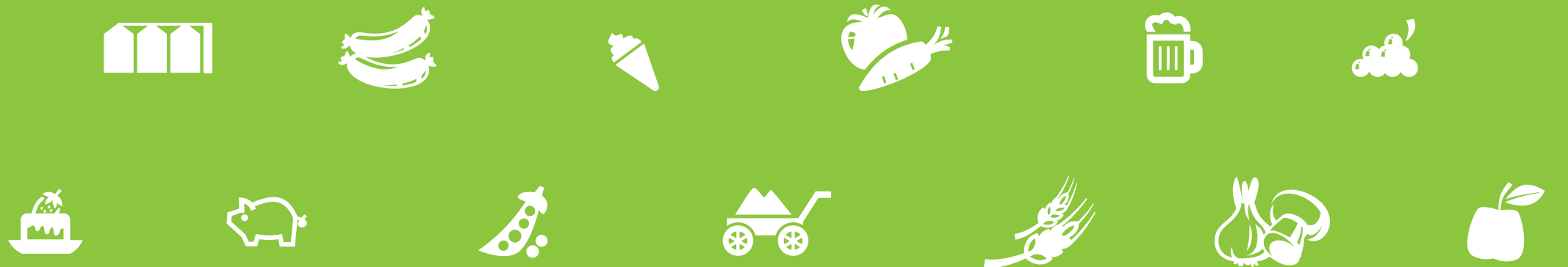




# Food processing industry in Slovenia in 2017



# Introduction

Dear Sir/Madam,

the past few years have seen growth and development. A positive atmosphere and economic growth are reflected in the whole of society, which generates consumption and production, and positively affects investments. More jobs and lower unemployment have also been recorded.

Most produced and processed food is sold on the domestic market, therefore a positive image of the whole food supply chain, from producers, the processing industry to shops, is an important factor in developing consumers' trust in the quality of local food. A new quality scheme and the "Selected Quality Slovenia" trademark also helped raise awareness; the first two sectors to enter the quality scheme were milk and meat, which put this trademark on their quality products. Slovenian meat and milk products prove that connections between all links in the food supply chain is the key to success. Intensive promotion and awareness raising boost consumers' trust in Slovenian food and increasing demand for local products.

Another important factor in economic growth is an increase in exports, which is the result of activities in the internationalisation of Slovenian agriculture and food industry. Exports reduces dependency on domestic and European markets, and strengthen the stability of the whole food supply chain. I would also like to mention that one of our ministry's priorities is to assist enterprises to enter new markets, promoting exports of high-quality agricultural and food products which may be proudly supplied to more distant markets. The export orientation of the food processing industry grew by 12.6 per cent in 2017 compared to 2016, and exceeded 27 per cent of total sales revenue. This shows that food processing enterprises have been successfully entering new markets. In this field, many activities have been undertaken in recent years, an objective we will pursue in the future.

Dear Sir/Madam, we are well aware of the importance of the food processing industry and its multiplier effect on the Slovenian economy. We hope we will continue with this positive collaboration for successful business results in the future.

mag. Dejan Židan  
Minister of Agriculture, Forestry and Food



Photo: Ministry of Agriculture, Forestry and Food

Dear Sir/Madam,

a fact we locals have known for many years, and tourists spending holidays on the sunny side of the Alps have learned is that Slovenia is distinguished by a rich culinary diversity. This is particularly due to family traditions, grandmothers, mother and daughters, the cultural traditions of the nation, and our great writers, who were well aware of the importance of people's daily diet as a part of national identity. The fact that Slovenians appreciate and enjoy home-made dishes every day is very important in this time of globalisation. In this time of haste, stress and lack of time, the Slovenian food processing industry, which is trusted by more and more Slovenian consumers, plays an important role in preserving family habits and customs. The Slovenian food processing industry also boasts a high level of export activity. In 2017, over a quarter of sales revenue was generated outside Slovenia, about which we are very pleased, as it confirms that Slovenian food products are not bought only because of a sentimental attachment, but also because consumers are more frequently recognising the quality and taste of our products.

