



**FOREIGN TRADE CHAMBER  
OF BOSNIA AND HERZEGOVINA**



***PROSPECTS FOR COOPERATION WITH  
BOSNIA AND HERZEGOVINA***

**March 23, 2021**



# BOSNIA AND HERZEGOVINA

## Administrative organization:

- 2 entities (Federation of BiH and Republika Srpska)
- Brcko District of BiH



**Capital:** Sarajevo  
**Major cities:**  
Banja Luka, Bihać,  
Mostar, Tuzla, Zenica

**Population:** 3.5 mill

**Area:** 51,209 km<sup>2</sup>

**Languages:** Bosnian, Serbian,  
Croatian (all official)

**Exports:** 5.5 billion EUR (2020)

**Export growth (2020/2019):** -8.79%

**Imports:** 8.8 billion EUR (2020)

**Import growth (2020/2019):** -13.39%

**GDP:** 18 billion EUR (2019)

**GDP per capita:** 5,168 EUR (2019)

**GDP growth:** 2.7% (2019)

## Forecast for 2020:

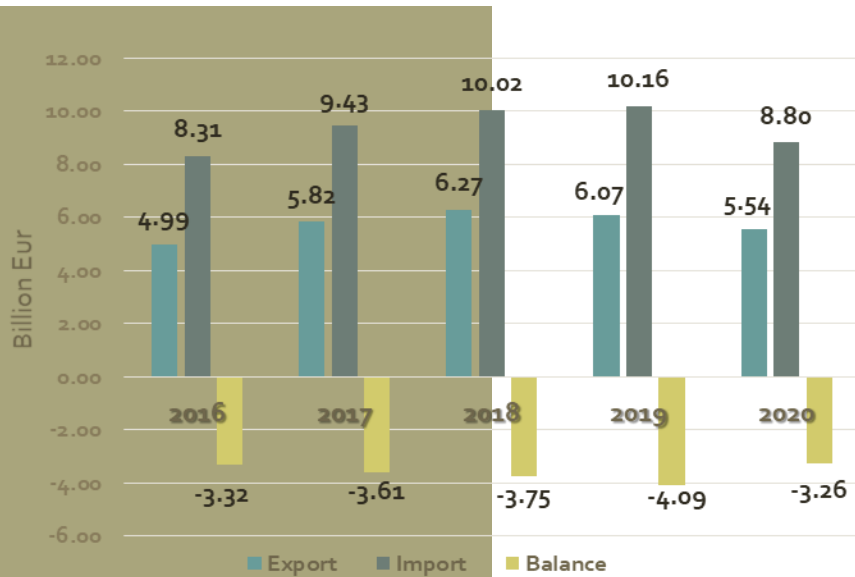
**World Bank :** -3,2%

**Raiffeisen bank:** -4,8%

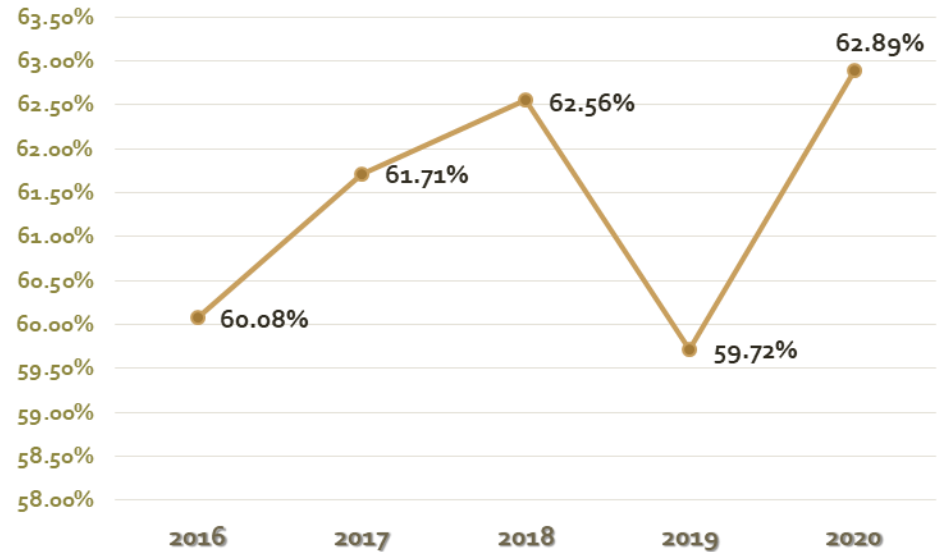
**Currency:** Konvertibilna Marka  
(BAM-official)

