

First 10 Products in Bosnia & Herzegovina's Agricultural Import from World (Thousand USD)

Product Name	2013	2014	2015
Fresh or chilled bovine cuts, with bone in (excluding carcasses and 1/2 carcasses)	74.657	78.047	75.494
Beer made from malt	97.931	82.541	72.922
Food preparations, n.e.s	80.510	68.554	70.012
Wheat and meslin (excluding seed for sowing, and durum wheat)	97.147	71.203	65.090
Preparations of a kind used in animal feeding (excluding dog or cat food put up for retail sale)	67.163	57.019	57.408
Raw cane sugar, in solid form	38.251	36.520	53.001
Maize (excluding seed for sowing)	47.883	41.733	49.828
Coffee (excluding roasted and decaffeinated)	49.949	47.151	46.186
Crude sunflower-seed or safflower oil	29.797	34.358	46.030
Cigarettes, containing tobacco	46.793	38.327	38.379
OTHER AGRICULTURAL PRODUCTS	1.235.662	1.083.694	1.093.063
TOTAL	1.865.743	1.639.147	1.667.413

Source: Trademap
First 10 Products in Turkey's Agricultural Export to Bosnia & Herzegovina's (Thousand USD)

Product Name	2014	2015	2016
Fresh or dried lemons	2.073	1.934	2.721
Sugar confectionery not containing cocoa, incl. white chocolate (excluding chewing gum)	3.393	2.871	2.517
Tomatoes, fresh or chilled	2.882	1.288	2.221
Bread, pastry, cakes, biscuits and other bakers' wares, whether or not containing cocoa	2.183	1.779	2.104
Chocolate and other preparations containing cocoa, in containers or immediate packings of <= 2 kg	2.285	1.668	1.909
Fresh or chilled fruits of the genus Capsicum or Pimenta	1.650	1.371	1.507
Uncooked pasta, not stuffed or otherwise prepared, not containing eggs	2.135	1.658	1.348
Active yeasts	1.789	969	980
Frozen cuts and edible offal of fowls of the species Gallus domesticus	2.208	1.597	907
Sweet biscuits	1.279	1.000	876
OTHER AGRICULTURAL PRODUCTS	12.900	10.927	11.103
TOTAL	34.777	27.062	28.195

