



***II. Slovenia - Kosovo Business
Conference, June 07, 2016***

**Kosovo investments & development and
project finance possibilities –
Presentation of Slovenian Business Club
in Kosovo**



About us

- **Business Club of Slovenian and Kosovan businessmen was founded in 2015 as a non-profit part of Euro Alliance Consulting based in Prishtina with the purpose of organizing and strengthening the economic relations of the Republic of Slovenia and the Republic of Kosovo.**
- **Member of Agency Spirit Slovenia BC network, excellent cooperation with Slovenian embassy in Prishtina and Kosovan Embassy in Ljubljana.**



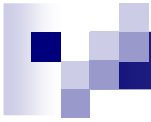
About us

- **The main objective of our business club is to promote Slovenian – Kosovan cooperation in all aspects of economic and social life, the development of business relations and organizing various activities, Support is provided also to "non-members" - those who are interested in information about the situation on the Kosovan market economy.**
- **We associate more than 80 members/companies from both countries,**
- **Our companies come from field of construction, trade, IT, agricultural business, pharmaceutical and management consultants.**



About us in 2015.....

- In 2015 we organized more than 7 major events in both countries for our companies, among them two conferences, both in Prishtina and Ljubljana,
- Provided more than 35 business opportunities,
- Supporting group of Slovenian companies – *Eco consortia*,
- Facilitated more than 105 companies with individual consultations,
- Maintain close contacts with more than 12 Kosovan municipalities and number of NGOs, including various women associations across Kosovo.





EAC Slovenian Business club activities:

- **The exchange of business contacts and information through certain institutions and companies,**
- **Organizing promotional business events (conferences, seminars, conferences, presentations, round tables and public forums),**
- **Providing assistance and institutional support to Slovenian companies to enter the Kosovan market,**
- **Networking business relations in order to strengthen the Slovenian and Kosovan economy, the mutually beneficial conditions.**



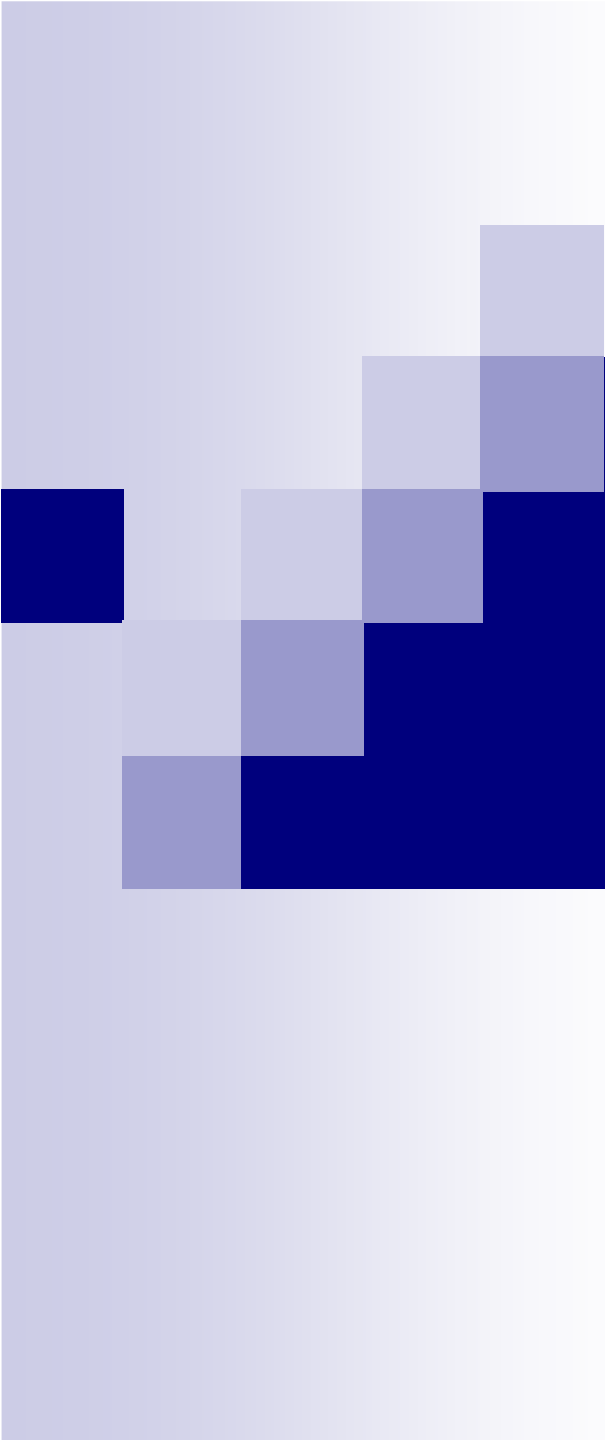
EAC Slovenian Business club services provided on daily basis:

