



A multidonor service of the  
World Bank and the  
International Finance Corporation

You are looking for **new markets** to grow your business?  
You are looking for ways to further improve your company's **operational efficiency**?  
The countries of the Western Balkans offer you plenty of opportunities **right at your doorstep!**

Visit the

## 1 Day Workshop: INVEST IN THE WESTERN BALKANS

*Albania, Bosnia & Herzegovina, Croatia, FYR of Macedonia, Montenegro, Serbia*

to find out what this fast developing region can offer to your company.

You have already got specific investment plans or projects and need help in moving them forward? **Meet the experts** from the **World Bank Group** and the **investment promotion agencies** of the Western Balkans to find out more about the support services they offer for potential investors!

### Comparative Country Data & Analysis Specific Investment Opportunities World Bank Group Financial and Support Services Professional Advice Services

Thursday, September 13, 2007,  
08.30 – 14.00  
Diamant Brussels Conference Center,  
Bd. A. Reyerslaan 80, B-1030 Brussels

#### Reserve Your Seat NOW! Registration and information

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## Agenda

Seminar – Information	
08:30 – 09:00	Registration – Coffee
09:00 – 09:05 	Welcome Word <b>Mr. Johan Malin, Project Manager International Organizations, Flanders Investment &amp; Trade</b>
09:05 – 09:15 	<b>Mr. Peter Demuyneck – Director for International Relations – AGORIA</b> Agoria is Belgium's largest employers' organisation and trade association. <a href="http://www.agoria.be">www.agoria.be</a>
09:15 – 09:25  A multidonor service of the World Bank Group	<b>World Bank Group - Services and professional advice for investors</b> <b>Dermot Coffey, Program Manager,</b> <b>Maja Gedosev, Marketing Executive</b> <i>IIBW – Invest In The Western Balkans Program, World Bank Group / FIAS</i> <a href="http://www.iwb.org">www.iwb.org</a> <ul style="list-style-type: none"><li>• Comparative country data (business conditions, cost, etc.)</li><li>• Support services &amp; professional advice for investors</li><li>• Financial instruments and political risk insurance</li></ul>
09:25 – 10:45	<b>Country Presentations:</b> <b>“Investment Opportunities in the countries of the Western Balkans“</b> <ul style="list-style-type: none"><li>• Greenfield investment opportunities</li><li>• Industrial and free economic zones</li><li>• Partnership &amp; Joint Venture opportunities</li><li>• Incentives</li><li>• Support services for Investors</li></ul> With the representatives of the countries' investment promotion agencies
	<b>Albania</b> <b>„Albania - yours to discover“</b> <b>Mrs. Edlira Lloha - AlInvest - Albanian Agency for Business and Investments</b> <a href="http://www.alinvest.gov.al">www.alinvest.gov.al</a>
	<b>Bosnia &amp; Herzegovina</b> <b>Industrial Zones and Investment Opportunities for SME's</b> <b>Mrs. Slavica Korica - FIPA - Foreign Investment Promotion Agency of Bosnia &amp; Herzegovina</b> <a href="http://www.fipa.gov.ba">www.fipa.gov.ba</a>



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	<p><b>Croatia</b> „Entrepreneurship zones in the Republic of Croatia“ <b>Mr. Nino Prstec</b> - APIU – Croatian Trade and Investment Promotion Agency <a href="http://www.apiu.hr">www.apiu.hr</a></p>
	<p><b>UNMIK – Kosovo</b> "Kosovo - The last great opportunity in SEE" <b>Mr. Kujtim Dobruna</b> – IPAK - Investment Promotion Agency Kosovo <a href="http://www.invest-ks.org">www.invest-ks.org</a></p>
	<p><b>FYR Macedonia</b> “Republic of Macedonia: Automotive component industry in the Technological Industrial Development Zone” <b>Mr. Viktor Mizo</b> - MacInvest - Agency for Foreign Investments of the Republic of Macedonia <a href="http://www.investinmacedonia.com">www.investinmacedonia.com</a></p>
	<p><b>Montenegro</b> “Tourism and Marina Development in Montenegro” <b>Mrs. Budimka Mickovic</b> - MIPA - Montenegrin Investment Promotion Agency <a href="http://www.mipa.cg.yu">www.mipa.cg.yu</a></p>
	<p><b>Serbia</b> "Invest in Serbia - the Time is Now!" <b>Mrs. Dragana Zoric and Mr. Bozidar Laganin</b> - SIEPA - Serbian Investment and Export Promotion Agency <a href="http://www.siepa.sr.gov.yu">www.siepa.sr.gov.yu</a></p>
	<p><b>Region of Vojvodina</b> “Automotive – metal processing, food and beverage, ICT and shared services in Vojvodina“ <b>Mrs. Maja Grizelj</b>, VIP – Vojvodina Investment Promotion Fund <a href="http://www.vip.org.yu">www.vip.org.yu</a></p>
<p>10:45 – 11:00</p> 	<p><b>Mr. Louis Blockx</b>, CEO <b>Investment Success Story</b> Company Louis Blockx (<a href="http://www.vabopack.be">www.vabopack.be</a>) active in packaging systems with an existing investment in Serbia.</p>
<p>11:00 – 11:05</p>	<p>“Western Balkans, tough to climb but rewarding on the top” <b>Mr. Antonio Garcia</b>, Economic and Commercial Attaché, Embassy of Belgium in Croatia</p>
<p>11:05 – 12:00</p>	<p>Questions – Discussion, Moderated by: <b>Mr. Dermot Coffey</b>, Program Manager IIWB Program, World Bank Group</p>
<p>12:00 – 14:00</p>	<p>Networking Cocktail</p>



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## Workshop – Bilateral Meetings

12:00 – 14:00

Representatives of the **investment promotion agencies** and the **World Bank group** are at your disposal to discuss your specific investment projects on an individual basis.

*Upfront registration required!*

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