

BUSINESS BAROMETER 2016

Metal processing industry

*Development
association NERDA*

Opening remarks

Within the CREDO project, since 2009, regional Development Association NERDA has been conducting surveys within the most propulsive industrial sectors in the region. By introducing popular methods for the assessment of business environment we wish to provide a high quality and credible view of the business environment in the region.

Also, since this method is consistent with the global practice of monitoring economic trends and assessment of business environment, this document may represent a useful source of information for those interested parties from abroad, which have or are planning to establish business contacts in North-East Bosnia and Herzegovina.

In order to provide the users of this publication with valuable insights into the state of the considered industrial sectors, we decided to combine data from multiple sources that are classified in several different ways.

In this sense, the document is comprised of 3 parts - the state of the NE BIH according to certain economic parameters (with display of status according to administrative units), a comparative view of the situation in the NE BIH with the situation at the state level and display of the most successful companies in the considered sectors / subsectors.

Abundance of information will, hopefully, provide interested readers with a basis for better understanding of the state in sectors considered.

The authors of this publication, on this occasion, have not indulged themselves in further commenting on the displayed parameters, leaving readers with an opportunity to make their own views and conclusions on the basis of the information displayed.

Methods

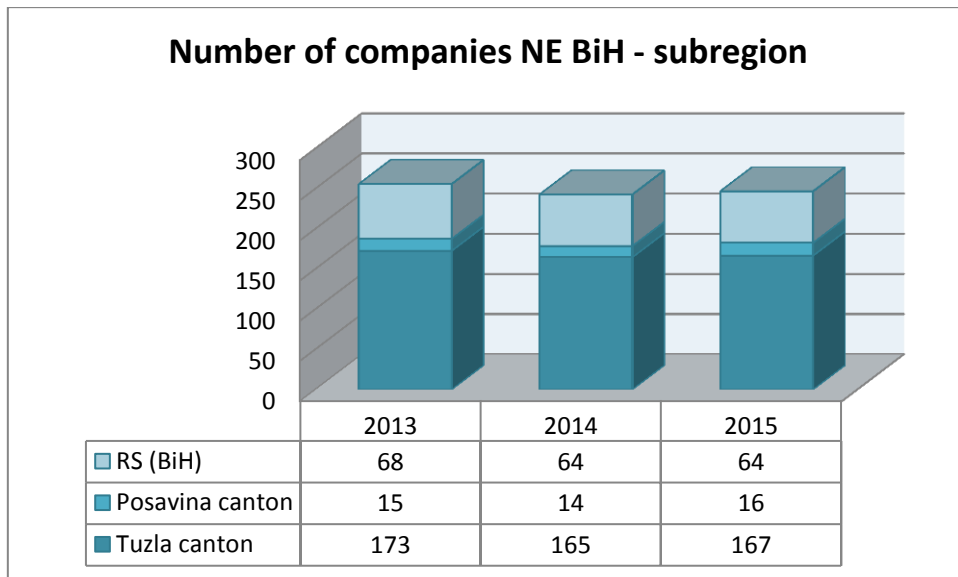
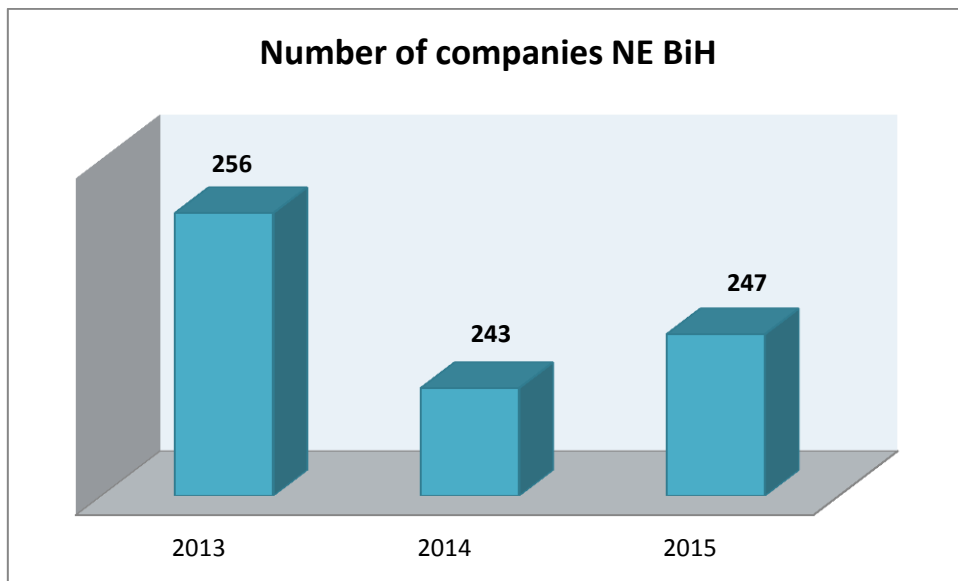
- **Focus on selected industrial sectors**

