

Edition Visegrad Four

Discover Slovenia

September 2018



Photo: James Reil Dyer / www.slovenia.info

Champions of Niche

TRIMO

FAÇADES AND WALLS

Pomurje Region

Where everything GROWS!

Pomurje has a strategic position in the north-east of Slovenia, in the heart of Central Europe and at the intersection of one of EU's most strategic routes. The vicinity of neighbouring capital cities and a favourable geostrategic position make the region an important centre for transport and logistics activities.

Pomurje is also the flattest region of Slovenia, stretching for 1,337 km² along the River Mura. It has extensive arable land, fertile soil, wine-growing hills, natural surroundings and a continental climate, all of which create favourable conditions for agriculture and the production of fresh, local food.

Owing to the rich geothermal resources and the diversity and integrity of the landscape, Pomurje is a great environment for investing in sustainable tourism. A long industrial tradition, in-depth knowledge of the markets of south-eastern Europe, integrity, competence and motivation, as well as a good command of foreign languages, are some of the qualities appreciated by the foreign investors employing local people at their production facilities in Pomurje Region.

A SPRINGBOARD FOR OTHER MARKETS IN
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WELL-PRESERVED NATURAL AND
CULTURAL HERITAGE



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Discover Slovenia

Visegrad Four

September 2018

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Editor in Chief:

Samo Hribar Milič

Executive Editor:

Ana Vučina Vršnak

Design: Samo Grčman

Layout: Nenad Bebić

Editorial Board:

Grit Ackermann, Ariana Grobelnik, Bojan Ivanc,
Igor Knez, Tomaž Kordiš, Janja Leban, Ante
Milevoj, Tajda Pelicon, Petra Prebil Bašin, Igor
Zorko

Editorial Office:

Dimičeva 13, SI-1504 Ljubljana, Slovenia
+386 1 5898 000
gg.plus@gzs.si

Advertising Sales:

Dašis, d.o.o.
gg.trzenje@gzs.si
01 5130 824

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Slovenia Has Found a Winning Formula

Slovenia is a proud and beautiful country, and we like to think of ourselves as the best: that our wonderful tourist centres are the friendliest around, that we have the best basketball team (in Europe at least, where we were last year's champions), that we have the most stunning mountains (although we're prepared to admit that there are other, even more awesome mountain ranges in Europe), and that we have superb infrastructure (although we are well aware that our railways need to be modernised).

When Slovenia became a full member of the European Union 14 years ago, a new chapter opened in the country's economic development. Although its economy, even in the former Yugoslavia, was oriented towards foreign exports, Slovenia's entry into the EU gave new impetus to the economy. In the meantime, though, the country had to experience a period of crisis, at the global and domestic levels. The economy was highly indebted, in many places outdated, and too slow to respond to changes in demand and the large developmental advances being made elsewhere. However, in the last few years the country has transformed itself from the sick man of the EU to one of the stars of the continent's economy.

The investments made in development and new markets, in people and skills have borne fruit in only a short amount of time. Companies have repaid their loans, invested in development and people, and seen exports rise sharply. Slovenian products from the car, pharmaceuticals, chemicals and the household appliance sectors are known worldwide. The government is also changing the conditions for doing business, getting rid of administrative obstacles, earmarking new zones for investors and helping to develop employee skills. Together, this has led to several years of stability and above-average economic growth, a

high quality of life, and rapid growth in tourism and other services. The economy is, therefore, growing. Its ambitions are big and the openness of the Slovenian environment makes it an attractive location for ambitious projects from across the globe.

Foreign-owned companies today generate over 20% of GDP and almost 30% of exports. The number of foreign-owned companies has already passed the 8,000 mark, but there are still numerous projects ripe for new investment as well as acquisition. Slovenia is headed for an economic boom. It is recognised as a market of promise, as it contains not only the people of Slovenia itself but also the markets of all its neighbouring countries. As part of the EU, they form part of a single market, with the same customs legislation and the same technical standards.

Why do business with Slovenia and why does it pay to invest here? What has brought the Visegrad Group and Slovenia so closely together over the last decade?

First of all, Slovenia's excellent transport infrastructure and geographical proximity. The Port of Koper is a window on the world for many companies in the region. The second reason in favour of investment is the fact that Slovenia offers a highly qualified workforce at all levels, with the majority speaking one or more foreign languages. The country is open to new investments, the formerly protracted procedure of acquiring permits has been simplified, and the Investment Promotion Act has opened the doors wide to more rapid economic development. Overall taxes are lower than the EU average. Slovenia is a safe and satisfying country in which to live and do business, and the quality of public services exceeds the European average. Political stability and a competitive business environment have a positive effect on credit rating stability – all of which justifies our optimism regarding the future.



The country is open to new investments, the formerly protracted procedure of acquiring permits has been simplified, and the Investment Promotion Act has opened the doors wide to more rapid economic development.

Samo Hribar Milič, Editor in Chief



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Photo: slovenia.info

Slovenia

Official gateway
to information
on Slovenia:



Official name: Republic of Slovenia
Capital: Ljubljana
Political system: parliamentary republic
Head of state: Borut Pahor (president)
Head of government: Marjan Šarec
Administrative divisions: 212 municipalities, of which 11 have urban status; 12 statistical regions combined into two cohesion regions (Western Slovenia and Eastern Slovenia)
Area: 20,273 km²
Population: 2,067.284 (1 April 2018)

Location: borders Austria, Italy, Hungary and Croatia; offers ideal connections with all European markets
Currency: euro
GDP per capita: EUR 20,815 (2017)
Economic growth forecast for 2018: 4.5% (Eastern European Consensus), 4.4% (European Commission), 3.9% (CCI analysis)
Time zone: CET (GMT+1), CEST (GMT+2) in summer
Languages: Slovene, and Italian and Hungarian in areas where the respective minorities live.

Source: Statistical Office of the Republic of Slovenia

One of Europe's leading producers of premium-quality industrial blades and wood-cutting tools

Combining the needs, demands and ideas of its customers, the efforts of its in-house development department, and its state-of-the-art machinery and technology, the Tro company from Prevalje manufactures and constantly develops the latest comprehensive innovative technological solutions for the production of industrial blades and wood-cutting tools for a variety of different sectors.

Emerging from a company founded in 1926 to manufacture files, Tro have developed into a modern enterprise with 150 employees and a wide range of products. Today they are one of the largest manufacturers of industrial blades and wood-cutting tools in Europe.



Comprehensive set of products and expert support

'We are fully aware of the complexity of the machinery and processes in which our cutting tools are involved, so we provide a comprehensive set of products, along with expert support, particularly in the areas of recycling and in the plastics, metal, wood and paper industries, among others. The entire process of developing and manufacturing our cutting tools takes place in-house. We

focus strongly on the different thermal treatment methods available for our blades, such as hardening in oil, vacuum and induction hardening. This is of key importance for the quality of our products,' say the company. Indeed, it is this product quality that has led customers in more than 50 countries to put their faith in Tro.

Awards and recognition from customers

Tro sell 42% of their industrial blades directly to well-established manufacturers of machinery for cutting various materials, 46% of their output goes to agents engaged in the sale of cutting machinery and 12% is purchased directly by end-customers.

Tro have been given a number of awards by customers clearly satisfied with the level of product quality: for example, the Maag Automatik GmbH Group, part of the Dover Corporation, awarded the company the title of 'Gold Supplier of the Year' in 2017, while Bomag, part of the Fayat Group, have given the company a quality award.

Tro also acquire new customers through intensive participation at branch-specific trade fairs. So far this year they have appeared at fairs such as Plastic Recycling Show Netherlands, TechExpo Celje and IFAT Munich, which is the leading fair for environmental technologies in the fields of drinking and waste water, sewerage systems, waste and the handling of raw materials. As Tro point out: 'These appearances are highly effective for us. Munich, for example, which features 3,305 exhibitors from 58 countries, was attended by over 141,000 people from 160 countries.'



Constant growth also the result of careful investment

The company are also satisfied with their operating results. Turnover has shot up by 60% since 2014, when the company posted figures of EUR 8.3 million. In 2018 they are planning turnover of EUR 13.3 million – a rise of 15% on last year's figure. 'The results so far for this year indicate that we will reach or even exceed our planned level of growth for 2018. The business plan for the years leading up to 2021 envisage a 12% annual growth in turnover.'

The company are also able to achieve these results through careful investment in the development and modernisation of production capacities, information technology, staff training and R&D. Investments totalling EUR 6.5 million have been made since 2014, with a further EUR 2 million planned by 2020.

Top Business Linked Data

Ease of doing business, openness to trade, education and innovations remain the strongest pillars of success.

Bojan Ivanc, Analytical Department, Chamber of Commerce and Industry of Slovenia

1st

(out of 190) Trading Across Borders (WEF)

10th

(out of 63) Prices (IMD)

10th

(out of 190) Resolving
Insolvency (DB)

12th

(out of 28) Innovation Union
Scoreboard

19th

(out of 190) Getting
electricity (DB)

24th

(out of 137) Higher
Education (WEF)

34th

(out of 63) IMD World
Digital Competitiveness
Ranking

35th

(out of 137)
Innovations (WEF)

35th

(out of 137)
Technological Readiness
(WEF)

39th

(out of 137)
Infrastructure (WEF)

50th

(out of 160) Logistics
Performance Index



TAM

Matej Smrekar

Head of Sales

+386 31 797 533 mobile

m.smrekar@tam-durabus.eu

Pedro Cardenas

EB Sales Director

+386 40 191 879 mobile

p.cardenastorres@tam-durabus.eu



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Located in the heart of Europe, with a strong strategic commitment to product efficiency and environmental sustainability, TAM-EUROPE is incorporating the knowledge and skills of a European manufacturer with more than 70 years of experience in the commercial vehicle industry.



Photo: Depositphotos

Slovenia, the European Union's Current Star Performer

The highest growth in a decade retains a good balance between domestic and foreign demand.

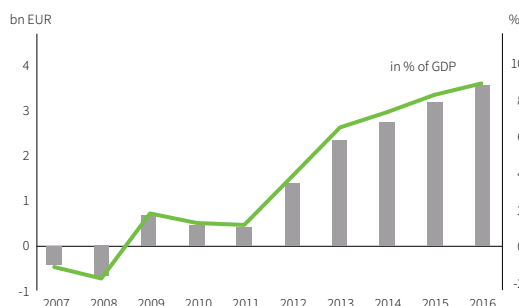
Bojan Ivanc, Analytical Department, Chamber of Commerce and Industry of Slovenia

GDP growth stood close to 5% in 2017 and to 4% in 2018.

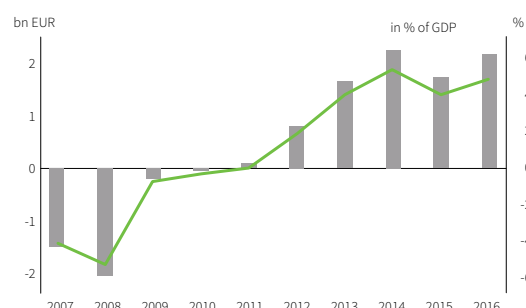
The Slovenian economy has been strengthening over the last four and a half years. Real economic growth stood at 4.6% in the first half of 2018 (seasonally and calendar adjusted), which is double the long-term growth assessment. This growth is double the average for the EU-28 (2.3%) and the third highest in the EU-28. In the second half of 2017, Slovenia exceeded

the development level of 2008. Following the growth in consumption, only investments in fixed assets remain below the pre-crisis level (a third lower, in real terms, than ten years ago, when Slovenia was in the midst of a construction boom). According to the most recent current forecasts by Eastern European Consensus, economic growth is expected to reach

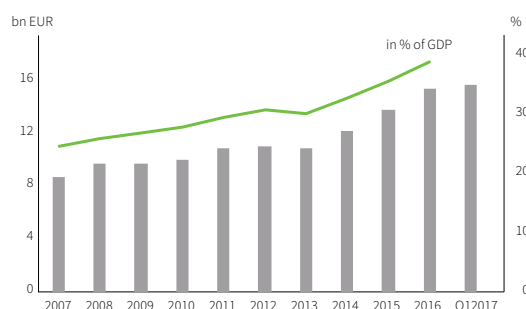
Trade balance (goods & services)



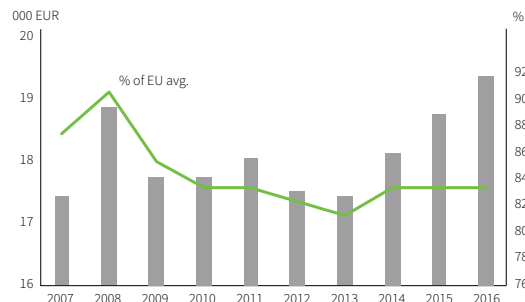
Current account balance



FDI (stock)



GDP per capita



4.5% in 2018 and 3.5% in 2019. The estimates for 2018 are in the 3.9–4.9% range. The cooling of the euro area's economy in the second quarter of 2018 has had a small impact on reducing the estimate.

The likelihood of high economic growth in 2018 is further increasing on account of a favourable cycle in the export climate in the main European markets, low interest rates, which are encouraging purchases of vehicles and real estate, and the double election year (parliamentary and local). This last factor should boost municipal spending. The upward pressure on wages in the public sector is strengthening, particularly among

strong interest groups and lower-paid civil servants; this is forecast to further encourage growth in wages across the board as well as a growth in lending. Slovenian consumers are more optimistic than at any time in the last 20 years.

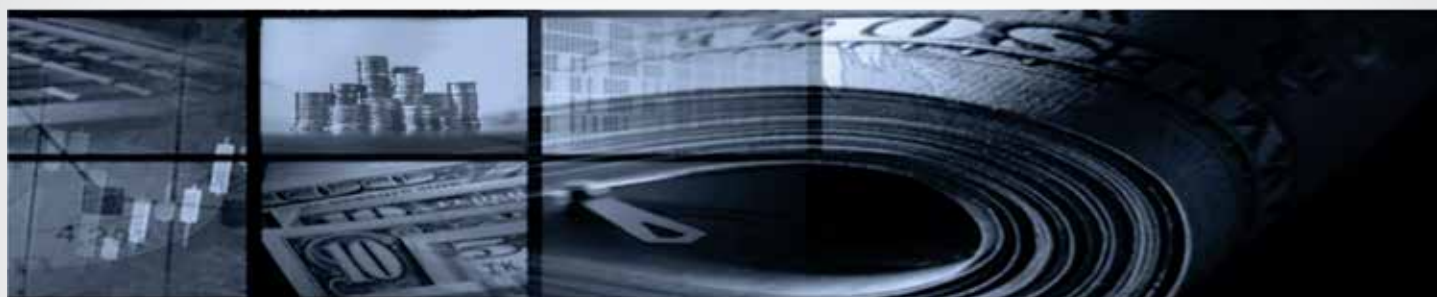
Export Growth Double that of the EU Overall

The Slovenian economy is primarily exposed to EU markets on the export side: they account for three-quarters of its exports, which is equivalent to more than 80% of GDP. Growth in merchandise exports stood at 11% in the first half of 2018, which

Labour productivity increased from EUR 34,000 to over EUR 43,000 in ten years.

HETA ASSET RESOLUTION

INVITATION FOR EXPRESSION OF INTEREST

Distressed Securities for Sale by HETA Asset Resolution, Slovenia

HETA Asset Resolution d.o.o. is part of HETA Group, a wind-down corporation owned by the Republic of Austria. Its statutory task is to dispose of the non-performing and non-strategic portion of Hypo Alpe-Adria, nationalized in 2009, as effectively as possible whilst preserving value.

In the process of single loan sales we are presenting an attractive opportunity to invest in **over 56 million euro claims**. The claims towards four individual borrowers from Slovenia are diversified across industries and type of collateral:

- **€26.8 million claims** against the company **ELECTA NALOŽBE d.o.o.**;
- **€14.0 million claims** against the company **ABCINVEST d.o.o.**;
- **€12.2 million claims** against the company **MONS d.o.o.**;
- **€3.3 million claims** against the company **LAMOVO HOLDINGS LIMITED Ltd.**

More information about the individual claims and selling process can be found at www.har.si.

Binding offers shall be submitted by 29 October 2018, 16.00 (CET) at the latest.

HETA reserves the right to extend or to alter any process deadlines in the Claims selling process and / or to stop the process altogether or partially at any time in accordance with the principles of open, transparent, unlimited, and non-discriminatory process.



HETA Asset Resolution d.o.o.
Dunajska cesta 167 • SI-1000 Ljubljana

✉ prodaja.terjatev@har.si

was double that recorded by the euro area and the EU-28 and as high as the figure recorded in 2017. In the first half of the year, industrial production rose by 7.3% – the highest rise since 2011. Growth in exports of services stood at 9%, primarily as a result of a positive tourism season, good performance by the transport sector and new business abroad for construction firms.

Slovenia's Economy Is Solvent, With Low Levels of Debt

Slovenian firms have strengthened their balance sheets and undertaken structural clean-up over the last decade. The net debt to EBITDA ratio declined from 6 to less than 3, while cash now accounts for 6% of assets. Value-added per employee exceeded EUR 43,000, primarily as a result of lower prices of the input commodities that Slovenia's export economy needs for production. ROE exceeded 8%, while firms earmarked 5.2% of sales revenues for investment in 2017. Investment activity can be expected to strengthen further, having been more than one percentage point down on its long-term average in recent years. In addition to investments in machinery and transport equipment, investments in business real estate will also strengthen more considerably.

Consumers Have Woken Up

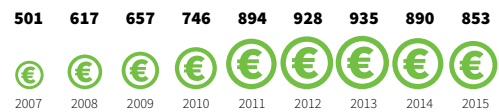
After a two-year lag relative to the EU overall, domestic consumption in Slovenia is again strengthening, which is primarily and definitively attributable to more favourable dynamics on the labour market. According to survey figures, the workforce in employment was up 3% in the first half of 2018, the highest rise since 2008. The employment of foreign nationals is rising, coinciding with the rapid growth in construction and manufacturing activity.

An increasing number of firms (40% of all enterprises) are citing problems with hiring qualified workers and are planning significant levels of new recruitment in the coming months. The surveyed unemployment rate (ILO methodology) fell to 5.6% in July, 2.2 percentage points lower than the figure for the euro area and the lowest rate since 2009. The unemployment rate stood at 4% before the crisis, rising to 11% at the peak of the crisis.

GDP growth



R&D expenditure (million EUR)



Wage Growth Increasing, Real Estate Prices Rising

In the first half of 2018, average gross wages were 3.6% and net wages 3.1% higher. Gross wages rose by 2.8% in the state sector and by 4.2% in the private sector. Good overall corporate performance in the last year means that special payments, performance-related bonuses and certain additions to wage packets (the '14th month') have exceeded income tax (up to the level of the average wage), thus further contributing to the growth in wages.

The increase in household consumption is largely attributable to a rise in employment and higher wages, while household deposits are also rising (+6.4% in year-on-year terms in June 2018). Growth in borrowing remains moderate (2.5% for corporate borrowing and 6.7% for household borrowing, which is less than the nominal growth in GDP). Year-on-year growth in housing loans stood at 4% and in consumer loans 12% in the second quarter of 2018.

We are not yet able to say that prices on the real estate market have reached record levels: prices have only been strengthening over the last two and a half years (albeit slightly faster than elsewhere). Prices strengthened by 10% in the last quarter of 2017, almost double the rate recorded across the EU-28 (5.8%). Prices in Slovenia are still lower by 8.8% than they were in 2008, while they are already 9% up in the EU-28. Household indebtedness is also below average, as the average household is able to repay its financial debt by means of its half-yearly earnings, while households across the euro area require their full annual earnings.

Government Deficit Successfully Reduced

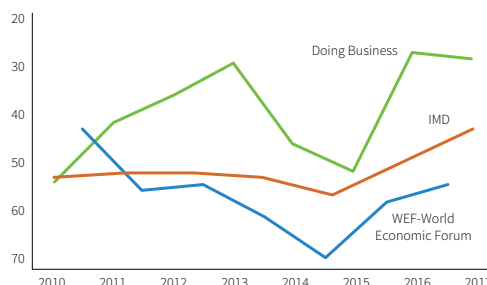
The Slovenian state budget deficit is narrowing faster than previously forecast on account of the rapid nominal growth in GDP. According to the Ministry of Finance's second estimate, the surplus stood at EUR 13 million in 2017 – and is even expected to increase further this year to EUR 163 million (0.4% of GDP). General government debt is expected to be EUR 32.3 billion and to fall, in relative terms, to 69.3% of GDP, chiefly as a result of expected growth in nominal GDP in 2018. Slovenia has recorded a primary surplus (pre-interest payments) since 2015 and a secondary surplus since 2017. Nevertheless, according to European Commission estimates, the structural deficit is set to increase further, as the current high economic growth has masked a lack of serious long-term reform to tackle the rise in spending on pensions and healthcare.

Inflation remains low for the time being, despite the positive domestic economic climate, but did rise in the first half of the year. Similar to prices in the euro area, prices (HICP) rose by 1.7% in the 12 months to July 2018, while year-on-year growth was over 2.1%, chiefly as a result of the rise in food, energy and education prices. High demand for workers in the private sector could lead to higher growth in wages and prices (i.e. service price inflation) in the coming months.

Trade War an Indirect Threat

The main risks to the Slovenian economy relate to the sustainability of the favourable trends in exports, and particularly to the threat of trade wars. There are considerable unknowns with regard to the speed of the transition from diesel-driven vehicles to electromobility, as well as other political uncertainties connected with the EU single market, and particularly to the free flow of goods at the EU's internal borders. This is of very great importance to Slovenia's transport sector (port, railways, freight transport). The renewal of faster growth in labour costs resulting from the growth in domestic demand (construction and real estate) could gradually weaken the export competitiveness of the Slovenian economy. This is currently high, with the current account surplus still standing at over 6% of GDP.

Ranking



As a small, open economy, the EU single market, the euro and the four freedoms (free movement of goods, services, labour and capital) are key performance determinants for Slovenian exporters. Owing to its integration into global value chains via Germany, it is important for the flow of goods across global markets to remain as free as possible. Owing to the Slovenian economy's integration into global value chains, every Slovenian citizen has EUR 25,000 more than they had at independence (source: Bertelsmann). Slovenia has therefore exploited the growth in global trade well, although lower growth or even a reversal of growth could lead to a decline in living standards.





Photo: Tomo Jeseničnik / www.slovenia.info

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Attracted by the Strategic Location, Excellent Know-How and a Pristine Green Landscape

The existence of major transport routes that bring the large number of countries of the region together, in tandem with the rapid development of the information society, have propelled Slovenia to the ranks of leading export-oriented countries.

Ana Vučina Vršnak

Radenska has a very strong position on the local market and is a hub for all activities in the Adriatic region.

Radenska: From an Interesting Investment to a Top Priority

»When Kofola, the Czech producer of non-alcoholic beverages, was looking for potential opportunities on foreign markets, the Slovenian company Radenska, which produces and bottles mineral waters and non-alcoholic beverages, appeared to be an interesting investment. Now, the Slovenian company has become our priority,« says Marián Šefčovič, Managing Director of Radenska and member of the Kofola management board.

Radenska has a very strong position on the local market and is a hub for all activities in the Adriatic region. »We are focusing on further strengthening our presence in the region, while we will continue with investments and planned development at the production site,« adds Šefčovič.