**Exchange rate:** 1 EUR = KM 1.956  
(fixed exchange rate)

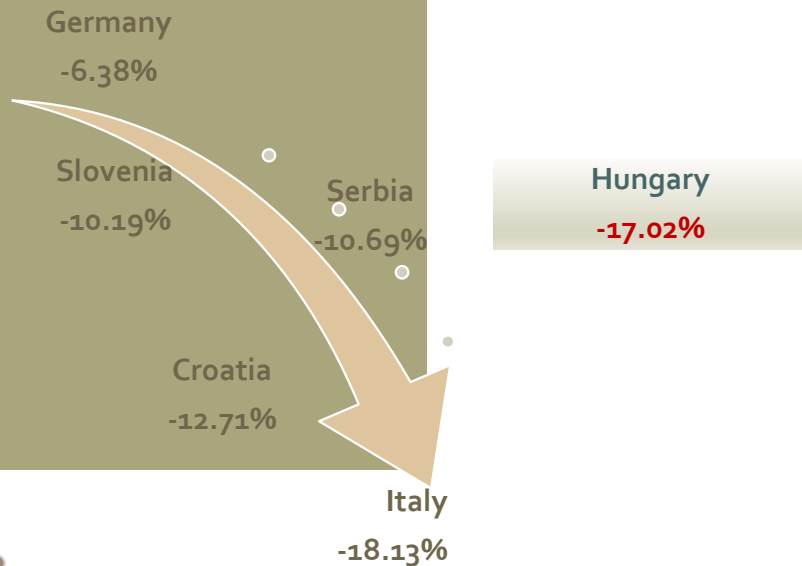
## FOREIGN TRADE OF BOSNIA AND HERZEGOVINA (2016 – 2020)



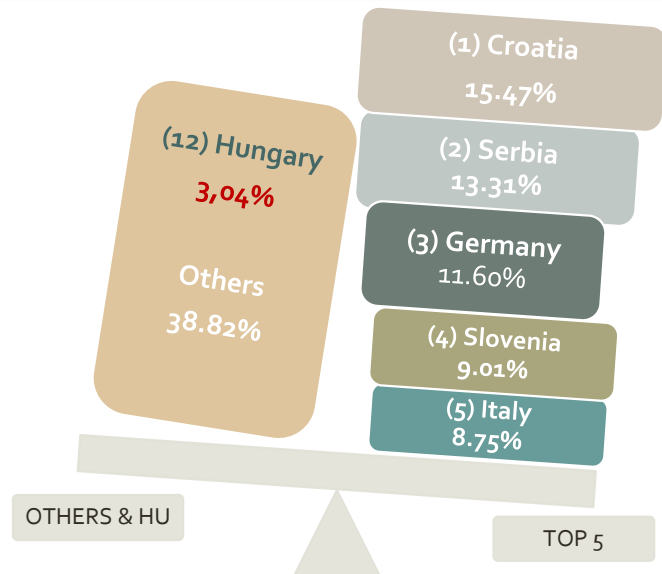
## EXPORT/IMPORT RATIO OF BOSNIA AND HERZEGOVINA (2016 - 2020)



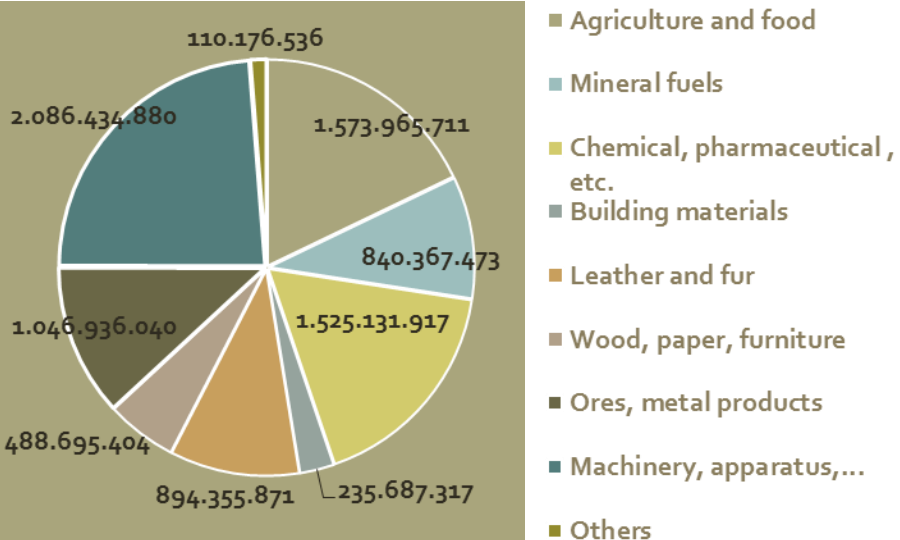
## TOP 5 COUNTRIES IN TRADE VOLUME OF B&H – change 2020/2019



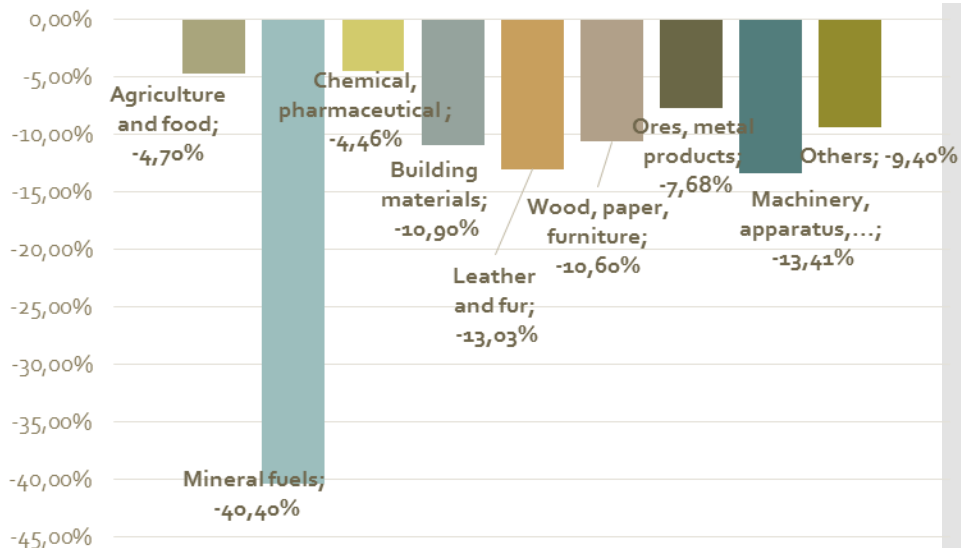
## TOP 5 COUNTRIES IN TRADE VOLUME OF B&H - share (2020)



