:2015; FCS

From our start we have stable and rapid growth, all thanks to our team which we develop with care since they are the backbone of our success. Biggest growth in recent years we notice in furniture industries where we positioned ourselves as reliable partner and managed to maintain competitiveness.

Our location in Bosnia and Herzegovina offers us numerous advantages, such as a supply chain that is immune to most global events and the fact that Bosnia and Herzegovina has an agreement with the European countries stating that all customs duties are abolished. But we believe one of the biggest advantages is that we can deliver your products to your address in a week or less. Guaranteed!

## What we do

We specialize in crafting high-quality custom components using recycled and virgin materials, combining sustainability with exceptional craftsmanship. Our innovative processes ensure that each piece meets precise specifications while minimizing environmental impact. By prioritizing eco-friendly practices, we help businesses achieve their goals without compromising on quality or responsibility.

## References / main customers

In Scandinavian Market Conform Collection AB and Furninova AB is our main customer.



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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.

#### **FOREIGN TRADE CHAMBER OF BOSNIA AND HERZEGOVINA**

#### **ADDRESS**

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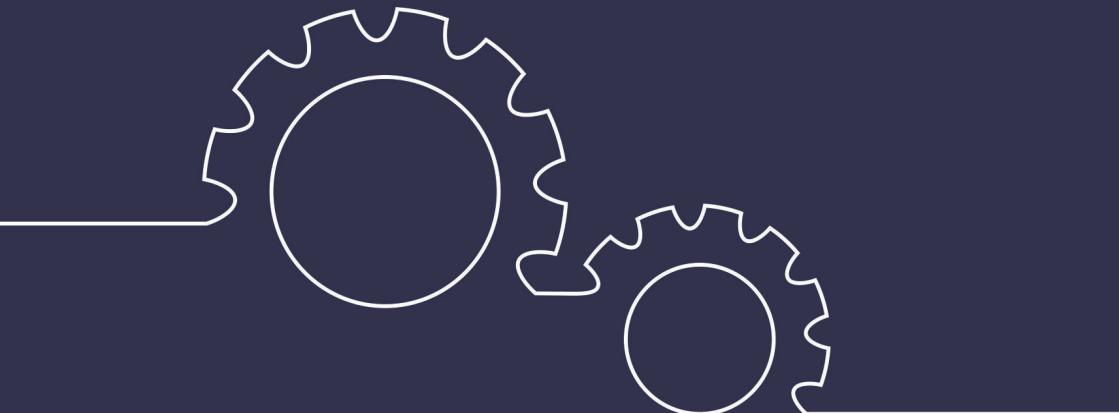
#### **CONTACT**

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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.

### **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.



Organized by:



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