The food industry is constantly making national history, so we should strive to preserve traditional recipes adjusted to the desires and needs of modern consumers, whether this takes the form of convenient packaging, products that contain less sugar, fat or salt, or new, innovative flavours. All our activities are aimed at the satisfaction and, particularly, the health of our consumers. The Slovenian food processing industry comprises 27 registered sectors, which enables us to provide Slovenian consumers with everything they need for balanced meals. We strive to make our products with high-quality ingredients provided by the diverse Slovenian landscapes, and it is not surprising that food processing plants are equally distributed around the country. This supports the preservation and development of Slovenian rural areas and the decentralisation of employment. Several thousand people are thus directly connected with the food industry, and we hope and strive to have our products on your daily and holiday tables more frequently. I believe that the publication you are reading will contribute to the more effective promotion of the Slovenian food processing industry at home and worldwide.

Anka Miklavič Lipušček,  
President of the Chamber of Agriculture and Food Enterprises  
at the CCIS



Photo: Tadej Kreft

# Identity card of food enterprises



Number of enterprises:

**733**



Number of employees:

**13,683**



Added value:

**499 mill. €**



Added value per employee:

**36,472 €**



Net sales revenue:

**2.2 bil. €**



Net sales revenue in foreign markets:

**599 mill. €**



Share of sale in foreign markets:

**27.8 %**



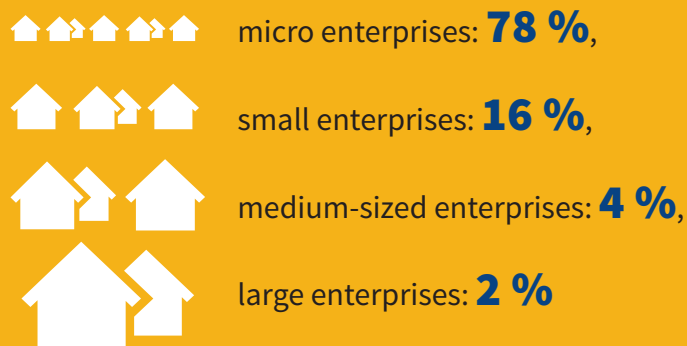
Net profit/loss:

**81 mill. €**

# Characteristics of food processing enterprises in Slovenia

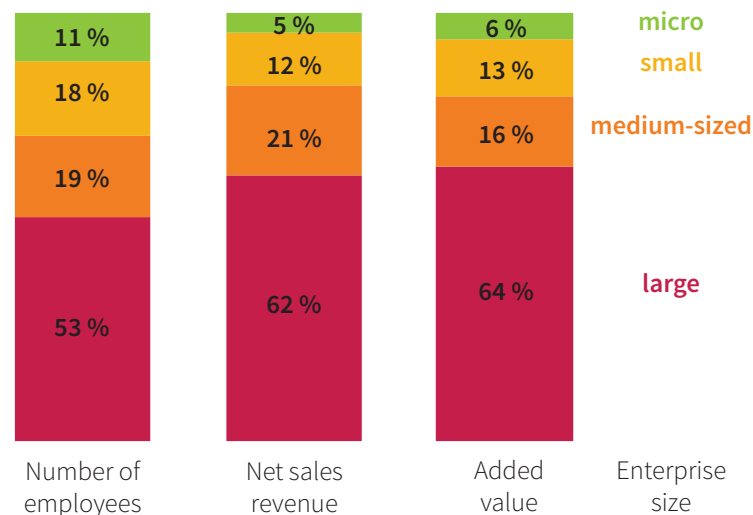
In 2017 there were:

**733** registered food processing enterprises

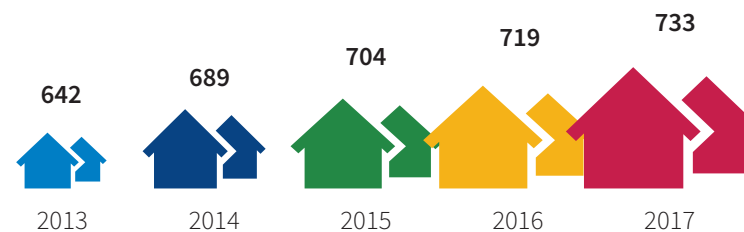


- The number of food processing enterprises has been growing every year. Between 2013 and 2017, the highest rise in the number of registered enterprises was recorded in 2014, and between 2014 and 2017, the number of enterprises increased.
- Despite the fact that large enterprises constitute a mere 2 per cent of all food processing enterprises, they contribute significantly to the highest share of employment (53 per cent), added value (64 per cent) and net sales revenue (62 per cent).

## Break-down of enterprises by different indicators

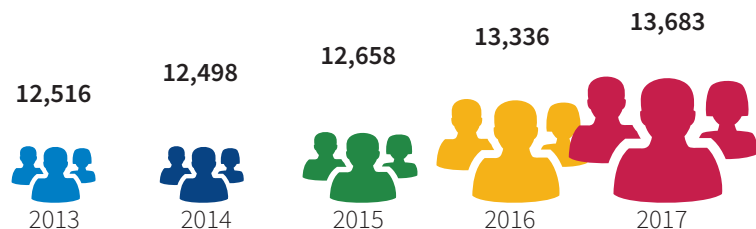


