



**WINE INDUSTRY  
OF BOSNIA AND  
HERZEGOVINA**

at **PROWEIN 2025**

International Trade Fair  
for Wines and Spirits

16–18 March 2025, Düsseldorf

**Hall 9, Stand D130**



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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# 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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## About Us

Pajić Winery is a family-owned winery founded by Dragan Pajić, located in the village of Bukvik on the first slopes of Mount Majevisa. Situated in Brčko District, Bosnia and Herzegovina, we combine passion, dedication, and modern techniques to craft premium wines that reflect the unique character of our region.

## Our Story

Established in 2013 with the planting of our first vineyards, Pajić Winery has grown into a thriving family business. Today, we cultivate approximately 12 hectares of vineyards and have recently taken a major step forward with the construction of a state-of-the-art wine cellar, completed on August 31, 2023. This marks our biggest project to date and a significant milestone in our journey to producing world-class wines.

## Our Vineyards and Production

Situated on the slopes of Mount Majevisa, our vineyards benefit from fertile soils and an ideal climate. With an annual production of 70,000 liters, and the capacity to expand to 150,000 liters, we are well-equipped to meet the growing demand for our wines while maintaining exceptional quality.

## Our Wines

Our staple varieties include Sauvignon Blanc, Chardonnay, Tamjanika, Merlot, and Cabernet Sauvignon. Both Merlot and Cabernet Sauvignon are aged in barrique barrels, with Merlot being our most awarded wine. Additionally, our premium oak barrel-aged white wine varieties, Chardonnay Barrique and Sauvignon Barrique, stand out as elegant and complex expressions of our dedication to craftsmanship.

We proudly distribute our wines across Bosnia and Herzegovina and export a select amount to Belgium, sharing the flavors of our region with both local and international wine lovers.

## Visit Us

We warmly invite you to visit Pajić Vinarija in Bukvik. Indulge in a memorable experience at our restaurant, featuring two terraces that offer stunning views and spectacular sunsets. Explore our vineyards, experience our new wine cellar, and savor guided tours and tastings that highlight our passion for winemaking.

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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 Dubrovacka , Tamnjanika and Muscat Hamburg.



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## Wine Cellars of Monastery TvrDOS Ltd.



**Winery TvrDOS** 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 Trebisnjica, 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 TvrDOS 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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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.