

▪ ENERGY ▪ INFRASTRUCTURE & REAL ESTATE ▪ AGRICULTURE ▪ TOURISM ▪



Amer Bukvic, CEO of Bosna Bank International, **Dr. Ahmad Mohamed Ali**, President of the Islamic Development Bank Group, **Dr. Danilo Türk**, former President of Slovenia, **Dr. Ahmet Davutoglu**, Minister of Foreign Affairs of the Republic Turkey, **Bakir Izetbegovic**, Chairman of the Presidency of Bosnia and Herzegovina, **Filip Vujanovic**, President of Montenegro, **Dr. Zlatko Lagumdzija**, Minister of Foreign Affairs of Bosnia and Herzegovina, **Dr. Khalid bin Mohammed Al Attiyah**, Minister of Foreign Affairs of Qatar

LEADING REGIONAL INVESTMENT FORUM

Untapped advantages of joint market of SEE • 100 Million Euro Investment – launching the largest Agricultural project • Regional potential within 4 viable sectors: energy, agriculture, infrastructure & real estate and tourism • More than 600 participants
• 4 largest global investment funds • 253 media representatives

ORGANIZERS



FORUM PARTNERS



Targeting job growth and prosperity for the Region

Bosna Bank International (BBI), in cooperation with the Islamic Development Bank (IDB) organized on 14th and 15th May, an International Investment Conference Sarajevo Business Forum 2014.

More than 600 regional and international participants had the opportunity during the two-day conference to share the vision of investment opportunities in the region of Southeast Europe, make introductions, establish business relationships through B2B conversations and to see 200 regional projects in energy, agriculture, infrastructure & real estate and tourism sectors. For the fifth year in a row, the conference attracted a great deal of attention of local and foreign media. This year's SBF was followed by more than 250 accredited journalists.

During the first day of the Sarajevo Business Forum an agreement was signed for the establishment of Agricultural Investment Corporation that could lead to opening of hundreds of thousands of jobs in the region of Southeast Europe. The signatories of the Agricultural Investment Corporation agreement are: Hassad - National Programme for Food Security, Qatar, Islamic Development Bank (IDB), Kingdom of Saudi Arabia, Bosna Bank International, Bosnia and Herzegovina, Al Othaim Markets CO., Kingdom of Saudi Arabia and Al Meera Consumer Goods Company, Qatar.

The Memorandum, which was signed immediately after the first plenary session of the two-day forum, has a potential to open about 600,000 new jobs in the region.





Bakir Izetbegovic, Chairman of the Presidency of Bosnia and Herzegovina:

Coordinated efforts significant for success of investment in the region

"I am glad that at this year's forum, special attention is dedicated to the "Strategy of 2020" – of the Regional Cooperation Council. Everyone should support the central idea of this strategy – million new jobs in the region by 2020. It is, of course, an ambitious goal, but not unattainable. Over the next eight years in BiH, we must create 100,000 new jobs, which are achievable if the opportunities offered to us are seized. Bosnia and Herzegovina has an excellent geographical position, characterized by proximity to the EU and Mediterranean markets. With joint projects, we could work on the formation of institutions at the regional level, such as regional investment banks and joint action Stock Exchange. I am confident that through the coordinated performance we are able to attract significant investment in the region and open new markets to our companies abroad. Also, it is necessary to allow visa-free travel to many countries, especially the Gulf. Special attention should be paid to strengthening the private sector, small and medium enterprises because they are the best generator for creating new jobs"

Dr. Ahmad Mohamed Ali, President of the Islamic Development Bank Group

The Region has significant potential for Halal and Organic production



"Sarajevo Business Forum has gradually become one of the most important events that represent unique opportunities for investments. SBF has become a strategic platform for building trust and knowledge in BiH and the region. Foreign investments are of paramount importance for sustainable development.

To add, Bosnia and SEE countries have invested great efforts to attract foreign investments. Countries in the region have the potential for development of halal and organic production. Participants of the SBF have the opportunity to directly form an open dialogue with regional leaders and authorities. Together we will create job opportunities for young people in this region. Every year, SBF becomes more successful and this platform promotes SEE region as the most attractive destination for investment.»



Amer Bukvic, CEO of Bosna Bank International

SBF connects private and public sectors

"A few months ago, Sarajevo was on the front pages as a city which is burning, as a problematic place. Today we have again placed it as a city where we talk about investments and projects. Sarajevo has become a bridge between the countries of the East and the West. We hope that in this region, we will represent an opportunity and not a threat to each other. Sarajevo Business Forum is a long-term project. We have been working on it for five years now, and we are confident that we are rebranding Bosnia and Herzegovina in the world. Through joint efforts between the state and the private sector, we will succeed."

Dr. Haris Silajdzic, a former Chairman of the Presidency of Bosnia and Herzegovina

BiH is consistently a platform for safe investments

"Bosnia and Herzegovina is primarily a country of safe and successful investments. Of course, BiH is also a country which has certain difficulties, especially given the recession and sometimes frustrating administrative procedures. However, this is a country where it is possible to successfully invest, as it has been demonstrated over the years. Sarajevo Business Forum is an event that I am proud of and I have participated in its foundation. This is a meeting place for the most influential people in the world."