In the process of forming a list of SMEs that will be involved in this activity, the focus was on SMEs that operate in metal processing sector.

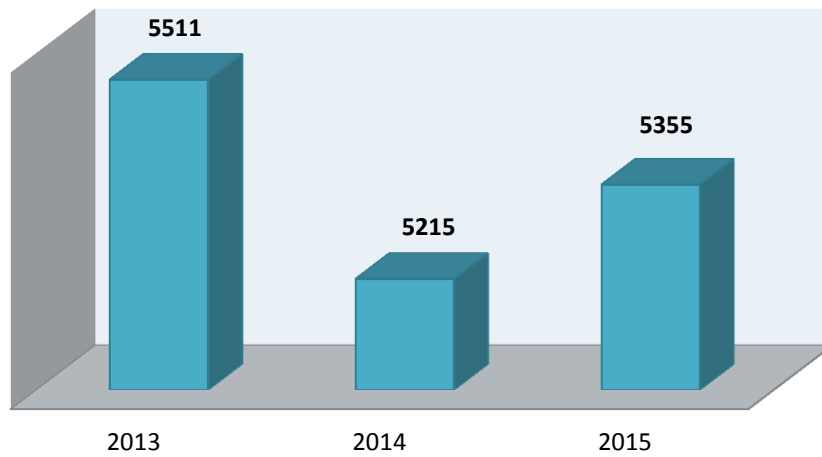
- **Statistical data**

In order to enable a comprehensive insight into the issues we deal with, we considered it necessary to enrich the data obtained from representative companies with official statistics, both for the NE BiH and for the whole territory of Bosnia and Herzegovina with exception of Brčko district.

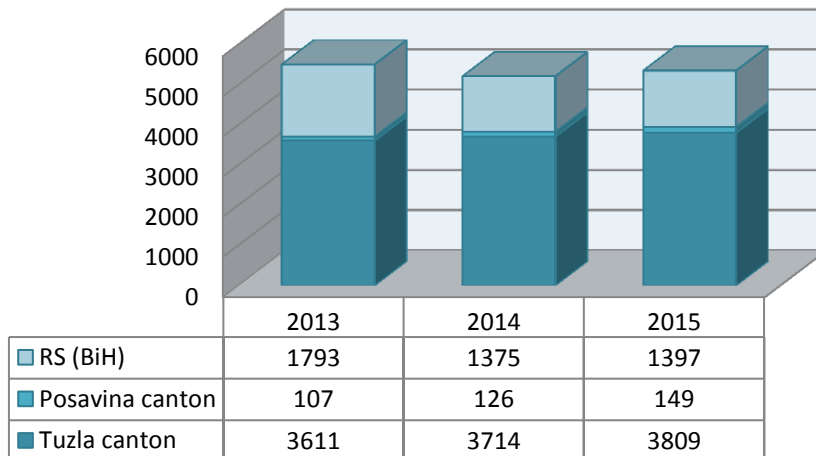
Statistical data relating to the NE BiH economic region