- **Exchanging the information about potential business partners,**
- **Identification of potential business partners and professional connections,**
- **Individual counseling and business orientation,**
- **The exchange of business contacts and information through certain institutions and companies,**
- **Business registration and various administration services,**
- **Basically performing activities for companies as ONE STOP POINT for the companies.**



Major events for 2nd and 3rd quarter of 2016

- **Visiting Agra fair in August 2016 in Gornja Radgona, Slovenia,**
- **Visiting MOS, International trade fair in Celje, Slovenia in September 2016,**
- **Organization of II. Business Conference and B2B meeting in Prishtina with Slovenian and Kosovan companies in October 2016,**
- **Organization of B2B meeting in Ljubljana or in Tirana with Slovenian, Kosovan and Albanian companies in November 2016,**
- **Expanding our services to Albania.**



***How to do business in
Kosovo from Slovenian
point of view, if you are
SME?***



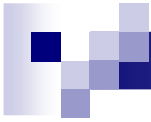
Some relevant info to check country status....

| Indicator-data source NDS | Kosovo | Average of Southeast European non EU countries |
|--|---------------|---|
| Gross Domestic Product per capita | €2,935 | €3,504 |
| Percentage of unemployment | 30.1% | 20.8% |
| Participation in labor market | 40.5% | 49.7% |
| Percentage of population living in poverty | 29.9% | 19.7% |
| Ratio between export and import | 12.0% | 46.5% |



Usage of Kosovo relevant strategies in doing business.....

- The National Development Strategy (2016-2021) represents a list of top priorities. This is a document that aims to address key obstacles to development of Kosovo. Creating such a document is based on the principle that one of the key obstacles to sustainable economic development is the coordination of development policies and institutional processes, as identified by various national and international institution.
- Structurally, NDS is divided into four thematic pillars: human capital, the rule of law and good governance, development of competitive industries and development of infrastructure These pillars make the strategy to promise Employment, Law, Business and Construction (in Albanian, [PLAN](#)).





Turning cons into pros....

- Kosovo today is ranked towards the bottom in the region in terms of skilled labor. At a time of rampant unemployment, the paradox is that many enterprises actually run into difficulties recruiting skilled labor.
- The biggest challenges remain ensuring reliable and affordable power supply, amidst obsolete generation capacities and lack of diversity in import, driving up the prices. The information technology, on the other hand, has become commonplace for household use in Kosovo, but not for improving the operations in private sector, public institutions or educational institutions. Industrial development and market research have begun exerting serious pressure on natural resources such as water and wood, damaging the basic living infrastructure – the ecosystem.



Turning cons into pros...by finding appropriate local partner?

Understanding local business environment is of vital importance and taking into consideration facts, such as:

98% of businesses in Kosovo are micro family owned businesses,

It is important to understand decision making process in these companies,

Respecting tradition and bonds between countries, baring in mind Slovenian products and brands are respected in Kosovo!



Turning cons into pros...by finding appropriate local partner?

How to enter?

Our Business club offers strong support to Slovenian companies in getting familiar with Kosovan business milieu and culture,

Providing desk researches and short company visits to check their expectations in the real time period.

IN which field?

- *Trade*
- *Construction materials,*
- *All kinds of equipment,*
- *Wood and PVC products,*
- *Agriculture machines and products, seeds and plants*
- *Animal pharmaceuticals,*
- *IT*



EAC Slovenian Business Club

Any questions?

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