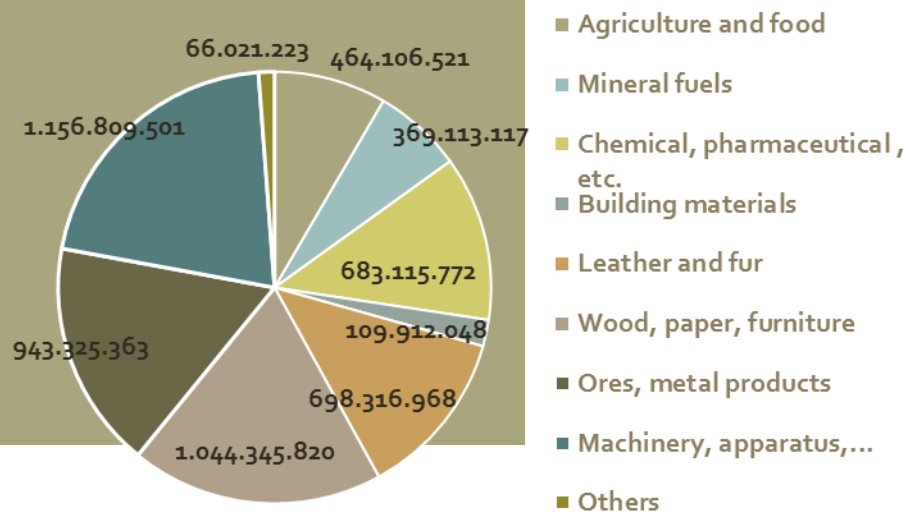
### IMPORT OF BOSNIA AND HERZEGOVINA BY SECTOR (2020), in EUR



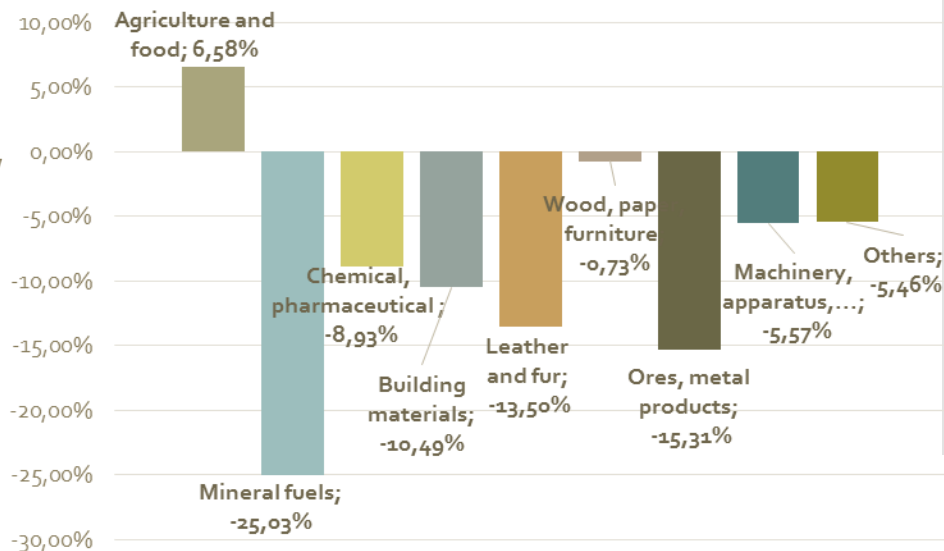
### IMPORT GROWTH BY SECTOR (2020/2019)



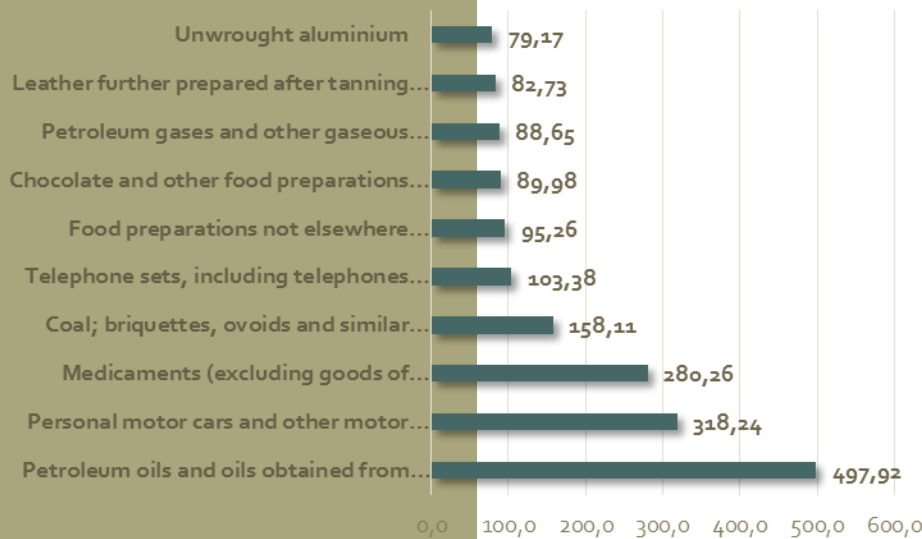
### EXPORT OF BOSNIA AND HERZEGOVINA BY SECTOR (2020), in EUR