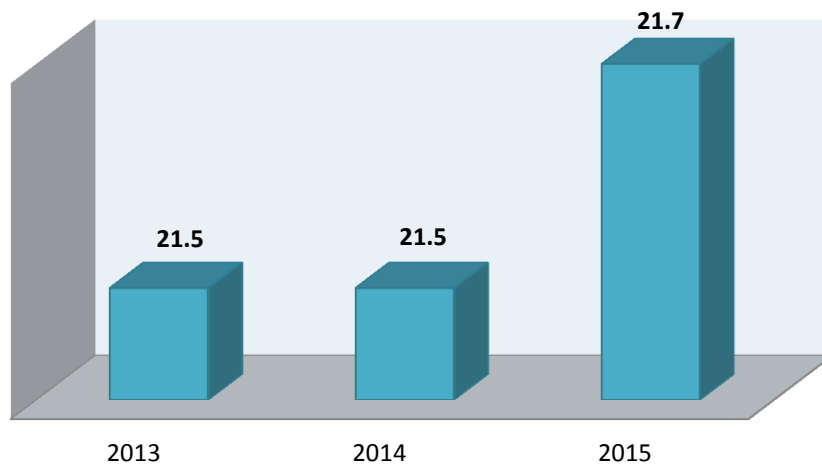
Number of employees NE BiH



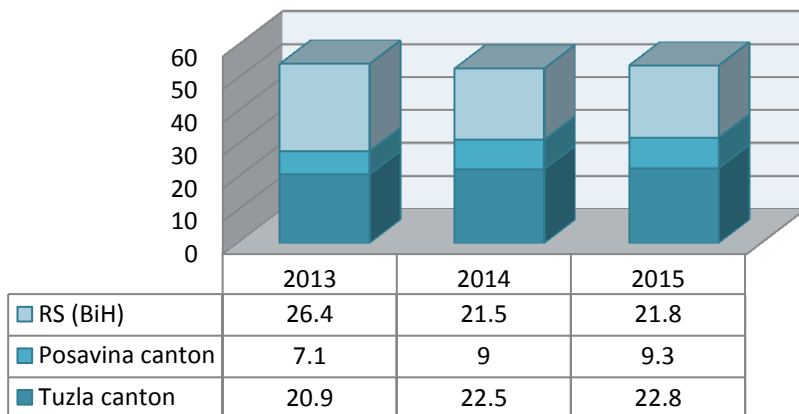
Number of employees NE BiH - subregion



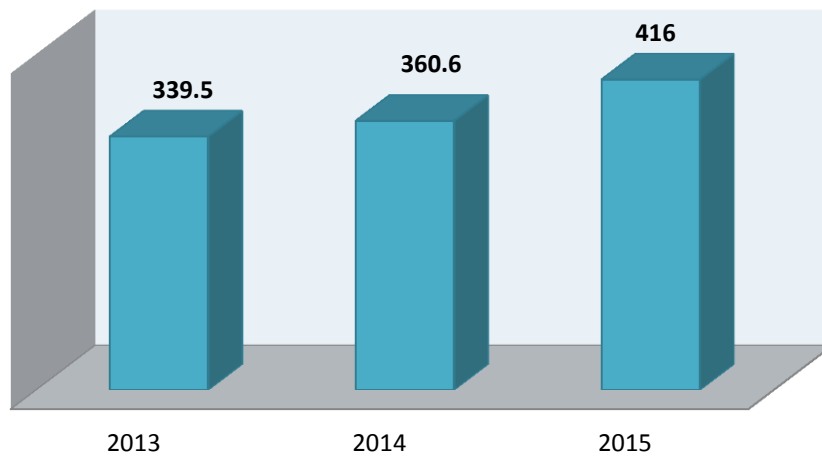
Average number of employees NE BiH



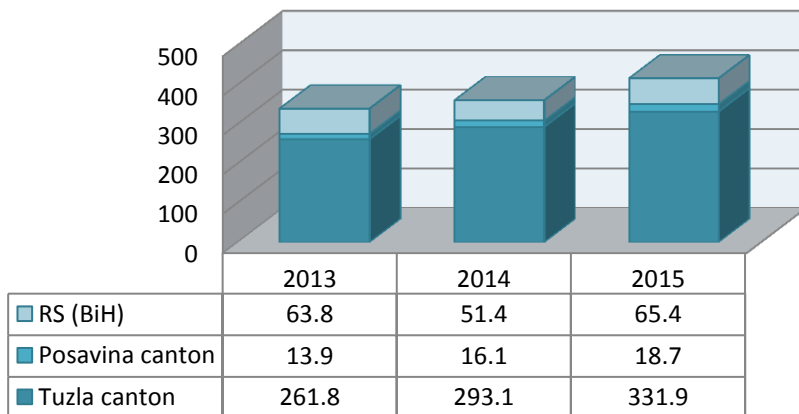
Average number of employees NE BiH - subregion