He says that Slovenia is an exceptional tourist destination for visitors from the Visegrad 4. »I am still amazed at the diversity of the natural beauties that Slovenia can offer given its size. You could easily end a mountain hike by taking a trip to the beach. I really



Photo: Radenska

Marián Šefčovič, Radenska

enjoy it,« says Šefčovič. The very high level of safety is another important factor. »Last but definitely not least, there are the Slovenian people. We value our employees in Slovenia very highly. You can see how much they love to work for Radenska and how loyal they are to the company.«

In the last three or four years, Šefčovič has observed »quite a large volume of investments from Czech and Slovak companies«.

MOL Slovenija: The excellent location is key

Investments also come from Hungary, which is where the MOL Slovenija company, helmed by Valerija Glavač, come in. »Over the last few decades, the MOL Group has become the leading company in the retail sale of oil derivatives in Central and Eastern Europe, with around 2,000 petrol stations and a ten-million-strong customer base using MOL products. It is chiefly the advantages conferred by Slovenia's strategic location and position that have led the MOL Group to make important decisions with regard to expanding the MOL brand within Slovenia as well, as the group enjoys an excellent location from the point of view of the supply of fuel from refineries,« said Glavač.

At the same time, she admits that Slovenia has further potential for cooperation with neighbouring countries in all areas, chiefly with Hungary, where this potential is still unexploited – as the figures on trade between the two countries confirm.

What are their plans for Slovenia? »Since the company was founded 20 years ago, we have generated significant growth in both wholesale and retail sales, to the extent that we already have 46 petrol stations in our sales network and will soon be adding a 47th in Kranj.

Slovenia's location is excellent for the supply of fuel from the MOL Group's refineries.

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W www.goricane.si





Photo: MOL Slovenia

Valerija Glavač, Managing Director of MOL Slovenia

Cooperation between Slovenian and Slovakian companies is significantly older than the existence of the two countries themselves.

The company is posting good business results, with sales income increasing by 38% in comparison with year before. According to Glavač, the development of a sales network is of key importance for every company and is, for her, one of the main objectives in the retail sales field. »Above all we would like to have additional sales outlets in the regions in which we don't yet have a presence,« she points out.

In her assessment, Slovenia is definitely attractive for foreign investors from an economic point of view because of the country's transit location and several main transport routes connecting its many neighbouring countries. »It is down to Slovenia's excellent geographical location, as well as the top-level expertise we are developing and which form the foundations for numerous foreign, well-developed and advanced markets. This and the rapid development of the information society have propelled Slovenia to the ranks of leading export-oriented countries,« says Glavač, who adds that Slovenia is the first country in the world to have been declared a green tourist destination. As she puts it: »Tourists are definitely being attracted by the green landscape and the unspoiled natural surroundings.«

The SLO/SLO Association on Hand to Foster a Deepening and Expansion of Cooperation

»Cooperation between Slovenian and Slovakian companies is significantly older than the existence of the two countries themselves, both of which gained independence in the 1990s. Cooperation gained new impetus with the creation of the two countries, as evident from the year-on-year growth in trade between them. The number of Slovakian companies active in Slovenia, and vice versa, is constantly

growing in all business sectors. Trade is also on the rise, and has traditionally been strongest in the car, electrical and machine engineering and chemical industries, and in particular, pharmaceuticals,« says Borut Meršak, Slovakia-based chairman of the SLO/SLO Association – or, to give it its full name, the Association of Individuals and Companies from the Republic of Slovenia and the Slovak Republic.

The SLO/SLO Association was founded with the intention of strengthening and expanding economic relations and contacts between Slovenia and Slovakia via an association representing trade, cultural and social interests of companies and individuals from both countries, says Meršak.

The aim of the association is to deepen and expand mutual cooperation and thereby increase the measure of mutual trust in cooperation. »The association takes an active part in presentations between the two countries as well as in the realisation of companies' business goals. The association's members are on hand to offer assistance and advice in all areas, including regulation and tax,« explained Meršak, who mentioned, as one example of cooperation between members of the association, the project carried out at one of Slovakia's largest geothermal boreholes by the Petrol Geoterm company in the Slovakian town of Velký Meder.



Photo: personal collection

Borut Meršak

Slovenian companies are extremely active on the Polish market and have been present here for many years – indeed, since the very beginning of the transition.

Paweł Czerwiński, Poland's Ambassador to Slovenia: Slovenia Stays Hidden Gem for Polish Business

Slovenia is an important partner for Polish companies, but Poland is an even more important partner for Slovenia. Each year, bilateral trade grows by around ten percentage points. Poland was Slovenia's 6th largest export market in 2017, after Germany, Italy, Croatia, Austria and France. Poland's total trade with Slovenia (source: Polish Statistical Office, GUS) amounted to EUR 1,555.5 million, an increase of 18% on the previous year; and in the first six months of 2018, Polish exports increased by an additional 17% (EUR 864.4 million). Imports of goods from Slovenia were valued at EUR 631 million in 2017 (an increase of 18% on 2016) and at EUR 399 million in the first half of 2018 (a 7% increase). Poland notes a small surplus in the exchange of goods between the two countries.

Slovenian companies are extremely active on the Polish market and have been present here for many years – indeed, since the very beginning of the transition. Polish capital, on the other hand, needed more time to find the courage to invest in the Slovenian market. Even though the domestic market is small and operating costs quite high (high taxation and high social security contributions), the Slovenian population is relatively wealthy and has the highest average income of the CEE countries that joined the EU in May 2004.

By traditional statistical standards that measure inequality, such as the Gini coefficient, Slovenia is one of the most egalitarian countries in the world – even more so than the Scandinavian nations. The healthy pace of growth of Slovenia's economy, strong gains in consumer spending and robust exports have all encouraged successful Polish companies to enter the highly competitive Slovenian consumer market. The network of CCC shoe and accessory stores is growing quickly and LPP, one of Poland's largest fashion retailers, is set to open its first Slovenian RESERVED brand store. In recent years, Polish firms, particularly investment funds, have made significant acquisitions: Innova bought engineering firm Trimo, Linetech Holding bought

Adriatehnika, Aluform Spółka bought aluminium products maker Aha Emmi, and Enterprise Fund VII bought sports retailer Intersport ISI. Polish business is highly dynamic, in contrast to the slower-paced Slovenian model.

We cooperate and trade with each other, and increasing numbers of us work or study in the other country. Our embassy encourages Slovenian companies and individuals to strengthen their ties with Poland, but there is still much room for further cooperation in numerous fields, not only business. I would like to see a noticeable increase in the number of Slovenian tourists visiting Poland, a country that has a lot to offer in terms of nature, culture, history and cuisine. On the other hand, we always advise Poles travelling through Slovenia to stop and enjoy its beauty. Cooperation in the fields of education, culture and science is based largely on direct cooperation between the institutions involved, but the Polish and Slovenian governments are facilitating the exchange of musicians, theatre companies, etc. by providing significant financial support. Many young Poles and Slovenians attend courses at universities in the two countries. The positive impact of student mobility has long been acknowledged, promoted and financed in Europe: studying abroad fosters education, language skills, cross-cultural contacts and job opportunities. This makes an excellent basis for further cooperation in all areas.

**Paweł Czerwiński,
Polish
Ambassador to
Slovenia**



Photo: Polish Embassy in Ljubljana



The Slovenian Coast and Postojna Cave See an Increase in Guests from the Visegrad Four

Photo: Tomo Jesenčnik / www.slovenia.info.si

Tourism staff at the Slovenian coast give presentations to potential visitors from these countries at tourism meetings and fairs, while the Slovenian Tourist Board (STO) are busy running a campaign to encourage them to give Slovenia a try.

Darja Kocbek

The Foodadventure company sells Slovenian food at farmers' markets and festivals in Prague.

There has been a steady year-on-year increase in the number of guests visiting Slovenia from the Visegrad Four (Hungary, Czech Republic, Slovakia and Poland). It is the coastal tourist industry that has seen a particularly strong growth in numbers, which is why they are attempting to outline their products and services in even more detail at tourism meetings, fairs and other events. There has also been a steady annual increase in the number of Visegrad visitors to Slovenia's second biggest city, Maribor, with Czechs, Hungarians, Slovaks and Poles also opting to explore the nearby area of Pohorje in greater numbers.

Unspoiled Nature and Fresh Air

In Ribnica na Pohorju, most of whose income still comes from winter tourism and domestic guests, foreign visitors are in the majority during the summer months, drawn there mainly by the unspoiled natural surroundings and the fresh air. Visitors from Hungary, the Czech Republic and Poland are among the largest groups represented at the apartment complex.

At Postojna Cave, one of the best-known tourist destinations in Slovenia, there has been a sharp rise in the number of Polish and Hungarian visitors in particular (an increase of 4.5% on last year).

Hungarians, Poles and Czechs have also visited the hotel on Golte in large numbers this tourist season.

In July, according to figures from the Slovenian national statistics office, there were 45,500 guests from the Czech Republic. If we rank countries by the number of tourists arriving in Slovenia, the Czech Republic are in fourth place behind Germany, the Netherlands and Italy. The numbers of Slovakian, Hungarian and Polish guests opting to travel or holiday in Slovenia are slightly lower: in July, the statistics office counted 30,700 visitors from Hungary, 26,700 from Poland and 12,800 from Slovakia.

According to STO figures, 124,000 guests arrived from Hungary last year, accounting for 3.4% of all foreign visitors. Czechs accounted for 3% of all foreign guests opting to travel or holiday in Slovenia (117,000), Poles accounted for 2.6% (93,000) and Slovaks accounted for 1.2% (45,000).

Visit for a Day, Remember for a Lifetime

The STO launched a new campaign in the spring with the slogan 'Visit for a day, remember for a lifetime'. Its aim was to encourage those passing through to stay and enjoy a longer holiday in the country. They used the travel website Tripadvisor, social media and leaflets to aim their message directly at Hungary, the Czech Republic and Poland, in addition to their traditional markets of Austria and Italy. The campaign targeted foreign tourists whose digital footprint indicated an interest in travelling to Slovenia's neighbouring countries.

A study commissioned by STO showed that Polish guests were among those who most frequently opted for farm stays and hostels in Slovenia, as well as those who most frequently still used travel agencies to book their holidays in or journeys to the country. Guides from the Slovenian Alpine Association noted that Czech visitors to the mountains were very well equipped.

A Little Bit of Slovenia in the Czech Capital

Thanks to entrepreneurial couple Primož and Meta Kosec Škerjanec, who own the Foodadventure company, the people of Prague can now enjoy a little bit of Slovenia in their own backyard. »I used to work for a large media company based in Prague. When my contract ended, we said to ourselves that if the Italians could sell their products across the world and come to eat in Slovenia, we could do it anywhere,« explained Primož.

Slovenian food is now available, via Foodadventure, at farmers' markets and festivals in Prague, and can also be ordered as part of a catering package. The company also organises trips to Slovenia for private groups that wish to get to know Slovenia and its culinary tradition at first hand.

Residents of the Czech Republic, as well as those of Hungary, Slovakia and Poland, who would like to know more about Foodadventure's products and services, can access basic information from the company's website (www.foodadventure.eu). Primož Škerjanec guarantees that Foodadventure work only with small farm producers in Slovenia.

Among the new developments introduced in the last few years are the company's collaboration with Agraria Koper and the provision of a range of seasonal fruit and vegetables. The couple are convinced that their contemporary concept could take off in any global metropolis, so they are in the process of looking for new business partners.

The Slovenian food on offer at Foodadventure's stands in Prague is enjoyed by Prague's tourists and residents alike. As Škerjanec explains, Czechs and foreigners who live in Prague each account for 40% of their customers, with tourists making up the remaining 20%. On offer are seasonal vegetables from Slovenian Istria, goat's, sheep's and cow's cheese from small farms, cured meats, pumpkin seed oil, olive oil, olives, salt from Piran and, of course, wine.

In 2017 Slovenia was visited by:

- 124,000 guests from Hungary (3.4% of all foreign tourists)
- 117,000 Czechs (3%)
- 93,000 Poles (2.6%)
- 45,000 Slovaks (1.2%)

The Cacao Prague café is also acting as Slovenia's representative in the Czech capital. Tim Kolšek, who is responsible for public relations at the Slovenian company Cacao Portorož, explained that the desire to expand its brand and business activities to a foreign market, increase its EU-wide profile and spread its ideas through a foreign franchise were the main reasons behind its decision to open an outlet in Prague.

The main difference between Cacao and other cafés in Prague is the wide range of healthy, fresh and seasonal goods on sale. There is a full range of 'raw' cakes on offer, along with healthy freshly squeezed juices, flavoured water and other goodies adapted to the fast-growing 'healthy and natural' market. »There are hardly any such cafés in Prague – or at least, they can be counted on the fingers of one hand,« says Kolšek.

A range of breakfasts has recently been introduced, »bringing together the flavours of fruit and cereal with added seeds and other nutritious ingredients, all served up in a practical and visually striking way.« They are also constantly developing new raw cakes and new cake flavours.

According to Kolšek, the residents of Prague are more than aware of Cacao Slovenija, and particularly Portorož. »Cacao Prague therefore helps to raise the profile of our other Slovenian outlets and spur an interest in Slovenia as a whole,« he added.

As Prague's residents are more than aware of Cacao Slovenija, the Cacao Prague outlet helps to spur an interest in Slovenia as a whole.

The STO's 'Visit for a day, remember for a lifetime' campaign is aimed at encouraging those passing through to stay and enjoy a longer holiday in Slovenia.



Photo: www.slovenia.info.si

Since its foundation the company Kolding has developed into a renowned producer of high quality steel rolls and other metallurgical equipment.



Photo: Kolding

Increasing Number of Slovenian Companies Discovering the Visegrad Markets

Standards and purchasing power are rising on these markets, increasing the demand for high-quality products.

Andreja Šalamun, Ana Vučina Vršnak

Slovenia generates more than EUR 5.5 billion in merchandise trade with the Visegrad countries.

According to the Ministry of Economic Development and Technology (MGRT), the Visegrad Group of countries (Poland, Czech Republic, Slovakia and Hungary) is Slovenia's second most important foreign trading partner after Germany and the neighbouring countries. Slovenia already generates more than EUR 5.5 billion in merchandise trade with these four countries; alongside this, trade in services and investment have strengthened considerably in recent years.

Cooperation With the Czech Republic Exceeds a Billion Euros

As the ministry points out, there is a good level of economic cooperation between Slovenia and the Czech Republic, which is the country with the most stable growing economy in Central Europe. »Merchandise trade topped the one billion euro mark

for the first time in 2008, but fell the following year because of the crisis. In the last five years, merchandise trade has once again risen to over one billion euros, with Slovenia recording a merchandise trade deficit, with the exception of 2012 and 2013,« says the MGRT.

According to figures for 2017 published by the national statistics office, electrical machinery and equipment accounted for the highest proportion of goods sold to the Czech Republic from Slovenia (16%), followed by pharmaceutical products (13%), nuclear reactors, boilers, machinery and mechanical devices and parts (9%), vehicles, vehicle parts and vehicle instruments (8%), mineral fuels and oils (8%) and aluminium and aluminium products (7%). Vehicles accounted for the bulk of Slovenia's imports from the Czech Republic (26%).

Slovenia and Poland Insufficiently Aware of Mutual Business Opportunities

As far as economic cooperation between Slovenia and Poland is concerned, according to the ministry neither country is sufficiently aware of the business opportunities that exist. »Slovenia looks at Poland as a former Eastern bloc country with nothing to offer, while Poland believes Slovenia to be a small market, forgetting that it is the perfect jumping-off point for trade with the countries of the former Yugoslavia.«

Pharmaceuticals accounted for the highest percentage of products exported from Slovenia to Poland in 2017 (25%), followed by electrical machinery (13%) and vehicles (11%), while vehicles and vehicle parts (13%) and electrical machinery (11%) led the way in imports into Slovenia from Poland.

Slovenia Imports More from Hungary Than It Exports

In 2017 Hungary was Slovenia's sixth largest foreign trade partner (ninth for exports, sixth for imports). The two countries generated merchandise trade of EUR 1.8 billion in 2017, an increase of six percentage points on the previous year. Slovenia's exports to Hungary in 2017 were worth EUR 700 million, while Hungary exported goods worth EUR 1.1 billion to Slovenia. As in past years,

Slovenia recorded a merchandise trade deficit with Hungary; in 2017 the deficit stood at EUR 400 million.

Slovenia mostly exports vehicles and vehicle parts to Hungary (14%), as well as pharmaceuticals (11%) and electrical machinery (11%), and imports electrical machinery and equipment (18%) and mineral fuels and oils (10%).

Great Growth Potential in Slovakia

Slovakia is also one of Slovenia's most important foreign trading partners, as shown by the many years of growth in all components of economic cooperation. »Slovakia is one of nine markets in Central and Eastern Europe and has great growth potential. It is characterised by a stable economic and political environment, a strategic geographical location, good telecommunications infrastructure, a highly qualified and flexible workforce, high productivity and favourable labour costs,« says the ministry.

As figures from the national statistics office show, in 2017 Slovenia exported mostly electrical machinery, equipment and parts to Slovakia (18%), followed by nuclear reactors or boilers, machinery, mechanical devices and parts (10%).

»Electromobility, the Slovenian car industry and their innovations (in collaboration with start-ups), ecological waste and waste water management, and

The Visegrad markets offer considerable opportunities, chiefly for high-quality niche products.

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Components manufactured in line with client specifications and our specifications
Special hydro-cylinders
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Thermal handling
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Rollers for cold-rolling
Cast iron rollers
Coated rollers
Components manufactured in line with client specifications and our specifications



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Nicina 12c, SI-2391 Prevalje
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the Automotive Cluster of Slovenia (ACS) project for the Balkans and the Adriatic are particular areas of interest for bilateral economic cooperation,« says the ministry.

Even Greater Opportunities for Slovenian Business

What about companies? What are their experiences of doing business on the Visegrad markets? »In the past, Slovenian firms were perhaps too focused on the markets of the Western Balkans and slightly overlooked those of Visegrad. This has changed in the last few years. This means that Slovenian business has even greater opportunities to work with these markets,« says the Port of Koper. The port is very happy with its cooperation with those four countries. »We have a dominant market share in the containers field in Hungary and Slovakia, and have made a big breakthrough in the Czech Republic in the last year by increasing the number of containers. We are slowly but surely growing in Poland as well, although the obstacles that distance brings cannot be ignored. The Port of Koper can be of interest to southern Poland, but the north is already too far away.« They point out that they offer the swiftest logistical connection between these markets and those of the Middle East. »Our ambition is to become the main maritime outlet for Visegrad businesses. However, a modern, efficient port is not enough on its own. We also need a modern and efficient rail link with those markets, as well as a sufficient number of rail connections,« they warn.

Port of Koper: Visegrad Business Figures Wonder When the Second Track Will Be Built

They see the greatest growth and potential in containers, 'as the containerisation of goods is generally on the rise across the world. However, we should mention vehicles here as well, a sector in which we're seeing very pleasing results. A large proportion of the vehicles manufactured in the Visegrad countries are exported through Koper. Then there are iron products, various types of general freight and similar goods. The Port of Koper also has its own agents on these markets, and we always try to be there when new manufacturing starts up that envisages the overseas export of products or import of raw materials.' They add that Visegrad business figures are chiefly interested in Slovenia's warehousing capacity, as well as in knowing when the country will build the second rail track.

Slovenia and Poland are still insufficiently aware of the mutual business opportunities that exist between the two countries.

In the past, Slovenian firms were perhaps too focused on the markets of the Western Balkans and slightly overlooked those of Visegrad. This has changed in the last few years.



Photo: Alpina

Alpina cross country boots

Alpina Most successful in the Czech Republic

Alpina, a company that trades with all four countries, is a little more reserved when it comes to Slovenia's cooperation with the Visegrad Group. »Economic cooperation between Slovenia and the Czech Republic is very good, less good with Poland and Slovakia and worse with Hungary,« says Aleš Poljanšek, the company's Head of Commerce. Sales of sports and fashion footwear are strong in the Czech Republic, with operations proceeding via distributors or direct to larger customers. The company operates a very similar business model in Slovakia. In Poland, however, there is strong local competition in the fashion footwear sector, but they are counting on an increase in sales of sports footwear after signing an agreement with a new distributor. In Hungary, the company is on the lookout for new sales channels that would enable them to increase sales in the years to come. They stress that foreign businesspeople from the Visegrad Group are interested mainly in high-quality shoes and sales service. Alpina's objectives are oriented towards increasing their own brand profile in the Visegrad countries.

Business Has Declined

»Cooperation between Slovenia and Visegrad used to be more intensive,« says Milan Košeljsnik, manager of Kolding. »Larger firms were more interesting to the market and business was greater in terms of both volume and value. More companies are working together today, but the value of the business they

Merchandise trade between Slovenia and Poland 2012–2018 (in EUR thousands)

Year	Export of goods	Import of goods	Total	Balance
2012	627,298	476,736	1,104,034	150,562
2013	643,821	495,698	1,139,519	148,123
2014	744,588	546,733	1,291,321	197,855
2015	816,668	623,236	1,439,904	193,432
2016	813,770	696,197	1,509,967	117,573
2017	868,262	813,219	1,681,481	55,043
2018*	390,234	367,918	758,152	22,316

Note: *Figures refer to January–May 2018

Source: Izvozno okno

Merchandise trade between Slovenia and Slovakia 2012–2018 (in EUR thousands)

Year	Export of goods	Import of goods	Total	Balance
2012	368,981	347,367	716,348	21,614
2013	392,881	345,272	738,153	47,609
2014	394,645	324,436	719,081	70,209
2015	462,072	350,997	813,069	111,075
2016	473,583	411,146	884,729	62,437
2017	499,786	488,264	988,050	11,522
2018*	204,507	229,298	433,805	-24,791

Note: *Figures refer to January–May 2018

Source: Izvozno okno

are doing is lower than it once was. Additionally, the EU market is much more open, which means that the availability is substantially greater on the export and import side,« says Košeljnik, who is nevertheless satisfied with economic cooperation between Slovenia and Visegrad. Kolding sells mainly metallurgical equipment for rolling mills to the Visegrad Group, but would like to increase the volume of services, from project design to execution, in the years to come. »It would make sense for us to increase

the range of products and technologies that have a tradition on these markets, and to acquire new customers and suppliers via Chamber of Commerce and Industry trade delegations,« he adds. In his opinion, it would be logical to increase the volume of operations with the Visegrad Four in relation to products and technologies that have a tradition on these markets, and by means of CCIS trade delegations aimed at the acquisition of new customers and suppliers.

The Port of Koper offers the swiftest logistical link between the V4 markets and the Middle East.



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»To be successful you need persistence, consistency of business policy, a significant level of personal engagement and time.«



Photo: personal collection

Boštjan Leban, Eti Polam

Persistence, Consistency and Significant Personal Engagement

»I've been in Poland for ten years and in this time the country has taken a huge step forward in terms of development. In many respects, it has already overtaken us,« says Boštjan Leban, CEO of ETI Polam, the Polish branch office of ETI Elektroelement. This is a really big market that still offers opportunities to companies with the right market strategy. »It is, at least in our sector, a very competitive and price-sensitive market that is entirely comparable with the most highly-developed Western European markets in terms of what the customer expects and demands from products and services. To be successful you need persistence, consistency of business policy, a significant level of personal engagement and time. In the long run, this combination enables trust, business partnership and later even friendship to develop,« says Leban. As he says, success on this market is impossible without good personal relations. »Slovenians enjoy a significant advantage over some others because we have Slavic roots in common with the Poles. In my opinion, we make too little use of these.«

»Slovenians enjoy a significant advantage over some others because we have Slavic roots in common with the Poles. In my opinion, we make too little use of these.«



Photo: personal collection

Matej Hojnik, Apis-Vita

Visegrad markets offer a wealth of opportunities. They are opening up mainly for high-quality niche products.

