



TEŠANJ MUNICIPALITY



ECONOMIC PROFILE

The Tešanj Municipality is the area with extremely developed entrepreneurship in BiH and high level of developed economic activities. According to data of 2014, there were 2123 business entities registered in the territory of the Tešanj Municipality (whereof: 843 legal entities, 460 units of enterprises and 820 crafts). In a rather small area one can find extremely large number of business entities, or more precisely 12.24 business entities per 1 km² or 1 business entity per 24.77 inhabitants. Automotive industry has survived the transitional period and successfully continued to operate on the grounds of private ownership and new global market circumstances.

Priority industry sectors

➔ **METAL PROCESSING**
(Mann+Hummel BA, Pobjeda, Enker, FAD, BME, Medena Commerce, Zupčanik, TS Saračević, HVM Inox, Inox Ajanović)

Products: air filters for motor vehicles, oil filters, cabin air filters, oil pumps, water pumps, gears, spark plugs, different positions of Al₂O₃ ceramics, igniters.

Number of companies	40
Number of employees	Approximately 2000
Export	KM 182,617,623
Share in the total export of the economy	52.35 %
Number of countries exported to	Over 50
Average gross salary	EUR 750



➔ **WOOD INDUSTRY**
(Artisan, Arteco, May, Nord Ent, Salkić...)

Products: high quality furniture of solid wood, panel furniture, upholstered furniture, interiors, joinery.



Number of companies	20
Number of employees	Approximately 800
Export	KM 9,416,565
Share in the total export of the economy	2.69 %
Number of countries exported to	37
Average gross salary	EUR 500

➔ **FOOD INDUSTRY**
(AS, Dukat, Madi, Jami, MS)

Products: chicken products, baker's products, confectionery products, powdered products, mushrooms (champignons, oyster mushrooms), water (brands: Zema, Princess, Celvik, Oaza, Tešanjaska vrela, Vin-Mis)

Number of companies	20
Number of employees	Approximately 850
Export	KM 3,336,574
Share in the total export of the economy	0.95 %
Number of countries exported to	8
Average gross salary	EUR 450



➔ **INDUSTRY OF LEATHER PROCESSING, FOOTWEAR AND TEXTILE**

(Alpina-Bromy, Koteks, Koža-komerc, Napredak, Contessa, Konita, Socksmaker3, Art, B&M, Zemi...)

Products: Equipment for police and armed forces, equipment for security, ballistic equipment and equipment for public order and peace, motorcycle equipment, equipment for hunting and fishing, protective equipment, footwear, leather garments and accessories, carpentry of vehicles' seats and interiors.



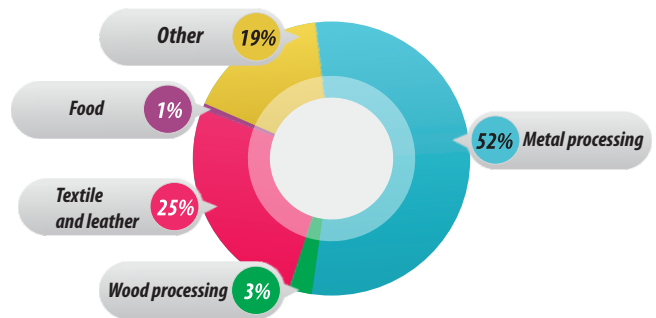
Number of companies	25
Number of employees	Approximately 1650
Export	KM 86,558,271
Share in the total export of the economy	24.81 %
Number of countries exported to	18
Average gross salary	EUR 390

Labour force

- ➔ Number of the employed: 10,463; number of the unemployed: 7655.
- ➔ Approximately 2500 students get educated in three secondary schools.
- ➔ 4 university centres within 100 km (Zenica, Tuzla, Banja Luka and Doboj).
- ➔ Adult Education Centre Tešanj organises trainings in accordance with the needs of the industry.

Main markets and export trends

Export by Tešanj economy in 2014 was KM 348,791,113 (approximately 178 million EUR) to markets of approximately 60 different countries. Five leading export markets for the economy of the Tešanj Municipality are Germany, Italy, Slovenia, Austria and Croatia. Majority of goods are exported to Germany – 116.2 million KM, and Italy 58.7 million KM. As regards export goods, they are predominantly parts and tools for motor vehicles, petroleum and derivatives, textile products, metal processed goods, wood processed goods, as well as food and chemical goods.



Investments

The area of the Tešanj Municipality is a residence for both domestic and foreign investors. Significant domestic investors from the territory of the Tešanj Municipality in the past couple of years have been: HIFA, AS, Madi, Inox Ajanović, Medena Commerce, Silk-Trade, Farex, etc. Domestic investments have considerably grown lately. A developed long-standing industrial culture and business relations developed with world leading companies in the area of automotive industry have resulted in the position of the Tešanj Municipality as the area of special interest for foreign investors. Delivery of OEM parts for over 40 years to world leading manufacturers in the automotive industry has led to fully logical leaning to modern technologies and international markets. Business infrastructure and proximity to the Zagreb-Belgrade motorway have made this area particularly interesting for direct foreign investments. Over 20 direct foreign investments are present in the leading industry sectors of the Tešanj Municipality. In the area of automotive industry there are German (Mann Hummel BA) and Dutch investments (BME). In metal processing there is a Slovenian direct investment (Zornik). Dutch investors have demonstrated special interest in investing in the Tešanj Municipality in the case of companies Nord Ent and Lock Wood (furniture production). Processing of textile and leather is the area with notable direct foreign investments by Slovenian (Alpina Bromy) and Italian partners (SocksMaker3). There is one more foreign investment originating in Germany – the company Koala Paintings engaged in the toy production.

Why do we stand out from others?

- ➔ From 2010 to 2014 the number of the employed in the Tešanj Municipality increased by 29%.
- ➔ Export growth of 89% in the period of 2010-2014.
- ➔ There has been noted the increase in the number of registered small and medium-sized companies.
- ➔ Each tenth new employee in FBiH is in Tešanj.
- ➔ Each 17th tractor trailer in FBiH crossing the state border has been loaded in Tešanj.
- ➔ Goods are exported from the Tešanj Municipality to over 60 countries throughout the world.
- ➔ Each fifth employed inhabitant of Tešanj is an entrepreneur.
- ➔ 23 companies from Tešanj are among 100 most successfully companies in BiH (2014).



COBITES – Competitive Business -
Based on Investment, Trade and Export Service Centre

TRA – Tešanj Development Agency
Trg Alije Izetbegovića 11, 74260 Tešanj, BiH
Tel.: +387(0)32 65 03 90; Tel/Fax: +387(0)32 65 06 08
www.tra.ba; www.bear.ba; www.bear.ba
Contact person: Umihana Krličević Omerović, MSc



Tešanj Municipality



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