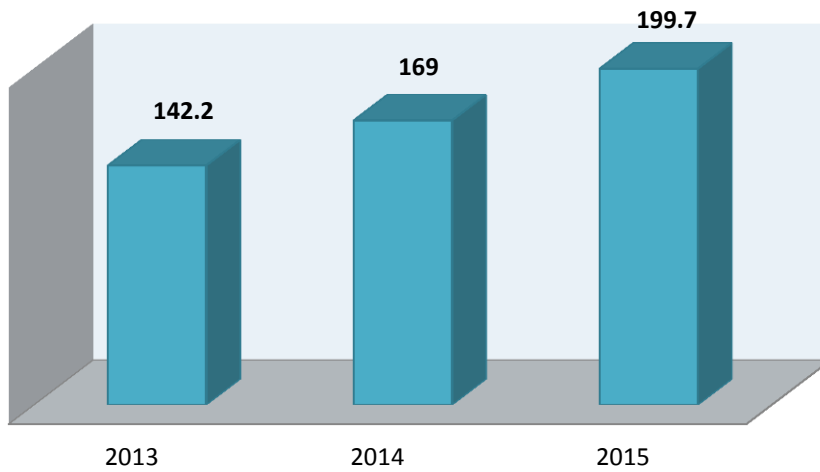
Income from sales (mill. BAM) NE BiH



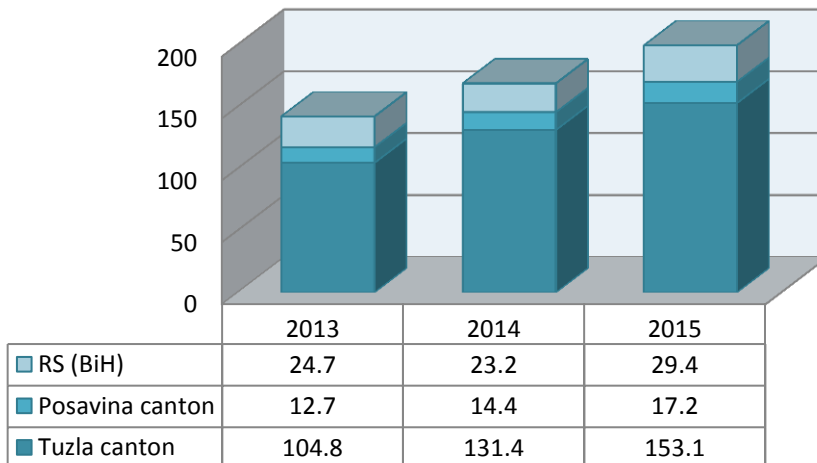
Income from sales (mill.BAM) NE BiH - subregion