## The number of enterprises has been growing



# Food processing industry is an important employer

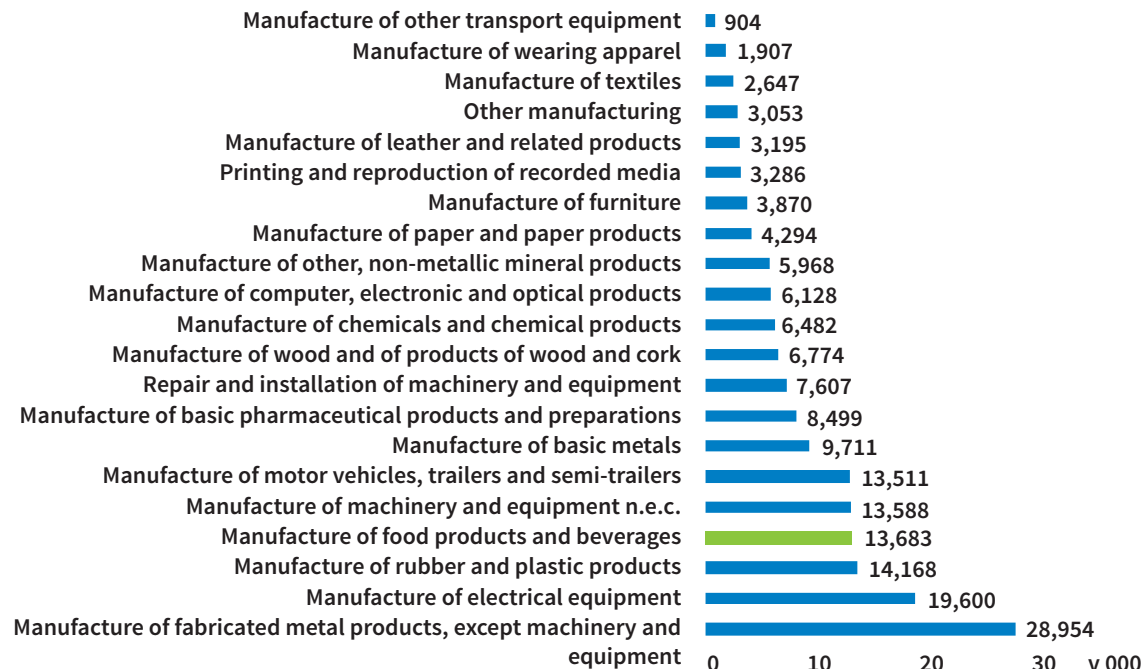
## Number of employees has been growing



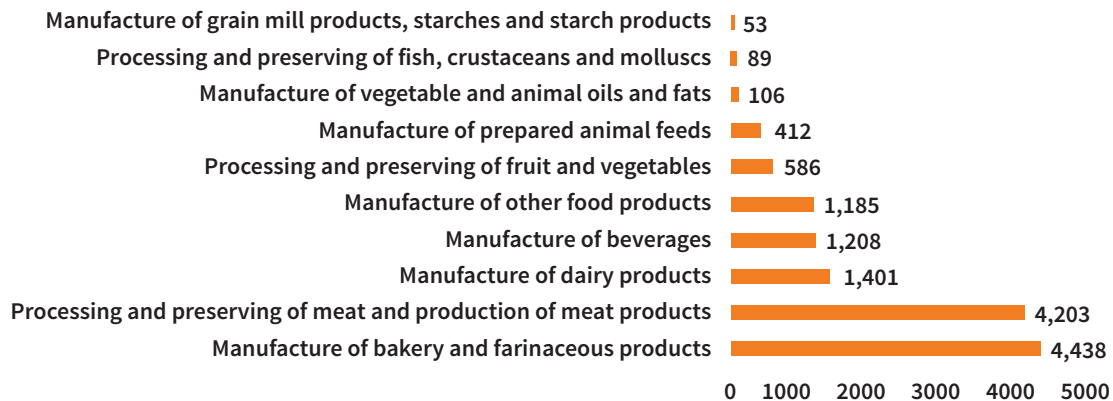
### TOP 5 EMPLOYERS

1. Perutnina Ptuj d.d.
2. Žito d.o.o.
3. Pivovarna Laško Union d.o.o.
4. Ljubljanske mlekarne d.d.
5. Mlinotest d.d.

## Number of employees in processing activities

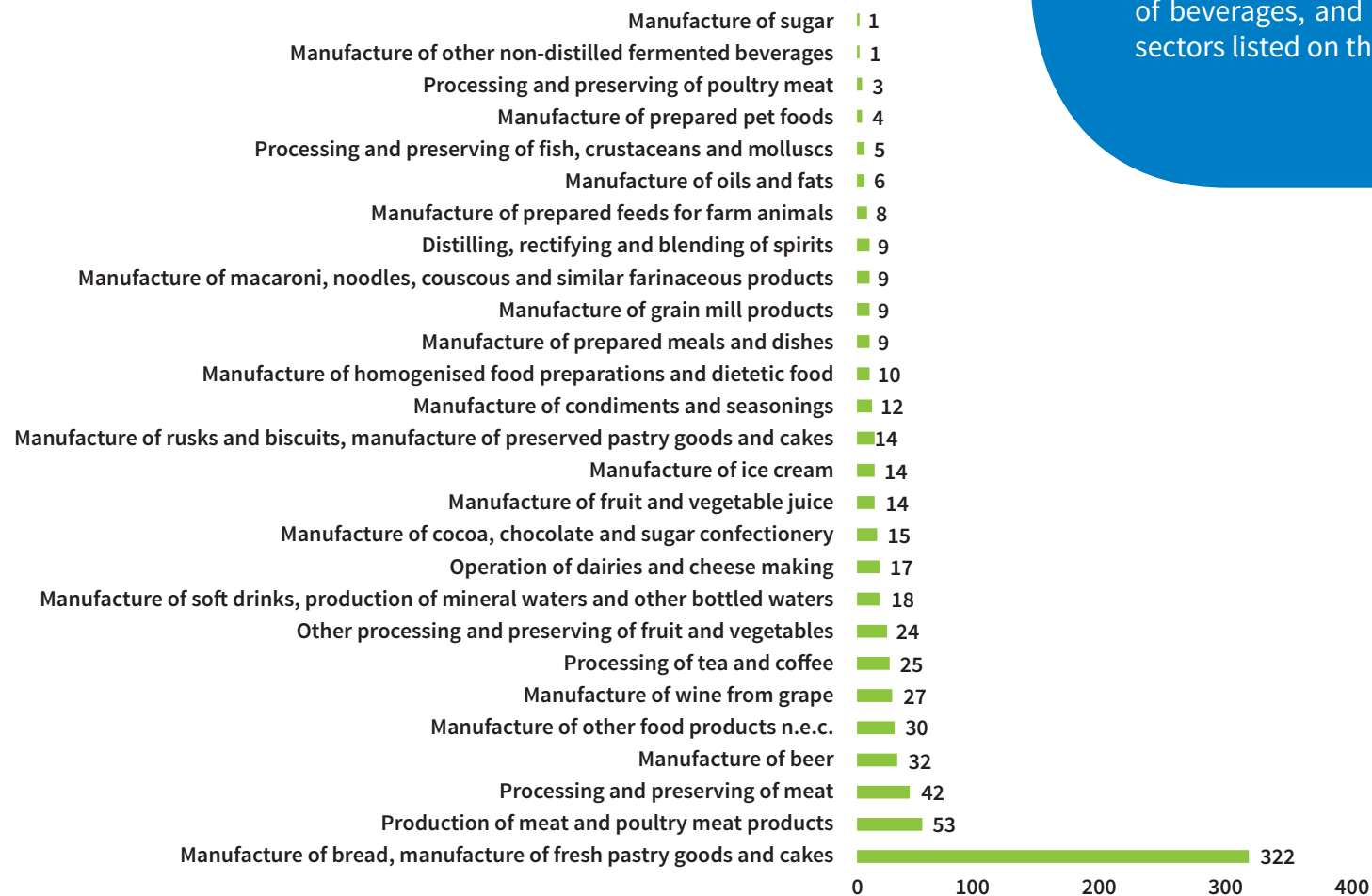


## Number of employees in the food processing industry



- Enterprises that produce bakery and farinaceous products have the most employees. Most micro enterprises and only four large enterprises are registered for this sector. The four large enterprises employ 39 per cent of all employees in this sector.
