



الغرفة الإسلامية للتجارة والتنمية
Islamic Chamber of Commerce and Development
Chambre Islamique de Commerce et de Développement



أكاديمية الغرفة الإسلامية للتدريب
Islamic Chamber Training Academy
L'Académie de la Chambre Islamique pour la Formation



AMBAZADSKA KOMORA VANJAGOVANJE I PROMETA
СРОПНОПРОВОДНИКА КОМОРА БОСНЕ И ХЕРЦЕГОВИНЕ
FOREIGN TRADE CHAMBER OF BOSNIA AND HERZEGOVINA

The workshop focused on key topics at the intersection of technology, sustainability, and agriculture — particularly the use of Agri-Tech solutions to address food security, climate resilience, and modern agricultural practices. The primary objectives were to raise awareness on the importance of digital innovation in agriculture, foster entrepreneurship, and explore scalable solutions tailored to local and regional agricultural needs.

The following section outlines the major sessions held during the two-day workshop, along with its the key takeaways.

The two-day workshop consisted of four intensive sessions, each running for approximately **120 minutes**, and facilitated by **Mr. Anas Shaikh**, an international agribusiness expert. Designed to be highly engaging, each session combined structured presentations, participatory discussions, group exercises, and practical examples relevant to the OIC context.

These sessions were not merely theoretical; they were **immersive, dialogue-driven modules** aimed at unlocking new perspectives and building actionable knowledge among participants from diverse agricultural backgrounds.

Opening Remarks

The workshop opened on 21st May 2025 with remarks delivered by the following dignitaries:

- **H.E. Mr. Yousef Khalawi**, Secretary-General of the Islamic Chamber of Commerce and Development
- **H.E. Mr. Ahmet Egrlić**, President of the Foreign Trade Chamber of Bosnia and Herzegovina

H.E. Mr. Yousef Khalawi welcomed all participants and expressed appreciation for Bosnia and Herzegovina’s hospitality and its strategic role in regional agricultural development. He praised the country’s rich agricultural potential and cultural openness, positioning it as an ideal host for knowledge-sharing on sustainable agriculture. His remarks emphasized the vital role of agriculture in everyday life, the necessity of investing in future trends, and the importance of entrepreneurship and technology in shaping the future of the agri-food sector across OIC member countries.

H.E. Mr. Ahmet Egrlić highlighted the challenges facing the agriculture sector in today’s world, including the pressures of climate change, evolving market demands, and infrastructure

limitations. He stressed the importance of knowledge-driven innovation, improved access to technology and digital tools, and alignment with global market standards. He underscored the relevance of the workshop in equipping stakeholders to better understand and adopt sustainable and digital agricultural practices.



Workshop Sessions

Session I: What is Business? Farm Business and Its Management

This session focused on establishing a foundational understanding of business principles in the agricultural context while exploring the transformation of traditional farming into structured agribusiness operations.

The following key themes were discussed:

1. What defines a farm business?
2. Managing farms as entrepreneurial ventures
3. The role of planning, risk, and operations in agricultural enterprises
4. Distinguishing between agriculture and agribusiness

This session served as a starting point for the workshop by encouraging participants to view farms not merely as production units, but as full-fledged businesses with strategic goals, market dynamics, and inherent risks. Participants were challenged to rethink traditional farming through a modern lens, focusing on efficiency, profitability, and sustainability.



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AVANSTROGAINSKA KOMORA BOZNE I HRVOSJE
СЪЮЗНОПРЕДСТАВИТЕЛСКА КОМОРА БОСНА И ХЕРЦЕГОВИНА
BOZNE I HRVOSJE
EUROPEAN CHAMBER OF COMMERCE IN THE OIC REGION

The session emphasized how structured management practices and entrepreneurial thinking can transform even smallholder farms into scalable and resilient agribusinesses, capable of contributing meaningfully to both local economies and broader food systems.

Session II: What is Agriculture? Agriculture vs. Agribusiness

This session explored the evolving nature of agriculture, challenging participants to distinguish between agriculture as a traditional subsistence activity and agribusiness as a modern, integrated system that drives economic development.

The following key themes were discussed:

1. Evolution from subsistence farming to market-oriented production
2. Structural differences between agriculture and agribusiness models
3. The integration of production, processing, and distribution
4. The role of innovation and technology in scaling agribusiness
5. Building a compelling business case for Agri-Tech adoption

Participants were encouraged to see agriculture not only as a means of livelihood but as part of a wider value system with commercial and developmental potential. Through comparative analysis, the session highlighted how agribusiness brings together supply chains, innovation, and entrepreneurship. Case studies from the OIC region illustrated how modern approaches are transforming local food systems and improving livelihoods.

The session concluded with a call to action: reframe agriculture in participants' home countries as a strategic sector requiring investment, innovation, and integration to thrive in today's competitive landscape.

Session III: The Importance of Entrepreneurship

This session centered on the catalytic role of entrepreneurship in transforming agricultural landscapes, especially in engaging youth, fostering innovation, and unlocking economic opportunities.

The following key themes were discussed:

1. The mindset and qualities of successful agri-entrepreneurs
2. Applying entrepreneurial thinking in rural and agricultural settings
3. Tools to identify and assess viable agri-business opportunities
4. Innovation as a driver for community empowerment
5. Entrepreneurship success stories from the OIC region

Participants engaged in interactive activities designed to assess their entrepreneurial potential and explore real-world challenges and opportunities. The session demonstrated that entrepreneurship is not limited to startups but is a mindset applicable to farm management, cooperative development, and rural enterprise creation.