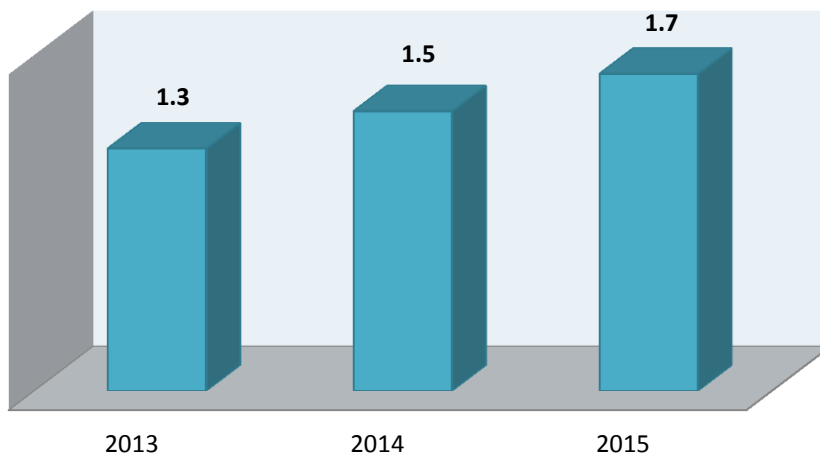
Income from export (mill. BAM) NE BiH



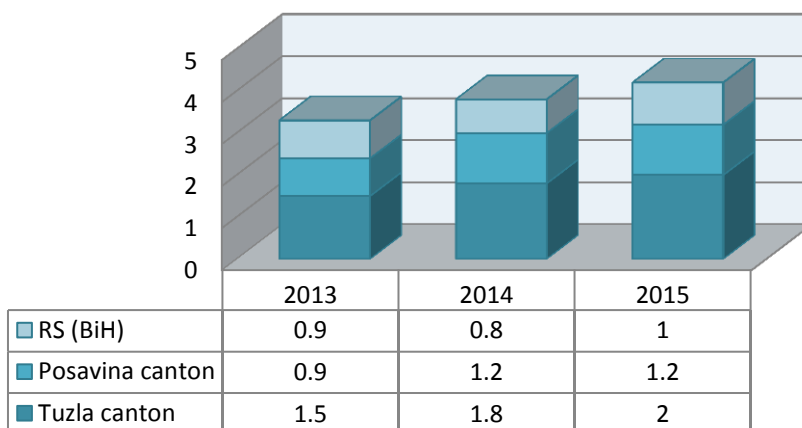
Income from export (mill.BAM) NE BiH - subregion



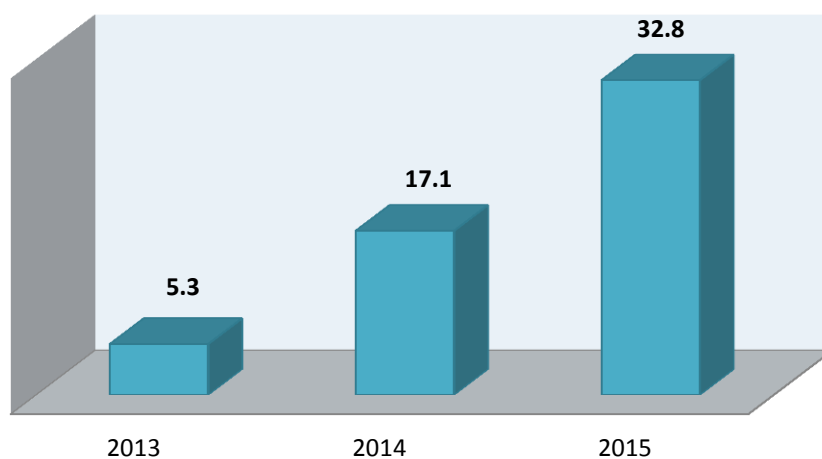
Average income from sales (mill. BAM) NE BiH



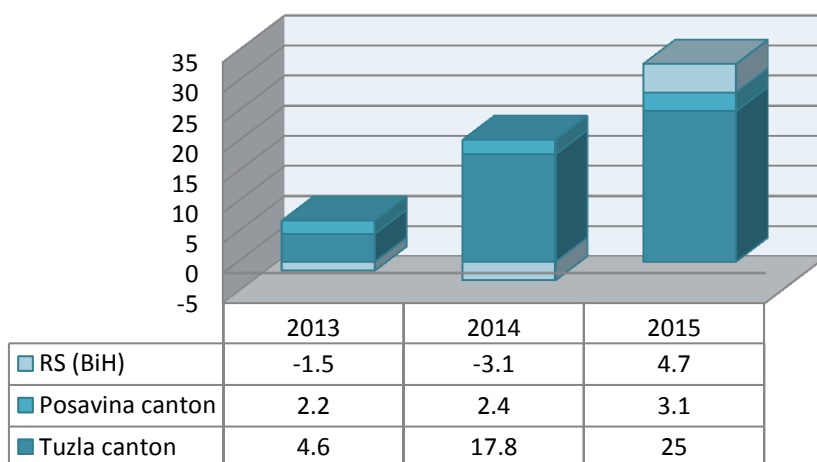
Average income from sales (mill. BAM) NE BiH - subregion