Dr. Ahmet Davutoglu, Minister of Foreign Affairs of the Republic Turkey

Joint Commitment of the Balkan Nation for growth and prosperity

"When they asked me how is it possible that Turkey has in the last 10 years managed to raise its GDP, I told them that in the last 10 years, we have not discovered new oil or gas fields, neither the IMF or the onother have given us hundreds of millions of dollars, as it was in Europe during the economic crisis. However, we found our capacity and power, above all in human resources. We tried to maximize the capacity by leading them through a vision; a vision that Turkey is a prosperous state. For us, the Balkan nation is what we want to see in our region. We have learned that ethnic confrontations are not good, but we do see Balkan regions as a region of growth, not only in Europe but also in the world. For this, we need a strong sense of belonging to the region and a strong political will for regional cooperation. If all Balkan nations unite, they could become attractive. However, if they are not united, then they are too small to be critical sectors in the region. We need to strengthen the commitment to the region in order to be effective and pragmatic. Our region has the potential and it is up to us to develop prospects, therefore SBF is a good opportunity to create such platform. I'm proud of my student, Amer Bukvic, who has succeeded in organizing SBF"



Filip Vujanovic, President of Montenegro

Regional cooperation for progress and quality of investment

"I am convinced that Sarajevo Business Forum will contribute to the regional partnership. Montenegro has always given special importance to regional cooperation, with regard to the fact that economic development of each country essentially depends on the cooperation in the region. I appreciate all regional initiatives and joint activities. Regional cooperation is an essential factor in economic growth. To take advantage of their natural and economic resources, it is essential that we have investors and investment quality, to get through them, especially for the economy, such as Montenegro, guarded to the further economic development. This implies that in the framework of national economies provide the best conditions for cooperation in the region and the quality of investment. Montenegro is dedicated to that and development effects are visible."

Dr. Khalid bin Mohammed Al Attiyah, Minister of Foreign Affairs of Qatar Bosnian-Qatari Fund launch in Sarajevo

On the sidelines of Sarajevo Business Forum, the possibilities for cooperation between Bosnia and Herzegovina and Qatar regarding the initiative of Turkey were mentioned by senior officials of the three countries.

Minister of Foreign Affairs of Qatar Dr. Khalid bin Mohammed Al Attiyah said, after a meeting with the Foreign Minister of Turkey Ahmet Davutoglu, the Chairman of the BiH Presidency Bakir Izetbegovic and Minister of Foreign Affairs Zlatko Lagumdzija, that his country had recognized the potential and investment opportunities in BiH and that very soon Qatari investors would be present in BiH. He said that Qatar is interested in two ways approach towards BiH. The first one is how we could strategically invest, primarily in the energy sector, and the other one is the formation of the Bosnian-Qatari fund through friendship that provides support and assistance to small and medium enterprises", said Minister of Foreign Affairs of Qatar. He stressed that Qatar is not only interested in investing in BiH, but that they are also deeply aware of the potential offered by BiH, as well as the fact that BiH has a significant human resource potential.



Dr. Zlatko Lagumdzija, Minister of Foreign Affairs of Bosnia and Herzegovina:

Capacity for investment

"It is important to realize that all foreign investments which are invested into Bosnia and Herzegovina are also investments in the region and also the countries of the European Union (EU).

Not only does BiH have a trade agreement with Turkey, but also the countries of the European Union, which has 500 million consumers. By investing in the economy of BiH, foreign investors have the opportunity to directly invest in the EU, and that is a huge market with great potential. In Bosnia and Herzegovina there are certain obstacles to economic progress, and one of them is the Dayton Peace Agreement signed in 1995. We have good macroeconomic data, we reduced the deficit and it is currently the lowest in the region. At the same time, our public debt is less than the debt of Serbia and Croatia. Therefore, we have a greater capacity for investment than other countries in the region."



SIGNED AGREEMENT

EUR 100 MILLION for Agricultural Investment Corporation



Through BBI's initiative, the Forum's first day included a signing ceremony for an agreement to establish an Agricultural Investment Corporation. This Corporation could create hundreds of thousands of jobs in Southeast Europe. The signatories were Hassad - National Programme for Food Security (Qatar), Islamic Development Bank (Kingdom of Saudi Arabia), Bosna Bank International (Bosnia and Herzegovina), Al Othaim Markets CO. (Kingdom of Saudi Arabia) and Al Meera Consumer Goods Company (Qatar). The initial capital investment in the project is EUR 100 million.

The region boasts an available workforce of eight million, low corporate tax rates, affordable land and good infrastructure necessary for successful agricultural production. BBI's Agriculture Investment Corporation will connect small farmers with large agricultural producers that sell products in foreign markets.



QATAR INVESTMENT AUTHORITY (QIA)

Qatar's State Investment Fund, the QIA, was founded in 2005. It is one of the largest investment funds in the world, with assets totaling an estimated USD 115 billion. The Fund owns shares in Barclays British Bank, the U.S. car industry, and the Volkswagen Group. Qatar Holding, a subsidiary of the QIA, bought a luxury department store under the Harrods Group for a billion and a half pounds, as well as Hollywood production company Miramax. Since February 2012, QIA has been a partial owner of Credit Suisse bank. Portions of the Fund are also invested in the petrochemical giant Shell.



KHAZANAH NASIONAL

Malaysia's State Investment Fund, Khazanah Nasional, took presence at the Sarajevo Business Forum 2014. Khazanah Nasional is one of the most significant investment funds in Asia and owns shares in fifty multinational companies. The Fund is a leading investor in agriculture, the financial industry, telecommunications, transportation, the healthcare industry, infrastructure, construction, media, real estate, biotechnology and utilities. Many Asian companies which operate in countries around the world are owned by Khazanah. Representatives of the Fund have expressed a special investment interest in food production and manufacturing projects.



KUWAIT INVESTMENT AUTHORITY (KIA)

The Kuwait Investment Authority (KIA) took active role at SBF and held meetings with entrepreneurs from the region. The Kuwait Investment Authority (KIA) is an autonomous government body responsible for the management and administration of the General Reserve Fund (GRF), and the assets of the Future Generations Fund (FGF), as well as any other funds entrusted to it by the Minister of Finance for and on behalf of the State of Kuwait. KIA invests in the Local, Arab and International Markets with its main office located in Kuwait City, China Office and a branch office in London, UK.



EMIRATES INVESTMENT AUTHORITY (EIA)

The leading representatives from the Emirates Investment Authority, the UAE's state investment fund was present at SBF 2014. Emirates Investment Authority (EIA) is the only Sovereign Wealth Fund of the Federal Government of the United Arab Emirates. Established in 2007, the EIA has actively sought unique investment opportunities locally, regionally and internationally, focusing on investing in asset classes that will help strengthen and diversify the UAE economy.