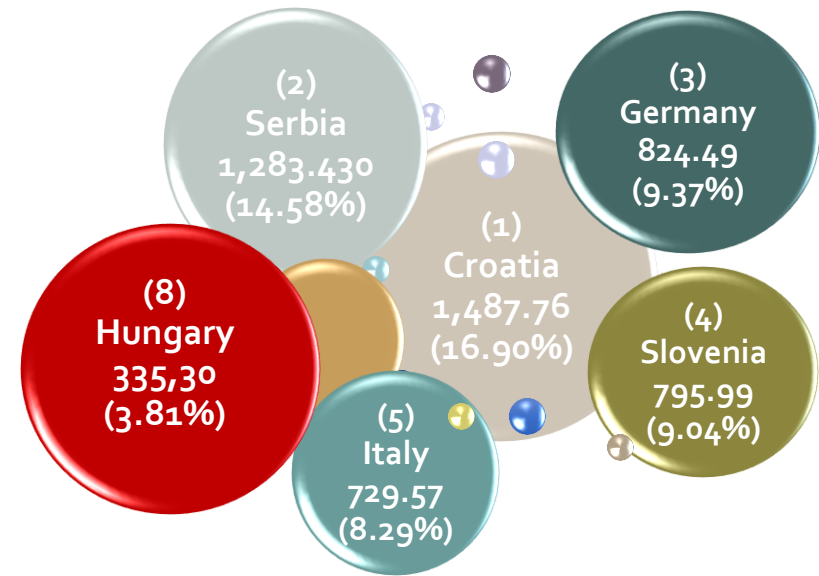
### EXPORT GROWTH BY SECTOR (2020/2019)



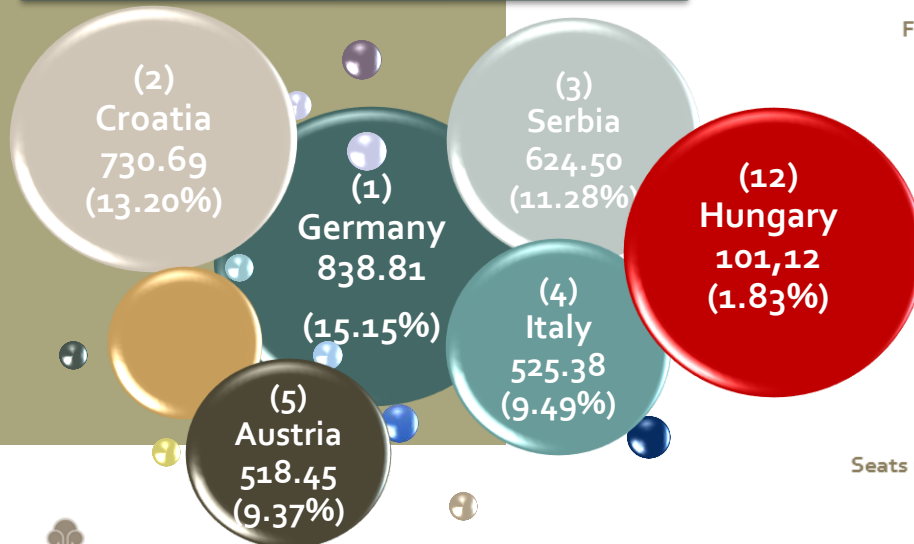
### TOP 10 IMPORT PRODUCTS TO B&H (2020), mil. EUR



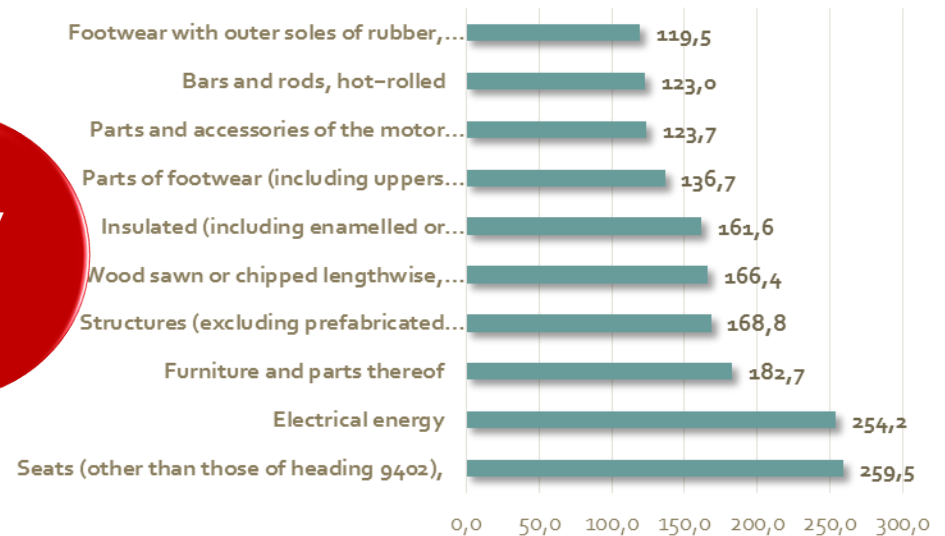
### TOP 5 COUNTRIES IN TOTAL IMPORT OF B&H (2020), mil. EUR