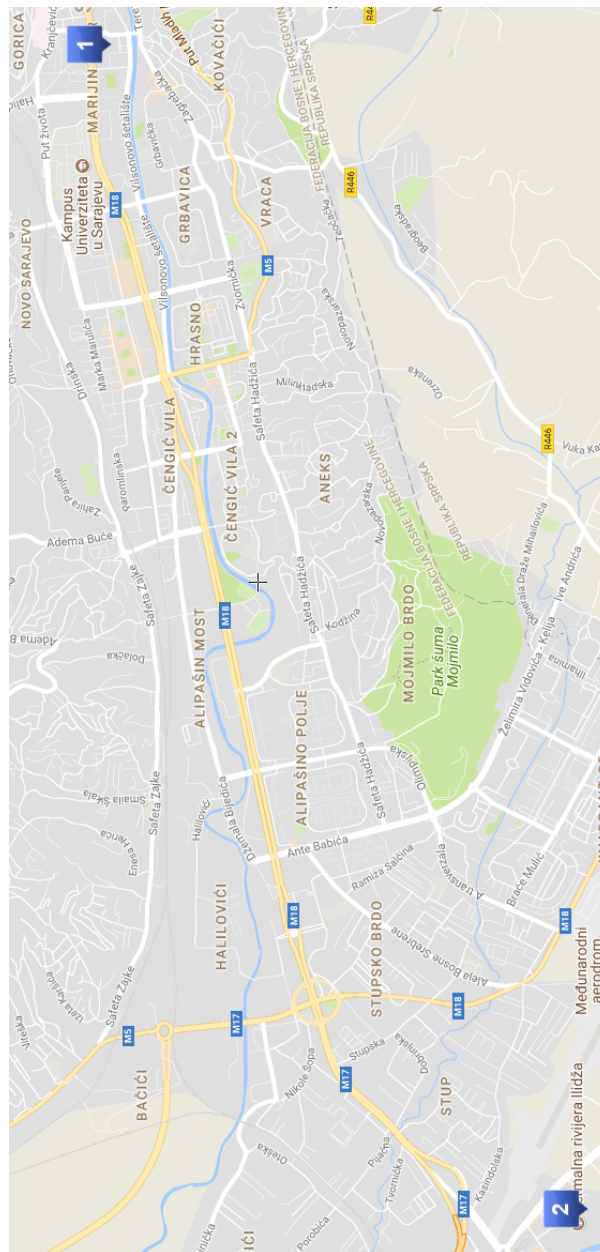
Source: Turkstat

International Trade Information on Agricultural Products that Turkey's Export Potential (Thousand US\$) (2011-2015 Total)


Products	Export of TR to the World	Export of TR to BH	Import of BH from the World	The Rate of TR
Poultry Meat	2.656.891	1.265	161.600	0,78
Egg	1.721.979	0	10.263	0,00
Dairy	1.448.056	457	509.582	0,09
Hazelnuts	6.233.852	4.280	6.959	61,50
Seeds	2.843.853	393	119.126	0,33
Legumes	1.321.822	194	37.475	0,52
Spices	675.291	243	25.873	0,94
Flour	5.719.735	258	166.288	0,16
Fresh Fruits	14.941.934	30.593	420.653	7,27
Dried Fruits	5.242.702	7.973	15.313	52,07
Fresh Vegetab.	5.069.951	21.616	228.576	9,46
Vegetable Oils	5.869.209	1.826	591.398	0,31
Convenience fd.	19.750.753	64.546	1.549.245	4,17
Tobacco and prd	4.743.549	30	293.795	0,01
Fisheries	5.717.933	516	360.102	0,14
Agricul. Machin.	2.697.093	6.045	102.737	5,88

Contact Persons for the Delegation


Uğur İLKDOĞAN Ph.D.
EU Expert / Coordinator of Foreign Market Strategies Working Group
Phone: +90 (533) 358 15 66 E-Mail: ugur.ilkdogan@tarim.gov.tr
Nazlı KILIÇASLAN / EU Expert
Phone: +90 (532) 447 19 88 E-Mail: nazli.kilicaslan@tarim.gov.tr



1. Meeting Hall Information

	Address	Trg BiH 1, Saraybosna
	Web Page	https://www.parlament.ba/
	Distance to the Airport	8,5 Km

2. Hotel Information

	Adres	Butmirska cesta 18, Iliđza 71210, Sarajevo
	Phone	+387 33 947 947
	Web Page	http://hotelhills.ba/
	Distance to the Airport	3,6 Km



**TURKEY - BOSNIA&HERZEGOVINA
AGRIBUSINESS FORUM**

October 26, 2017

Sarajevo

BOSNIA & HERZEGOVINA



Foreign Market Strategies Working Group
**GENERAL DIRECTORATE OF
EUROPEAN UNION AND
FOREIGN RELATIONS**

**H.E. Dr. Ahmet Eşref FAKIBABA**

Minister of Food Agriculture and Livestock of Republic of Turkey
Mr. Fakibaba graduated from Ankara University, Faculty of Medicine and a general surgery specialist. He served as the mayor of Şanlıurfa for two terms and entered the Parliament as the representative of Şanlıurfa during the 25th and 26th terms. He was appointed as Minister of Food Agriculture and Livestock in 65th government.

**H.E. Mirko ŠAROVIĆ**

Minister of Foreign Trade and Economic Relations of Bosnia & Herzegovina

Born in 1956. Graduated from the University of Sarajevo Faculty of Law. Member of Serbian Democratic Party since 1990.

**Haldun KOÇ**

Ambassador of Turkey to Bosnia & Herzegovina

Ambassador of Turkey to Bosnia & Herzegovina since November 14, 2016. Fluent in English and Spanish.

**Faik YAVUZ**

Member of the Board of the Union of the Chambers and Commodity Exchanges of Turkey (TOBB)

Mr. Yavuz has been serving as Accountant of Board of Directors of TOBB since August 2013.