Development of tourist village

On the second day of SBF, BH construction company Euro-Asfalt and New Building Block Construction Co.. WLL signed a contract to build a tourist village worth 20 million Euros.



BBI VIP Business Club signed a MoU with Slovenian Business Club

On the second day of Sarajevo Business Forum the BBI VIP Business Club and the Slovenian Business Club holders have signed a MoU as a commitment to work on development of economic relations between two countries. The cooperation between the BBI VIP Business Club and the Slovenian Business Club holders will be continued after the Sarajevo Business Forum in terms of exchange of information, networking of business holders, and opening of new opportunities and markets.



Medallions of the city of Sarajevo

Dr. Ivo Komšić, the Mayor of the city of Sarajevo, was awarded with Medallions of the city of Sarajevo in gratitude for the support and encouragement of economic development, trade and entrepreneurship investment climate of the city and the region. Medallions of Sarajevo were awarded, among others, to Dr. Ahmad Mohamad Ali, President of Islamic Development Bank Group, Filip Vujanović, President of Montenegro, Dr. Ahmet Davutoglu, Minister of Foreign Affairs of Republic of Turkey, Dr. Khalid bin Mohamad Al Attiyah, Minister of Foreign Affairs of the State of Qatar, Amer Bukvić, CEO of Bosna Bank International and organizer of the Sarajevo Business Forum, Dr. Goran Svilanović, Secretary General of Regional Cooperation Council (RCC), Dr. Adil Bushnak, Chairman & CEO of the Bushnak Group, Sahil Babayev, Deputy Minister of Economic Development and Industry of Azerbaijan, Dr. Danilo Türk, former President of Republic of Slovenia, Dato Noorazaman Abd Aziz, Executive Director Investments of Khazanah Nasional Malaysia, Sheikh Mohammed bin Saud Al Gasim, Emir Ras al Khaimah UAE, Adnan Kapo, Director of Al Shiddi Int. and Salih Purišević, Secretary General and Legal Advisor of Bosna Bank International.



BUSINESS DELEGATIONS FROM AROUND THE WORLD

The largest international investment conference in the region of Southeast Europe, the fifth Sarajevo Business Forum, was attended by business delegations from around the world. Among others, present at the Forum were the delegations of Malaysia, Turkey, the Kingdom of Saudi Arabia, the United Arab Emirates, Qatar, China, Japan, Germany, Austria, Serbia, Croatia, Macedonia, Slovenia, Kuwait, Jordan.....



AGRICULTURE

Richness of water and arable soil

There are extremely favorable conditions here in this region, in terms of land, labor, geography location, climate and ecological conditions

Bosnia and Herzegovina and the region of South-east Europe owns strategic advantages for the development of agriculture such as climate conditions, water, fertile land, cheap and skilled labor force and low tax rates, was concluded at the panel on Regional resources in agriculture. The focus countries of the region are entering the European Union which implies a market of 600 million inhabitants.

BiH extends to three climatic zones - Mediterranean, continental and mountain, which enables the production of various food.

Countries in this region own about 61,000 square kilometers of arable land, and Bosnia and Herzegovina is one of the richest countries in Europe when it comes to water, and irrigation systems can be very inexpensive to make. BiH owns skilled workforce, which is three to four times cheaper than in EU countries.

The region has about eight million potential workers in agriculture, and low corporate tax rates, cheap land



and good infrastructure, have enabled successful agricultural production.

Hamid Custovic professor at the Faculty of Agriculture, University of Sarajevo said that before the war had developed agriculture, but during the war many farms and cooperatives were destroyed.

“Our advantage is that we share borders with the European Union, and the wealth of water, unique climate and arable land are just some of the advantages of investing in BiH,” said

Custovic, adding that we only need to encourage people to return to the country and re-engage in agriculture.



Dr. Sabri Er, Expert in Agriculture, Programme Management Unit at the Ankara Development Agency

The region is attractive for investments in Agriculture

“There are extremely favorable conditions here in this region, in terms of land, labor, geography location, climate and ecological conditions. This region will be very attractive to make investments in agriculture sector. Agriculture is going to be one of the leading sectors to invest. I believe that every country from this region will be a member of European Union. This is extremely important for economic and political stability, and the environment is very important for investors.”