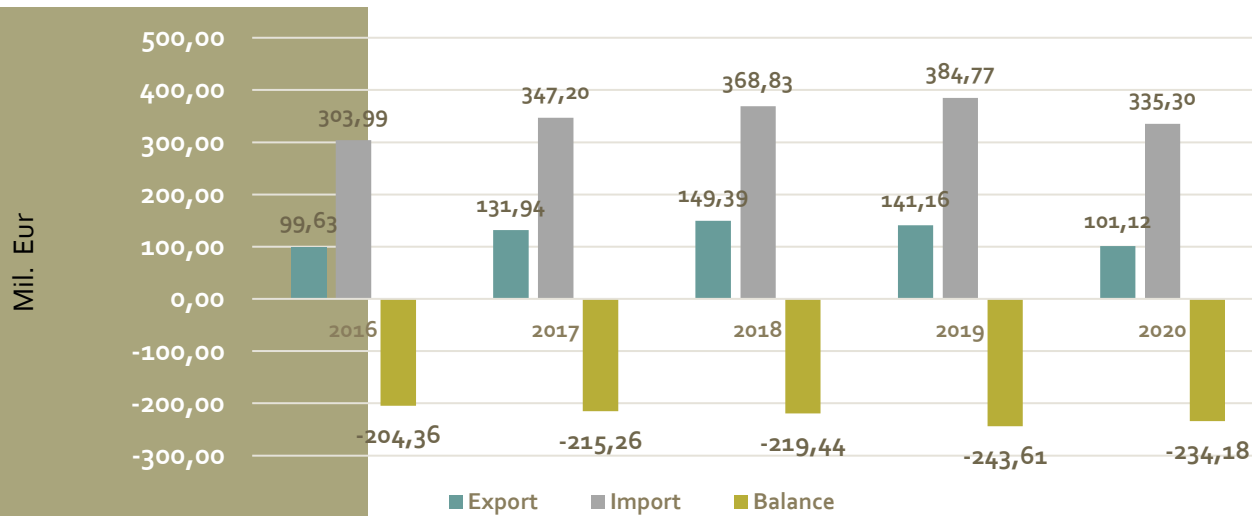
### TOP 5 COUNTRIES IN TOTAL EXPORT OF B&H (2020), mil. EUR



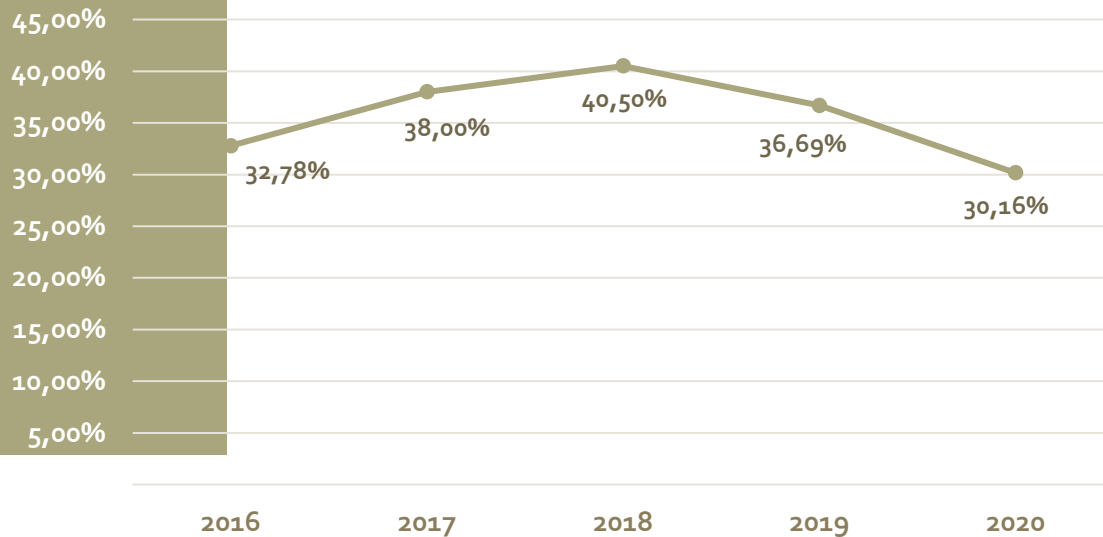
### TOP 10 EXPORT PRODUCTS FROM B&H (2020), mil. EUR