- These are followed by enterprises that produce meat and meat products of which enterprises that produce poultry meat products have the most employees.
- Enterprises that produce dairy products ranked third according to the number of employees.

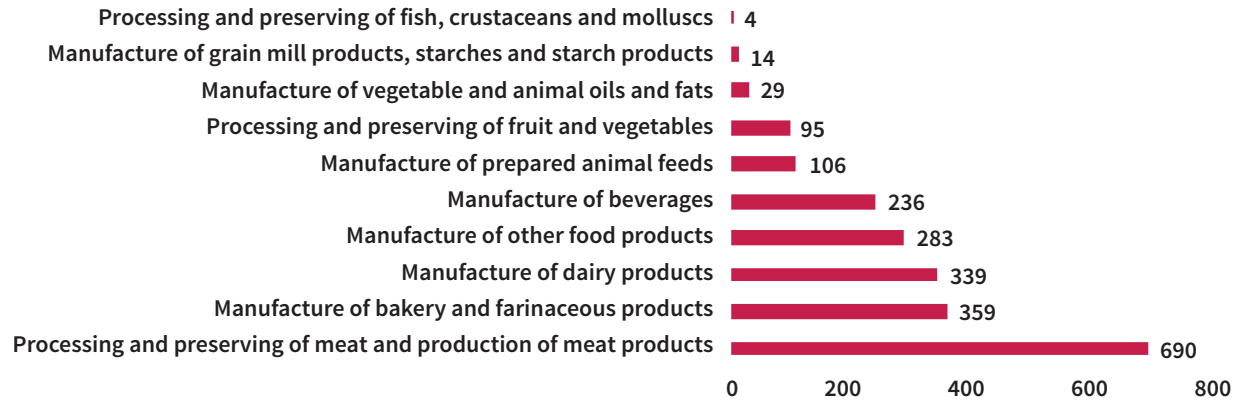
## Number of enterprises by sectors



According to the Standard Classification of Activities 2008, the food processing industry may be roughly divided into C 10 – Manufacture of food products and C 11 – Manufacture of beverages, and in more detail, into the 27 sectors listed on the left.