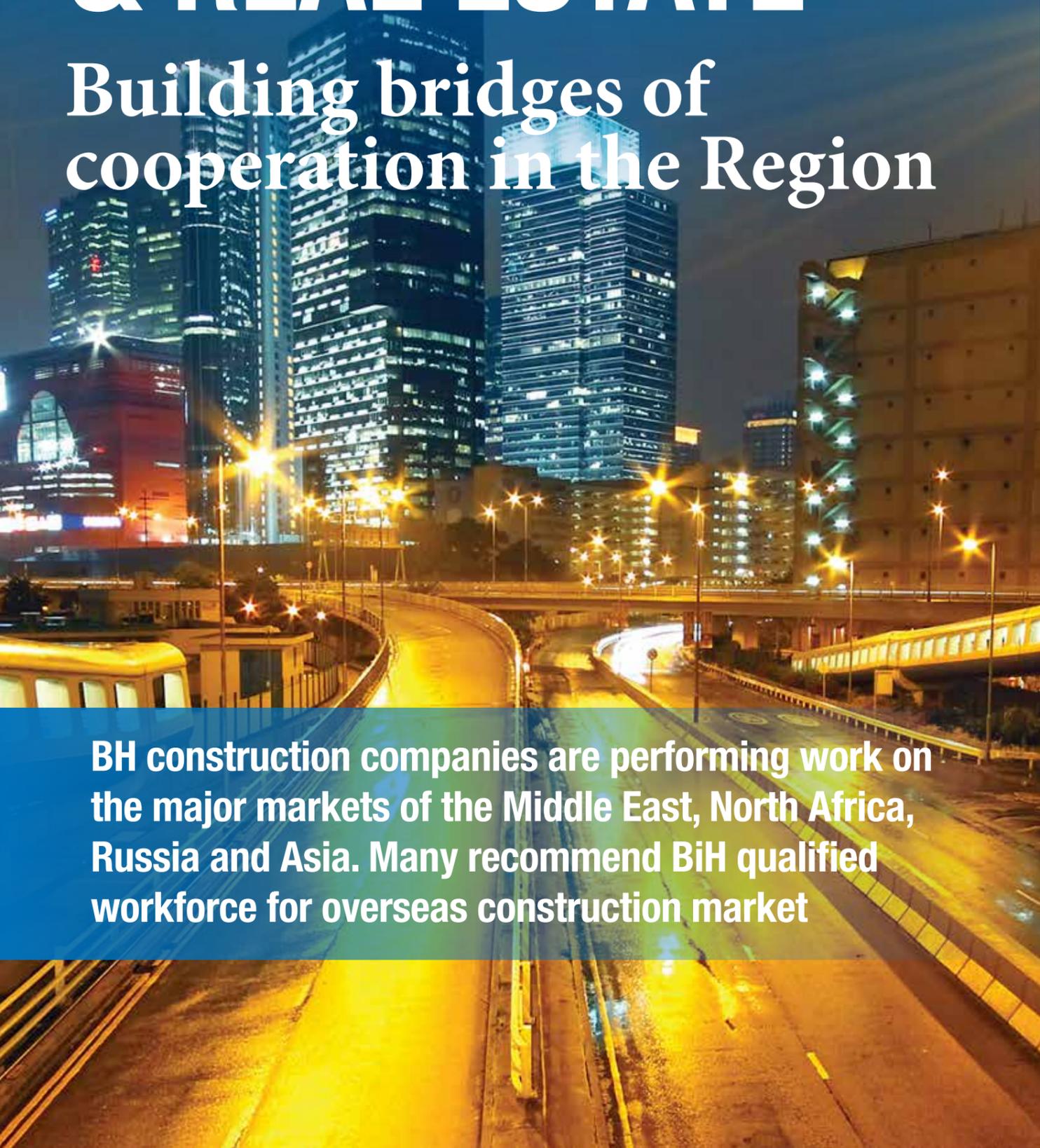
Dr. Saif Al Sowaidi, Vice President of Al Meera Consumer Goods Qatar: Distinctive promotion and branding in the world

“Gulf countries annually consume 80 to 90 percent of food imports, especially when the need for organic products is expressed. We are aware of the agricultural potential of the Balkans, and there is no need for their launch, but for branding and marketing. After the end of last year’s Forum, when I returned to my country, businessmen have asked me in what sector could we invest in BiH, except real estate. I replied that they should invest in agriculture. Your country were lacking in promotion abroad. BiH needs a distinctive branding in the world. Look what Turkey did, their officials put themselves in service for investors and they learn what they really want. People are not familiar with the potentials of BiH.”



INFRASTRUCTURE & REAL ESTATE

Building bridges of cooperation in the Region



BH construction companies are performing work on the major markets of the Middle East, North Africa, Russia and Asia. Many recommend BiH qualified workforce for overseas construction market

Bosnia and Herzegovina has always been the main driver for construction sector in the entire region. BiH companies have earned a good reputation in all aspects of construction projects, ranging from design, construction and civil engineering to production of high quality building materials. The country abounds in natural resources such as wood, stone, gravel, sand, clay and metal minerals. The potential for construction market growth in the country is enormous. Significant opportunities for growth of BH construction industry rest on the civil engineering with a great number of projects. In addition to the Corridor 5C,

there are plans for the construction of express roads, railways and the development of electricity generation. These are major construction projects that require the establishment of a consortium that would carry out a wide range of works and would be competitive in international tenders. BH construction firms are performing work on the major markets of the Middle East, North Africa, Russia and Asia. Many recommend BiH qualified workforce for overseas construction market. Requirements and opportunities for the construction industry exist and will be a priority in the future period. Construction of highways and railways is an opportunity for companies and construction sector as a whole.



Mohamed Hedi Mejai, Director, Investments Department, Islamic Development Bank

Infrastructure a great importance for sectors

“Infrastructure is qualified as the backbone of any time economy. It is a sector that touches all other sectors, and has a very strong development and impact on job creation. If a country is not connected by roads, it is like a body that does not have veins that connect to each other. It is very important to focus on this sector. This sector, by its nature, is a volume sector that requires a very heavy sort of capital and large amounts. The government alone cannot really finance this entire infrastructure on the country balance sheet. So, the role of the private sector is very important, that is why the public and private partnership is essential and it has to have a clear framework. It is very important that Bosnia expedite the ratification of its membership into the IDB, so that we can finance directly with the government and we can support the private sector.”

Horst Hermann, representative of Deltadrea from Germany

Foreign investors welcomed to invest with ease

“Government of the State has to prepare a good legal framework for foreign investors. From the other side, Investors have to be aware that they should be able to add value in a country, if they do not do that, it will turn into a failure. People must be well accepted because if they are exposed to unnecessary administrative burden, they will not be interested in such a country, and on the other side the capital is waiting for investments.”



Irfan Polimac, Representative of SEED Forum for SEE

Region abundant with top talent for innovation and growth

“Investment platform that he is representing in the South Eastern Europe is about identifying top talent, innovation and growth. After sourcing, filtering, and preparing, there is matching of investors worldwide. The first significant teamwork along those lines in South Eastern Europe is with Bosnian government. Sarajevo is a place where you can access deal flow of the investment companies from 200.000 EUR to 10 billion EUR, which is the largest regional infrastructure project that is officially part of the deal flow.”



ENERGY

Liberalization of the energy market

The main source of primary energy in BiH is coal (brown coal and lignite) with estimated reserves of 10x10⁹ tons. Hydro potential is 6000 MW and only 35% of the potential is used



The energy sector is one of the strongest economic sectors in Bosnia and Herzegovina with a long tradition and vast potentials and opportunities for further development and investment. Bosnia and Herzegovina is a member of the Energy Community of Southeast Europe, which was established in

November 2002 between the European Union and the countries of Southeast Europe in order to expand the internal energy market of the European Union in Southeast Europe and beyond.