Hojnik: Visegrad Markets Still Being Neglected

»In our opinion, cooperation between Slovenian companies and Visegrad is very good. Trade is increasing, which means that these markets are of interest to Slovenian firms. I also believe that, unfortunately, these markets are still being neglected by Slovenian companies and that they are deserving of more attention,« says Matej Hojnik, CEO of Apis-Vita, which is generating constant growth in Poland. The company chiefly sells vinegar, ketchup and mustard there, providing them under their own brand name, but also manufacturing products for other brands and trademarks. »We are expanding mainly domestically, but also internationally, as our products can be found in Hungary as well as Poland. We are also planning a further push into international markets, but this is a long-term process,« says Hojnik, adding that they are planning growth of 15% on these markets this year as well.

Hojnik, Chairman of the Triglav Society and Business Club (Rysy), which fosters economic cooperation between Slovenia and Poland, is convinced that the Visegrad markets offer a wealth of opportunities. »They are opening up mainly for high-quality niche products, as standards and purchasing power are rising on these markets, thereby increasing the demand for high-quality products. The main opportunity I see is for further development in information science, the food industry and tourism, alongside other activities,« he says.

Merchandise trade between Slovenia and the Czech Republic 2012–2018 (in EUR thousands)

Year	Export of goods	Import of goods	Total	Balance
2012	583,740	559,139	1,142,879	24,601
2013	559,767	540,359	1,100,126	19,408
2014	522,634	546,701	1,069,335	-24,067
2015	556,751	627,731	1,184,482	-70,980
2016	582,085	622,350	1,204,435	-40,265
2017	685,082	721,941	1,407,023	-36,859
2018*	311,887	335,637	647,524	-23,750

Note: *Figures refer to January–May 2018

Source: Izvozno okno

Merchandise trade between Slovenia and Hungary 2012–2018 (in EUR thousands)

Year	Export of goods	Import of goods	Total	Balance
2012	551,750	999,928	1,551,678	-448,178
2013	627,613	1,032,335	1,659,948	-404,722
2014	688,406	1,030,928	1,719,334	-342,522
2015	695,412	1,013,787	1,709,199	-318,375
2016	705,523	1,011,523	1,717,046	-306,000
2017	767,192	1,071,331	1,838,523	-304,139
2018*	357,631	465,840	823,471	-108,209

Note: *Figures refer to January–May 2018

Source: Izvozno okno

Links Are Stronger Since Joint Entry into the EU

»Slovenia and the countries of the Visegrad Group, as well as countries in the wider region, are connected not only by excellent political cooperation but also by numerous cultural, historical and personal ties,« they say at the MGRT. They point out that concrete links and cooperation have grown even stronger since the countries' joint entry into the EU. »We are bound together, among other things, by our support for the further expansion of the EU into the Western Balkans. Progress in the area of infrastructure has been of increasing importance recently in relation to this, while the excellent level of political cooperation is also reflected in the well-developed economic cooperation.«

»We share the views of the Slovaks, who are promoting an economy in which small and medium-sized businesses can thrive. This must be one of Europe's joint priorities. As SMEs account for the large majority of companies in Slovenia, this is even more important for us,« says the ministry.

They acknowledge that they have to continue their efforts to improve regulations and remove administrative obstacles. Even more work also needs to be done to prevent discrimination against businesses and individuals in the cross-border trade of goods, services and online services.

»We share the views of the Slovaks, who are promoting an economy in which small and medium-sized businesses can thrive,« they say at the economic development ministry.

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- Organizing stripping/stuffing, lashing, weighing, counting, sealing, labeling...
- Assisting with pre- and on-carriage
- Stock reporting, feedback, advising
- Containers port handling
- Stripping/stuffing assistance
- Special cargo handling
- Project cargo handling
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Excellent SME



Tomaž Berginc: Entering Poland So Early Was an Excellent Business Decision

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Photo: ETI

Poland is a large market and one that has developed much faster than other economies in Europe in the last ten years. Today, it is a market characterised by strong competition between a large number of companies. But with the right strategy, SMEs can still achieve their aims.

Ana Vučina Vršnak, photo: ETI Elektroelement

ETI is one of the five largest manufacturers of fuses, not only in Europe but also globally.

ETI Elektroelement manufactures high-quality, technologically advanced fuses, switches and circuit-breakers for specialised markets and technical ceramics for the global market, as well as a full and comprehensive portfolio of switches and breakers that offer great value for money. How does your vision match your presence in different markets across Europe?

ETI is one of the five largest manufacturers of fuses, not only in Europe but also globally. At the same time, we are one of the most important players on the niche switches and circuit-breakers market in

Europe. Ninety-two per cent of our sales are abroad. Poland is our biggest market, accounting for 18% of the group's total sales revenue, and our largest subsidiary is based there. In second place is Germany, which accounts for 15% of sales. While ETI does have a proper global presence, the majority of its sales are on European markets. This is also due to the technical requirements and standards in place. We generate around 75% of our income by selling our own-brand products and solutions, with the rest being made up of production for well-known global companies in the sector. Our network of subsidiaries, which covers

practically the whole of Eastern Europe, the Balkans and Germany, is a very important part of our success.

The company has been operating since 1950 and you first became acquainted with the V4 markets in 1997, when you set up the ETI Polam subsidiary in Poland. You also have a presence in the Czech Republic, Slovakia and Hungary – i.e. in all the V4 countries. What are your experiences of working in these markets?

ETI entered the Polish market by setting up the ETI Polam subsidiary very early on, before the big players in our sector. Looking back, this was an excellent business decision because entry was significantly easier then than it became a few years later. Today, in terms of market share, we compare with quite a few of the bigger global players. Unfortunately, we missed the first wave in the other three countries. We only entered the Czech market directly at the beginning of last year, when we opened the ETI CZ subsidiary.

Poland is becoming a bigger and increasingly more developed market. This presents an opportunity, of course, but it does also mean increasing competition. What are your plans to deal with these challenges?

Poland is a large market and one that has developed much faster than other economies in Europe in the last ten years. This was very quickly recognised by most large companies, who saw Poland as a place that could provide decent business opportunities. As a result, the Polish market features strong competition from a large number of companies. On the other hand, because of its size and the way the mechanisms of the market operate, small and medium-sized companies can still achieve their aims and market shares if they have the right strategy. ETI's response to the tightening of competition is to get ever closer to the final customer, such as the electrician or the fuse box manufacturer, and to offer integrated solutions for securing low-voltage electrical installations. We would like to get even closer to customers through new forms of sale because we want to work with them earlier, at the project design stage. One example of this is the development of software tools for project designers and the provision of prompt technical support.

»We'd like to get even closer to customers through new forms of sale because we want to work with them earlier, at the project design stage.«



Electronics

In addition to a range of component elements for the automotive industry, the company makes casings and housings for electronics, a variety of custom-made aluminium and alloy heat sinks, together with cases for electronic equipment and amplifiers.

MALI-E-TIKO engineers elements of the most complex design, manufactured using multi-axis CNC milling machines.

Heavy-duty Equipment

MALI-E-TIKO manufactures elements and parts for road vehicles and construction equipment, heavy-duty machines, components for professional ironing systems and heating solutions, inox steel road and other signs, as well as a range of metal cabinets and storage systems.

MALI-E-TIKO's metal processing services include milling and turning, as well as the welding of all types of materials (TIG, MIG and MAG welding). The company employs certified European welding engineers and holds EN ISO 3834-2 and EN 1090-2 certificates. In addition to sandblasting, MALI-E-TIKO's contractors also provide surface protection (galvanised coating), anodising, chromate coating, as well as powder and wet coating. Additional services encompass engraving, including laser engraving, and screen printing.

Product Development

The company collaborates with its clients in product development, employing 3D technology (PTC Creo, AutoCAD) for design, as well as the latest software for CNC programming. Among other services, MALI-E-TIKO provides laser cutting of steel, stainless steel and aluminium, as well as CNC punching and bending of materials using modern CNC machinery (Trumpf, Gasparini and LVD).

Partners in Germany, Austria and Italy

MALI-E-TIKO products supply its partners in Germany, Austria and Italy. Germany is the company's main market, where clients include ANNAX GmbH, BOMAG GmbH and Veit GmbH; in Austria – Swarco Futurit GmbH and Palfinger AG; and CAEN S.p.A. in Italy. Through a number of its Slovenian partners MALI-E-TIKO manufactures can be found in many parts of the world, including the Middle and Far East, South America, the UK, Hong Kong and Japan.

The companies MALI-E-TIKO works with are leaders in their respective fields. Moreover, their partners include them in current and future projects, thereby transferring know-how and engineering expertise.

MALI-E-TIKO

Professional Metal Products Since 1988

MALI-E-TIKO provides a wide range of products and services in the manufacture of elements and components from sheet metal for the needs of the electronics and automotive sectors, including parts for heavy machinery and equipment, which requires expert knowledge of metal processing and machining.

Holding ISO 9001:2008 certification, the Tržič-based MALI-E-TIKO manufactures components for, amongst others, the electronics and car industries, as well as elements for commercial vehicles and construction equipment.

What is your company's brand recognition like in Poland and what needs to be done generally to increase the profile of the »Made in Slovenia« tag?

ETI's brand recognition is very strong in Poland. As I've mentioned, it can be compared with the brand recognition of the strongest players in the sector. This is the result of several factors: our very early entry onto the market, the high-quality work of our team there, and partly also probably the fact that part of the product portfolio is manufactured on the local, i.e. the Polish, market. We believe that Slovenian products from our sector are well known in Poland and well regarded for their quality.

What has been the biggest surprise of this market for you, something you didn't expect?

There haven't been any really big surprises. We did expect less competition when we entered these four markets and we expected the technical requirements to be lower. These turned out to be false assumptions. The technical level on the V4 markets is fully comparable with that of Western Europe.

ETI is a multicultural company. We would be interested in knowing how the V4 compare with the other markets you operate on – Germany, Italy and Russia, for example.

Generalisations never help, but we have found that personal relations with customers are extremely important on the V4 markets. You need to take quite some time to build these contacts, as people tend to be more reserved at the beginning. At the same time, you have to be persistent and to adopt consistent, transparent business decisions and market policies. The business model on the markets of Eastern Europe differs slightly from that on other markets, even within the ETI group itself. There, ETI is more active in cultivating certain customer segments, like electricians, project designers and fuse box manufacturers, and play the role of systems integrator on those markets. This means that we offer a complete set of products and solutions required to secure low-voltage electrical installations.

You have many years of experience on those markets. Where do you see additional opportunities for working with Slovenian companies? Where is there still potential for joint projects?

I mainly see greater opportunities coming from cooperation with those companies that operate in the same or a similar sector. We already have a few examples of this, as we sell several products from other Slovenian manufacturers in Poland. Investments by Slovenian companies in these markets are a further source of potential, as these countries are still very suitable as manufacturing locations. A third opportunity is provided by various engineering projects in these countries. There are plenty of others, too.

If a businessperson from a V4 country asked you why they should invest in Slovenia, what benefits would you point out to them?

I would point out the high level of expertise in all fields, the high level of staff commitment, the excellent infrastructure and the relatively low labour costs in comparison with Western Europe.

In your opinion, is the Slovenian market a good jumping-off point for the markets of SE Europe?

Of course. Slovenian companies, particularly those with a slightly longer tradition, enjoy the trust of business partners and customers in a large part of the Balkans. They generally already have established business channels and the public regard Slovenian products as being of high quality.

»I see greater opportunities coming from cooperation with those companies that operate in the same or a similar sector. Investments by Slovenian companies in manufacturing in these markets are a further source of potential. A third opportunity is provided by various engineering projects in these countries.«

»We expected less competition when we entered the V4 markets and we expected the technical requirements to be lower. These turned out to be false assumptions.«



Photo: ETI

KO-SI, world's leading natural fibre processing

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wool | cashmere hair
camel hair | llama
wool | alpaca wool |
coconut fibre | sisal
fibre | hemp | flax |
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Isolation made of coconut fibre for environmental friendly home.



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Why Do Business in Slovenia?

Foreign investors appreciate the excellent geostrategic location of Slovenia as well as the quality of its labour force.

Katarina Klepec

According to the OECD, Slovenia is a relatively highly developed country. On the basis of competences, some well-established sales channels and numerous intangibles, a number of its sectors and industries enjoy a competitive advantage. A survey of members of the Slovenian Foreign Investors Forum reveals that 77 percent of those asked would choose Slovenia again as an investment destination. According to this survey, the main reasons underpinning investment are:

1. Quality of labour force
2. Labour costs
3. Access to know-how and technology
4. Access to, or increase in, share of the Slovenian market
5. Good geographical location and communications infrastructure

More info



Slovenian enterprises tend to make very good business partners for foreign investors; according to SPIRIT Slovenia, the national public agency for entrepreneurship, they tend to exhibit the following strengths:

1. Innovativity, adaptability, openness and reliability
2. A large number of internationally recognised names and brands in many areas
3. Advanced high-tech solutions and high-quality production processes
4. Rapid pace of innovation
5. Broad ecological awareness

The Slovenian Foreign Investors Forum

The Slovenian Foreign Investors Forum (SFIF) comprises 30 Slovenian companies in foreign ownership. This group was formed with the intention of improving the business environment for all Slovenian enterprises.

In total they employ more than 24,000 workers and attain a value-added per employee which is 30% above the national average for the private sector. Their aggregate investment is about 330 million euros, representing one third of total foreign investment in Slovenia.



Photo: Depositphotos



www.tpg.si



TRUST PERSONAL CARE AND GLOBAL PRESENCE

*Your business.
Moving with us.*

T.P.G. = Trust, Personal care and Global presence

TPG Logistics was established and operates under principles which are evident from the very name of the company:

- Trusted by both its partners and customers
- Professional attitude in the quality provision of a personalised service, and
- Global, providing comprehensive world-wide coverage in relation to every requirement, including door-to-door.

TPG Logistics is a dynamic rapidly growing company with proficient staff who have the knowledge and make every effort to provide the best & fastest transport solution. Based on professional experience acquired over a number of years, TPG Logistics offers optimal solutions and competitive rates.

Primary Services

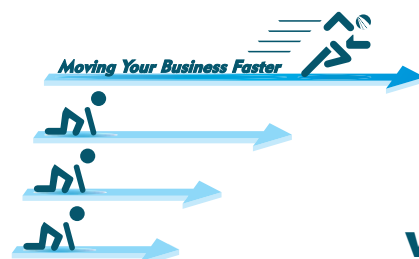
- Organisation of sea freight, air freight, groupage and truck transport
- Storage and distribution of goods
- Import and export with in-house customs clearance by a fully accredited customs agent, turning complicated customs documentation into a hassle-free process
- Provision of consultancy to clients in the attainment of optimal logistics solutions

TPG's subsidiary TPG Agent, offers a vessel chartering facility as well as the possibility to book project and bulk cargo capacities.

TPG also specialises in perishable cargos as well as other temperature-sensitive freight, in which the company also represents one of the largest partners of Luka Koper at the Port of Koper.

Advantages of TPG Logistics

- Offers maximum flexibility, providing customers with quick decisions and rapid responses.
- A successful company with 20% annual growth
- Trusted by an increasing number of customers, whose business is growing with that of TPG
- In relation to container throughput, one of the Slovenia's leading logistics enterprises
- Global presence through its partnerships with logistics service providers world-wide
- Providing excellence, guaranteed through certification:
 - ISO 9001-2008 (Certificate QS-5478)
 - Authorised Economic Operator (AEO Certificate SIAEOCSI001000201131967)



www.tpg.si

The CCIS Recipe

Contacts + RDI = Contract

These are the people of the Chamber of Commerce and Industry of Slovenia, whose knowledge and experience will provide you with the very best information and support.

Barbara Perko, photo: Žare Modlic

Business Advice: the Best Service

Contact person: Nataša Turk,
E-mail: natasa.turk@gzs.si,
Tel: +386 1 5898152

Business advice is the most useful service provided by the Centre for International Business (CEMP). It is tailored to each firm that approaches the CEMP with a specific request, a problem, or a challenge in breaking into or acting in international markets. The CEMP has a network of contacts, both formal and informal, in all major international markets, and can therefore fully address and resolve all requests and issues. This allows firms to generate value-added in new business, and also to make savings in the time, human resources and financial resources used to do business. Each year it carries out more than a thousand one-on-one consultations.

Business Events: More Than 100 Events a Year

Contact person: Marko Jare,
E-mail: marko.jare@gzs.si,
Tel: +386 1 5898158

In 2017 the CEMP arranged for 16 economic delegations to make foreign visits and for 16 foreign economic delegations to visit Slovenia. Visits were made to four international trade fairs. Trade fairs are an excellent platform for making business contacts and seeing the latest products and technologies in a particular field. The main purpose of the delegations was to obtain detailed information about foreign markets, to make preparations for entering the market, to establish direct contacts and to maintain existing contacts and business with firms in these markets. Its business events were attended by 1,315 domestic participants and more than 1,700 foreign participants last year. In addition to inward and outward economic delegations and trade fair visits, it also organises business breakfasts and business contacts at the CCIS. An average of a hundred business events are organised each year.

Networking: 15 Enquiries from Foreign Markets Each Week

Contact person: Ante Milevoj,
E-mail: ante.milevoj@gzs.si,
Tel: +386 1 5898164

The right business contact is so useful as to be worth its weight in gold. One of the CEMP's priorities is therefore keeping its members up-to-date with the 15 or more enquiries that it receives from foreign markets each week. Members' interests are taken into consideration, and all adjustments for the markets are made promptly. An important role is also played by networking events, which facilitate potential new partnerships and provide flexible contacts with CCIS advisors. From 9 am every second Wednesday of the month, at the same place, there are ten different businesspersons and experts, both Slovenian and foreign, giving presentations of various public and private organisations and firms to members of the CCIS. The timetable is drawn up in advance.

*RDI: research, development and innovation



Excellent SME Certification: Obtained by 850 Firms and Businesspersons



Contact person: Mojca Osojnik,
E-mail: mojca.osojnik@gzs.si,
Tel: +386 1 5898101

The Excellent SME certificate, which is issued by the CCIS, has currently been obtained by 850 different firms and businesspersons, who account for 12% of all profit, 6.6% of revenues, 7% of value-added and 6% of employment. Certificate holders have a revenue per employee that is 9% higher than the average at firms of similar size, generate double the profit per employee, and have a value-added per employee that is a sixth higher. Certification stands for credible recognition of good work done in the past, provides for a higher profile in the business environment, and also encourages good, ethical business practices.

SloExport: Information on More Than 6,000 Firms in One Place



Contact person: Andrej Brvar,
E-mail: andrej.brvar@gzs.si,
Tel: +386 1 5898461

Sloexport is the official Slovenian exporters directory, powered by the Chamber of Commerce and Industry of Slovenia in conjunction with SPIRIT Slovenia (the Public Agency for Entrepreneurship, Internationalisation, Foreign Investments and Technology). It contains information about more than 6,000 Slovenian firms. Its purpose is to promote enterprise, internationalisation, foreign investment, and the development and transfer of technology. Users can find all the requisite contact information, including the address and the region in which the firm operates, information about the proportion of revenue accounted for by exports, the countries to which the firm exports, and the countries to which it would like to export. There is also a brief presentation on the firm and its products.

Chamber of
Commerce and
Industry of
Slovenia

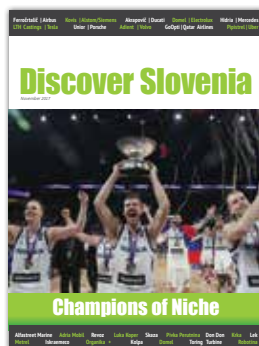


The CEMP has a network of contacts, both formal and informal, in all major international markets, and can therefore fully address and resolve all requests and issues.

Discover Slovenia

The CCIS has published a magazine entitled Discover Slovenia – Champions of Niche, with special editions for individual markets (France, Germany, Italy, Middle East, Russia), and the Discover Slovenia that you are reading right now. Slovenia can offer a host of top-quality products and services, and these will be showcased in future issues.

For more information, please contact Nataša Radić by phone (+386 1 5898399) or email (natasa.radic@gzs.si).





Every Third New Diesel Has a Slovenian Part

Photo: Pipistrel

From aircraft for the Indian military to the best disc brake in the world. The involvement of Slovenian companies in the world of mobility is also illustrated by the fact that from this year, every third new diesel vehicle will incorporate a Slovenian product.

Barbara Perko

The Pipistrel company has concluded a long-term cooperation agreement with Uber in the area of manufacturing electric vertical take off and landing aircraft.

Pipistrel Developing Craft for Uber

Pipistrel is currently focusing efforts on the Mahepa and Uber Elevate projects. In the Mahepa project it is developing a hybrid drive that will improve efficiency and noise and the negative impacts of aircraft on the environment. The company has concluded a long-term cooperation agreement with Uber in the area of manufacturing electric aircraft with vertical take off and landing.

They have an outstanding and unique innovation from the past year in the form of Alpha Electro, the first two-seater electric aircraft, designed for teaching beginners. The electric drive has zero emissions, and given its lower price it even reduces the cost of training a new pilot by 70 percent.

Pipistrel aircraft are being used by Nasa, Siemens and numerous well-known individuals. Three branches of the Indian armed forces are using them to train their pilots (Indian Air Force, Indian Navy and National Cadet Corps).

All Pipistrel products have the very best performance available, they are quiet and environmentally acceptable with the lowest fuel consumption in the industry. There is much interest in the electric aircraft range in which they are the leading in the world. The outstanding quality of Pipistrel aircraft far exceeds any other producers in Europe or in fact anywhere else in the world.

*Michael Coates,
Pipistrel USA and Pipistrel Australia*



The Akrapovič company's exhaust system for the Yamaha T-MAX won the Red Dot: Product Design prize.

Photo: Akrapovič

In response to the growing notoriety of Akrapovič, Yamaha has always wanted, year after year, to strengthen the ties between our two companies. In this context, Akrapovič has become the exclusive



Photo: archives persomelles

technical partner of all official teams of Yamaha in all world racing categories: MotoGP, Superbike, Supersport, Dakar, Motocross, Enduro, etc.

Eric de Seynes

COO of Yamaha Motor Europe

Akrapovič: From Aston Martin to Yamaha Racing Motorcycles

In 2017 the Akrapovič company placed several superlative products on the market. First and foremost we should mention the Red Dot prize winner: The product design award-winning exhaust system for the Yamaha T-MAX. In addition to this they also supply the exhaust systems for a range of motor cycles: the Honda CRF1000L Africa Twin, BMW S 1000 RR, Kawasaki Ninja ZX-10R, Yamaha MT-09, Yamaha NT-10, BMW R nineT, BMW R 1200 GS and more besides.

They have developed exhaust systems for the MotoGP series for the factory teams of Ducati, KTM, Yamaha, Aprilia and Suzuki. Among its novel products the company highlights the exhaust system for the four-wheeler Yamaha YXZ1000R.