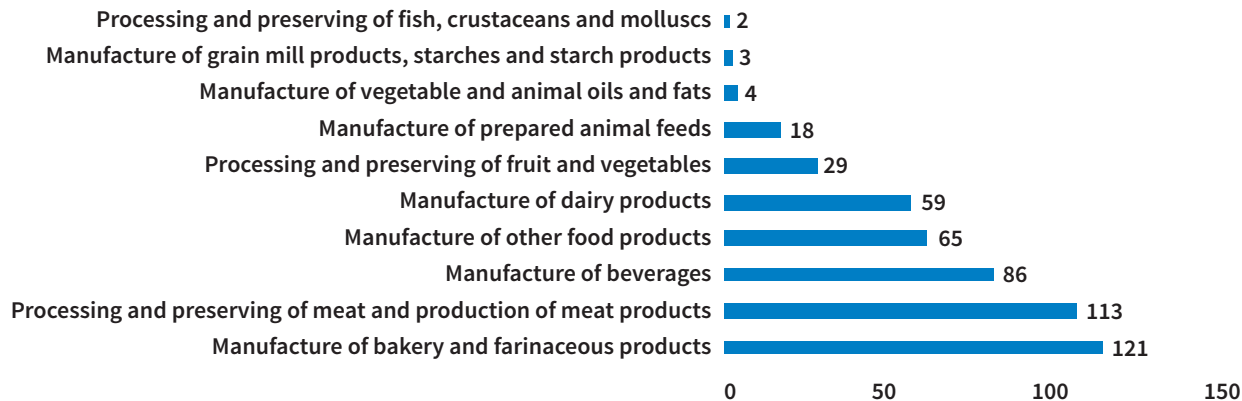
- The greatest share (44 per cent) of all food processing enterprises is constituted by enterprises that produce bread, fresh pastry goods and cakes, followed by enterprises that produce meat products and enterprises that produce meat (except poultry).

## Net sales revenue (EUR million)



- In 2017, enterprises that produce meat and meat products generated the highest net sales revenue.
- These are followed by enterprises that produce bakery and farinaceous products.
- Enterprises that produce dairy products ranked third in terms of net sales revenue.

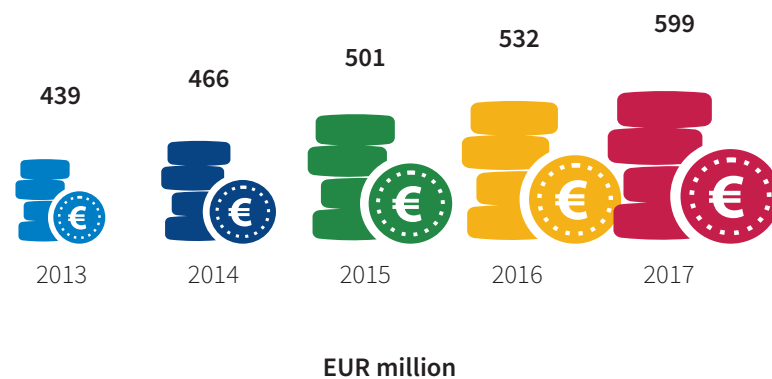
## Added value (EUR million)



- In 2017, the highest added value was generated by enterprises that produce bakery and farinaceous products.
- These are followed by enterprises that produce meat and meat products.
- Enterprises that produce beverages ranked third in terms of added value.

# The export activities of the Slovenian food processing industry are increasing

## Net sales revenue in foreign markets



- Food enterprises have also been achieving great results in foreign markets.
- In the last five years, the net sales revenue of food enterprises in foreign markets has been between EUR 400 and 600 million.
- The highest increase compared to the previous year was in 2017, when net sales revenue in foreign markets rose by almost 13 per cent or over EUR 65 million.

## TOP 5 EXPORT ENTERPRISES

1. Droga Kolinska d.d.
2. Perutnina Ptuj d.d.
3. Ljubljanske mlekarne d.d.
4. Incom d.o.o.
5. Pivovarna Laško Union d.o.o.