The main source of primary energy in BiH is coal (brown coal and lignite) with estimated reserves of 10x10⁹ tons. Hydro potential is 6000

MW and only 35% of the potential is used. According to the extensive analyses that were performed, there is a significant potential of wind energy.

Sources of raw materials to produce energy from biomass are very favorable, including about 1.5 million m³ of wood residues and wood industry residues (waste wood, sawdust, chip and waste from the wood, etc.). Opportunities for exploitation of geo-thermal and solar energy are available to a large extent, but have not yet been explored and exploited. Preliminary studies of oil and gas indicate the existence of promising deposits on a large number of places in Bosnia and Herzegovina. Reserves are estimated at about 50 million tons of oil.

At the panel Erdal Trhulj, Minister of Energy, Mining and Industry of Federation of BiH announced liberalization of the energy market, which is especially important for the private sector. Of the total power plant capacity of 2350 MW, 1000 MW is available for private investment. So far in this sector only ten percent of the regional energy potential has been utilized. The remaining 90 percent is still untapped.



Dženan Malović, Associate Operations Officer at the International Finance Corporation (IFC) in Bosnia and Herzegovina

Investments with potential of \$ 3.5 billion

"Bosnia and Herzegovina has been a shareholder and member of the International Finance Corporation (IFC) from 1996. IFC invested US\$ 376.8 million in Bosnia, including US\$ 23.1 million in syndicated loans in 45 projects in Bosnia and Herzegovina. Current IFC's committed portfolio in B&H is US\$123 million. IFC is focusing its investment services on supporting foreign and domestic businesses in: The real sector, Health sector, Infrastructure, (with particular focus on climate solutions and renewable energy) and financial markets. Abundant water resources in the Western Balkans region – less than 10% of SHPP's technical potential utilized so far. Bosnia is also a member of the Balkans Renewable Energy Program (BREP). IFC is interested in investing in small hydroelectric power plants in Bosnia and Herzegovina. There is great potential in this field, and the value of investments could reach \$ 3.5 billion."

Erdal Trhulj, Minister of Energy, Mining and Industry of the Federation of BiH

BiH rich with distinctive resources

"Bosnia and Herzegovina has great resources that have not been used in the last twenty years. We are currently working on drafting and amending the legislation in the areas of electricity, gas, and oil exploration. Bosnia and Herzegovina has a chance to have a strategic position in Europe for supply of gas. We are planning very soon to present some projects which will be in a way how to provide this gas for Europe through Bosnia and Herzegovina. We have great potential for the construction of hydroelectric power plants. We can say that Bosnia and Herzegovina has too much water. BiH in this regard is a paradise for investors. BiH certainly has a lot to offer, and the business environment is constantly expanding than previously thought."