They also offer new features in the area of post-sales products for cars such as the BMW M2, BMW X5 M and X6 M, Ferrari 488 GTB, McLaren 570S/570S/570GT, Mercedes-AMG C63, Porsche 911 Carrera Cabriolet/S/4/4S/GTS (991.2) and the Mercedes-AMG GT.

Among their most complex and technically challenging products are the exhaust systems for their racing car range. Here they point out exhaust pipes for the Aston Martin Vantage V8 GTE racing car, which competes in the FIA WEC race series, the BMW M4 DTM, BMW M6 GT and MINI John Cooper Works Rally. Their exhaust systems are installed as series standard components for KTM, BMW Motorrad, Honda, Aprilia, Yamaha, Kawasaki, Ducati, Can-Am and other motor cycles, and for Bentley, Audi, Alfa Romeo, Volkswagen R, Renault Sport and Koenigsegg cars, as well as for BMW Motorsport, Aston Martin Racing and other racing cars. They supply racing teams that compete in the world championship MotoGP, MXGP, WorldSBK and elsewhere.

Currently they are also developing exhaust systems for the Suzuki GSX-R1000 and Honda CBR1000RR, as well as for the Nissan GT-R, Mercedes-AMG G 63 and Porsche 911 Turbo/Turbo S cars.



Photo: Akrapovič



Photo: Kovis

Ferročrtalič Provides Vital Machine for Air Transport

The company Ferročrtalič has developed a state-of-the-art machine for the process of shot penning undercarriage in the aircraft industry.

Aircraft undercarriage experiences the greatest stress during the process of landing. The surfaces can develop cracks that are invisible to the eye, which can lead to corrosion. The process of cold shot penning can prevent this. The Ferročrtalič machine will be used to maintain Airbus 320 and Boeing 737 aircraft.

They are also developing one of the most advanced products in the car industry, linked to the modern development of environmentally friendly internal combustion engines.

Kovis Offering the Best Disc for Freight Wagons

The most important achievement at the Kovis company in the past year has been the development of a new brake disc which, in parallel testing with their main competitor, achieved 18 percent better performance and is currently the best disc for rail freight cars in the world.

And the company is now working up a first for the world. A split brake disc for freight wagons, the DRB disc, is in the concluding prototype phase. The disc will be lighter, will have improved technical properties with less disc wear, will reduce the costs of maintaining freight wagons and will reduce noise.

Kovis products are used by all the biggest world manufacturers of rail vehicles, such as Bombardier, Siemens, Alstom, Stadler, Vossloh and Škoda. With Alstom they are developing a new housing for the M7 transmission for the trains operated by SNCB, the Belgian national railway.

Hidria: In Every Fifth Car in Europe

With its ground-breaking innovative solutions, for a number of years now Hidria has been an important pre-development partner and supplier for all the major names in the automotive and industrial sectors (Audi, BMW, Bosch, Bitzer, Continental, Caterpillar, Ducati, Fiat, Grundfoss, Great Wall, KTM, Nidec, Jaguar, Mercedes, Opel, Porsche, PSA Peugeot Citroën, Renault and Yanmar).

The company is developing world-famous systems for cold starting of diesel engines. The international award-winning innovative Hidria Optymus PSG system, with its pressure sensor, has from this year enabled modern diesel cars to consume up to 30

From this year every third new diesel vehicle in Europe and around the world will be equipped with innovative Hidria Optymus PSG pressure sensor systems.



Photo: Hidria

percent less fuel and consequently to reduce environmental emissions by up to 30 percent. Starting this year, the system will be installed in every third new diesel vehicle in Europe and around the world.

Hidria's systems for cold starting of diesel vehicles are installed in the latest car models such as the Peugeot 3008 and 5008, Citroën C3, in all Fiat vehicles with the 1.3 Multijet diesel engine and in the overhauled Renault Clio.

Every fifth new vehicle in Europe has a drive system and steering system that includes Hidria parts. These include the Citroën C3, Seat Leon, Škoda Fabia, VW Golf and Mercedes C and E series. They also manufacture aluminium chain covers for the engines in the 8-cylinder Audi A6 and A8 and Porsche cars.

Hidria is one of the leading developers and producers of aluminium and steel frames and other technological and technically demanding welded parts for motor cycles. Their frames provide the core for BMW's latest line of models, the R Nine T, F 800 GS, C 650 GT, S 1000 XR, Ducati's Diavela and xDiavela and the KTM two-wheelers.

LTH Castings Products in Tesla

The company LTH Castings operates in the area of complex, mechanically processed custom-made aluminium castings.

Their parts are present in practically all European vehicle makes. They directly supply practically all the lines of engines and transmissions for Mercedes and BMW. Apart from exceptional cases, they are the sole suppliers. They are also present further afield, with parts also installed in Tesla cars. They have also been successful with system suppliers such as Bosch,

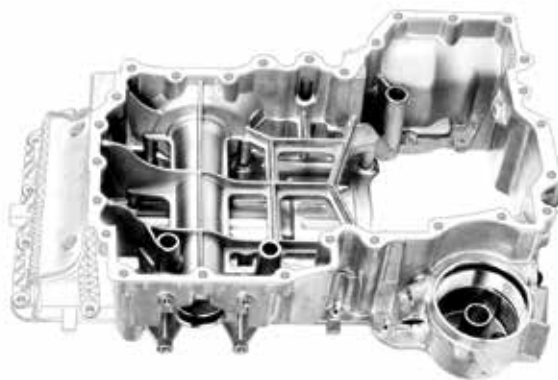


Photo: LTH Castings

Continental and Wabco, involving steering mechanisms, housings for electronic components and brake parts. In 2013 they were the first casting company to receive the Daimler prize for the global supplier of the year.

Currently they are working on a series for the new Mercedes engines, the housings for advanced differentials on four-wheel drives for Mercedes and BMW, coolers for electric drives and very complex components for automation of the transmissions on goods vehicles.

**LTH products
are installed in
Tesla cars.**

Unior Involved With First Project for Porsche Electric Vehicle

In 2017 the Unior company became involved through its range of forgings with the first project for an electric vehicle at Porsche, they supplied the first samples for the electric vehicle from the VW group and secured the manufacture of new parts (connecting rods) for private vehicle engines for the customer JLR.



Photo: Unior

Their products in this range place them among the major suppliers of forged car parts for the biggest car makers, specifically Volkswagen, Audi, Škoda, Porsche, Bentley, BMW, Ferrari, Renault, Dacia, Hyundai, Kia, Jaguar, Land Rover and Volvo. Their line of products is also installed in hybrids, and they are trying to establish a presence in the new generations of fully electric vehicles. In the future they will also be focusing on forging aluminium.

Their main customers for the mechanical equipment range are Volkswagen, Audi, BMW, Renault, Dacia, Peugeot, ZF, Lemförder & ZF Lenksysteme, Volvo, Bosch Siemens Group, Daimler, Jtekt, GKN, ArvinMeritor and General Motors.

Alfastreet Marine: New Standards in the Nautical Sector

Alfastreet Marine boasts the niche production of vessels. Their Energy 18 and Energy 23 vessels are blazing new trails in the nautical sector and are setting new standards. They meet the highest standards of safety, holding the CE certificate for category B.

The most attractive and recognisable property of their vessels is the hydraulic hard top roof of carbon fibre, with side sliding doors. Via the remote control, effective at up to 30 metres, the roof can be closed – as on a convertible car – in just over 30 seconds, rendering the boat completely protected from all external forces.

Alfastreet Marine vessels are plying waters today in Slovenia, Italy, Austria, Hungary, Switzerland, Germany, Spain, Denmark and the UK.



Photo: Adient

Adient's Head Rests Win Over Volvo

Adient of Slovenj Gradec has started up cooperation with the car manufacturer Volvo, for which it is making products such as head rests, the inner linings for the space between the back seat and mudguard and arm rests.

Their products are aimed at cars in the mid to high-end sectors.

TPV Have Their Own Automated Guided Vehicle

TPV is developing a range of high-technology chassis and car body products for premium automotive customers (BMW, Volvo, Daimler and more). In this they are developing comprehensive solutions in the area of Industry 4.0.

As part of this they have developed their own automated guided vehicle (AGV), the TPV Optimatik 160, whose key advantages are the superlative central control system and the actual dimensions



Photo: Alfastreet Marine

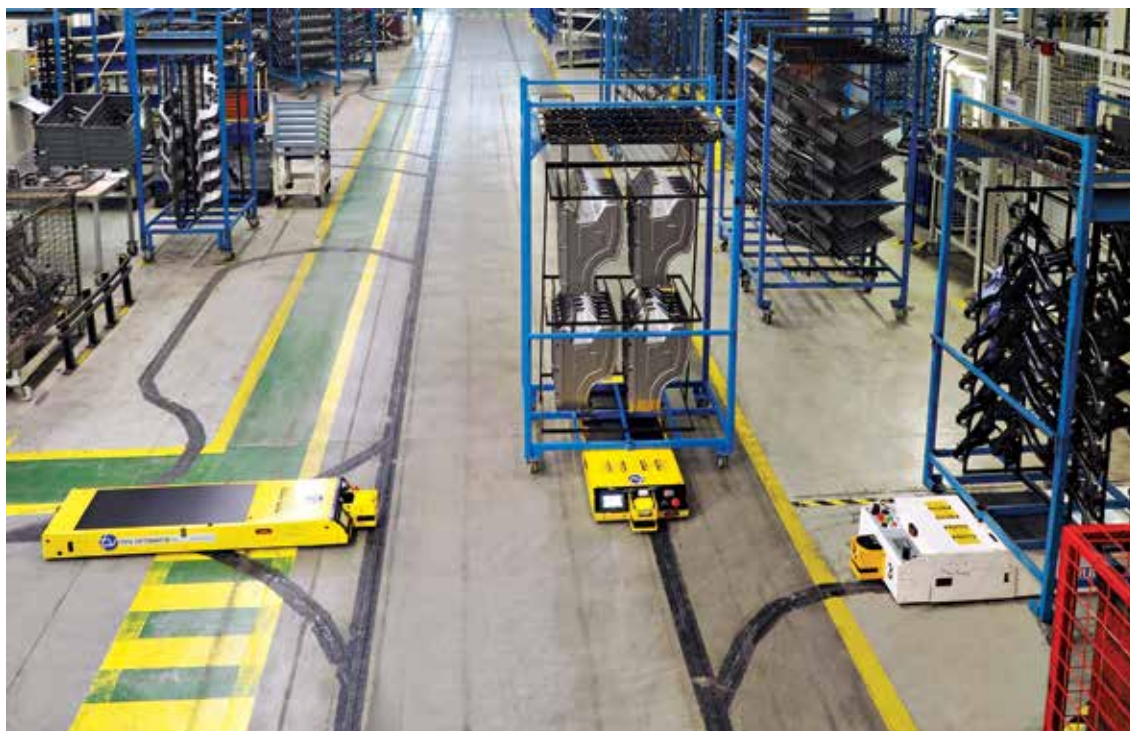


Photo: TPV

of the vehicle. This is the only vehicle on the market that is sufficiently low and narrow to avoid the need for adaptation as on standard production vehicles, which significantly reduces the cost of introducing the system.

GKN Driveline Developing Drive Shaft for New Customer

The company GKN Driveline is currently developing a drive shaft for a new customer that will start up production of cars in Central Europe. In addition to drive shafts, they also have their homokinetic joints

and tripods of various types and sizes installed in distinguished makes of car.

In the past year they have placed new drive shafts on the market for Jaguar Land Rover and Ford private vehicles, and new components designed for the assembly of drive shafts in affiliated companies for well-known European car makers such as Mercedes and Volvo.

Revoz Begins Electric Vehicle Production

Last year Revoz, which is owned by the Renault group, started production of the electric vehicles Smart forfour EV and Clio IV. These two models joined the Twingo and Smart forfour, which have been made there since the end of 2014. The company is now making efforts to secure a new project, the production of a new model or models that will follow the current ones.

GKN Driveline has developed and supplied new drive shafts for Jaguar Land Rover and Ford.



Photo: GKN



Photo: Renault



Photo: Adria Mobil



Photo: Adria Mobil

Adria Mobil's prestige motor home series Supreme edition offers the latest advancements in leisure vehicles.

Adria Mobil: Prestige New Series of Motor Homes

Adria Mobil, which since last year has been owned by the French group Trigano, has developed five key new features for the 2018 product season. They have comprehensively overhauled the Action caravan, and have completely redesigned their best-selling Coral motor home series. Functionality has been enhanced with an exceptionally useful double floor, while the double skylight and high standing room provide an outstanding feeling of spaciousness.

For the new season they have also developed a special prestige series of motor homes – the Supreme edition. Here they point out the silver aluminium body with Adria's superlative Complex body design, complete with Alde hot water underfloor heating.

Glamping Tents Being Sold in Japan

The completely new MLine series of mobile homes, glamping tents and One stop shop services are features that Adria Dom wish to highlight. The new MLine represents a new generation of mobile homes in the higher-mid price range. The product line boasts a new design and more efficient use of space.

They have been sold in new markets such as Spain, Sweden and Japan. For the next season they have

produced the new Safari Loft model, a tent with a spacious upper storey and balcony.

The One stop shop concept means that Adria Dom offers comprehensive services from concept, advice and selection of products, final product for resort or campsite, to marketing accommodation via the Adria Holidays brand. The final product is Adria Village. In partnership with Terme Olimia, Adria Village was the recipient of the prize for the best glamping resort of 2017 in Slovenia.

Tourism is experiencing a boom, and the company is feeling this, given that their products are present in the Scandinavian markets, in Spain, Portugal, Germany, Austria and Greece. In the coming year they will also be offering the modular Alpine home, designed for year-round stays. This is a prefabricated, fully equipped and energy-efficient home designed both for private individuals and for accommodation capacities at various types of resorts up to 2000 metres above sea level.



Photo: Adria Dom

CUSTOMS PROCEDURES NON-STOP

24/7 All kinds of customs procedures, 365 days a year

Our company, with 25 years' practical experience and a team of 46 professionals in logistics and customs operations, offer the following services:

- All kinds of customs procedures, including single authorisation for simplified procedures (SASP) 24 hours a day, 7 days a week (IM, EX, T1, T2L, etc.)
- Branch offices in Gruškovje/Macelj, Obrežje/Bregana, Port of Koper and Novo mesto
- Organisation of national and international transport (rail, road, sea and air)
- Warehousing. In cooperation with the Port of Koper, we offer warehousing for import, export and transit goods in open and closed spaces within the Port of Koper economic zone.
- Administrative services. Customs and tax representation, organisation of inspection controls, consulting in the classification of goods in the Combined Nomenclature, submission of reports to the EU system INTRASTAT.

Why RCM d.o.o.?



RCM d.o.o. has obtained the latest ISO 9001:2015 quality management system certificate. ISO 9001 is the world's most widely recognised quality management standard and helps organisations to meet their customers' expectations and needs. As part of the ISO 9001:2015 certification process, RCM, d.o.o. engaged in a rigorous audit of its business processes.



Credit excellence, AAA class certificate
RCM d.o.o. is ranked among the top 4.2% of companies in Slovenia and has therefore been given the highest AAA credit rating.



Authorised Economic Operator (AEO) certificate for customs simplifications. **This certificate places the company in a more favourable position when using simplified customs procedures, and presents a lower level of risk in the risk analysis system.** The certificate allows the company to be identified as a safe and reliable partner in international trade and, as a result, to undergo fewer inspections during customs procedures.



We have obtained, from the Customs Office of Slovenia, **authorisation for simplified procedures** regarding customs formalities, which means faster customs procedures.

A **Freight Forwarder** is a Business Partner that **saves money and time.**



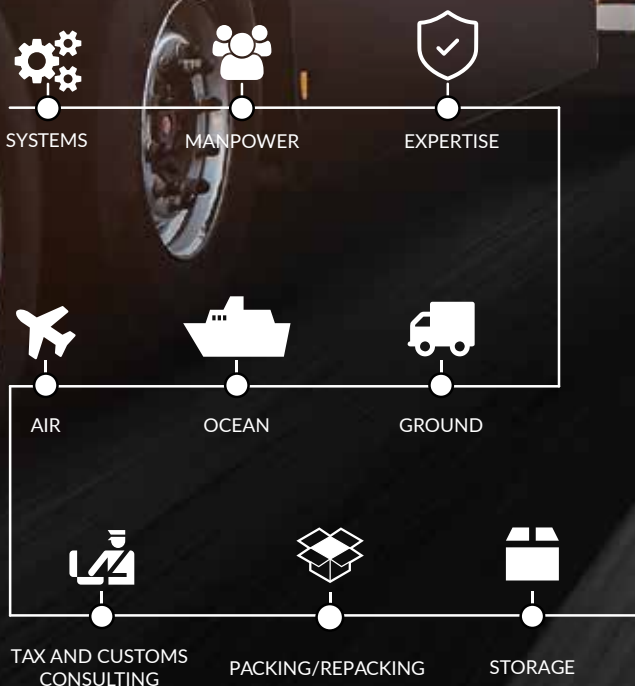
Freight Forwarding to Cut Logistics Costs

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A Fully Automated Home and Crystal Door Handles

The Slovenian-produced system will provide you with control over your home even when you are away.

Barbara Perko

Photo: Kolpa



Photo: Robotina

Robotina has developed HIQ, the third generation of a house automation system, and all you need to operate it is a smart phone and the internet.

Robotina: Control Your House Through Your Telephone

Robotina has developed HIQ, a third-generation house automation system. Distinguishing factors of the system are a user-friendly application and a fast and reliable managing from both inside and outside your home. All you need is a smart phone and internet access.

The system records the home owner's presence or absence and acts accordingly if an unusual event occurs. The system also detects hazardous gas, floods, fire and other dangers. Your home is familiar with the arrivals and departures of its residents and accordingly adjusts the preferred activities based on the pre-set alarm.

Domel: A Motor Weighing Less Than 500 Gram Was Developed

Domel entered the hand blender market with its new product, the lightest in its category - a motor that weighs less than 500 grams.

Domel's motor is marked with an energy label from the vacuum cleaner industry and is used in products from brands such as Philips, Electrolux and Rowenta. In professional cleaning Domel has set a world standard with its wet vacuum cleaner; it satisfied the market segment leaders like Kärcher, Nilfisk, Lavorwash. Domel's EC compact motors are used in Rational's professional-quality ovens and lead in its segment of the global market.

Husqvarna and Stihl, the leading brands in the professional segment for battery-powered garden equipment and hand-held tools, both use Domel's high energy-efficient EC motors. Domel is the exclusive motor supplier for certain programmes for both. Furthermore, all leading European brands, such



Photo: Domel

as Mercedes, BMW, and others, are equipped with Domel's engines and components for the automobile industry.

Gorenje's Smart Kitchen Assistant Will Help You With Recipes

Last year, Gorenje premiered the new generations of Gorenje and Asko household appliances. Asko introduced the Connect Life line of connecting appliances and a smart kitchen assistant that helps you with recipes and such by using voice commands. Gorenje's IQ smart induction hub is equipped with IQ smart sensors that automatically adjust the hub's functioning.

The newest generations of Gorenje's fitted refrigerators are based on the technologically advanced NoFrost platform. It adapts to the user's habitual behaviour and creates a micro atmosphere in the appliance that mimics the natural rhythm.

The new Gorenje WaveActive washing and drying machines guarantee perfectly washed and dried laundry with minimal wrinkling and at the same time maximum energy efficiency.

Asko, a high grade brand, has also developed dishwashers with a special programme for highly sensitive crystal glasses.



Photo: TEM Čatež

TEM Čatež: Turn the Light On and Off Without Contact

One of the innovations that TEM Čatež is introducing is TOUCHLESS, a contactless switch. Another innovation is the MODUL MANAGER switch and outlet configurator, which can be used by both electrical installers and end users for easy inventory and selection.

The most popular and well-known is the MODUL switch and outlet modular system. The system is used in the Pullman Bercy Hotel in Paris, Privo Hotel in Romania, Adria mobile homes and Elan sailboats.

Turna: Gaskets and Hinges for Miele, Gaggenau, Panasonic, and Sharp

Under the XTurn brand Turna developed the first fully adaptable solution for soft oven door opening and closing in the segment for appliances with door weight over 20 kilograms. XTurn hinges are used in products from Gaggenau, Gorenje, Panasonic, Vestel, Sharp, Asko, Gram, Amica, Haier, and Termikel.

The company manufactures magnetic and non-magnetic gaskets TurSeal that are used in Liebherr products. The gaskets are also used in Miele, Gorenje, and Panasonic cooling appliances.

Gorenje introduced Anna, a chatbot that will help you when you choose Gorenje products.



Photo: Gorenje

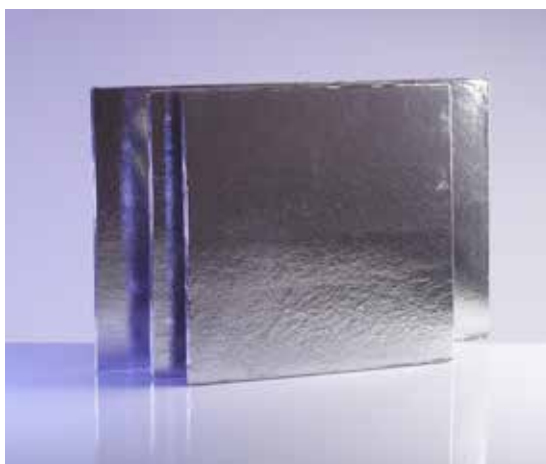


Photo: Turna

Turna is the first to develop a fully adaptable solution of soft oven door opening and closing in the segment of appliances with door weights of more than 20 kilograms.

The advanced insulating Turvac vacuum insulation panels are supplied to Bombardier, the world-renowned train manufacturer. These panels are also fitted in Gorenje, Panasonic, and Vestfrost refrigerators and freezers, as well as in high-quality thermal packaging for the safe distribution of temperature-sensitive materials, such as Topa. Turna also manufactures heaters fitted in Gorenje, Panasonic and Mora products.

The Kerrock material, known as the material of the future, is used by global manufacturers such as Nike, Sony, and BAT.

Kolpa and the Freestanding Bathtub Trend

Under the brand name Kolpasan, Kolpa developed freestanding bathtubs that come in different colours.

The visibility of the Kerrock brand is increasing in local and global markets. The Kerrock material, known as the material of the future, is used by global manufacturers such as Nike, Sony, and BAT. The Kolpasan Premium programme has sparked interest of the entire sanitary industry.

The Rogaška Glasses in the Intercontinental Hotels Group

Rogaška Glassworks had a successful breakthrough – the Omega collection has been expanded for the use of the Rogaška crystal ware in the Intercontinental Hotels Group.

Lately, the development of »unusual« crystal products has been on the rise. Among the most impressing are the Hansgrove prestige faucets, whose crystal body and spout was developed by Rogaška. In cooperation with the Slovenian company Pirnar, Rogaška is developing a crystal door handle. Rogaška also produces a crystal chandelier and table lamp series for Waterford, the largest crystal provider in the world.

Collaboration with top designers, one of them being the renowned French design agency De Bachmakoff, led to the development of the HighGlass perfume collection.



Photo: Steklarna Hrastnik

Steklarna Hrastnik: A Perfume Bottle Collection

Steklarna Hrastnik has entered the perfumery and cosmetics market segment. Collaboration with top designers, one of them being the renowned French design agency De Bachmakoff, led to the development of the HighGlass perfume collection.