**Nemanja VASIĆ**

Vice-president of the Foreign Trade Chamber of Bosnia & Herzegovina

Mr. Vasic was a delegate at the National Assembly of Republic of Srpska for three mandates. He established Meat Industry TRIVAS Ltd. in 2009.

Schedule

26 October 2017 / Place: Big Hall of Parliament Assembly of Bosnia-Herzegovina

09.00-10.00 Registration

Panel: The Future of Turkey-Bosnia & Herzegovina Food and Agricultural Trade Partnership

Moderator: **Mr. Dušan NEŠKOVIĆ**, Assistant Minister – MoFTER

Panellists:

Mr. Midhat SALIĆ, Assistant Minister MoFTER, *Trade between BiH and TR and Legal Framework*

Mr. Kamil ÖZCAN, General Prs. of Central Association of Breeding Cattle Farming of Turkey, *Trade of Breeding Animal Farming between TR and BiH*

Mr. Slavica KORICA, Foreign Investment Promotion Agency BiH (FIPA BiH), *Investment Opportunities*

Mr. Ali Rıza AKBAŞ, General Director of Ziraat Bank of BiH, *Financing Opportunities*

10.00-10.40 Coffee Break

Keynote Speeches

Mr. Nemanja VASIĆ, Vice President of Foreign Trade Chamber of BiH

Mr. Faik YAVUZ, Member of the Board of Turkish Union of Chambers and Exchange Commodities

H.E. Ahmet Eşref FAKIBABA, Minister of Food, Agriculture and Livestock of Republic of Turkey

H.E. Mirko ŠAROVIĆ, Minister of Foreign Trade and Economic Relations of Bosnia-Herzegovina

11.15-12.30 Lunch & Networking and **B2B Meetings**

General Information on Bosnia & Herzegovina

Capital City	Saraybosna	Agricultural GDP	1.104 Million ABD\$
Population	3.856.181	GDP Per Person	11.000 ABD\$
Official Currency	Bosnia KM (2.2 TL)	Agricult. Workfrc	%7,8 (Total Workfrc)
Inflation Rate	%1,0	Unemploy (%)	%28
Export, total	3.930 Billion USD	Imp, Total	8.173 Billion USD
Export to Turkey	288 Million USD	Imp from Turkey	309 Million USD
Leading Sectors	Steel, coal, iron, copper, engine parts, textile, tobacco products		
Main Agri. Products	Wheat, maize, fruits, vegetables, farm animals		