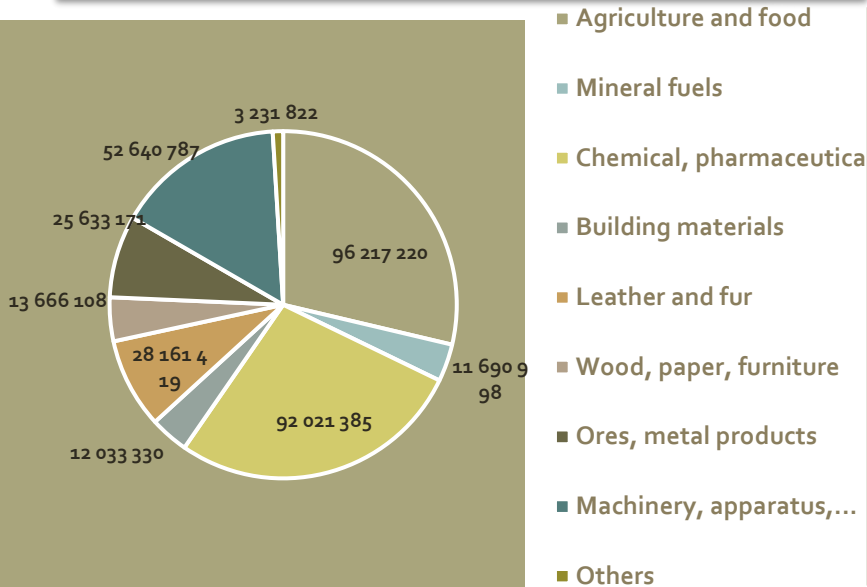
## BOSNIA AND HERZEGOVINA & HUNGARY FOREIGN TRADE (2016 – 2020)



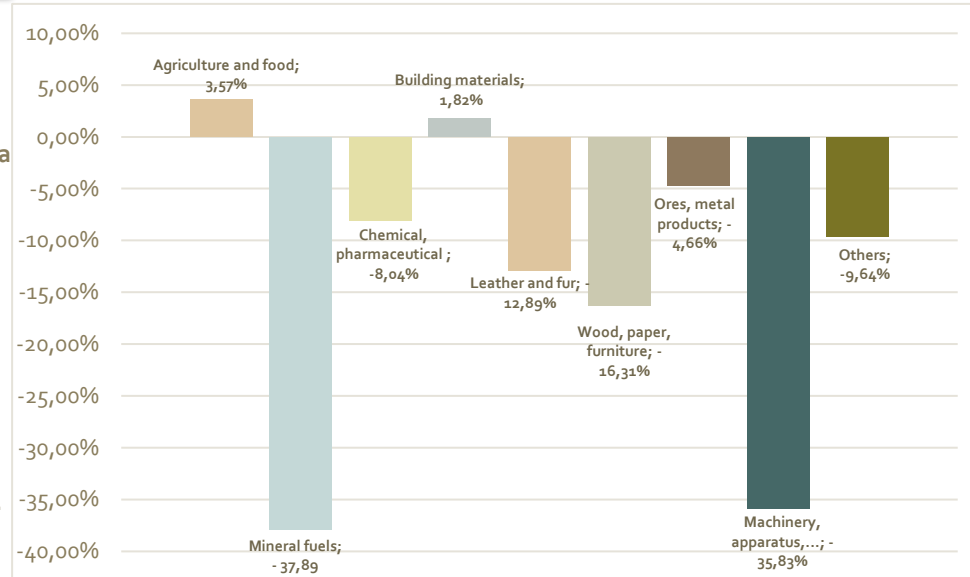
## BOSNIA AND HERZEGOVINA & HUNGARY EXPORT/IMPORT RATIO (2016 - 2020)



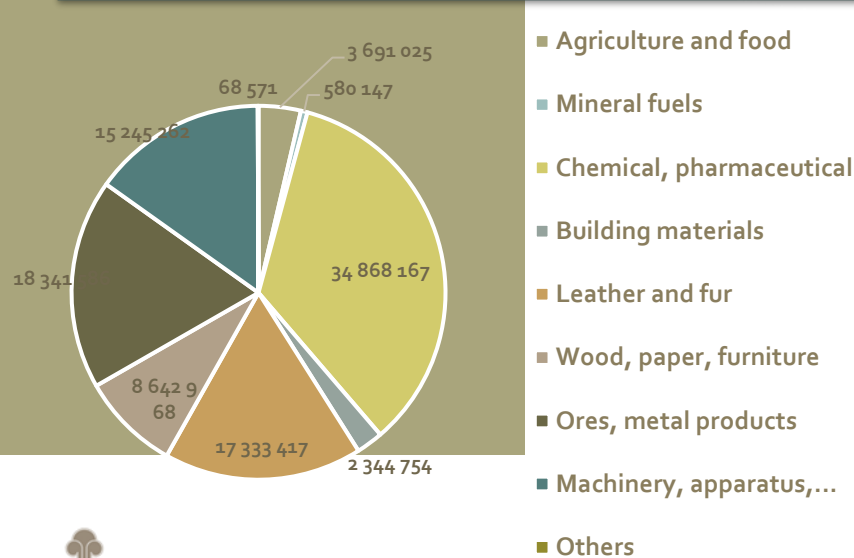
### BOSNIA AND HERZEGOVINA IMPORT TO HUNGARY BY SECTOR (2020), in EUR