Some of Steklarna Hrastnik's customers from the field of special glass packaging, table glassware and lighting glass are Hennessy, Heineken, Villeroy&Boch, Sainsbury's, Bacardi Martini, RZB, Northern Lighting, Lightyears, XAL, Robers, Axo Light, and others.

Kovinoplastika Lož: Sinks in the Renowned Nobilia Kitchens

The past year has seen the introduction of new models of non-rust sinks in combination with toughened glass worktop in different colours, as well as high-quality composite material sinks. Alveus kitchen sinks and taps are part of the sales programme in King Fisher and Leroy Martin retail chains and are fitted in the renowned Nobilia kitchens. The company manufactures components that are fitted in Rational professional kitchen equipment and component parts for the automobile manufacturers Audi and Porsche.

Currently, a concept from Custom Shop is being set up where customers will be able to design their own washing station and choose various metal hues of the sink, a water distribution system and Mix & Match kitchen taps.

Kovinoplastika Lož emphasizes top products such as the D25 door locking system, and the Comfort automatic door locking system, which is currently being developed. When the door closes, it locks in six points. This improves the sealing and reduces heat loss, which consequently lowers energy costs.

Photo: Kovinoplastika Lož

Three Innovative Systems Developed by Danfoss Trata

MVC motorised control valves, combined pressure and flow control regulating valves (ABQM, AVP, AFP, and others), balancing valves (ASV), and temperature regulating valves are all Danfoss Trata products that are used in products of strong global brands.

With the new Virtus solution, three innovative systems were developed to improve the functioning of the district heating system. iNET is a solution that balances the district heating network, the iSET innovation eliminates temperature fluctuations in a building with district heating, and the Dynamic Damping innovation adapts the water quantity that enters the pressure actuator. The products are more compact, have better flow, and deviate less from the pre-set values than the solutions up until now, and they also have two additional intelligent functions.

Skaza: Environmentally Friendly Picnic Puzzles

Skaza launched a global innovation on the market with its Pick & Go. Pick & Go is a unique model, an innovative picnic puzzle that introduced a completely new category of EcoBiB Outdoor leisure products to the market. The label marks environmentally friendly products made from advanced biodegradable plastic.

Last year, the company began to cooperate with one of the largest office supply manufacturers. For



Photo: Skaza

more than 25 years, the company has been working with the most renowned global brand from the furniture industry and leisure and home products.

It also specialises in large component spraying, head and arm rest mechanical components, various internal components, head and tail light housing for the automobile industry and plastic product housing for the electronics industry.

An Innovation for Pets

Paloma has added Pro Pet towels for pets to their range of products. The company produces Car Box tissues, designed especially for use in the car.

The »away from home« lines Paloma Care and Paloma Professional are intended for large consumers.

Skaza launched Pick & Go on the market, an innovative picnic puzzle.



Elten, d. o. o.

Gasilska pot 3,
1230 Domžale, Slovenia
T: +386 1 721 16 68
E: elten@siol.net
W: www.elten.si

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Going on Holiday Has Never Been This Easy

Photo: Styler

A chatbot that finds information for you on ferries, an app that gets you to the airport, software that optimises your business, and an app for healthy living.

Barbara Perko, Žiga Kariž

The Styler company has developed a chatbot that teaches about Bitcoin.

Chatbot Developed for Ferry Timetables

The company Styler has developed the Trajekto app, which enables the display of timetables for selected ferry routes to Croatian islands based on interaction between the user and a robot. The key advantages of the chatbot compared to searching for information online are the notably shorter search times, a clearer and more user-friendly system and all the information in one place.

The pilot project will be properly adjusted by the time of the coming summer season. They plan to also have Trajekto available in English, German and Italian. In the future they want to offer it to other tourists holidaying on the Croatian coast. And of course they do not intend to limit it just to neighbouring Croatia. Their aim is to create a universal chatbot for ferries that operate in countries such as Italy, Greece, France and Spain.

The company is already developing new useful chatbots for numerous Slovenian companies that will then be able to offer customers in one place the necessary information about the company, products or services. They have also developed KriptoBot,



Photo: Styler

which provides information on the latest values of more than a thousand world cryptocurrencies. They also highlight the chatbot for the newspaper publisher Delo, the chatbot that sends current information on Slovenian roads and chatbot that provides education on Bitcoin and sends out the latest value of that cryptocurrency.

Cash Registers for South Korean Retail Shops

Thanks to the Mikropis service Selfshopping, customers in Slovenia can shop in a way that is different from what they are used to. While shopping in a store they can rack up items then just pay for them upon departure. Another step forward is in-store shopping with a mobile phone, including navigation around the store.

The most recognisable Mikropis products are the self checkouts in shops, touch-screen checkouts in shops and catering establishments, mobile payment, marketing and notification services, mobile loyalty programmes and other mobile apps.

In 2016 they brought their self-service checkout registers to the Chinese market, where one of the local chains operates seven stores with their system. They are also cooperating with the biggest South Korean retailer E-mart, which owns 300 hypermarkets. Three of their stores have already introduced self checkouts.

The company has established an official partnership with the Mayo Clinic, with which it is cooperating through the healthy living system 24alife. This involves numerous programmes that contribute to improving a healthy lifestyle. Their 24alife system is also used at the TATA conglomerate in India, and collaboration is being developed with Dubai Silicon Oasis.



Photo: Mikropis



Photo: GoOpti

GoOpti Linked to Airlines Emirates and Qatar

GoOpti is developing its own solution for managing on-demand mobility in smart communities, and through software interfaces it is also linking up with external partners and digital platforms. The company has put out a mobile app with which travellers can book GoOpti transport in a very quick and simple way. They have established an important partnership with the global Amadeus reservations system, which brings together close to 700 airlines, more than 87,000 establishments and 30 of the biggest rent-a-car companies across the globe. As part of this system they are also planning a link with the airline Emirates.

They are also operating in the Italian market in connection with the airline Qatar, and in Spain with the Rico bus company of Cadiz, which has been present in the Spanish market for more than 50 years.

GoOpti has developed a mobile app with which travellers can book transport in a very quick and simple way.

NIL Helps Optimise Global Telecom Operators

As a system integrator NIL is involved principally with linking together the technologies of various manufacturers into powerful IT systems that offer customers more efficiency and safer transactions, simplify processes and optimise costs. Last year they were involved mainly in the automation and simplification of managing large business networks and information structures.

They are present both in manufacturer solutions and in user solutions. On the producer side their main partners are the American corporations Cisco and VMware. The company is collaborating with them in the area of advanced network technologies, and with users they are breaking new ground in the markets of

Mikropis has established an official partnership with the Mayo Clinic, with which it is cooperating through the healthy living system 24alife.



Photo: NIL

NIL has helped the companies Orange Business Services, Deutsche Telekom and Telecom Italia to plan and optimise their networks.

Central Europe in the area of advanced approaches in building data centres and computer clouds. NIL is also the main global partner of Cisco for that company's training programme.

The users of their systems are leading global telecom operators such as Orange Business Services, Deutsche Telekom and Telecom Italia. NIL has helped them plan and optimise networks through which they provide services for several hundred million users. Users also include leading regional banks, insurance companies, pharmaceutical companies, health institutions, universities and global institutions such as the World Bank.

SRC Systems Used by Adiko banka, Kolektor and A1

The company SRC has placed on the market the modern business system platform SRC Next, which brings together all key systems in one place. It offers a simple, understandable and intuitive interface that is able to show just those data, documents and functions that users actually need in their work. It offers users information and documents also depending on the location they are in at that moment. Their CRM and DMS systems and digital banking platform are used by companies such as Velux, Adiko banka, Kolektor and A1.

In the area of infrastructure they offer communication solutions, data storage systems, server solutions and comprehensive Data Centre systems. They enhance the products of partners, which include HP, Cisco, Microsoft, IBM and Palo Alto, with their own services and in this way offer systems especially adapted to client needs. A part of their services involves the construction of private clouds and the provision of cloud services in the form of IaaS and SaaS.

Customers Include Hilti, Sandoz, Axalta

Agitavit Solutions is a company specialised in systems for operations with business partners and managing the lifecycle of products, product information systems, 3D modelling, personalisation of products and services in the area of the internet of things. Their track record involves projects to introduce intranets and web portals, project management, advanced analytics and identity management, while they also offer Agitavit eHRM, a product that supports human resources processes.

Their biggest customers include Hilti, Sandoz, Axalta and Bayerische Versorgungskammer, and they also cooperate with the companies A1, GEN-i, Hidria, Kolektor, Krka and Telekom Slovenije.

Part of the services of SRC involves the construction of private clouds and the provision of cloud services in the form of IaaS and SaaS.



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Health and Wellbeing



Photo: www.slovenia.info

Excellent cuisine, top-quality tourism, supreme wellness. From food products to products for body and spirit. Even the most discerning guest can find something appealing in Slovenia. Nature has provided the foundation, and the hospitality sector has succeeded in improving on it.

Andreja Lončar

Land of Green Luxury

»At Kavarna Park, with the best view of Lake Bled, you can try the original Bled cream slice.«

Ana Praprotnik, Sava Turizem

Do you picture a luxury holiday at a five-star hotel with the finest cuisine and a wealth of wonderful services? Or would you prefer a more active break in the great outdoors, and the time to relax that is so hard to find in the rest of the year? In either case Slovenia has something for you.

New in Ljubljana: Skyscraper Relaxation

The five-star InterContinental, the only hotel in this category in Slovenia's capital, opened its doors last year.

Part of an international chain with 100 million members, one of the hotel's highlights is its wellness, fitness and relaxation centre on the 18th floor,

according to Saša Zor, Head of Marketing. »Here guests can enjoy the pool with its view of Ljubljana Castle while being served champagne, or put themselves in the hand of our experienced team of physiotherapists and masseurs,« she says.

The hotel's executive chef is Alfredo Russo, who runs Michelin-starred Dolce Stil Novo in Turin. Ms Zor continues: »B, our restaurant on the 20th floor named in tribute to the Carniolan bee, is a real culinary attraction. The concept and the menus are the creation of Michelin-starred chef Alfred Russo, who brings Italian charm while making use of local ingredients.«

The new hotel aims to balance international standards and know-how with local authenticity, safety

and domesticity. To this end a concierge service is provided for hotel guests, able to direct them to Slovenia's hidden corners and to recommend unusual activities that they might enjoy.

Museum of Eavesdropping Coming Soon to Postojna

Postojna is an area renowned for its extensive limestone cave system, part of which is the world-famous Postojna Cave, with its indigenous human fish. Less than a hundred metres from the entrance to the cave stands the renovated four-star Hotel Jama, which combines superior rooms with fine cuisine, with guests even able to request gold cutlery.

In addition to the regular tours of the cave, customised packages can be organised for smaller groups. »With special caving equipment guests can visit parts of Postojna Cave that otherwise they couldn't see, and have a chance to practise their caving skills and experience an unspoilt environment in a particularly primal way,« explains Sabina Paternost, from Postojna Cave's PR department.

She adds that they have expansion plans: from night tours of Predjama Castle, to dining in the dark, and ghost hunting. Some of these are already up and running, while others are still in the design stage.



Photo: InterContinental Ljubljana

»On the 18th floor, guests can enjoy the pool with its view of Ljubljana Castle while being served champagne.«

Saša Zor, Hotel InterContinental



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»We have many innovative products in the pipeline: night tours of Predjama Castle, a museum of eavesdropping, dining in the dark, and ghost hunting.«

*Sabina Paternost,
Postojna Cave*



Photo: Postojnska Jama

A secret bugging room used by the Yugoslav political leadership in the seventies was discovered during the renovation of the hotel, and now there are plans to open a museum of eavesdropping.

Around Triglav National Park by Lipizzaner

With its postcard-perfect island and church, Lake Bled is one of the best-loved and most recognisable tourist destinations in Slovenia. Sava Turizem's Grand Hotel Toplice offers guests wellness services, fine cuisine, and a private beach on the lakeside. It also rents out wooden boats for a romantic trip to the island.

Bled is also making a name for itself in a new luxury service, glamping.

Guests can indulge in rafting, river tubing, Lipizzaner horse rides in Triglav National Park, hot-air ballooning and canyoning.

You can visit the renovated Rikli Balance Hotel (formerly known as Hotel Golf) in Bled, which opened its doors in March this year. The hotel has been renamed, using a new concept and design to bring to life local traditions and the story of Arnold Rikli, a Swiss healer who established a natural healing resort in Bled in 1854, explains Zala Praprotnik, Sava Turizem's head of PR. According to Praprotnik, the Rikli Balance Hotel will enchant you with its respect for local traditions and by promoting a healthy lifestyle. Designed in a contemporary style, the hotel features rooms that tell stories of the Carniolan honey bee, honey dough hearts, Gorenjska embroidery, spruce from the nearby Pokljuka mountains and Arnold Rikli himself. In combination with brand new gastronomic services, thermal pools and wellness treatments, the hotel is a great choice for a private or business break.

Lipizzaner horses are distinguished by their beauty, proud bearing, persistence and teachability, which is why they are bred for »high school« dressage riding. They first began to be bred on Slovenian soil in 1580, and were first trained at the Lipica estate (Lipica stud farm today) around that time.



Photo: Depositphotos



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»Many of our guests want specific things, like sunset rides, and on-board dinners with fine champagne.«

Anja Kovačič, Istrabenz Tourism



Photo: LifeClass

A Massage for Two on the Coast

Istrabenz Turizem owns six LifeClass hotels in Portorož, the most cosmopolitan part of the Slovenian coast: the Hotel Slovenija, the only five-star among them, the Grand Hotel Portorož, the Riviera, the Apollo, the Mirna and the Neptun.

»Our hotels offer prestigious wellness and 14-day diet packages,« says Anja Kovačič of LifeClass's PR department, adding that they actively support local producers.

Terme Portorož offers a variety of massage styles, including Thai, Ayurvedic, and salt and brine massages using sea salt from the nearby Sečovlje salt pans. They also have massages especially for couples.

Guests can take a boat ride along the Slovenian or Italian coast, plane rides, or shopping trips to Venice.

Šmarješke Toplice, according to Ms Zidarič. The five-star hotel at Otočec Castle is ideal for entertaining, for events such as weddings, for lovers of fine cuisine, and for business. It has been a member of the Relais & Châteaux family since 2010. There is a 75-hectare golf course close to the hotel, which attracts most visitors from neighbouring countries, the USA and Germany.

More than a thousand guests enjoy dieting and detox at the Šmarješke Toplice resort each year. »Doctors, nutritionists, trainers, therapists and chefs work together to give each guest the knowledge and motivation they need,« explains Ms Zidarič.

»More than a thousand guests enjoy dieting and detox at the Šmarješke Toplice resort each year. Doctors, nutritionists, trainers, therapists and chefs attend to each guest.«

Andreja Zidarič, Terme Krka

Detox at the Spa

Terme Krka combines the spa resorts of Dolenjske Toplice and Šmarješke Toplice, hotels in Otočec with one of Slovenia's best-known castles and an attractive golf course, and the Krka, a business hotel in Novo Mesto. Talaso Strunjan, a resort on the Slovenian coast, is also part of the group.

»We were the first in Slovenia to offer guests wellness programmes with medical support to help overcome lifestyle diseases and other problems,« says Andreja Zidarič of Terme Krka's PR department. Guests can enjoy healthy yet delicious cuisine, and an expanding range of sports services and programmes, particularly for lovers of tennis and golf. Conferences are also a growing market.

Discerning guests from inside and outside Slovenia are keenest on Otočec Castle, the Hotel Balnea in Dolenjske Toplice and the medical detox and diet programmes at the Vitarium Spa & Clinique in



Photo: Terme Krka

Maribor – the city with the oldest vine in the world

Maribor – Slovenia's second-largest city – is an important university city and an economic, financial, cultural, commercial and tourism centre of north-eastern Slovenia. It is a charming city with deep cultural and historical roots stretching all the way back to the Middle Ages. It is also home to the oldest vine in the world, growing and bearing grapes in the very heart of the city. The city's location at the intersection of major European routes is marked by remarkable natural characteristics, lying as it does between the green forests of the Pohorje range, sunny wine-growing hills and the Drava river basin.



Photo: Domen Gregel

MARIBOR, European Capital of Culture 2012

Maribor takes pride in a unique and top-class city culture. By becoming the European Capital of Culture 2012, it earned its place on the European map. Culture is deeply involved in the city's daily life, and the city is a venue for numerous top-level festivals, such as:

- the famous Lent Festival (June 2019),
- the wine and culinary Old Vine Festival (October 2019),
- the Maribor Theatre Festival – Slovenia's most important theatre festival (October 2019), and
- the classical musical Maribor Festival (September 2019).

Several cultural centres give the city a lively pulse, while the remarkable artistic, cultural and historical treasures of its museums, galleries and exhibitions enrich the city's life.



www.visitmaribor.si

Photo: Jure Kralj

MARIBOR – home to the oldest vine in the world

The rich winemaking tradition of Maribor and Slovene Styria is both comparable worldwide and unique. The surrounding wine-growing region boasts many successful winemakers and wine cellars, with their stories receiving awards from all around the world. But it is only here, in the oldest part of Maribor, where the oldest vine in the world, the “venerable lady”, has grown and borne grapes for more than 400 years. It survived sieges by the Turks, several medieval fires, the merciless phylloxera, the bombing of the city and more. Today, the descendants of the oldest vine grow almost all over the world.

MARIBOR, European City of Sport 2018

Both hikers, cyclists and adrenaline seekers and people who just enjoy the wonders of nature, such as virgin forests, waterfalls and peat bogs, are fascinated by the green and picturesque surroundings of Maribor. In winter, the biggest Slovenian ski resort of Mariborsko Pohorje becomes a genuine city ski slope – you can even take a city bus from the city centre to the lower cable car station! Maribor is famous for being an excellent organiser of several international sports events, and this sports destination is also an idyllic place for training for top athletes.

Maribor in brief:

... Slovenia's second-largest city, the capital of Slovenian Styria.
 ... a city with a very favourable location at the intersection of major European routes.
 ... home to the oldest vine in the world, listed in Guinness World Records.
 ... a green city surrounded by the natural beauty of the Pohorje range and picturesque vineyard covered hills.
 ... European Capital of Culture 2012.
 ... European City of Sport 2018.
 ... a city of top-level international festivals.
 ... one of the cities with the most sunny days per year in Slovenia.
 ... a city in the immediate vicinity of the biggest Slovenian ski resort.
 ... a jewel of Slovenian tourism, hidden away from the crowds.



www.visitmaribor.si

Photo: Aljaž Sedovšek

Information:
TIC Maribor
 Partizanska cesta 6a, Maribor
 e-mail: tic@maribor.si
www.visitmaribor.si



Photo: Žito

Bread for China, Mackerel for the USA

»We want to strengthen our presence in Germany, Sweden and the USA, from where we receive a significant level of demand for Delamaris products.«

Petra Skok, Pivka
Perutninarstvo

Žito is setting up a site for tea production for the entire Podravka Group, which has owned it since 2015. Don Don has opened a new sliced bread production plant in Kragujevac in Serbia, from where it exports across the Balkans.

The food industry is betting on healthy pre-prepared food. In the desire to expand into foreign markets, the industry in Slovenia is investing in the modernisation of production and new lines.

Spelt, Buckwheat and Quinoa Are »In«

For several years now all firms in the food industry have been driven by the strong trend for healthy eating.

»We are bringing back old grains and pseudo-grains, such as spelt and other ancient forms of wheat, buckwheat, quinoa and amaranth, and are increasing the use of pulses and products made from organic produce. Development is focusing on reducing the use of allergens, and taking account of the healthy eating guidelines to reduce sugar and salt intake,« says Matjaž M. Dremelj, Head of Exports at Žito.

Žito products with improved nutritional value are also being developed as part of the European Food4Future project, in which 15 partners are involved. »One of our innovative products is spelt fillo pastry. Spelt is nutritionally balanced, and is thus growing in popularity with consumers inside and outside Slovenia,« adds Matjaž Dremelj.

Žito Targets Markets Outside Europe

Žito's best-performing export products are its parbaked range. »This primarily consists of various types of high-quality breads, the dough for which is produced at Žito's bakery in Slovenia, partly baked, then deep-frozen. The parbaked products are then exported, where they are finished at shops and service stations. The best-selling item in the foreign market is a buckwheat and walnut loaf,« says Mr Dremelj.

The firm focuses on the European market, which accounts for two-thirds of its sales. The largest export markets are Italy, Germany, Spain and Austria, but in the years ahead the target will be broader. »In the coming years we anticipate significant growth in Žito's exports to come from China, Russia and North America,« predicts Mr Dremelj.

»The new production line at Kragujevac is becoming a strategic centre for the production and export of sliced bread in the region.«

Maja Maroša, Don Don



Photo: Don Don



PRESAD

- 1955 -

PRESAD – TASTE OF NATURE

For more than half a century Presad has been engaged in manufacturing of high quality fruit and vegetable products.

The company has the following two production programmes:

retail food products (B2C) under the PRESAD trademark include fruit and vegetable juices and nectars, fruit syrups, spreads, flavoured waters and bake-stable fillings

industrial products (B2B) include products in the field of the food and soft drinks industry that are intended for direct use or further processing

B2B – products for dairy products

- fruit preparations where the proportion, type and shape of fruits are adapted to the requirements set by the producers of dairy products
- fruit-vegetable preparations in which vegetables are added to the fruit base enhancing the flavour as well as improving the organic value of the products
- non-fruit preparations based on cocoa, hazelnuts, biscuits and similar foodstuffs
- organic fruit preparations: we offer preparations with the BIO production certificate to all dairies with BIO products

B2B – products for ice cream production

- fruit pastes with the base from a specific type of fruit or with different types of food ingredients added
- non-fruit pastes based on cocoa, different nuts, biscuits and similar
- toppings and fillings (ripple sauces, variegato, topping) to enhance the flavour and appearance of ice cream
- fruit coatings
- fruit sorbets

B2B – selected fruit fillings and delicious spreads for use in bakery and confectionery

- fillings
- spreads
- bake-stable fillings, which are added before baking or cooking

www.presad.si

»We are bringing back old grains and pseudo-grains, such as spelt and other ancient forms of wheat, buckwheat, quinoa and amaranth.«

Matjaž M Dremelj, Žito

Don Don Bread for Athletes

The Don Don Group is highlighting Sosed, its seed bread, which has undergone a recipe change with the addition of more pumpkin seeds, and its protein bread, which has earned the right to be officially classed as a source of protein.

»Protein accounts for more than 17% of the total energy value. The product is aimed at everyone, but particularly sports enthusiasts and those with active lifestyles, who need protein to maintain and increase muscle mass and keep bones healthy,« says Maja Maroša, Head of Marketing at the Don Don Group.

Largest Sliced Bread Bakery in South-Eastern Europe

The Don Don Group has opened the largest sliced bread bakery in South-Eastern Europe, in Kragujevac in Serbia. From there it supplies markets in Croatia, Bosnia and Herzegovina, Montenegro, Bulgaria and Greece, in addition to Slovenia, according to Ms Maroša.

Ready-Made But Healthy

Keeping up with consumers who want healthy ready-made foods is a key development policy at Pivka perutninarstvo, which owns the brands of Pivka poultry products and Delamaris fish products.

Delamaris's main product is tinned mackerel dishes, with a high omega-3 content. The company is planning to expand its range with new flavours of mackerel and tuna salad, and shellfish.

In the poultry segment it is developing dishes that are seasoned in a baking dish and ready to grill or bake. Pivka perutninarstvo has held quality certification for several years now for chicken products with omega-3 fatty acids, and as a source of selenium.