Branko Radujko, Regional Director for the Adriatic of Nis Gazprom Neft, Serbia

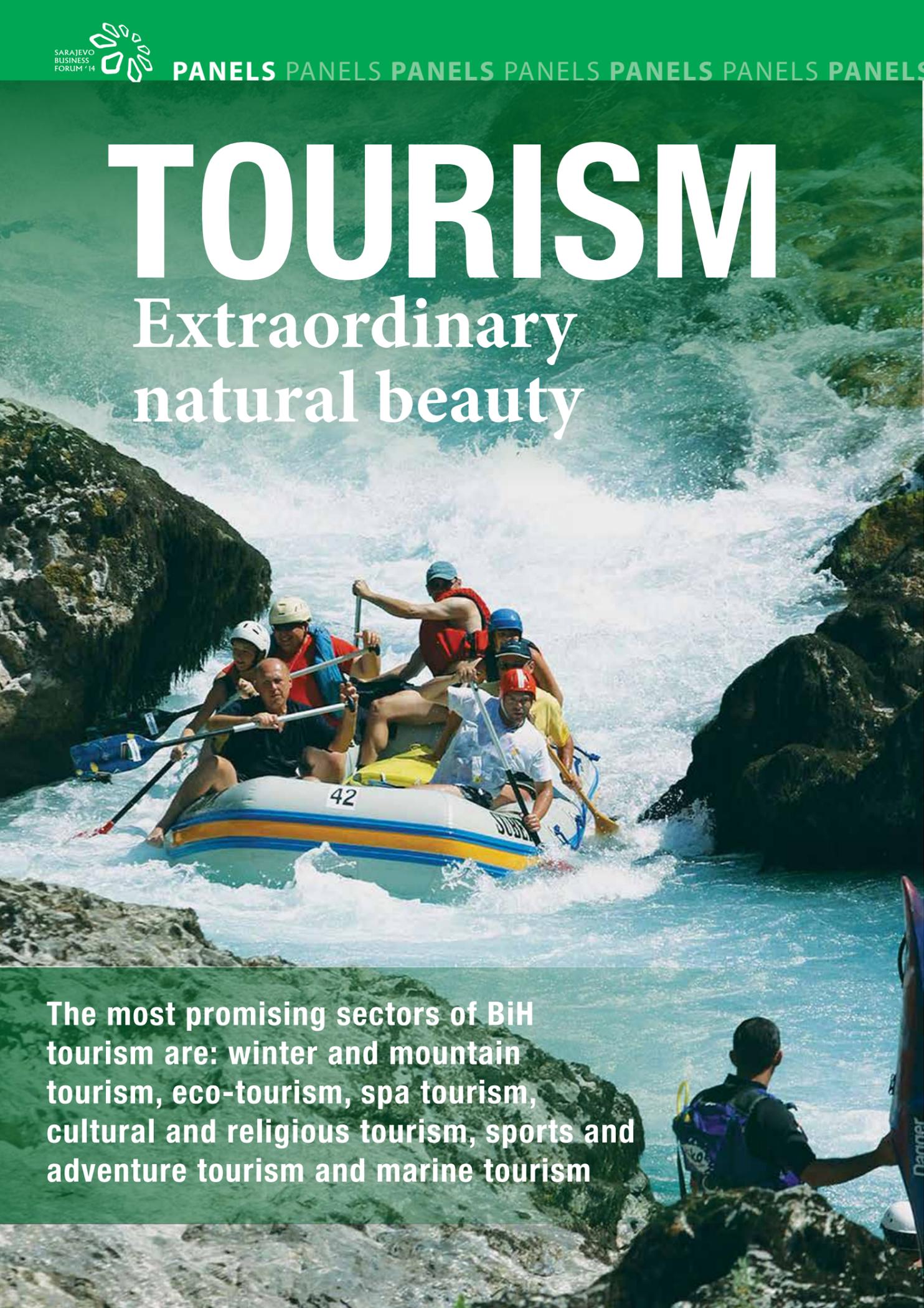
15 Billion Euros in energy projects

"We are very satisfied with all we did in so far and let me say a couple of words about why Bosnia is a good place to invest. First of all, it is always better to invest into a growing market, then into very developed or saturated markets, because you are able to provide growth of your business and more easily than in developed markets. Second, in Bosnia and Herzegovina and even in wider region you will find relatively skilled and not much expensive labor force. Third reason is that more or less all governments in the region try to stimulate investors to tax policy and which is very important, regulation becomes more and more harmonized with regulation of EU, which is important for all potential investors here. With all these, the region has enough energy, infrastructure, storage capacity, interconnectors and that is exactly the answer why to invest here. Region over the next seven to ten years could attract about 15 billion Euros in energy projects."



TOURISM

Extraordinary natural beauty



The most promising sectors of BiH tourism are: winter and mountain tourism, eco-tourism, spa tourism, cultural and religious tourism, sports and adventure tourism and marine tourism



Bosnia and Herzegovina has a natural beauty and historical and cultural heritage which meet to a great extent the new trends in the travel market, particularly the demands of travelers who are looking for new destinations, adventure and authenticity. Bosnia and Herzegovina can offer a lot to people who are searching for different experiences away from the crowds, whether you are looking for

skiing, rafting, hunting, or perhaps go bird watching. Those who seek more cultural tourism are able to experience the century's worth of old history by visiting various archaeological remains and heritage from the Roman era, and even from prehistoric times. With its rich tourist offer, BiH can meet the needs of world travelers, regardless of their budget and desires. In addition, tourists can enjoy various traditional meals and organic food in Bosnia and Herzegovina. The most promising sec-

tors of BiH tourism are: winter and mountain tourism, eco-tourism, spa tourism, cultural and religious tourism, sports and adventure tourism and marine tourism. The tourism sector has tremendous potential for development and all pre-conditions to play a significant role in the economy of the country. Therefore, development of tourism is recognized as one of the most important priorities of the overall national economic development policy.

Dragana Đurica, Expert on Integrated Growth, Regional Cooperation Council

SEE Tourism: High potential for investors

"The South Eastern Europe 2020 Vision is firmly anchored into the Europe 2020 strategy. Travel and tourism share in GDP and in employment in the SEE economy in 2013 is 15% average. International tourists' arrivals have upward trend since the mid 1990's and tourists predominantly come from neighboring countries.



Strengths of the SEE Tourism are: Location and proximity to Europe as the highest-spending region on tourism; Large diversity in natural habitat/natural resources (offer potential for different kinds of tourism); Hospitality; Rich cultural heritage. SEE offers diverse landscapes and climates: mountains and hills, beaches and islands, favorable climate. This region also offers numerous UNESCO cultural sites. SEE Tourism has high potential for investors, because of the availability and diversity of investment opportunities, competitive costs, potential for tourism growth, increased market share and investment incentives."



Ahmet Salih Kansu, Director General, Turkish Airlines Bosnia and Herzegovina
Bosnia has a lot to offer

"Bosnia is full of Ottoman historical ruins. If you look at Bosnia as a typical classical tourist destination, it can give you a lot. In my opinion there are two main problems in Bosnia. One of them is lack of promotion outside of Bosnia." He thinks that there is a visa problem also. If Bosnia could solve these two problems at a state level, the number of tourists would increase. Still, Bosnia and Herzegovina has a lot to offer."



HOW WAS SBF 2014 PREPARED

Preparations for the Sarajevo Business Forum 2014 began immediately after the closing of SBF 2013. Presentation and promotion of SBF took place through diplomatic and consular representative bodies of B&H around the world. BBI employees worked on the promotion and preparation for the SBF for six months simultaneously with their jobs in the Bank. Visits to major industry centres and chambers of commerce were organised and BBI representatives presented opportunities offered by Sarajevo Business Forum.

Organisers of Sarajevo Business Forum, BBI VIP Business Club and the Islamic Development Bank organised a preparatory workshop for businessmen to assist them on how to prepare a presentation of projects in a manner acceptable to foreign investors. The workshops were attended by BiH and regional businessmen and organised on three occasions.

BBI employees from BBI VIP Business Club and Corporate Banking Division who are in direct contact with their clients gave a great contribution to the organisation of the Conference because they advised and assisted their clients in the development of projects that were presented at the Fifth Sarajevo Business Forum.

Support for the largest investment conference in Southeast Europe was also provided by the Presidency and the Ministry of Foreign Affairs of Bosnia and Herzegovina through diplomatic-consular network promoting SBF in the whole world. Positive impressions and experiences of the investors that visited the previous SBFs was also one of the ways of promotion. Around 200 student volunteers also contributed to Sarajevo Business Forum, an event considered one of the most important events on the global investment map, so called "Balkan Davos" by prominent world economists.



Ongoing workshops for SBF project preparation

Bosna Bank International is organizing workshops to help companies and individuals with methodology to develop projects to foreign investors at the 5th International Investment Conference - Sarajevo Business Forum (SBF) 2014.

The BBI VIP Business Club organizes SBF and operates on the principles of mini-forums. Throughout the year organizes meetings with investors from around the world for our VIP customers. After the end of the Forum, we continue to work and provide the opportunity for entrepreneurs to realize their ideas. The aim of these workshops is to help prepare projects of local entrepreneurs and people with ideas for the SBF.