Emphasis was placed on inclusive development, particularly the empowerment of women and youth as key drivers of agricultural innovation. The session showcased inspiring stories from OIC countries where individuals had created scalable agri-businesses, proving that with the right support, entrepreneurship can lead to sustainable transformation.



Session IV: Understanding the Value Chain Concept

This session introduced the agricultural value chain as a strategic framework for identifying inefficiencies, creating value, and improving competitiveness in the agri-food sector.

The following key themes were discussed:

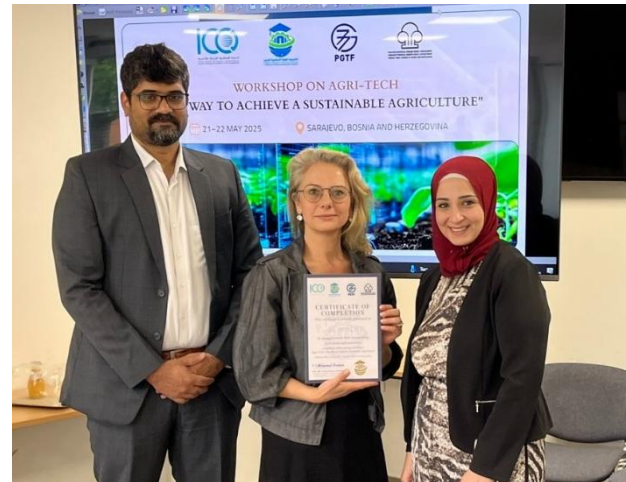
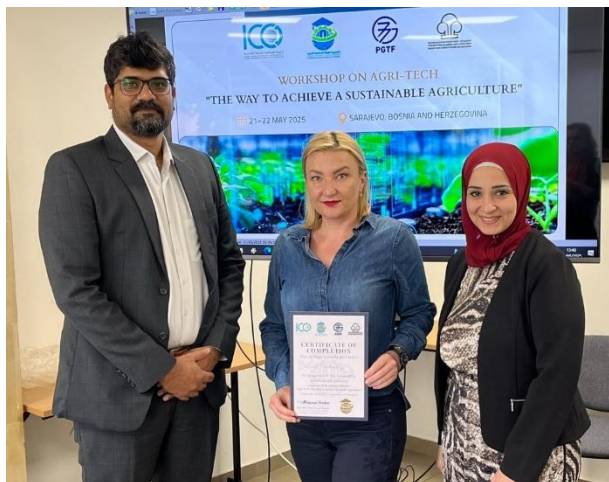
1. Defining the agricultural value chain and its components
2. Mapping stakeholders and support services within the chain
3. Diagnosing inefficiencies and identifying leverage points
4. Strategies for value addition, differentiation, and market access
5. Overview of financing options and investment opportunities

Participants were guided through practical exercises to map value chains relevant to their contexts, highlighting where improvements could yield economic and social benefits. The session emphasized that understanding the full journey of a product—from farm to market—enables better planning, innovation, and investment.

Case studies from successful agri-value chains were examined to showcase how coordination, technology, and market orientation can significantly enhance productivity and sustainability. The session laid the groundwork for participants to begin thinking beyond production and toward building competitive, investment-ready agribusiness ecosystems.



Closing & Certificate Distribution



The program concluded with the distribution of **participation certificates** and closing remarks from the program facilitator. Participants completed feedback forms, the results of which will inform future ICTA capacity-building programs.



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БИЗНЕСНА КОМОРА БОСНЕ И ХЕРЦЕГОВИНЕ
BOSNIAN CHAMBER OF COMMERCE AND INDUSTRY
KAMERU ZA PROMET I PROMISLANJE U BOSNI I HERCEGOVINI

Key Outcomes

- Participants gained a **comprehensive understanding** of Agri-Tech and its diverse applications.
- Practical insights were shared on how Agri-Tech **can support the adoption of sustainable agricultural practices**.
- Real-world **case studies** were presented, showcasing successful implementation of Agri-Tech solutions in various contexts.
- Participants identified **potential opportunities** for integrating Agri-Tech into their work, projects, or areas of influence.
- Networking sessions to **encourage collaboration** between chambers, institutions, and agribusiness actors.

Important Sideline Meetings

Beyond the technical sessions, the workshop served as a strategic platform for networking and dialogue among key stakeholders. A key highlight was the **official reception** held on 20 May, hosted by **H.E. Mr. Elmedin Konaković, Minister of Foreign Affairs of Bosnia and Herzegovina**, to which participants were invited by the Ministry of Foreign Affairs. The event brought together ambassadors, business leaders, and representatives from international organizations, offering an excellent opportunity to forge meaningful connections and explore future collaborations.

Recommendations

- **Implement post-workshop follow-up** mechanisms such as virtual check-ins, surveys, or knowledge-sharing sessions to assess progress and maintain engagement.
- **Replicate the Agri-Tech workshop model** in other OIC countries, tailoring content to local agricultural needs and contexts.
- **Promote regional collaboration** between chambers of commerce, agri-SMEs, and research institutions to drive innovation in sustainable agriculture.

Challenges Observed

One logistical challenge encountered was related to **visa issuance**. In some participating OIC developing countries, the absence of a Bosnian embassy created administrative hurdles that prevented a few confirmed participants from attending in person. Despite this, representatives from four OIC countries were able to participate on-site, ensuring meaningful engagement and regional representation.