Turkish Business Delegation

No	Name	Surname	Company	Field of Operation	Table
1	Yeliz	FIRAT	Betatur Turizm	Tourism/Organisation	1
2	Yusuf Cemil	SATOĞLU	Agricultural Insurance Pool (TARISIM)	Agricultural Insurance	2
3	Zeki	KARAKURT	Carrefoursa	Supermarket Retail C.	3
4	Ziya Hakan	ENGİN	Öztürkler Yem Ve Yağ San	Feed and Oil Sector	4
5	Burhan	EFE	Etçi Gıda A.Ş	Red Meat Sector	5
6	Mehmet E.	ARSLAN	Tınaztepe Yem-Un	Bait and Flour Sector	6
7	Ahmet	KARAKOL	Kaledonya	Fruits	7
8	Murat	BAYAZİT	Mehmetler Yağ Sanayi	Vegetable Oil	8
9	Muharrem	TABAK	Cattle Breeders' Association of İzmir	NGO/ Bovine Livestock	9
10	Halil Can	TABAK	Balbey Gayrimenkul	Landed estate- Foreign Trade	10
11	Ahmet	KOCAAĞA	Emay Uluslararası Müh.	Systems of Storage	11
12	Özlem	YAREN	Vegetable Oils and Fats Industrialists Association	NGO / Vegetable Oil	12
13	Sadık Talip	YAHYA	Yüksel Tohum	Seed Sector	13
14	Hamdi	AYDIN	Alıntar Tarım A.Ş	Plant Nut.Prd./Fertil.	14
15	Metin	ERTURHAN	Orion Fuarçılık	Fair Sector	15
16	Mustafa	AĞUŞ	Vetal Animal Health Prod.	Bovine & Ovine Husb.	16
17	Mehmet	YÜKSEL	TUSAF	Flour Industry	17
18	Levent	GELGEÇ	Seçkin Peynirlik Gıda	Dairy Products	18
19	Irmak	TAN	Aves Enerji Yağ ve Gıda	Sunflower Seed Oil	19
20	Abdullah	TUTAK	Süleyman Agriculture	Animal Husbandry	20
21	Günhan	ULUSOY	Cattle Breeders' Association of Turkey	Bovine Breeding	21
22	Murad	BERTAN	İng Group/Bakery Giuletta	Bakery / Pasta	22
23	Abdurrahim	DEMİRER	Özmermer Gıda	Flour Sector	23
24	Mahmut Celal	SEYREK	Namet Gıda San. Ve Tic. A.Ş.	Food / Red Meat	24
25	Onat	ANGI	Acarsan Makarna Un	Flour, Farina, Pasta	25
26	Süleyman	SEVİNÇ	Çanakkale Tic. Bor./ Kale Gıda	Olive Oil, Cereal	26
27	Kamil	ÖZCAN	Güneydoğu Un San. Der.	Flour Sector	27
28	İbrahim	KARAKOYUNLU	G.G Vankooten	Agriculture	28
29	Gökhan	İNCEOĞLU	Efendioğulları Zeytinyağı	Olive Oil Sector	29
30	Mustafa	ÖZMERMER	Turkey Seed Growers Association	NGO/ Seed Production	30
31	Faruk	KAYAR	Sub-Union of Seed Growers		31
32	Abdullah	ACAR	Maro Tarım A.Ş.	Seed Production	32
33	Sefer Kaya	ÜZEN	The Central Union of the Agricultural Credit Cooperatives of Turkey	Agricultural Input, Credits	33
34	Cemal	BİLGİN	Sub-Union of Seed Industrialists and Producers	Seed Sector	34
35	Ramazan	BARAN	Livagro Tarım İlaç Tohum.	Seed, Pesticide Sector	35
36	Mustafa	YAŞAR	İlla Group	Feed Grain & Oil	36
37	Onur	YAŞAR	Fed of Food and Drink Industry Associations of Turkey	Food Sector	37
38	Kamil	YILMAZ	Marmarabirlik	Olive Oil	38
39	Miklat	OLGUN	Sultan Et ve Gıda Üretim	Food / Red Meat	39
40	Mehmet	KÖSE	Gitaş Gıda	Food Sector	40
41	Yusuf	DEMİR	Beşler Makarna Un İrmik Gıda	Flour, Farina, Pasta	41
42	Abdulkerim	ZEYDAN	İstanbul Sera Plastik San.Tic.	Greenhouses Covers	42
43	Ayhan	KARAYAMA	Türkiye Halk Bankası	Banking	43
44	Harun	BOLUT	Gurme Gıda San. Tic. Ltd. Şti.	Food Sector	44
45	Burhanettin	TOPSAKAL	Bereket Döner	Food and Red Meat	45
46	Hikmet Yasir	VELİOĞLU	Açıklar Un Sanayi	Flour Sector	46
47	Bilal	TALMAÇ	Pınar Entegre Et Ve Un San.	Food Sector	47
48	Ersin	ERALP			
49	İlknur	MENLİK			
50	Mehmet	ERTAŞ			
51	Mustafa	BİLİKÇİ			
52	Bekir	AYDOĞAN			
53	Abdullah	ÇAKMAK			
54	Serkan	TİMUR			
55	Mehmet V.	SAYIM			
56	Soner	ÖZVAROL			
57	Ali	DESTANOĞLU			
58	M. Nezif	EMEK			
59	Selim	AÇIK			
60	Hüseyin	DEMİR			