BBI VIP Business Club presented ten major projects to develop the potential of BH economy

Malaysia will invest in energy, agricultural and tourism projects in BiH

Sarajevo Business Forum (SBF) activities run throughout the year. BBI VIP Club in cooperation with the Embassy of Malaysia and the Foreign Trade Chamber of Bosnia and Herzegovina organized a presentation of SBF projects. These projects were presented to the state delegation from the province of Sarawak, Malaysia, headed by Datuk Amar Haji Awang Tengah Ali Hassan, Minister of the Ministry of Planning and Environmental Resources, the Ministry of General Utilities and the Ministry of Industrial Development.

The High Malaysian government delegation whose focus is on industrial development,

resource planning and also developing economic, educational and general socio-economic cooperation have expressed interest in investing in energy, agricultural and tourism projects in BiH.

BBI VIP business club presented ten most important projects for the development of economic potential of BiH. After the official presentation of projects, officials of the state of Sarawak, the largest province in Malaysia, had the opportunity to talk directly with members of the management of local companies and share a vision of investment opportunities and future cooperation between the two countries.

BBI VIP Business Club and Hi-Tech Security Solutions

An open door for cooperation with Bahrain

23.05.2014. BBI VIP Business Club signed a cooperation agreement with Hi-Tech Security Solutions Company from the Kingdom of Bahrain. Hi-Tech Security Solutions is one of the most important companies in field of IT solutions in the Kingdom of Bahrain and its framework of client includes a large number of private and public companies in a wide range of industries. The cooperation agreement was agreed to promote the Sarajevo Business Forum and the BBI VIP Business Club in the Kingdom of Bahrain. It is noteworthy to mention that according to the Global Financial Centres Index, the Kingdom of Bahrain's is the fastest growing financial center in the world. Cooperation with Hi-Tech Security Solutions will be of great importance for the Sarajevo Business Forum and the BBI VIP Business Club, as well as the promotion of the economic potential of BiH and the region.



Businessmen from Pakistan at official business visit at Bosna Bank International

Delegation of twenty businessmen from Pakistan visited BBI bank where they attended meetings with local businessmen, members of the BBI Business Club. Representatives of the BBI VIP Business Club presented to the guests from Pakistan, the activity of the Club and the most important projects of the Sarajevo Business Forum. This was a good opportunity for the exchange of information on the possibilities of cooperation between BiH and exports products in this market, and possible investments in BiH. The economic delegation from Pakistan spent three days in Bosnia and Herzegovina with a goal to research the investments and trade opportunities for future cooperation between the two countries.



More than 130 Business-to-Business meetings



During the Sarajevo Business Forum (SBF), the largest investment conference in Southeast Europe, businessmen from the most liquid markets in the world made more than 130 direct business meetings with local businessmen. Most meetings were in the domain of Energy, Agriculture, Infrastructure & Real Estate, Tourism and other industries. A large number of meetings of investors and businessmen from the region were held beside the formal meetings. Investors have visited BiH companies along with the local businessmen, and discussed and agreed on future cooperation.



SBF projects available to potential investors

During the Sarajevo Business Forum, the BBI VIP Business Club presented all the projects through a "Projects book" which is a quality guide for investing in BiH with concrete suggestions and data elaborated in detail. More than 200 business ideas from field of Energy, Infrastructure & Real Estate, Agriculture, Tourism and other industries, were presented in the book. Investors from the entire world have a chance to directly access projects and businessmen, and communicate easier. The main objectives of SBF is to bring investors, create jobs and contracts and to spur the economic development of BiH. The Sarajevo Business Forum established itself as a regional platform for cooperation between Southeast Europe, Turkey, the Middle East and other countries, thus opening the possibility of fundamental economic diplomacy.

This year, project applications, except on CD's, USB stick, and book projects are given to more than 600 participants on the spot, subsequently were sent to more than 1,700 addresses of potential investors. Projects were placed on the page sarajevobusinessforum.com, through economic diplomacy sent to all diplomatic and consular missions of Bosnia and Herzegovina, as well as chambers of commerce and all relevant institutions in the world.

Potential investors, ideas of investing in this part of the world can be found on the official website economic and trade chambers and associations in Turkey, which has a link of the projects already announced, as well as in Malaysia, Qatar, the United Arab Emirates, Kuwait and Saudi Arabia. Projects will be available throughout the year via these links.



Partners of SBF

SBF was recognized and supported by many partners

The Sarajevo Business Forum, the regional investment conference recognized as one of the most credible and successful business projects in Southeast Europe is highly supported from many sides. The mission of creating conditions for economic prosperity in Bosnia and Herzegovina and Southeast Europe has been met with positive response and contribution from institutions and companies. Besides BBI Bank and the Islamic Development Bank, the Forum receives significant support from Bushnak Group KSA, Global Alliance for Partnership in International Development - GAPID Malaysia, T.C. Ziraat Bankasi, Dubai Islamic Bank, Abu Dhabi Islamic Bank, The Union of Chambers and Stock Exchanges of Turkey - TOBB, Turkish Airlines, and many Bosnian companies. Each side participated in creating conditions for positioning Sarajevo as the economic centre of the region.



COME AND DISCOVER BOSNIA

The Beautiful, Ancient lands...

Bosnia and Herzegovina with just over 50,000 square kilometers is a bridge between east and west. It is the only country where one can find a Mosque, Jewish Synagogue and Catholic and Orthodox churches on the same street corner.

To understand and learn about cultural heritage of Bosnia and Herzegovina you don't need to visit all museums in the country. Every part of Bosnia and Herzegovina is what we can call "living museum". This part of the world is recognized by UNESCO. The customs and pastimes are best found in everyday life where one can catch a glimpse of old and new Europe – preserving our ancient past and reaching to a brighter and better tomorrow. According to an estimation of the World Tourism Organization, Bosnia and Herzegovina will have the third highest tourism growth rate in the world between 1995 and 2020.

Traditional handwork of copper-engravers from Sarajevo or famous stonecutters from Konjic, as well as music and folklore from different regions are living proves that cultural and art creativity is something that was recognizable for this country for centuries.