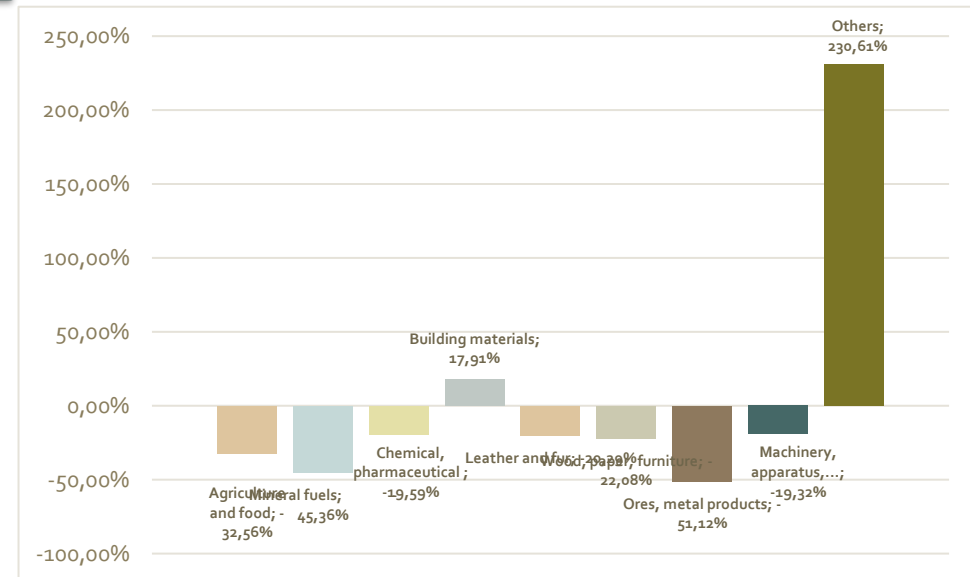
### IMPORT GROWTH BY SECTOR (2020/2019)



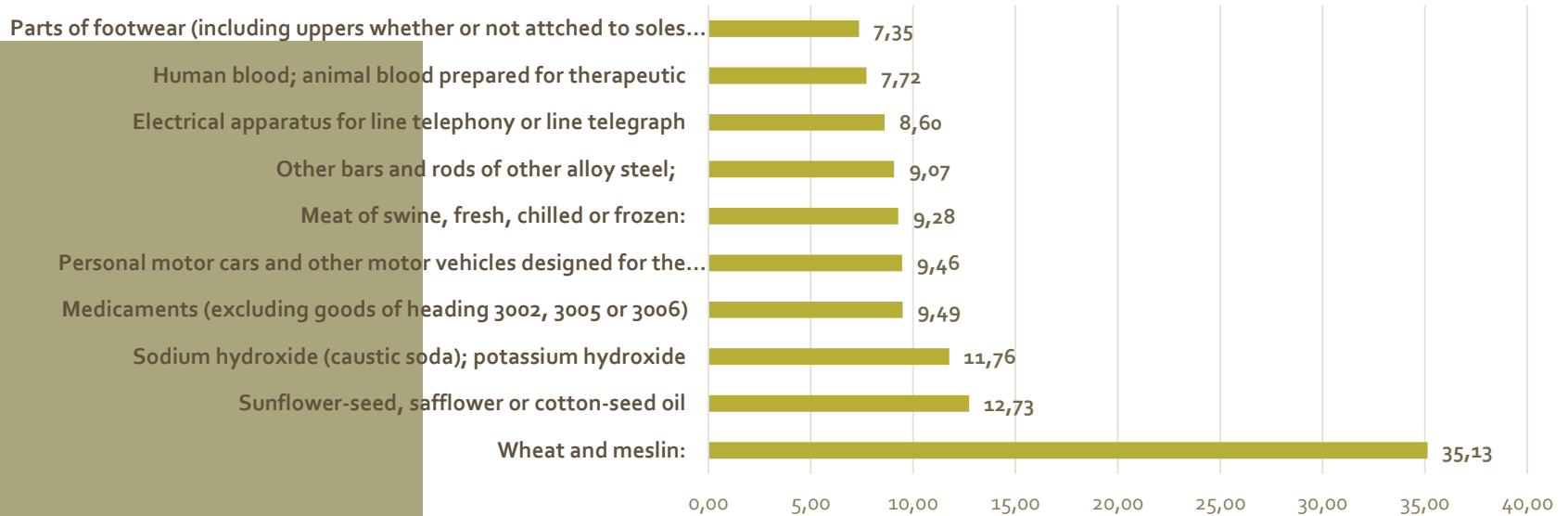
### BOSNIA AND HERZEGOVINA EXPORT TO HUNGARY BY SECTOR (2020), in EUR