Turkish Business Delegation

No	Name	Surname	Company	Field of Operation	Table
60	Seyit	DAĞ			
61	Ramazan	DEMİRKİ-RAN	Central Union of Agricultural Cooperatives of Turkey	NGO / Agricultural Cooperatives	48
62	Vesile Nur	GÜVEN			
63	Yakup	YILDIZ	Köy-Koop Merkez Birliği		49
64	Mahmut Barış	AYDIN			
65	Yunus	AKSU	Aksuvital Dogal Ürünler	Organic Products	50
66	Hasan	ÖZKAN	Sunar Mısır	Corn Products	51
67	Serkan	ÖZKANLI			
68	Burhan	SAKKAĞLU	Ass. of Packaged Milk and Milk Products Industrials	NGO / Dairy Products	52
69	Ahmet	HACIİNCE	National Red Meat Council	Red Meat Sector	53
70	Damla	TUFAN	Turkish Union of Chambers and Exchange Commodities	NGO/Finance	54
71	Bülent	TUNÇ	Turkish Beef and Lamb Producers Association	NGO/Animal Husbandry	55
72	Tevfik	KESKİN	Turkey Milk Producers Central Union	NGO / Dairy Products	56
73	Can	TEMİZEL	Association of Turkish Quinoa Producers	NGO/Vegetable Oil	57
74	Alper	ALHATOĞLU	Alhatoğlu Gıda	Olive Oil	58
75	Cihan	SOYALP	Turkish Grain Board	Grain Sector	59
76	Yıldırım Hakan	ÜNAL	Oral Et Entegre Tesisleri Aş	Red Meat Sector	60
77	Sulhi	ALPKAYA	Alphindi Ltd. Şti.	Poultry Sector	61
78	Cengizhan	YILMAZ	Ankara Birlik Süt	Dairy Sector	62
79	Doğan	BAŞARAN	Çiftçi TV	Press	
80	Feyyaz	GÜZELYURT			

Foreign Market Strategies Working Group

Foreign Market Strategies Working Group has been established under the **General Directorate for EU and Foreign Relations** in order to perform works and studies with regard to agricultural foreign markets and ensure that our competitive and surplus products and those having the potential to be commercialized in international markets to take place in world markets with a sustainable export model.

Our Aim: To increase the agricultural exports by enhancing the agricultural foreign market opportunities and to contribute to the creation of sustainable agricultural export model.

Our tasks:

- To identify agricultural products that have a competitive edge in agricultural foreign markets and to create / increase the export opportunities of these products,
- To seek solutions by acting in coordination with all stakeholders in resolving trade issues encountered in agricultural foreign markets and to contribute to the work carried out,
- To organize "Agribusiness Forums" and / or accompany similar visits by different organizations,
- To follow, announce and participate in international agricultural organizations which are potential to create agricultural foreign markets and contribute to the solution of existing problems,
- To seek solutions in coordination with the related departments of our Ministry in the fields of sanitary, phytosanitary, technical barriers and trade issues and elimination of these issues from the agricultural foreign markets,
- To contribute to the higher quality agricultural production by informing the related departments of our Ministry of determined market demands, consumer preferences and international quality standards issues to be commercialized.

Agribusiness Forums have been organized:

Turkey—Georgia Agribusiness Forum / 18 August 2016 / Tbilisi, Georgia
 Turkey—Iran Agribusiness Forum / 25 October 2016 / Ankara, Turkey
 Turkey—Ukraine Agribusiness Forum / 28 November 2016 / Kiev, Ukraine
 Turkey—Czechia Agribusiness Forum / 31 January 2017 / Ankara, Turkey
 Turkey—Azerbaijan Agribusiness Forum / 23 February 2017 / Baku, Azerbaijan
 Turkey—Albania Agribusiness Forum / 28 March 2017 / Tirana, Albania
 Turkey—Africa Agribusiness Forum / 27-28 April 2017 / Antalya, Turkey
 Turkey—Arab World Agribusiness Forum / 2-4 May 2017 / Kuşadası-Aydın, Turkey
 Turkey—Serbia Agribusiness Forum / 22 August 2017 / Belgrade, Serbia
 Turkey—Russia Federation Agribusiness Forum / 14 September 2017 / Antalya, Turkey
 Turkey—Qatar Agribusiness Forum / 21-22 September 2017 / Ankara, Turkey

For every question or suggestion:

dispazar@tarim.gov.tr



151263370@N07

[dispazar_tarim](https://www.instagram.com/dispazar_tarim)