The region offers a most unique menu of eco-tourism, cultural and historical heritage and the finest and warmest hospitality in this part of the world. Many tourists have been pleasantly surprised when visiting Bosnia and Herzegovina. The clean, fresh air of our mountains and river valleys the spiritual uplifting after a holy pilgrimage to Medjugorje or Ajvatovica, or a unique experience in our ancient towns and cities will inspire you to visit again. Bosnia and Herzegovina is truly a natural superpower, glittering with all the wonders that man and nature have created here. One of the most mysterious and most famous parts of this country's heritage is medieval tombstones "stećci" often referred as "stone sleepers". Some of most famous "stećci" can be found in Radimlja, near Stolac.

The geographic location and the mix of Alpine and Mediterranean climate make Bosnia and Herzegovina a perfect place for agriculture. Strong influences from Orient and West, combined with local traditions gave our country a very sophisticated and famous cuisine. Organic fruits and vegetables are produced in great quantities due to the ideal climate conditions that dominate most of Bosnia and Herzegovina. The meat and cheeses are tended with perfected ancient customs that provides some of the most purely produced food in all of Europe. The region is still famous for the production of citrus fruits, figs and olives, as well as honey and medicinal herbs.





BBI – SOCIALLY RESPONSIBLE BANK



Sarajevo Business Forum organized by BBI's own resources

Bosna Bank International is one of the youngest banks in Bosnia and Herzegovina and the first and only bank in Southeast Europe that operates under Islamic (Shari'ah) principles.

With the support of the Islamic Development Bank (IDB) as its major Shareholder, and by utilizing its own staff's knowledge and resourcefulness, BBI in accordance with its corporate social responsibility, organized the Sarajevo Business Forum. This important event, held for the fifth consecutive year, has been declared as a historical and first-class economic event in the modern history of Bosnia and Herzegovina, according to the observations of many analysts. The SBF moved the frontiers and redefined the concept of an international investment conference.

BBI is the only bank in Bosnia and Herzegovina that had established its own business club, boasting membership by some of the most successful companies in Bosnia and Herzegovina.

By adapting an innovative approach to doing business, BBI has created a link between the local Bosnian companies, financial institutions and corporations from the Gulf region. The BBI VIP Business Club thus provided new opportunities for Bosnian companies by facilitating access to new markets and attracting new investments into Bosnia and Herzegovina.

In the past business year, BBI recorded the best business results ever since its inception.

BBI has been awarded with several prestigious prizes: "Superbrands" for 2010 and 2013/2014, "The Most Desirable Employer" in banking / insurance sector for 2011, 2012, 2013. and 2014. BBI bank's CEO, Mr. Amer Bukvić has been awarded by readers of daily newspaper "San" as "Person of the year 2010", and winner of the prize "Manager of the year". Furthermore, Mr. Bukvic also received the award of the "Perdana Leadership Foundation" in the banking sector.

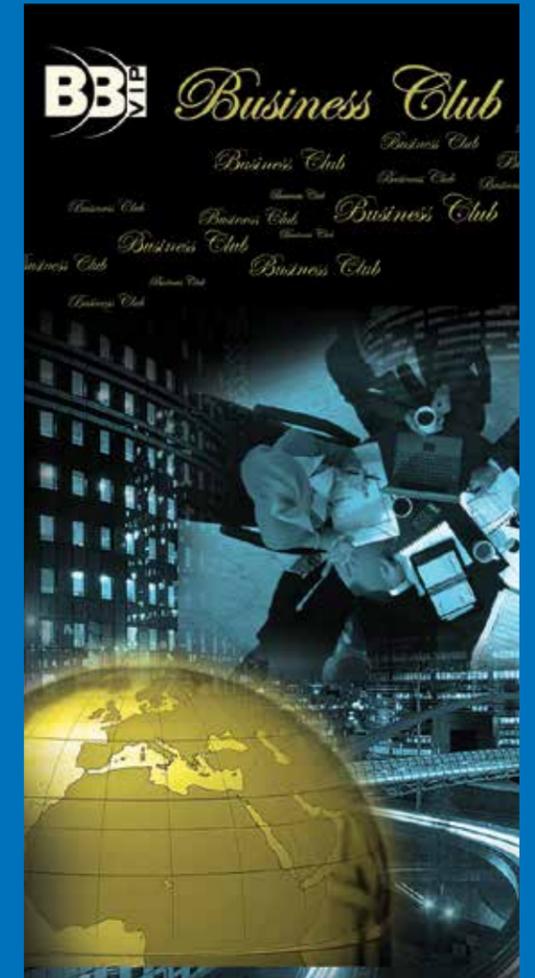


Mission

BBI Business Club is designed as a forum, which is going to provide the local and foreign business entities (retail and corporate customers, economic chambers, associations and similar), and first of all the clients of BBI, with an opportunity of arranging business gatherings, exchange of experiences and views, establishment of business connections and cooperation, realization of concrete deals, attraction of foreign investments, encouragement of export from BiH, as well as realization of other tasks and goals in the aim to strengthen the BiH economy, its connection with the economies of other countries and building up business relations, in the first place with the prosperous countries of the Gulf.

The Club shall function on voluntary basis according to system of gathering of clients and business partners/friends of BBI, within business activities and the space of the Bank. The Club's work shall not be institutionalized in terms of official registration as a company or an association and it will not represent competition to other entities (government or non-government) in the realization of their goals.

Through bodies and individuals of BBI, the Club may establish contacts with domicile and foreign corporate and retail business entities regarding establishment of cooperation, contracting, coordination and provision of visits, business transactions, individual contacts and assistance in their realization, etc.



◆ **LOOKING FOR INVESTMENT OPPORTUNITY IN BOSNIA AND HERZEGOVINA** ◆

BBI VIP Business Club is your key facilitator

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ALL INFORMATION on the projects, investment opportunities and conditions in BiH and the region of Southeast Europe, B2B meetings and Sarajevo Business Forum can be found on the website **sarajevobusinessforum.com** or over the telephone

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