Profit from sales (mill. BAM) NE BiH

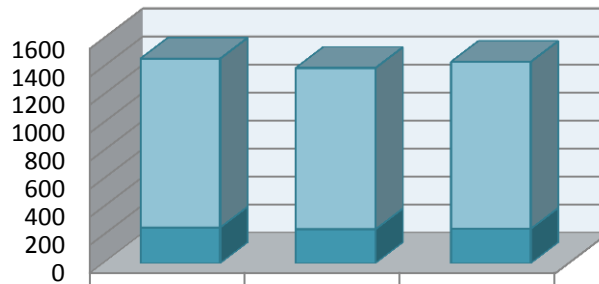


Profit from sales (mill.BAM) NE BiH - subregion



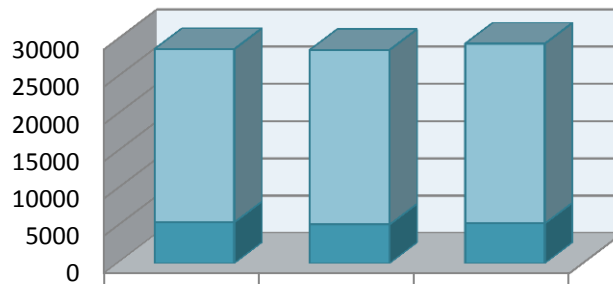
Comparative analysis NE BiH / BiH

Number of companies NE BiH / BiH



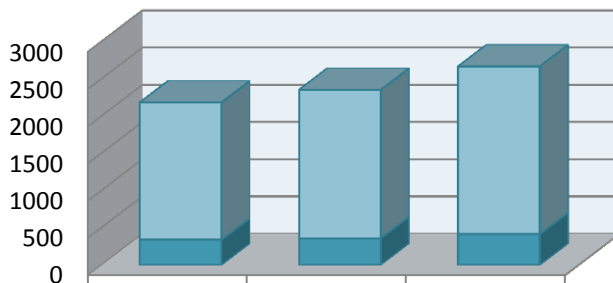
Number of companies B&H	1203	1149	1189
Number of companies NE B&H	256	243	247

Number of employees NE BiH / BiH



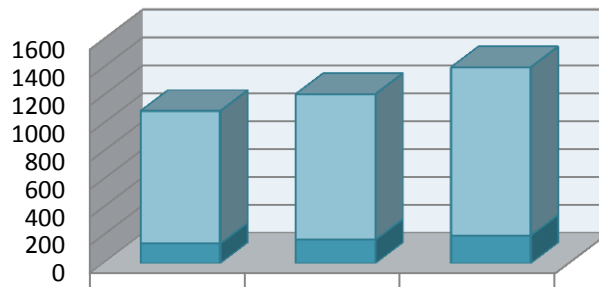
Number of employees B&H	23224	23406	24105
Number of employees NE B&H	5511	5215	5355

Income from sales (mill.BAM) NE BiH / BiH



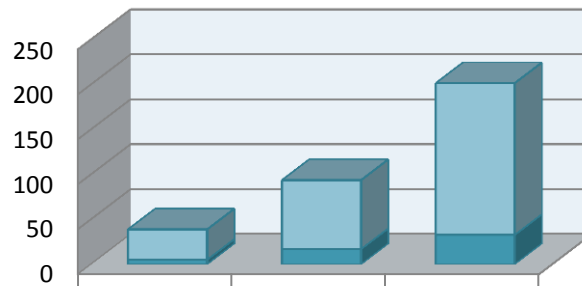
Total income from sales (mill. BAM) B&H	1.844	1.992	2.253
Total income from sales (mill. BAM) NE B&H	339.5	360.6	416

Income from export NE BiH / BiH



	2013	2014	2015
Income from export (mill. BAM) B&H	947.4	1041.8	1203
Income from export (mill. BAM) NE B&H	142.2	169	199.7

Profit from sales (mill. BAM) NE BiH / BiH



	2013	2014	2015
Total profit (mill. BAM) B&H	33.6	76.6	168.7
Total profit (mill. BAM) NE B&H	5.3	17.1	32.8

