

Workshop

Investing in the Western Balkans

Albania • Bosnia & Herzegovina • Croatia • Macedonia • Montenegro • Serbia

Agenda

- 09:30 – 10:00** **Coffee and Registration**
- 10:00 – 10:10** **Opening Remarks**
László Süveges-Szabó, Business Development Director, ITD Hungary Pte. Ltd.
- 10:10 – 10:25** **The Western Balkans region as investment location – competitive advantages for investors**
Harald Jedlicka, Marketing Executive, IIWB – Invest In The Western Balkans Program, World Bank Group / FIAS
- Benchmarking factors impacting on investment decisions: business conditions, cost factors, labor conditions, taxation, etc.
 - Political and economic progress in the region
- 10:25 – 11:45** **The Western Balkan countries in focus – Specific opportunities in the countries of the region**
Albania, Bosnia & Herzegovina, Croatia, Macedonia, Montenegro, Serbia
Representatives of the countries' investment promotion agencies
- Sector-specific investment opportunities
 - Greenfield, partnership & joint venture opportunities
 - Incentives and local support
- 11:45 – 11:55** **World Bank Group support for investors**
Maja Gedosev, Marketing Executive, IIWB – Invest In The Western Balkans Program, World Bank Group / FIAS
- Financial instruments (IFC)
 - Professional advice and support services (IIWB)
 - Political risk insurance (MIGA)
- 11:55 – 12:10** **Experiences of a Hungarian investor**
to be confirmed
- 12:10 – 12:30** **Open Forum – Questions and Answers**
- 12:30 – 14:30** **Networking Lunch and Bilateral Meetings**
Individual meetings with the experts to discuss your specific investment projects on an individual basis. **Upfront registration required!**

The workshop and bilateral meetings will be convened in English language

In partnership with

World Bank Group and country representatives



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World Bank Group / FIAS Invest In The Western Balkans program

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Albania

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Bosnia & Herzegovina

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Croatia

APIU – Croatian Trade and Investment Promotion Agency

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Macedonia

Agency for Foreign Investments of the Republic of Macedonia

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Montenegro

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Serbia

SIEPA - Serbian Investment and Export Promotion Agency

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UNMIK – Kosovo

IPAK - Investment Promotion Agency Kosovo

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