Perutnina Ptuj has developed a new picnic range completely free of e-numbers and additives.

Delamaris Fish in the USA

Delamaris exports 59% of its production. Its primary market is Austria. It also exports to the USA, Australia and Russia. Poultry exports make up a fifth of the firm's sales. The most important export product is a special chicken salami, followed by chicken ham, chicken pâtés and chicken meat.

»We want to strengthen our presence in Germany, Sweden and the USA, from where we receive a significant level of demand for Delamaris products, and we want to expand our range of delicacies suitable for all generations,« says Petra Skok of Pivka perutninarstvo.

Perutnina Ptuj Brings the Poli Frankfurter to Foreign Consumers

Perutnina Ptuj has expanded the Poli brand into the frankfurter segment. Poli frankfurters, which are 90% chicken meat, currently the highest meat content in the frankfurter segment, have been on sale since last year in Croatia, Serbia, and Bosnia and Herzegovina. The firm is the leading producer of poultry-based food products in South-Eastern Europe, and is strengthening its exports to Austria, Macedonia and Romania, where it has its own retail outlets, and to the major markets of Switzerland, the UK, Sweden and Italy. Recently it has also focused on new markets in the Middle East.

Perutnina Ptuj has also developed a new picnic range, using carefully controlled technological processes to achieve the desired shelf-life and quality in products made with natural spices and flavourings. Its meat products for grilling are free of e-numbers and additives.

The firm received 25 gold medals and four silver medals for its meat products at the Agra 2018 fair, with the reduced-salt Pepe Party Mix product receiving a Quality Champion Award in the meat products category. Poli, the company's most recognisable brand name, received seven gold awards.



Photo: Deposiphotos



Photo: Perutnina Ptuj



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Photo: Krka

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New Drugs for Diabetes and Cardiovascular Disease

Drugs for treating cardiovascular diseases account for **47%** of Krka's sales of prescription drugs.

The corresponding figure at Lek is **25%**.

Slovenian pharmaceutical firms Lek and Krka generate the largest proportion of their sales through drugs for treating cardiovascular diseases. They also brought new products to market for other areas of treatment: Krka with drugs for HIV and diabetes, and Lek with drugs for systemic treatment of infections and diseases of the nervous system.

Krka registered nine new products in 17 different pharmaceutical forms and strengths in 2017. It also increased its presence on European markets with new registrations in the key group of drugs for treating cardiovascular diseases and HIV treatments.

It registered two peroral drugs for improving erectile function in men, a new analgesic for relieving moderate to serious pain, and new strengths of drugs for treating depression, generalised anxiety disorder, and diabetic neuropathy. According to Krka's PR department: »The new strength allows the drug to be delivered in a single capsule when larger doses are required for treatment. This makes treatment easier for patients.«

Lek offered new drugs or new forms for systemic treatment of infections, and for diseases of the nervous system, the cardiovascular system, the bones, the kidneys and the lungs.

Probiotics and Vitamin Supplements

The two firms are also strengthening their non-prescription ranges. Lek has brought new forms of expectorants and probiotics to market.

Krka registered two new products in the nutritional supplement range, one with magnesium and one with vitamin B2. Krka also obtained its first registration in 12 European countries for a new form of drug for treating the symptoms of chronic venous insufficiency in adults, and the symptomatic treatment of haemorrhoid-related problems in adults.

A Joint Venture to Break into the Chinese Market

Krka covers 70 markets, and primarily focuses on Europe. Its most important region, accounting for a third of its sales, remains Eastern Europe, most notably Russia, where Krka has a production base with two thousand employees. Here it makes two-thirds of its products destined for the Russian market, and thus has domestic producer status. This is a competitive advantage, as the Russian government is increasingly favouring domestic producers. A 2011 strategy predicts that Russia will achieve 90% self-sufficiency in the most important pharmaceutical categories by 2020. Krka will also strengthen its presence in China.

Best Sellers Are Drugs to Treat Cardiovascular Diseases

Krka's core business is prescription drugs, which account for just over four-fifths of its sales. Its largest markets are Russia, Poland and Germany. Drugs for treating cardiovascular diseases account for almost half its prescription drug sales, followed by products for treating diseases of the central nervous system (over 20%), diseases of the digestive system and metabolism (over 16%) and infections (over 5%).

Other important lines are non-prescription drugs (just under a tenth of sales), where the largest markets are Russia, Ukraine and Slovenia, and veterinary medicines.

Veterinary Medicines to Take on Russia, France and Germany

Krka is generating an increasing proportion of its sales through veterinary medicines. They now account for 5% of the group's total sales. The largest markets are Russia, France and Germany.

Last year Krka obtained market approval in 22 European countries for its anti-parasitic medication for the control and treatment of gastrointestinal parasite infections in cats, while in Kazakhstan it registered a new solution used to treat coccidiosis in various poultry species, and expanded its range of products for treating livestock.

Non-Prescription Drugs Make Up a Third of Lek's Sales

Lek does business in more than 160 different markets. Under the policy of the owner, Novartis, there is no disclosure of which markets are the most important.

Lek's core business is also prescription drugs, which account for around two-thirds of its sales, most notably drugs for treating cardiovascular diseases. They account for a quarter of its sales in the segment, slightly more

Pharmaceutical Firms With Billions Revenue

Lek and Krka are both among the largest Slovenian firms and exporters. Krka's annual revenues at group level are around EUR 1.2 billion, and it employs a total of 12 thousand people. The Lek Group is owned by the Swiss pharmaceutical giant Novartis, and employs 3,600 people, who generate EUR 1.1 billion of revenues annually.

The two producers of generic drugs generate the majority of their revenues through prescription drugs, although non-prescription drugs make up an increasing proportion of sales. The veterinary medicines segment is also growing in importance at Krka, although it remains small as a proportion of total sales.

than drugs acting on the nervous system (22%) and drugs for systemic treatment of infections (16%).

The largest increase in sales over the last five years were in drugs for diseases of the blood and blood-forming organs, drugs that act on the nervous system, and drugs for lung diseases. In all segments the increase in sales was attributable to new drugs, according to Lek.

Demographic Challenges and New Technologies

According to Krka, one of the greatest future challenges facing the pharmaceutical industry is the aging population.

Other challenges include rising prices of raw materials, food and energy, better-organised virtual interest groups and the computerisation of healthcare.

The wind of change was also felt in the production process, where new technologies are growing in importance. Krka devotes particular attention to biotech and nanotech. »Our activities focus in particular on products for treating diabetes, namely recombinant insulin, and products for treating autoimmune diseases,« says Krka.

Non-prescription drugs account for **10%** of sales at Krka.

The corresponding figure at Lek is **31%**.



Photo: Lek



Photo: Slovenske železnice

Projects That Will Benefit All of Europe, Not Just Slovenia

Slovenia has infrastructure projects in progress that will have a beneficial impact on the wider European space.

Barbara Perko

A second track will increase net capacity on the existing Divača to Koper line by 27.7 million tonnes per year.

Right now the most important business trend in logistics is just-in-time inventory management, which allows inventories to be minimised and procurement costs to be reduced.

The just-in-time principle is also vital to the Port of Koper, which is one of the most internationally successful operators in its sector. Its customers all apply this principle, and the productivity of the port and the efficient functioning of the entire logistics chain are of vital importance.

The largest investment is earmarked for the expansion of capacity, which should allow an annual throughput of 1.3 million TEUs by 2020.

New RMG cranes were procured for the container terminal, and new multi-purpose warehousing was assigned in support. The execution of the most important project, the extension of the maritime container terminal, still lies ahead.

Up to 43 Million Tonnes of Freight on the Second Track

One of the most important infrastructure projects in Slovenia, which will have a direct impact on the Port of Koper, is the construction of a second track on the Divača to Koper railway. The second track will play a vital role in Slovenia's economy, and in those of countries further inland. Slovenia's infrastructure ministry is highlighting that this will increase capacity on the logistics corridors that cross Slovenia, and improve the access to Koper for businesses in Slovenia and in neighbouring countries.

Net throughput capacity on the existing Divača to Koper railway is 17.7 million tonnes per year. A second track will increase this by 25.7 million tonnes, giving a total net capacity of 43.4 million tonnes of freight per year. According to the ministry, the Port of Koper's forecasts suggest that 35 million tonnes of freight will be carried by 2030.

Construction of the second track is scheduled for completion by the end of 2025.



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- arranging transport
- other accompanying haulage activities





Photo: Depositphotos

Slovenske železnice is rapidly developing an advanced, integrated business model to deliver transport services faster and more effectively.

More Railway Upgrades

Another priority identified by the infrastructure ministry is the modernisation and upgrade of the Slovenian railway system, most importantly on the main European corridors. This will provide for improved flows and increased transport capacity, and will reduce journey times and maintenance costs. Two projects are scheduled for completion in 2019: the Pragersko hub upgrade, and the upgrade of the Poljčane to Slovenska Bistrica line. The Zidani Most to Celje line is scheduled to be upgraded by 2020, while the installation of ERTMS/ETCS on the Dobova to Zidani Most and the Pragersko to Maribor to Šentilj sections of the mainline is expected to be completed by 2023.

Up To 20 Million Passengers Per Year

These upgrades are of huge importance to Slovenske železnice (SŽ), Slovenia's rail operator. SŽ's key strategic objectives in passenger and freight transport are to carry 20 million passengers a year on new, advanced trains, and to become the most competitive freight carrier from northern Adriatic ports to central Europe, all by 2023.

SŽ's business partners include major firms from all over Europe.

SŽ-Tovorni promet, SŽ's freight subsidiary, is already operating in Austria and Croatia. It intends to strengthen its regional presence by operating independently on foreign markets.

SŽ-VIT, which provides maintenance for wheelsets, freight wagons, and electric and diesel locomotives, and technical services for rolling stock, is also highly successful outside Slovenia.

SŽ is predicting the shared use of different modes of transport, saying: »In the next few years the rail sector can expect to see more intensive cross-border link-ups in passenger services, links between travel by train and car-sharing and carpooling services, and the integration of all forms of transport: trains, buses, cars, cycling, etc.«

One of the most important new developments in rail transport is the purchase of advanced trains, which will begin running on the rail network in Slovenia in just under two years.



Photo: Slovenske železnice



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Photo: Depositphotos

Slovenia is the first European country that switched to electronic toll collection in free traffic flow for vehicles with a maximum weight of more than 3,500 kg.

DARS as the Trailblazer in Europe

Slovenia is the first European country that switched to electronic toll collection in free traffic flow for vehicles with a maximum weight of more than 3,500 kg, from the previous system of toll stations with barriers where passage was only allowed after payment of the toll. No European country has yet removed its barriers and installed an electronic system. The toll collection system uses microwaves at a standard frequency of 5.8 GHz. Under the new toll collection system, heavy goods vehicles are passing through portals installed above motorways and expressways along the entire motorway network.

The toll collection system was activated on the 1st of April.

Three Key Projects on the Roads

The infrastructure ministry has announced that the Draženci to Gruškovje section of motorway will be fully completed this year. Two other major projects have also been greenlighted. The infrastructure ministry signed an agreement confirming the third development axis to be a priority project for national road infrastructure. The acquisition of land and the production of the project documentation for the construction of the northern and southern parts of the third development axis are currently in progress. The construction of a second tube in the Karavanke tunnel is coming soon, for which European funds and the building permit have been obtained. The entire project will be completed in 2022.

Pošta Slovenije Enters the Temperature-Sensitive Segment

The decline in traditional postal services and their replacement with electronic means of communication have forced Pošta Slovenije, Slovenia's postal service operator, to develop and improve innovative and competitive services. There is an increasing focus on services tailored to the needs of the individual customer.

It is also entering the segment of shipping temperature-sensitive products and pharmaceuticals. Food products purchased online can be delivered to customer addresses throughout Slovenia within agreed timeframes.

Pošta Slovenije is following another trend in logistics and transport by offering delivery on demand and 24/7 services. It will also continue expanding the network of self-service post offices. The range of services will be expanded to include self-service areas inside larger post offices, and the PS 24/7 Point, a state-of-the-art outside self-service station where postal and banking services are provided and goods can be purchased.

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Photo: Depositphotos

Slovenia's Digital Driver

Four Slovenian firms, BTC logistika, ZZI, Mentek and Špica, are the force behind Slovenia's Digital Driver project. It is a system that provides for transport planning, shipment tracking and the monitoring of drivers in real time, and access to all data via a common communication platform. The driver communicates via the ePOD digital driver mobile platform, and can arrange for verification of loading, unloading and damage to freight, and for verification and support during acceptance, transportation and final delivery of shipments. The dispatcher has a full picture of the location of vehicles, the individual shipments and the road conditions, which can be responded to quickly. For example, in the event of a breakdown, another truck can be dispatched. Customers can track their shipments, and view delivery times and other information.



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We hold the ISO 9001:2008 certificate, which ensures that our customers enjoy the advantages of high-quality management processes. We also hold an AEOS certificate, which means that we are an authorised economic operator.

As we are aware of the importance of protecting the environment, we separate our waste and remove it in the proper manner. We have also installed solar modules on some of our buildings, thereby contributing to the use of renewable energy sources.

” A job well done is the absolute criterion of everything we do, and this is evident both within and outside the company. ”





Photo: Depositphotos

Slovenia is highly suited to being a laboratory for green mobility, and for identifying business models for rolling out the concept.

Best Coverage With Electric Vehicle Charging Stations in Europe

Slovenia aims to become a leading country for green mobility, which is also the core vision of the Mobility strategic research innovation partnership. Last July saw the launch of the core EDISON (Eco Driving Innovative Solutions and Networking) project,

which involves 41 strategic partners, including firms, research institutions and local government.

Slovenia has the best coverage with electric vehicle charging stations in Europe. Its small size makes the country a suitable laboratory for green mobility, and for identifying business models for rolling out the concept.

The project will pursue the development of new components, systems, solutions and business models for green mobility. This entails the construction of electric charging stations on defined corridors to speed up electrification, the introduction of green energy resources for the electrification of mobility, and increased purchases of electric cars because the infrastructure has been put in place.

Last autumn saw the preparations for the Single Window project, which is scheduled to begin this spring. Its aim is to link all logistics providers with any government bodies requiring specific logistics data. This will reduce the administrative burden and cut delivery times.

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Largest 3D Printing Centre in South-Eastern and Central Europe

In May 2017, EPPS, owned by Pošta Slovenije, opened the largest 3D printing centre in Southeast and Central Europe. The centre offers a complete 3D printing service, from design, through 3D scanning and modelling, to the final product. Enquiries and orders are being received from a variety of industries: the car industry, machining, the electrical industry, aerospace and defence, medicine, and other high-tech firms. EPPS produces functional prototypes, small-batch end products, spare parts, moulds, models and gifts.

Photo: EPPS

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Car, Engine, Kitchenware: They All Have a Slovenian Stamp

Slovenian specialised materials and equipment companies satisfy the most demanding wishes of customers in the areas of cars and pharmaceuticals, casting and coatings.

Andreja Lončar, Barbara Perko

Photo: Impol

»Our products are built into prestige marque vehicles such as Mercedes-Benz, BMW and Audi.«

Nina Potočnik, Impol

With Growing Automotive Orders, Impol Expands Production Abroad

The car industry is an important customer for the Impol group, which manufactures rolled and pressed aluminium semi-finished products. »Our products are built into prestige marque vehicles such as Mercedes-Benz, BMW and Audi,« lists off the company PR Officer Nina Potočnik.

In recent years the company has focused on setting up production in Croatia. In fact Impol has leased the production facility of a defunct company in Šibenik, with the aim of setting up their manufacturing lines for rolled aluminium products. According to Potočnik, they are currently cornering the market for rolled products intended for the automotive industry. At the same time they are focusing on enhanced alloys and developing aluminium rods for forging, in which they also have the biggest

market share in Europe. Impol's biggest export markets are Germany, which accounts for more than a third of sales, and Italy.

Talum Bets on E-Mobility

The aluminium manufacturer Talum is seeking to win over producers of electric vehicles with a new technology. »We want our Roll-Bond technology, which is used in the manufacture of evaporator plates, to be used for cooling batteries in electric vehicles,« says Head of Strategic Development Stanko Kores. In the area of primary aluminium production they have developed a procedure for baking special graphite and carbon materials, with which they are taking aim at electricity conductors for high-speed trains.

In recent years the company has increased its share of exports to Germany, which is now its biggest market, and the reason for this lies principally in the

»Talum and Fissler have a long common history of about 30 years. As a top quality manufacturer of cookware we need suppliers with high standards like Talum. We believe in and trust on the technical capabilities and reliability of Talum.

Over the years together we have developed a deep partnership. Talum is a very important key supplier of Fissler.«



Dr. Peter Schätzler
Director Supply Chain Management
Fissler GmbH



Photo: Talum

increased demand from the automotive industry.

»Our cast alloys, which are used amongst other things to make engine blocks, can be found in Volkswagen vehicles. The prominent names among the business partners we supply with castings include Porsche, McLaren, Bosch, KTM and Husqvarna, to name just a few. We are one of the larger suppliers of pump housings for Mercedes-Benz goods vehicles,« says Kores, highlighting some of their customers.

Their evaporators are used by manufacturers of refrigerators and freezers in Europe and around the world, such as Gorenje, Bosch, Electrolux and Liebherr. »Anyone who has a WMF, AMC or Zepter aluminium pan at home probably doesn't know that its bottom is most likely made from our plate discs, since we cover 80 percent of the market in this segment,« adds Kores.

Last year Talum's foundry stepped up cooperation with the Austrian motor cycle manufacturer KTM.

TKK Eyeing Scandinavia and Africa for Its Foam and Sealing Compounds

The company TKK Srpenica, owned by the Belgian multinational family group Soudal Holding, manufactures polyurethane foam, silicon gels, concrete additives and coatings. Last year it placed on the market a new line of glues, Fix expert. Their most recognisable products internationally are sealing compounds and polyurethane foam, with which they now wish to penetrate markets in Scandinavia and Africa.

TKK Srpenica products can also be found in numerous infrastructure projects in the region. »Our concrete additives have been used in the construction of structures such as the Črni Kal viaduct, the Markovec tunnel, the Blanca hydroelectric plant in Slovenia, the 1. Mart tunnel in Bosnia-Herzegovina and the Millennium Bridge in the Montenegrin capital Podgorica,« they list.

»We want our Roll-Bond technology, which is used in the manufacture of evaporator plates, to be used for cooling batteries in electric vehicles.«

Stanko Kores, Talum

»Our concrete additives have been used in the construction of structures such as the Blanca hydroelectric plant in Slovenia, the 1. Mart tunnel in Bosnia-Herzegovina and the Millennium Bridge in the Montenegrin capital Podgorica.«

TKK Srpenica



Photo: TKK

With new owners Helios has gained the chance to grow and enter new markets in Asia and Africa, where Kansai Paint already has a strong presence.



Photo: Helios

Helios Eyes Asia and Africa Markets With New Owner

The coating manufacturer Helios acquired a new owner in March last year, the global paint and coating producer Kansai Paint, based in Japan. As Head of Projects Maša Bantan Marot says, this has given them the chance to grow and enter new markets in Asia and Africa, where Kansai Paint already has a strong presence. »With the subsidiary in Turkey, Kansai Altan, we are planning cooperation in the area of industrial coatings, and our joint products can supply manufacturers of car parts and commercial transport,« she says of the group plans.

She points out the new generation of single-layer coatings for industrial protection of metals, Helios One, which provides the same level of protection as ordinary multi-layer coatings, and Colomix, the revamped and improved brand of car repair coatings, both of which are economical and easy to use. The company is also re-entering the field of protecting concrete and introducing various flooring products, such as epoxy coatings for concrete floors and systems for repairing bearing constructions and plaster.

»The new coatings we are developing have a high level of anti-corrosion protection, allow drying at low temperatures, and they offer easy application and subsequent cleaning.« Given that sustainability and

concern for the environment are part of a significant trend in the coatings industry, Helios is also developing coatings and polymers using raw materials from renewable sources.

Helios customers include car industry companies as well as the manufacturers of locomotives, trams, buses and electric motors. Helios road coatings are also used by transport infrastructure operators in various European countries.

A Roller-Heat Line that Can Produce 24 Tons of Forged Parts Per Day

Among Bosio's top products launched in the past year are two products which are both the result of Bosio know-how and were developed specifically for the client.

The first product is the automatic continuous roller-heat line for heat treatment (isothermal annealing and normalisation) of forged parts for the globally renowned automotive company Škoda Auto. The line is completely autonomous and automated and operates 24 hours a day, 7 days a week, and is able to process 24 tons of forged parts per day.

The second product is a comprehensive heat treatment line with two chamber furnaces, a manipulator and special cooling or quenching unit, called Quette, for Boehler Bleche GmbH & Co KG (Muerzzuschlag). Quette is completely Bosio know-how developed

especially for this project. The cooling unit has a closed cascade system, which means that all water stays in the system. Furthermore, Quette has a cleaning unit, which when the cooling process is finished separates scale or forge cinder from the water, thus ensuring there is very little waste in the cooling process and ensuring an efficient and ecologically oriented process. The line can process 2,600 tons of material per day.

They have developed, manufactured and commissioned heat treatment equipment and technology for some of the world's largest brands, among them Siemens, Alstom, Thyssenkrupp, Danfoss, General Motors, Ford and Škoda.

They have developed, manufactured and supplied a very specific furnace and quenching unit for Larsen & Toubro in India. This is a 25m vertical furnace and sprayer unit for cooling.

They have several new products in development. The most noteworthy would be the special manipulator for heavy metal products which can carry them even when they are heated up to 1,100°C. The manipulator can move in all three XYZ directions.



Photo: Bosio

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The REX alpha is all about performance. The trigger mechanism is factory fine-tuned for each pistol to deliver a smooth double action pull and a short trigger reset in an out-of-the-box competition grade trigger. The full steel frame incorporates oversized ambidextrous manual safety levers, flared magazine well, aggressive checkering in front of the grip, extended magazine release, fiber optic front sight, and a fully adjustable black rear sight (windage/elevation).



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development as a way of life

Iskra PIO is a supplier for pharmaceutical companies such as Sandoz, Hexal, Salutas, Novartis NEVA, Henkel, Teva, Bosch, Antibiotice, Bayer Pharma, Krka, Lek, Gedeon Richter, Müller and more.



Photo: Iskra PIO

Technology for the Biggest World Pharmacists

The company Iskra PIO produces equipment for clean and cleaning technology, mainly on specific projects for well-known buyers. Their product range comprises protective microbiological cabinets, isolators, LAF cabinets, equipment for processing raw materials, clean rooms, ultrasound cleaners and ALU equipment.

They cooperate with more than a hundred companies around Europe and elsewhere. Iskra PIO is a supplier for global names in the pharmaceutical sector, such as Sandoz, Hexal, Salutas, Novartis NEVA, Henkel, Teva, Bosch, Antibiotice, Bayer Pharma, Krka, Lek, Pliva, Belupo, Hemofarm, Alkaloid, Sanolabor, Bosnalijek, Gedeon Richter, Müller and more.