The most successful companies in BIH

Naziv kompanije		Prihod		
		2013	2014	2015
1	FEAL d.o.o ŠIROKI BRIJEG	100,529,699	98,395,798	133,182,567
2	IGMAN d.d. KONJIC	47,533,127	58,970,017	93,979,140
3	T T KABELI d.o.o. ŠIROKI BRIJEG	37,044,990	44,160,379	70,024,910
4	FERRO-KEŠ d.o.o. Mostar	64,756,405	55,448,491	54,116,462
5	M I V I K O d.o.o. POSUŠJE	33,084,770	41,985,498	53,134,012
6	BEKTO-PRECISA D.O.O. GORAŽDE	42,945,526	40,453,699	44,241,448
7	LAGER D.O.O. POSUŠJE	30,869,037	44,695,469	41,434,432
8	TRGOVIR d.o.o. GRAČANICA	27,587,950	31,029,339	32,404,942
9	Frimeco d.o.o. Sarajevo	8,806,883	15,815,451	30,558,354
10	ALFE-MI d.o.o. ŽIVINICE	21,044,822	23,585,199	30,512,207
11	TMD GROUP d.o.o. GRADAČAC	17,772,101	25,488,541	30,088,971
12	Kolektor CCL d.o.o. Laktaši	30,369,208	32,687,106	29,570,185
13	ALTERNATIVA d.o.o. Sarajevo	18,904,441	22,252,050	29,417,301
14	ITC ZENICA, D.O.O.	20,316,877	25,819,937	29,275,828
15	IONIX SYSTEMS BH d.o.o.	10,277,108	18,338,636	28,876,886
16	ZINKTEKNIK BOSNIA d.o.o. Mostar	12,418,848	18,289,597	28,677,166
17	GRAEWE TADIV d.o.o. Konjic	18,738,299	23,170,890	25,390,539
18	UNIS-TOK d.o.o. KALESIJA	20,260,268	22,631,556	25,099,702
19	METALEX DOO Prnjavor	21,716,245	23,240,267	25,040,113
20	PRESAL EXTRUSION d.o.o. ŠIROKI BRIJEG	37,149,416	29,908,381	23,670,949

The most successful companies in NE BIH

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		2013	2014	2015
1	TRGOVIR d.o.o. GRAČANICA	27,587,950	31,029,339	32,404,942
2	ALFE-MI d.o.o. ŽIVINICE	21,044,822	23,585,199	30,512,207
3	TMD GROUP d.o.o. GRADAČAC	17,772,101	25,488,541	30,088,971
4	UNIS-TOK d.o.o. KALESIJA	20,260,268	22,631,556	25,099,702
5	INDEX d.o.o. GRAČANICA	13,470,946	15,283,637	15,390,625
6	ELSTA MOSDORFER BOSNIA d.o.o. TUZLA	10,379,728	11,833,378	14,235,610
7	LAFAT KOMERC d.o.o. KALESIJA	6,671,592	8,732,263	13,044,261
8	AD za proiz.i remont ORAO	12,687,642	10,944,192	10,202,472
9	KOVAN M.I. d.o.o. GRAČANICA	6,195,930	5,897,656	10,086,225
10	FPSd.o.o.Srebrenica	5,550,904	5,149,426	8,752,448
11	KOVGRAD d.o.o. GRADAČAC	2,938,526	5,937,850	8,044,559
12	ELCOM d.o.o. TUZLA	3,541,523	12,214,787	7,405,091
13	EURO PROST d.o.o. GRAČANICA	6,524,281	6,921,312	7,192,493
14	Coprotec Sistemi d.o.o. Orašje	4,943,775	6,017,209	6,589,649
15	BH MOTORS d.o.o. SREBRENİK	4,566,053	6,219,483	6,386,983
16	PIMS ELEKTRO OPREMA d.o.o. Odžak	4,882,296	5,477,411	6,034,420
17	TMD-DOMMERS LIGHTING d.o.o. GRADAČAC	3,792,201	3,451,983	5,935,419
18	TRAKTIONSSYSTEME BOSNIA d.o.o. TUZLA	5,009,021	5,791,087	5,491,697
19	TEHNOPETROL d.o.o. TUZLA	3,981,693	4,965,002	5,221,771
20	ELEKTROREMONT d.d. BANOVIĆI	4,429,459	4,524,414	3,783,331