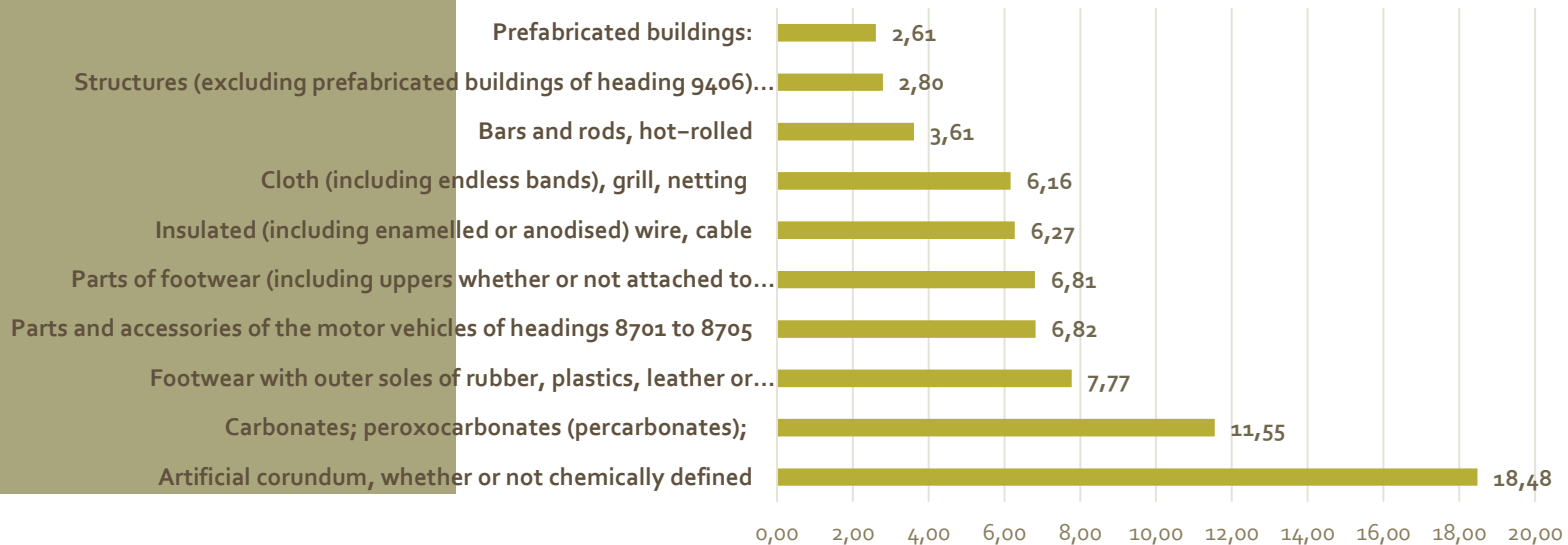
### EXPORT GROWTH BY SECTOR (2020/2019)



### TOP 10 IMPORT PRODUCTS FROM HUNGARY TO B&H (2020), mil. EUR



### TOP 10 EXPORT PRODUCTS FROM B&H TO HUNGARY (2020), mil. EUR







## Who are we:

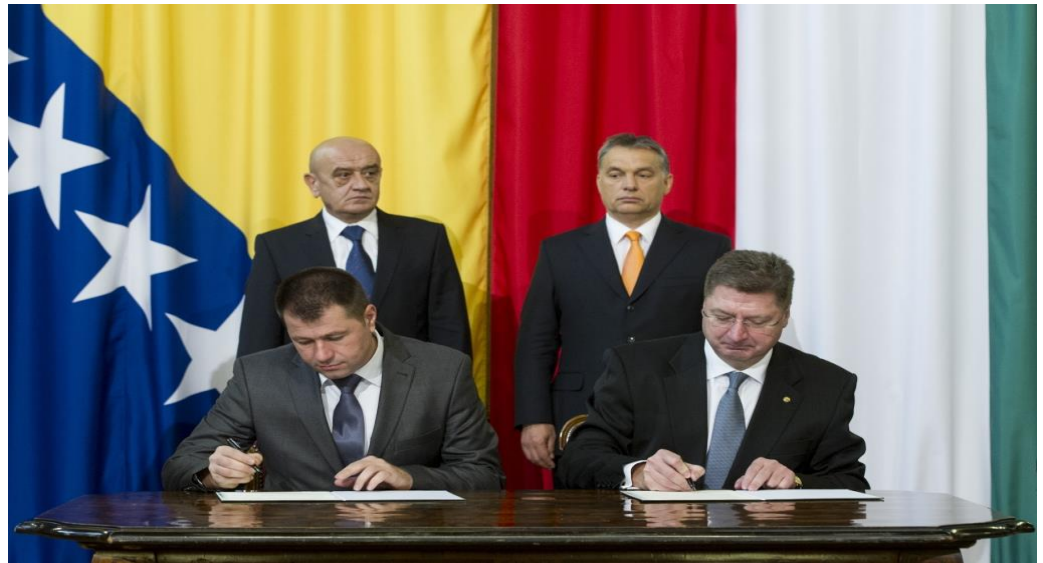
- **Promotion of BH economy abroad:**
  - **business missions (outgoing),**
  - **promotional business conferences**
  - **participation at international trade fairs**
  
- **Assistance to foreign business missions to B&H (incoming)**
- **Matchmaking between member companies and foreign counterparts**
- **Representing members' interests before Government on int. trade issues (Branch Associations – Export clubs)**
- **Business education, for the members and interested parties;**
- **Public authorizations / certifications / export licences**
- **Information on business opportunities / market analysis / publications**
  
- **Data base:**
  - **Statistics data on foreign trade by countries and types of products**
  - **register of business entities in B&H**
  - **B&H Export Directory**
  - **Business offers of B&H companies**
  
- **Cooperation with Chambers, international organisations, diplomatic missions, etc.**



**FOREIGN TRADE CHAMBER  
OF BOSNIA AND HERZEGOVINA**

**Institutional  
cooperation with  
Hungary**

- **2013. – The Joint Commission on Economic Cooperation between Bosnia and Herzegovina and Hungary - FTC B&H is a member of the Commission**
- **08.11.2013. - Memorandum of Understanding between Foreign Trade Chamber of Bosnia and Herezgovina and Hungarian Chamber of Commerce and Industry**



- **2015. - EU Strategy for Danube Region (EUSDR) - BDCP (Budapest Danube Contact Point) – Environmental Project implemented by Hungarian Government through HCCI and FTC B&H**



*Thanks for your attention*



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OF BOSNIA AND HERZEGOVINA**

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