Given the requirements and nature of production, they cooperate with each buyer using different equipment. Recently this has been especially true in the area of handling active raw materials, where their isolator technology range comes to the fore. Processes are conducted in hermetically sealed work environments, providing safety for both operators and products. They also represent a major limitation on manipulation and a great degree of adaptability. They have developed and patented precise isolator scales that satisfy the requirements of the process, methods of handling and disposing



Company SEP, d.o.o., with its head office in Mokronog and a subsidiary in the Russian city of Tolyatti, is a development and manufacturing company that makes plastic components using blowmoulding, suction blowmoulding and injection technologies. The product range comprises components and finished products for vehicle window-washing systems, and components for incorporation into vehicle ventilation, air-conditioning and engine-cooling systems. Our products are built into cars made by Renault, Nissan, Ford, Peugeot, Volvo, Jaguar, Citroen, Toyota, VW, Škoda, Fiat, Dacia, Lada, Mini, BMW, Mercedes, Land Rover and Hyundai.

SEP also manufactures components for household appliances – including hoses for dishwashers, and condensate tanks for tumble dryers – as well as home care products.



SEP SLOVENIA

HEADQUARTERS / R&D / SALES / MANUFACTURING

Stari trg 2a, SI-8230 Mokronog, Slovenia / T: 07 34 34 460 / www.sep.si / E: info@sep.si



SEPRUS RUSSIA

1. PRODUCTION SITE - MANUFACTURING

Severnaya street 25, 445892 Togliatti, Russia

2. OFFICE IN MOSCOW

Ryabinovaya street - 26, hall2, office 4a, 121471 Moscow, Russia



of hazardous waste, and methods of safe materials entry and exit.

Trusted by Magna, Renault, Audi, BMW, Peugeot

The tool manufacturing plant of Kovinoplastika Lož makes highly complex tools for transforming sheet metal. They focus on the manufacture of highly complex tools for transforming sheet metal for customers such as Magna, Renault, Audi, BMW and Peugeot, for which in collaboration with other departments in the company they also make components. In addition to tool-making they offer engineering, involvement in the development of products and the creation of prototypes. They also offer compression moulding products.

In recent years as part of the Kovinotools range, in addition to the decorative covering for high-end car bumpers, they have also supplied partners with more complex chassis parts, control armatures and structural parts of high-strength steel.

With their range of engineering and toolmaking they are currently trying to penetrate the American market. In addition to the North American market they are also aiming to enter the South American and Asian markets.

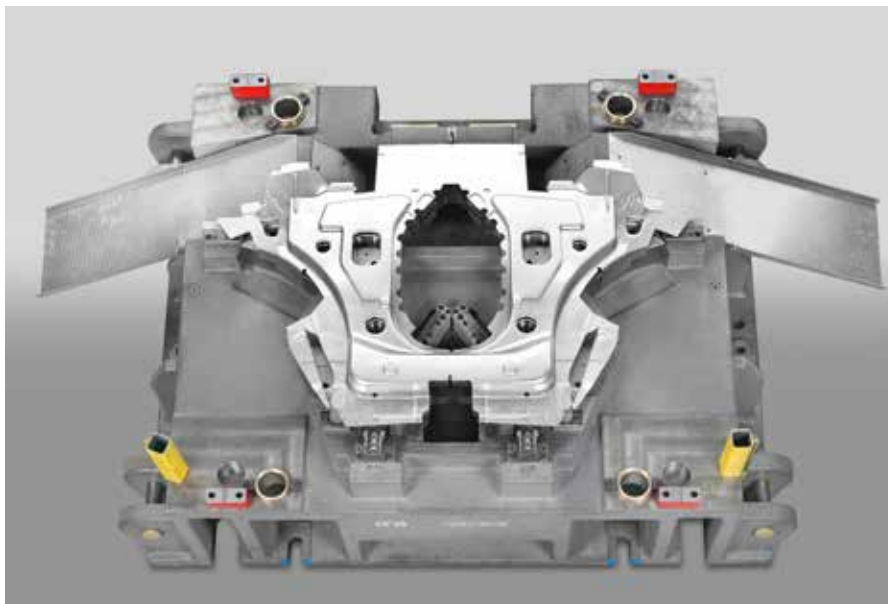


Photo: Kovinoplastika Lož

Kovinoplastika Lož makes highly complex tools for transforming sheet metal for customers such as Magna, Renault, Audi, BMW and Peugeot.



We control the stream
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Butterfly Valves

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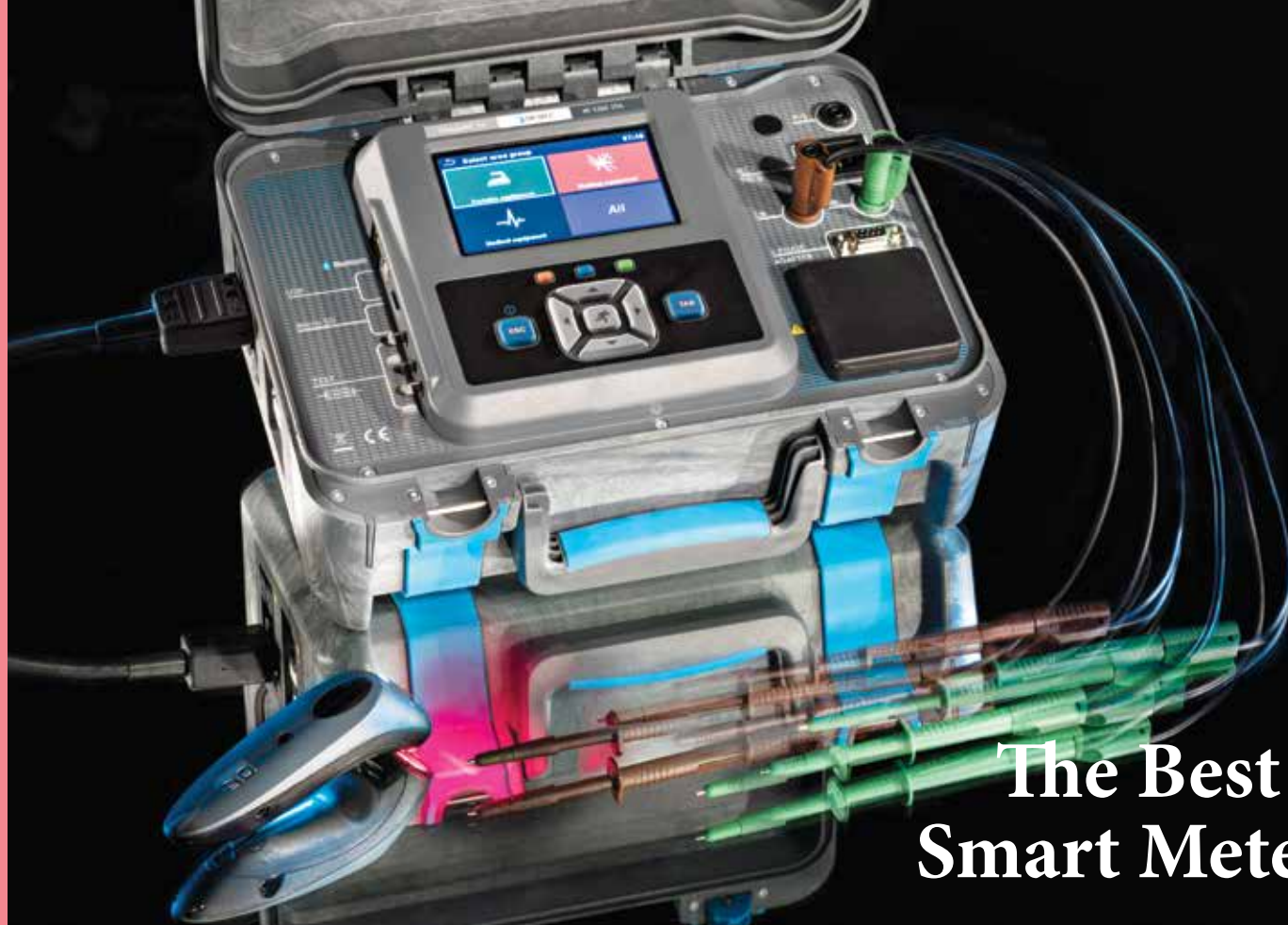
IMP Armature d.o.o.

Ljubljanska cesta 43
1295 Ivančna Gorica, Slovenija

T: +386 (0)1 7887 300
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The Best in Smart Meters

Photo: Metrel

Slovenian electronics companies are developing measuring instruments and devices to address key challenges – how to ensure and maintain the quality of electricity and increase the efficiency of its use.

Andreja Lončar

In terms of quality, Iskra's iMC784 Power Quality Analyser can stand side by side with the products of Siemens and Schneider Electric.

Achieving adequate quality of electrical power is an increasingly important and challenging task for governments, electricity distributors and large industrial consumers. Indeed changes on the supply side are shaking the stability of the system.

»In recent years we have noticed big growth in renewable sources and powerful electronics, which bring major disturbances into the grid,« say the people at Iskra, which manufactures electronic technology products. Moreover, as they say, electricity distribution companies are bound to monitor quality and report to higher authorities.

The market for measuring instruments is therefore being driven by:

- growing electricity consumption,
- initiatives for efficient electricity consumption,
- moves to secure higher quality supply and an awareness that measuring is the first step towards improvement, and the desire of industrial customers for constant monitoring owing to the sensitivity of industrial devices to disturbances in the grid.

Iskra Analysers in French and German Multinationals

Among the manufacturers of measuring equipment that cover the global market are a few Slovenian companies. The Kranj company Iskra has launched on the market an electricity quality analyser named the iMC784 Power Quality Analyser. In their words the device has been ranked in class A under the classification of measurement quality, which places it alongside the products of the major world manufacturers in this sector, such as Siemens of Germany and the French company Schneider Electric.

The target users of the new analyser are electricity distribution companies and also manufacturers that are heavily dependent on high-quality electricity, say the staff at Iskra, which is already collaborating with Alstom of France and the German electronic technology product maker GossenMetrawatt GMC. Their main strategic markets are the European Union and Russia. »We are seeking contacts with design firms and intermediaries with links to local electricity distribution companies that we can't access directly,« says Marjana Lavrič.



Photo: Iskra

In her words, Iskra is focusing on the development and manufacture of measuring technology for the needs of smart grids, monitoring the quality of the grid and supervising consumption both in terms of electricity distribution and in industry and buildings. All these areas have been recognised as priorities by the EU, which is also financing and co-financing several Iskra projects, adds Lavrič.

Metrel Expanding Product Range for Industry

Measuring and testing equipment manufacturer Metrel is focused on measuring instruments to ensure the safety of electrical installations, devices and machinery.

They have placed on the market an instrument for testing transformer coils (called the Digital Transformer Analyser MI 3280) and an instrument for testing and measuring the earthing for large structures (model Earth Analyser MI 3290). »The special importance and value of these two measuring devices lies in the fact that it allows Metrel to enter new markets where we have not yet had a presence. This signals an expansion of the range of measuring and testing equipment for industrial and other more demanding environments,« says Metrel Marketing Director Bruno Jelenčič.

Their key and most recognisable sector remains equipment for testing the safety of electrical installations of the Eurotest type, which they are selling today from Australia, China, India and the Middle East to North and South America. In this sector at the end of last year Metrel launched a new measuring instrument, the EurotestXD MI 3155. According to Jelenčič, with this they are seeking to consolidate their leading position in the area of testing the safety of electrical installations.

The company, which today markets products via 150 partners in around 70 countries worldwide, has recently been more active particularly in seeking new connections in the markets of the Middle East, Africa, South and North America.

Millions of Iskraemeco Smart Meters in Dutch Households

Iskraemeco is keeping pace with the trends of increasing computerisation of electricity management, where smart meters represent a fundamental building block. A few years ago the company shifted from manufacturing mechanical meters to producing highly integrated smart meters. They also make communication tools and software for measuring and managing measurement data.

Their latest product is the modular AM550 smart meter, with interchangeable communication modules. »The AM550 smart meter allows Iskraemeco to adapt rapidly to the technical requirements in different markets. Its modularity enables electricity distribution networks to be ready today for the coming technological changes and at the same time it reduces their operating and maintenance costs,« explains Nataša Hartman of Iskraemeco.

Currently the company is implementing a project for four electricity distribution companies in the Netherlands that awarded Iskraemeco the business of developing and manufacturing at least 1.6 million AM550 smart meters for Dutch households. By the conclusion of the project the quantity should rise to 2.5 million meters.

In June this year, Iskraemeco opened another new line of three-phase smart meters entirely designed and manufactured in Slovenia. With an annual capacity of 350,000 meters, the company will supply the German market. They will soon be delivering their millionth meter to that market, and expect to sell 1.2 million meters to Germany by the end of the year.

Iskraemeco's R&D department employs more than 130 people, making it the largest smart-meter hub in Europe. They developed more than 20 new products last year alone.

Faster and More Accurate Measurement of Product Dimensions

The company Lotrič Meroslovje, which makes metrology systems, highlights its Trames optical measurement system model. This is a device intended for measuring the dimensions of products in industry and laboratories. Target users are principally companies in car, electronics and plastics manufacturing and in machine construction.

A special feature of the company's new product line is its adaptability. Both the clamping system and measuring characteristics – range, accuracy and definition of measurement – are adapted to the user, they say.

The company, which has subsidiaries in Croatia, Bosnia-Herzegovina, Serbia, Macedonia and Austria, where accredited laboratories are set up, has designated Austria, Italy and Germany as key export markets in its five-year strategic plan.



Photo: Lotrič Metrology

Iskraemeco's AM550 smart meter reduces operating and maintenance costs for electricity distribution networks.



Photo: Iskraemeco

Metrel sells equipment for testing the safety of electrical installations of the Eurotest type in markets from Australia, China, India and the Middle East to North and South America.

Lotrič Meroslovje has developed the Trames optical measuring system model, which can be adapted to each user separately.



From Cleanrooms to Clean Water

Photo : Cleangrad

Slovenian know-how has convinced even the most demanding consumers in niche segments where quality and knowledge are at the very forefront.

Barbara Perko

Cleangrad is Europe's leading provider of cleanrooms.

The advanced cleanroom solutions offered by Cleangrad are known for their high quality, flexibility and reliability. It supplies off-the-peg solutions, and customised elements. The company's top-quality products and comprehensive services have gained converts in the pharmaceutical, healthcare, high-tech and food industries.

Toring Turbine is one of the fastest-growing water aeration firms in the world, and aims to provide the most energy-efficient solutions for water, wastewater, and recycling. Its team has the knowledge and skills to execute cost-effective projects with cutting-edge advanced technologies.

Cleangrad: Trusted by Major Pharmaceutical Firms

Cleangrad is Europe's leading provider of cleanrooms. At its development centre the company develops new products and improves existing products in collaboration with its customers and according to their needs. Last year it developed, designed, tested and installed fire safety windows according to GMP standards. Right now Cleangrad is the only provider of solutions of this type.

Its cleanrooms are designed so that all doors, media and furniture are fully integrated, and tailored to the ventilation systems and technologies. All its cleanrooms are made in line with GMP, FDA and ISO requirements, and are suitable for use in the pharmaceutical industry, hospitals, microelectronics, sterile production, the food industry and laboratories.



Cleangrad has developed, designed, tested and installed fire safety windows according to GMP standards for a renowned customer. Right now Cleangrad is the only provider of solutions of this type.

Photo: Cleangrad

Its customers include major pharmaceutical firms such as Pfizer, GlaxoSmithKline, Mithra Pharmaceutical, DSM, Novartis, Sandoz, Octapharma, Alcon and Zoetis.

Exceptional Results at Low Cost

Toring Turbine develops, manufactures and sells turbine aerators used to enrich water with atmospheric oxygen. Its aerators are used at numerous treatment plants in the USA, Germany, Canada and Hungary.

The basic product is the Toring Turbine TT200, which has numerous settings and installations. It boasts exceptional results, and is highly energy-efficient, which significantly reduces operating costs and electricity consumption.

Last year saw the launch of an aerator configured with a newly developed polyethylene float system. It also saw the development of the Ozonation System, a system which can add oxygen or ozone. The turbine system for adding gas to water produces very small air bubbles, which is the reason for the high transfer of gas molecules into the surrounding water. Because the system has been produced on the basis of the Toring Turbine TT200, it has very high efficiency in terms of electricity consumption, which reduces operating costs.

The firm is targeting new business at treatment plants in Germany, Austria, Spain and Japan. It also plans to find new partners in fish farming in Italy, Russia and Germany.

Toring Turbine has developed the Ozonation System, a system which can add oxygen or ozone.



Photo: Toring Turbine



Photo: Toring Turbine

Slovenia's 100 Biggest Exporters Account for Half of All Exports

Large size of firms, manufacturing, energy and car-related trade explain most of the growth in exports.

Bojan Ivanc, Analytical Department, Chamber of Commerce and Industry of Slovenia

72,000
employees work
for the 100 biggest
companies.

Slovenia's 100 biggest exporters generated EUR 21 billion in exports in 2017 and employed 72,000 people (by working hours). Their exports increased by 11.5% (median figure, with exports growing at a higher rate in half the companies and a lower rate in the other half), which is the highest level of growth since the introduction of the euro in Slovenia. The median share of exports in total sales amounted to almost 90%, reflecting the fact that the biggest exporters are also increasingly reliant on exports to drive their sales growth. Five enterprises had exports topping EUR 1 billion and three of them are active in the field of energy trading and sales. Of a total of 100 companies, 60 of them are in foreign ownership, with the nationality of the owners varying significantly. This share has increased quite considerably in recent years, mostly due to sale of stakes from private owners in Slovenia.

A rise in exports
of almost **12%**
at the 100 biggest
firms, generating
record revenues.

The 100 biggest exporters generated EUR 4.5 billion in value added in 2017, with a median rise of 5.9%. Growth in value added was half that of exports, reflecting structurally less profitable sales – in other words, quantity-based growth with a lower margin. Median value added per employee amounted to EUR 58,000, 39% above the Slovenian average.

100 fastest-
growing firms
doubling their sales in
five years.

Around 20 companies employed more than 1,000 employees, with six exporters, active mostly in trade, employing fewer than ten. Of the 100 biggest firms, 73% of them were active in manufacturing, 17% in trade, 4% in transport and the rest in other services.

The share taken by manufacturing companies has increased over time, and trade-based firms have increased their operations to a far greater extent, particularly in the auto segment (export of cars not made in Slovenia) and energy (export of oil not produced in Slovenia, and electricity).

The fastest-growing exporters (with an exports threshold above EUR 5 million in 2012) have more than doubled their exports in the last five years. Their median value added per employee was EUR 57,000 and they employed 130 people (median figure). Sixty-seven per cent of them were manufacturers and 16% were trading companies. Companies trading in cars, pharmaceuticals and energy occupied the top four positions by growth. In manufacturing, high growth was experienced by companies from a very diverse set of sub-segments.





Certificate EXCELLENT SME

The Chamber of Commerce and Industry of Slovenia issues certificates for SMEs to outline to potential business partners and all customers if a company is safe to do business with. It supports companies by showing to other stakeholders (creditors, partners or customers) that they can be trusted.

Additional information and cooperation proposal:
Mrs. Mojca Osojnik, Project Manager
Chamber of Commerce and Industry of Slovenia
E: mojca.osojnik@gzs.si, T: +386 1 58 98 101

Summary

The main purposes of the certificate, coinciding with EU directives, are to support successful small and medium enterprises, to secure business relations, to exchange best practices and increase market transparency. Additionally, it helps customers and business partners to decrease their financial risks when buying products/services or signing business agreements. The certificate enables local and international business partners to verify company's existence with a legitimate web address, and most importantly credit worthiness. By using the certificate, potential and existing partners and customers can differentiate between successful and less successful companies in the cyber world and in a real business date-to-date operations. The mandatory elements to obtain the annual certification is a credit report and daily monitoring from COFACE Slovenia. In parallel, the SafeSigned™ website technology prevents the «Excellent SME Slovenia» quality seal to be copied and used on any other website.

Main results

Until now, 2140 companies were certified as Excellent SMEs, including 795 in Slovenia, 733 in Serbia, 219 in Montenegro, 179 in Romania, 94 in Hungary, 86 in Macedonia, 20 in Croatia, 12 in Bulgaria and 2 in Slovakia. The actual numbers change daily and can be checked on the following address <http://www.excellentsme.com/certified-companies.php>

www.excellentsme.com

List of 100 Largest Companies by Sales on Foreign Markets in 2017*

Source: Agency of the Republic of Slovenia for Public Legal Records and Related Services (AJPES)

Ranking criteria: Exports in 2017

* This list includes all enterprises that are obliged to prepare their non-consolidated business accounts and that had submitted them to AJPES by the end of March for the previous year. Figures as exports, value added and number of employees are therefore different (higher) at a group (consolidated) level.

No	Company name	Exports (mio EUR)	2017/2016 (%)	No of employees	% of exports in total sales	Value added (mio EUR)	2017/2016 (%)
1	GEN-I, d.o.o.	1,949	52.8	229	79.9	33.1	90.5
2	REVOZ d.d.	1,575	47.1	2,321	99.2	175.8	28.5
3	PETROL d.d., Ljubljana	1,355	29.2	1,439	36.3	175.6	17.8
4	KRKA, d.d., Novo mesto	1,145	12.2	4,673	95.6	501.9	26.1
5	HSE d.o.o.	1,141	44.9	163	70.8	58.2	-21.2
6	Lek d.d.	904	6.3	3,569	95.0	357.9	11.1
7	Interenergo d.o.o.	768	150.3	29	86.2	5.4	4.4
8	GORENJE, d.d.	711	11.8	4,429	88.4	141.4	2.7
9	IMPOL d.o.o.	619	33.7	41	84.0	42.8	23.7
10	HELLA SATURNUS SLOVENIJA d.o.o.	375	6.7	1,527	96.1	88.0	13.4
11	SIJ ACRONI d.o.o.	363	23.0	1,249	88.2	77.3	12.7
12	ADRIA MOBIL, d.o.o. Novo mesto	344	8.9	925	98.5	67.8	17.8
13	BSH HIŠNI APARATI d.o.o. Nazarje	320	21.8	1,067	93.1	67.2	24.2
14	BELEKTRON d.o.o.	298	120.7	5	98.2	2.8	-322.4
15	TALUM d.d. Kidričevo	279	15.6	835	80.1	48.7	29.2
16	LTH Castings d.o.o.	256	11.5	1,657	99.6	102.6	8.7
17	TAB d.d.	247	11.3	638	91.6	50.0	5.9
18	CIMOS d.d.	242	-22.5	1,222	95.5	32.9	-17.1
19	Sandoz d.d.	231	7.5	747	100.0	34.4	33.3
20	AquafilSLO d.o.o.	226	8.6	819	99.6	38.6	7.8
21	RENAULT NISSAN SLOVENIJA, d.o.o.	216	11.8	111	45.1	11.5	85.7
22	CARTHAGO d.o.o.	203	33.2	741	100.0	24.4	32.9
23	MAHLE Electric Drives Slovenija d.o.o.	202	8.8	1,586	95.4	57.0	-9.7
24	GEOPLIN d.o.o. Ljubljana	191	10.4	41	57.3	9.6	34.3
25	odelo Slovenija d.o.o.	179	46.2	1,032	99.8	47.1	38.8
26	Helios TBLUS d.o.o.	177	12.0	780	89.2	50.2	-5.7
27	GOODYEAR DUNLOP SAVA TIRES d.o.o.	174	1.4	1,396	82.5	67.6	5.9
28	CINKARNA Celje, d.d.	164	10.7	869	87.0	79.2	47.8
29	SŽ - Tovorni promet, d.o.o.	163	2.4	1,203	89.6	64.2	-14.3
30	BOXMARK LEATHER d.o.o.	157	6.0	1,788	99.9	31.2	20.3
31	ADRIA AIRWAYS d.o.o.	156	8.4	368	99.1	21.3	-27.4
32	KOLIČEVO KARTON, d.o.o.	153	11.4	385	93.2	41.3	8.5
33	HIDRIA d.o.o.	150	20.5	1,154	90.4	50.8	20.5
34	PRESKOK d.o.o.	149	43.3	7	99.0	4.2	30.8
35	UNIOR d.d.	147	8.3	1,793	89.0	63.1	-10.2
36	LUKA KOPER, d.d.	145	9.9	918	70.0	116.2	-1.8
37	KOLEKTOR GROUP d.o.o.	142	10.6	235	87.2	16.1	20.7
38	SIJ METAL RAVNE d.o.o.	128	10.2	999	73.6	53.6	4.3
39	TELEKOM SLOVENIJE, d.d.	127	1.4	2,300	19.6	240.0	-13.2
40	DOMEL, d.o.o.	123	13.8	946	92.1	43.1	12.5
41	Droga Kolinska d.d.	117	9.8	441	66.2	36.7	-2.9
42	ADK d.o.o.	110	21.2	600	98.9	26.1	16.5
43	VALIANT d.o.o.	108	10.1	6	98.8	1.8	14.3
44	Akrapovič d.d.	105	15.0	935	99.0	53.4	14.4
45	DANFOSS TRATA, d.o.o.	105	7.4	441	94.1	36.5	-6.6
46	RASTODER, d.o.o.	103	23.5	50	76.5	15.0	87.9

No	Company name	Exports (mio EUR)	2017/2016 (%)	No of employees	% of exports in total sales	Value added (mio EUR)	2017/2016 (%)
47	ISKRAEMECO, d.d.	103	43.7	720	97.5	30.5	26.0
48	NOVEM CAR INTERIOR DESIGN d.o.o.	100	24.0	674	99.9	18.0	-26.9
49	Kuwait Petroleum d.o.o.	99	41.1	0	88.8	2.3	-175.0
50	Trelleborg Slovenija, d.o.o.	99	3.2	811	85.2	42.3	2.4
51	Adient Slovenj Gradec d.o.o.	95	19.4	625	97.9	25.3	20.2
52	PAPIRNICA VEVČE d.o.o.	95	2.4	253	97.2	11.8	-9.8
53	KNAUF INSULATION, d.o.o., Škofja Loka	93	8.0	391	79.1	38.0	13.0
54	PALFINGER d.o.o.	92	17.4	546	94.8	26.3	22.0
55	TRIMO d.o.o.	88	-3.7	378	88.4	17.6	-16.5
56	ETI, d.o.o.	85	9.9	771	87.6	26.4	5.7
57	KOLEKTOR ETRA d.o.o.	85	14.8	378	84.3	28.4	2.4
58	ŠTORE STEEL d.o.o.	84	28.6	543	69.1	30.5	39.8
59	STARKOM d.o.o.	84	31.9	300	97.7	16.5	3.2
60	ContiTech Slovenija, d.o.o.	83	8.0	327	95.3	23.9	2.0
61	BAYER d.o.o.	81	5.3	121	65.8	16.0	9.4
62	VIPAP VIDEM KRŠKO d.d.	80	3.2	342	89.2	9.2	-18.0
63	NEK d.o.o.	78	-3.0	608	49.9	70.5	-4.3
64	ebm-papst Slovenija d.o.o.	78	13.8	418	98.5	13.0	5.5
65	DINOS d.d.	77	63.9	301	56.2	15.3	15.6
66	SWATYCOMET d.o.o.	77	3.5	807	92.8	32.6	9.1
67	FILC d.o.o.	76	7.2	313	94.1	33.5	3.8
68	GKN Driveline Slovenija, d.o.o.	75	7.1	394	90.8	20.4	-9.0
69	ELRAD INTERNATIONAL d.o.o.	75	13.5	447	89.3	21.0	2.8
70	ISKRA MEHANIZMI, d.o.o.	75	28.7	391	89.6	17.7	-1.3
71	GLOVIS EUROPE GmbH, Podružnica Koper	71	16.0	14	89.4	7.1	12.2
72	Paloma d.d.	71	-1.6	576	82.9	17.8	-9.7
73	INTERBLOCK d.d.	71	-9.2	197	98.3	34.4	-10.9
74	TPV d.o.o.	71	4.9	852	86.3	28.4	14.0
75	PERUTNINA PTUJ d.d.	69	9.5	1,432	43.3	43.8	1.7
76	Titus d.o.o. Dekani	68	15.7	409	78.4	24.7	-2.0
77	ITW METALFLEX, d.o.o. Tolmin	67	25.8	324	86.4	23.5	18.3
78	ARCONT d.d. Gornja Radgona	65	-4.7	653	99.0	19.9	-9.2
79	Calcit d.o.o.	64	13.0	143	85.9	20.9	10.6
80	ELAN, d.o.o.	62	16.5	623	92.6	22.0	19.9
81	LJUBLJANSKE MLEKARNE d.o.o.	61	39.8	572	36.3	29.6	2.4
82	KOVINTRADE d.d. Celje	61	20.4	180	40.1	10.1	21.7
83	SILKEM d.o.o.	61	7.8	195	92.6	13.1	9.2
84	TBP d.d.	61	2.6	829	99.8	24.9	-7.3
85	BRAVOPHONE d.o.o.	60	35.8	1	100.0	0.3	-7.0
86	GORIČANE, d.d. Medvode	59	2.9	204	88.1	12.2	-6.9
87	Continental Adria d.o.o.	58	71.2	28	68.2	3.0	58.1
88	STEKLARNA HRASTNIK d.o.o.	55	5.5	562	95.9	27.3	3.4
89	AGRINSPE d.o.o.	55	-10.1	4	96.3	0.5	-66.3
90	TKK d.o.o.	54	19.9	202	88.5	12.1	-4.0
91	Frutarom Etol d.o.o.	53	9.6	222	84.9	23.3	11.5
92	ISKRA, d.d.	53	11.1	1,050	63.9	34.5	5.5
93	ODPAD d.o.o. Pivka	51	39.5	26	66.2	3.2	29.2
94	KOMPAS d.d.	50	15.0	190	67.0	8.0	17.4
95	AVTO TRIGLAV d.o.o., Ljubljana	50	13.3	88	25.8	6.8	-0.8
96	INOTHERM d.o.o. Prev.v nem.:INOTHERM GmbH	49	1.8	237	93.9	22.1	-2.4
97	KOVINOPLASTIKA LOŽ d.o.o.	49	6.7	594	91.2	18.4	-0.2
98	ETA d.o.o. Cerkno	48	-8.1	891	96.4	26.1	-8.1
99	FOTONA d.o.o.	48	18.9	248	98.8	23.4	23.6
100	LIVAR, d.d.	46	24.0	529	82.0	19.3	3.4

100 Fastest-Growing Companies by Exports 2012–2017

Source: GVIN, AJPES, public information

Note: These are the 100 largest companies by relative growth in net sales revenues on foreign markets in 2017 in comparison with 2012, based on unconsolidated financial statements. Net sales revenues on foreign markets in the baseline year of 2012 are greater than EUR 5 million.

Company's name	Activity	Growth in exports in % 2017/2012	Net sales revenue on foreign markets in EUR (2017)	Proportion of sales on foreign markets in %	No of employees by working hours	Value-added per employee (EUR)
1 RENAULT NISSAN SLOVENIJA, d.o.o.	Trade	658.0%	215,748,120	45.1	110.5	104,503
2 SCANIA SLOVENIJA d.o.o.	Trade	479.9%	43,096,138	46.4	72.5	120,201
3 Interenergo d.o.o.	Energy	396.1%	768,138,661	86.2	29.2	184,383
4 Astellas Pharma d.o.o.	Trade	350.9%	43,286,112	79.5	41.0	169,935
5 SEVEN REFRACTORIES d.o.o.	Manufacturing	327.2%	39,822,178	99.7	57.4	142,256
6 VIP VIRANT, d.o.o.	Manufacturing	319.9%	39,970,861	97.8	91.4	48,367
7 GG Bled d.o.o.	Forestry	295.6%	40,800,578	85.0	80.3	78,357
8 BELEKTRON d.o.o.	Financial activities	288.0%	298,373,784	98.2	5.3	538,420
9 GEA VIPOLL d.o.o.	Manufacturing	264.8%	21,602,124	98.7	121.7	-8,129
10 BELIMED d.o.o.	Manufacturing	253.5%	35,743,494	97.3	223.3	41,481
11 ALIUS, d.o.o.	Manufacturing	224.8%	18,667,370	98.2	101.1	53,665
12 POČKAJ d.o.o.	Manufacturing	223.7%	24,040,434	99.7	84.9	97,085
13 EHO d.o.o.	Technical services	221.7%	22,101,743	91.5	78.6	70,187
14 RLS d.o.o.	Manufacturing	216.9%	19,677,133	95.6	134.7	98,871
15 DEWESoft d.o.o.	Information science	213.5%	17,398,205	96.8	63.9	133,349
16 STILLES d.o.o.	Manufacturing	212.5%	25,269,455	96.6	220.9	31,758
17 MAROVT d.o.o.	Manufacturing	202.3%	19,319,904	95.5	220.4	41,160
18 AREX d.o.o. Šentjernej	Manufacturing	201.1%	16,742,397	77.5	112.9	100,402
19 REM d.o.o.	Manufacturing	199.5%	22,676,684	79.1	142.9	47,820
20 Titus d.o.o. Dekani	Manufacturing	186.5%	68,089,753	78.4	409.0	60,416
21 Solchem d.o.o.	Trade	178.8%	14,649,931	44.2	31.6	114,891
22 Hyundai Avto Trade d.o.o. Ljubljana	Trade	177.4%	34,698,160	53.2	29.0	91,796
23 LEDINEK ENGINEERING d.o.o.	Manufacturing	176.5%	32,461,287	97.3	117.3	56,745
24 PRESKOK d.o.o.	Information science	174.3%	148,719,602	99.0	7.4	576,603
25 COSYLAB d.d.	Information science	169.3%	14,143,698	93.2	105.7	112,704
26 BAUMULLER DRAVINJA, d.o.o.	Manufacturing	168.6%	29,706,622	99.4	220.6	31,514
27 FOTONA d.o.o.	Manufacturing	168.6%	47,876,168	98.8	248.1	94,299
28 STARKOM d.o.o.	Manufacturing	161.4%	83,690,349	97.7	299.8	54,969
29 VALIANT d.o.o.	Trade	160.3%	107,880,348	98.8	6.3	282,781
30 GRAFO LIT d.o.o. Žalec	Trade	148.5%	14,234,253	49.8	27.8	46,137
31 DZS GRAFIK, d.o.o.	Trade	146.6%	18,834,561	58.5	38.8	63,970
32 INCOM d.o.o.	Manufacturing	145.9%	38,297,065	90.0	288.0	38,560
33 INTERBLOCK d.d.	Manufacturing	144.9%	70,896,773	98.3	197.0	174,634
34 MDM d.o.o.	Manufacturing	141.2%	15,675,583	35.3	96.9	61,498
35 SOGEFI FILTRATION d.o.o.	Manufacturing	139.9%	43,605,294	99.9	226.8	36,359
36 Pivovarna Laško Union d.o.o.	Manufacturing	139.2%	32,101,510	21.3	588.8	98,855
37 OMEGA AIR d.o.o. Ljubljana	Manufacturing	139.1%	13,395,968	70.7	210.0	35,595
38 STAMPAL SB d.o.o.	Manufacturing	138.5%	12,270,747	88.6	58.8	58,963
39 ELRAD INTERNATIONAL d.o.o.	Manufacturing	136.8%	75,040,001	89.3	447.1	46,890
40 CELJSKE MESNINE d.o.o.	Manufacturing	133.6%	12,078,128	14.6	349.3	26,586
41 VITIVA d.d.	Manufacturing	133.3%	13,554,231	96.0	72.1	57,119
42 SIJ RAVNE SYSTEMS d.o.o.	Manufacturing	133.1%	21,932,307	59.3	522.2	34,418
43 ISKRA ISD - LIVARNA d.o.o.	Manufacturing	130.7%	12,132,207	86.9	192.1	29,444
44 HOČEVAR d.o.o.	Manufacturing	127.9%	17,902,741	89.8	24.2	68,240
45 Akrapovič d.d.	Manufacturing	122.7%	105,094,167	99.0	934.8	57,110
46 CABLEX-M d.o.o.	Manufacturing	116.7%	43,546,980	96.1	221.2	47,736
47 ITAS-CAS d.o.o.	Manufacturing	115.9%	14,676,379	97.8	103.9	36,033
48 KLS LJUBNO d.o.o.	Manufacturing	113.4%	43,749,037	92.8	238.9	130,563

Company's name	Activity	Growth in exports in % 2017/2012	Net sales revenue on foreign markets in EUR (2017)	Proportion of sales on foreign markets in %	No of employees by working hours	Value-added per employee (EUR)
49 NOVEN CAR INTERIOR DESIGN d.o.o.	Manufacturing	112.1%	99,649,725	99.9	673.8	26,711
50 PIPISTREL d.o.o.	Manufacturing	111.9%	17,193,118	95.6	106.4	55,689
51 CABLEX-T d.o.o.	Manufacturing	111.3%	30,520,849	85.5	281.5	34,611
52 MERCIS d.o.o.	Trade	111.2%	11,458,101	79.9	38.8	66,427
53 CARTHAGO d.o.o.	Manufacturing	110.2%	202,957,327	100.0	741.3	32,859
54 ADRIA DOM d.o.o.	Manufacturing	108.5%	25,132,387	94.4	212.5	42,596
55 GMT d.o.o.	Trade	108.3%	28,369,327	50.1	111.9	55,858
56 DSV Transport d.o.o.	Forwarding	107.7%	20,714,125	50.1	147.3	45,510
57 SILIKO d.o.o.	Manufacturing	107.1%	40,756,060	75.9	313.5	58,203
58 POLYCOM Škofja Loka d.o.o.	Manufacturing	105.9%	22,422,788	71.8	217.5	47,979
59 MEDIS, d.o.o.	Trade	105.3%	43,916,202	53.2	129.2	117,294
60 LTH Castings d.o.o.	Manufacturing	103.9%	255,904,648	99.6	1.657.0	61,896
61 TPV d.o.o.	Manufacturing	103.5%	70,838,240	86.3	851.8	33,310
62 ŽITO d.o.o.	Manufacturing	102.6%	24,966,665	25.9	677.9	37,371
63 GEOPLIN d.o.o. Ljubljana	Trade	102.5%	190,689,248	57.3	40.6	237,301
64 WIRE d.o.o.	Manufacturing	101.5%	14,766,548	85.5	30.6	68,228
65 CLEANGRAD d.o.o.	Manufacturing	100.9%	10,096,825	96.8	92.3	38,870
66 SAXONIA - FRANKE, d.o.o.	Manufacturing	99.3%	14,355,187	98.1	78.9	83,246
67 PETROL d.d., Ljubljana	Trade	97.9%	1,355,285,005	36.3	1.438.8	122,055
68 Calcit d.o.o.	Mining	97.8%	63,710,158	85.9	142.9	145,910
69 I.H.S. d.o.o.	Manufacturing	97.7%	16,452,700	97.7	107.5	56,385
70 PLASTOFORM ŠMARJETA d.o.o.	Manufacturing	96.7%	15,062,409	57.3	202.2	46,247
71 MEGALES, d.o.o. Strahinj	Trade	94.9%	16,960,217	84.2	53.0	62,541
72 ATOTECH SLOVENIJA d.d.	Manufacturing	94.4%	28,630,711	91.2	68.3	67,817
73 KOLEKTOR ETRA d.o.o.	Manufacturing	92.6%	84,522,759	84.3	377.6	75,307
74 AGROCORN d.o.o.	Warehousing	92.6%	21,630,026	70.2	21.6	62,055
75 HYL A d.o.o.	Manufacturing	89.5%	15,714,370	93.1	50.1	85,889
76 SGG TOLMIN d.o.o.	Forestry	88.1%	9,994,649	73.9	118.0	27,123
77 FRAGMAT TIM d.o.o.	Manufacturing	87.9%	12,090,164	35.9	245.6	24,591
78 Mercury Processing Services International d.o.o.	Information science	87.5%	9,427,408	68.1	82.1	57,577
79 WILLY STADLER d.o.o.	Manufacturing	87.3%	15,444,685	97.6	100.5	74,241
80 PLASTIKA SKAZA d.o.o.	Manufacturing	87.2%	34,005,047	88.9	207.2	34,249
81 NIMROD d.o.o.	Manufacturing	86.4%	13,724,983	90.4	52.9	43,559
82 DOMEL, d.o.o.	Manufacturing	86.4%	122,909,378	92.1	946.3	45,527
83 POŠTA SLOVENIJE d.o.o.	Transport	86.2%	10,482,184	4.7	5.275.0	28,436
84 GEFCO d.o.o.	Transport	86.1%	15,087,683	72.6	22.8	56,652
85 Varis Lendava d.o.o.	Construction	86.0%	20,531,187	99.3	218.9	32,823
86 HC HIDROMONTAŽA d.o.o.	Construction	85.2%	25,987,279	100.0	18.7	204,570
87 ADRIA TEHNIKA, d.o.o.	Manufacturing	85.1%	16,313,459	69.4	226.9	51,879
88 FARMTECH d.o.o.	Manufacturing	84.3%	32,180,398	87.7	265.1	35,182
89 GOSTOL-GOPAN d.o.o. Nova Gorica	Manufacturing	84.1%	20,540,717	97.9	171.9	48,382
90 PLASTA d.o.o.	Manufacturing	84.1%	14,869,495	61.7	127.6	70,983
91 Sandoz d.d.	Trade	83.8%	230,704,020	100.0	747.0	46,023
92 EMO - Orodjarna d.o.o.	Manufacturing	83.6%	15,788,826	97.6	208.7	49,459
93 TAB d.d.	Manufacturing	83.3%	246,877,758	91.6	637.9	78,377
94 MEBOR d.o.o.	Manufacturing	83.3%	10,693,364	91.0	39.1	100,597
95 CNC P&K-PUŠNIK d.o.o.	Manufacturing	82.3%	18,815,082	94.4	258.6	40,731
96 PETEK TRANSPORT, d.o.o., Ribnica	Transport	80.5%	11,501,287	68.7	129.0	37,420
97 ALPOD d.o.o.	Trade	80.3%	20,100,994	72.1	52.7	82,848
98 ILMEST d.o.o. Nova Gorica	Manufacturing	80.1%	15,981,890	97.7	150.3	26,854
99 Herz d.o.o.	Manufacturing	79.9%	23,939,027	79.2	224.7	29,859
100 ORODJARNA & INŽENIRING ALBA d.o.o.	Manufacturing	79.5%	10,273,289	98.5	98.0	47,354

First Steps in Setting Up Your Business in Slovenia

So you have made the decision to enter the Slovenian market. What are the next steps for you to be able to start doing business as quickly as possible?

Barbara Perko

The procedure and documents required for starting your business depend on the type of company that you want to open.

You have identified Slovenia as the ideal place for your business, you have checked the competition, and you have conducted comparative research and a feasibility study. It is now time to set out your approach: will you open a representative office, or will you invest in production or services on the ground? Firms most commonly opt to open a representative office or a limited liability company.

Steps to Setting Up a Company

1. If the company is being established by a foreign national, you will need the following for the purposes of registration:

- a foreign identification document (passport)
- a Slovenian tax number or personal identification number (EMŠO)
- personal documents of the founders and the statutory representatives (if the statutory representatives are also foreign nationals, you will need Slovenian tax numbers).

If the company is being established by a foreign legal entity, you will need the following for the purposes of registration:

- a foreign identification document of the director of the foreign company
- a Slovenian tax number or personal identification number (EMŠO)
- an extract from the companies register for the foreign parent company (short version), translated into Slovene by a court-approved translator
- personal documents of the founders and the statutory representatives (if the statutory representatives are also foreign nationals, you will need Slovenian tax numbers).

According to Doing Business, it was possible to register a company in seven days in Slovenia in 2017. This ranked it 49th out of 190 countries according to this criterion.

2. Foreign nationals must obtain a permit for temporary residence in Slovenia, if they intend to act as a company director or to manage a company as its statutory representative. The following information must be included in the statutory representative's application:

- the statutory representative's entry in Slovenia's companies register

- the business name and registered office, or the address of the legal entity where the statutory representative will work
- the duration of the work
- the name, date of birth and nationality of the statutory representative.

Nationals of third countries can arrange a residence permit at the Slovenian consular office in their country of origin.

3. Partners opening a limited liability company are required to:

- conclude a memorandum of association in the form of a notarial protocol
- sign an agreement to open a current account
- pay up the company's nominal capital in the minimal amount of EUR 7,500 and enclose confirmation of payment in the application for entry in the companies register
- submit criminal record checks for the founders
- have all documents translated into Slovene by a court-approved translator.

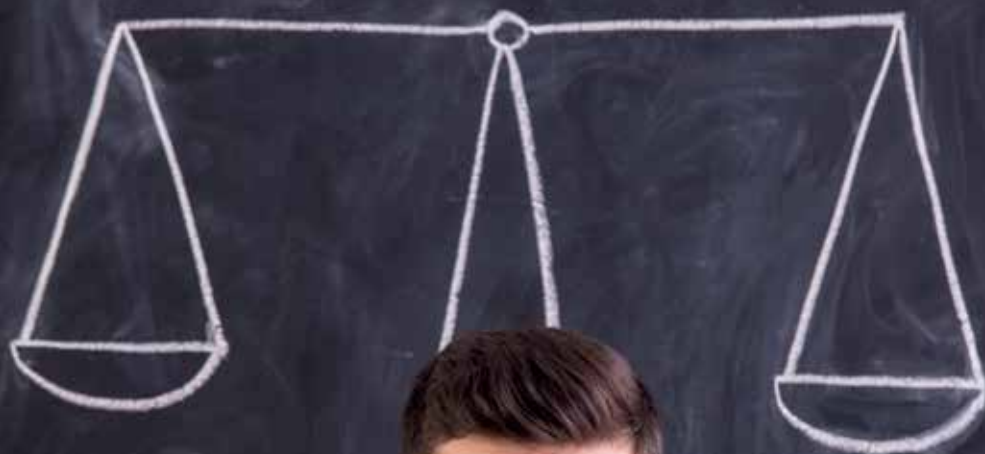
For simplified business, it makes sense for companies to obtain a digital certificate, which is available from SIGEN-CA, Pošta Slovenije, Nova Ljubljanska banka and Halcom Informatika. The request to establish a simplified limited liability company can be submitted via a VEM point (a one-stop shop). Help in registration can be obtained free-of-charge via the VEM point. In other instances, registering a company requires a visit to a notary.

The entire process, from obtaining a tax number to registering a company at the VEM point, should take between four and nine days.

If you want to employ a foreign national at a company registered in Slovenia, a work permit is required for anyone who is not a citizen of the EU, the EEA or Switzerland.

The CCIS Can Help You

The Chamber of Commerce and Industry of Slovenia is a SPOT point, which means that it can help in arranging everything you need to start your business in Slovenia. Visit our website at www.gzs.si, or contact Tanja Jamnik by phone (+386 1 5898105) or email (tanja.jamnik@gzs.si).



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