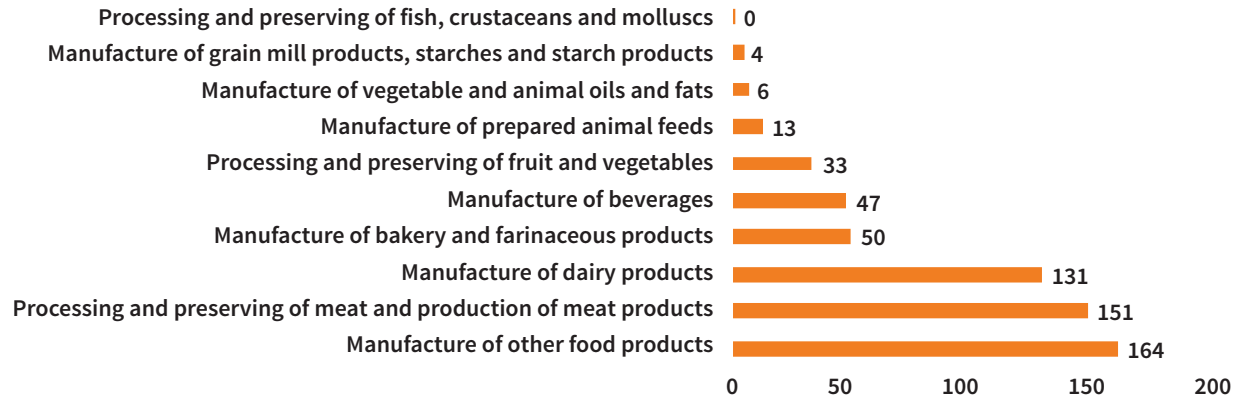
## TOP 5 EXPORT COUNTRIES

1. Italy
2. Croatia
3. Austria
4. Bosnia and Herzegovina
5. Germany

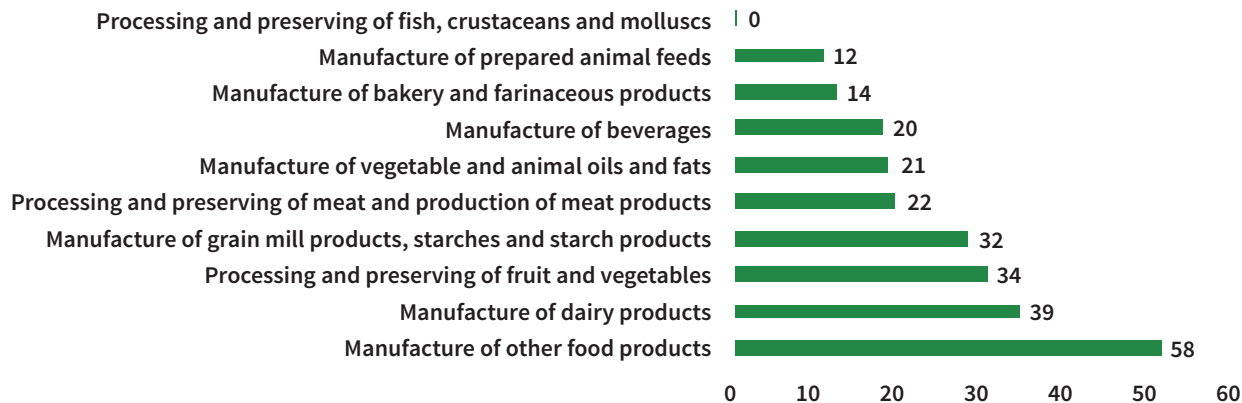
Source: SORS



## Net sales revenue in foreign markets (EUR million)



## Share of sales in foreign markets (%)

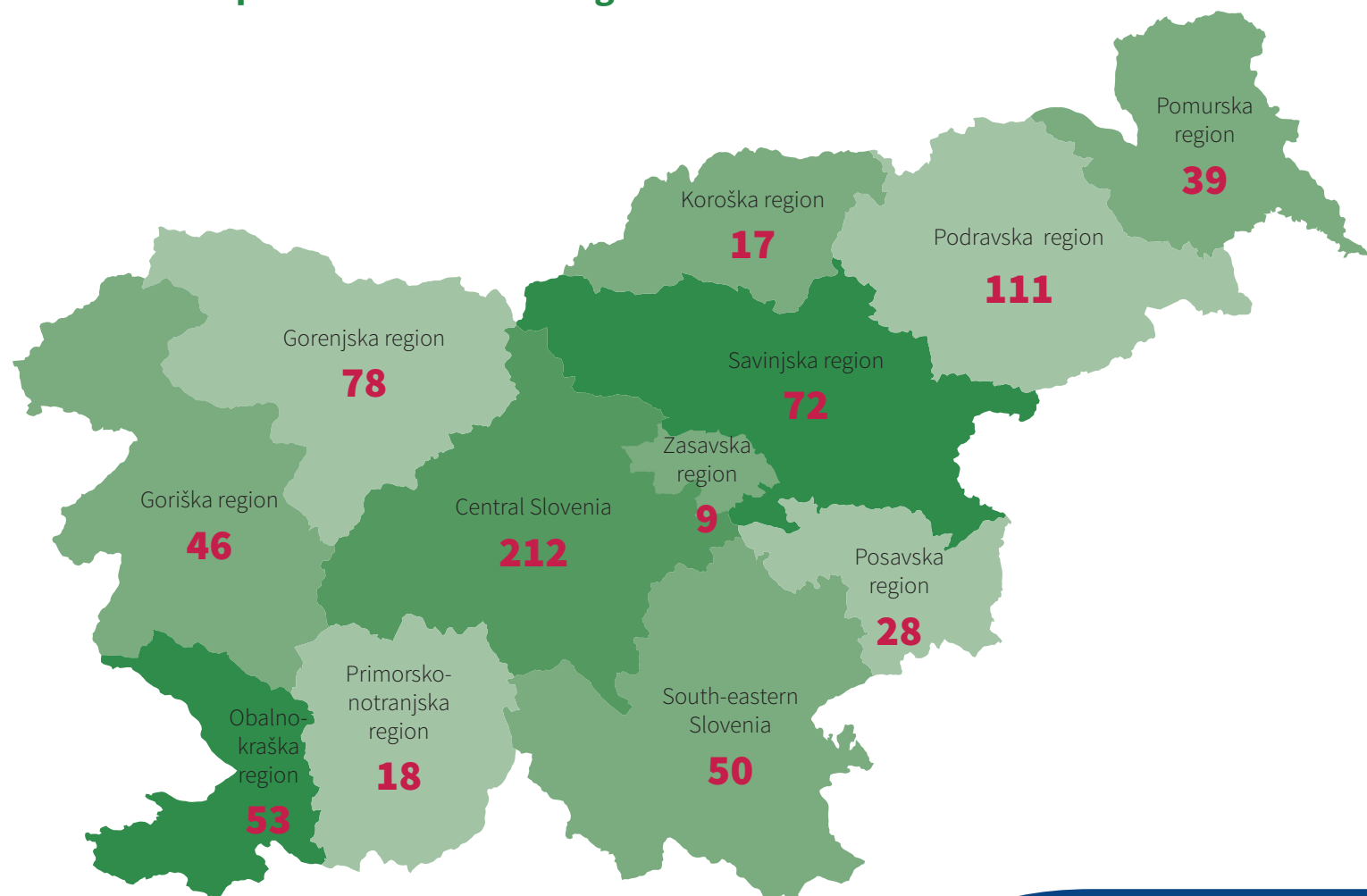


- Most net sales revenue in foreign markets is generated by enterprises that produce other food products.
- These are followed by enterprises that produce meat and meat products.
- Enterprises that produce dairy products rank third in terms of net sales revenue in foreign markets.

- The highest share of sales in foreign markets is generated by enterprises that produce other food products, which account for 58 per cent of all sales in foreign markets.
- Enterprises that produce dairy products rank second; their share of sales in foreign markets is almost 39 per cent.
- Enterprises that process and preserve fruits and vegetables rank third; their share of sales in foreign markets is 34 per cent.

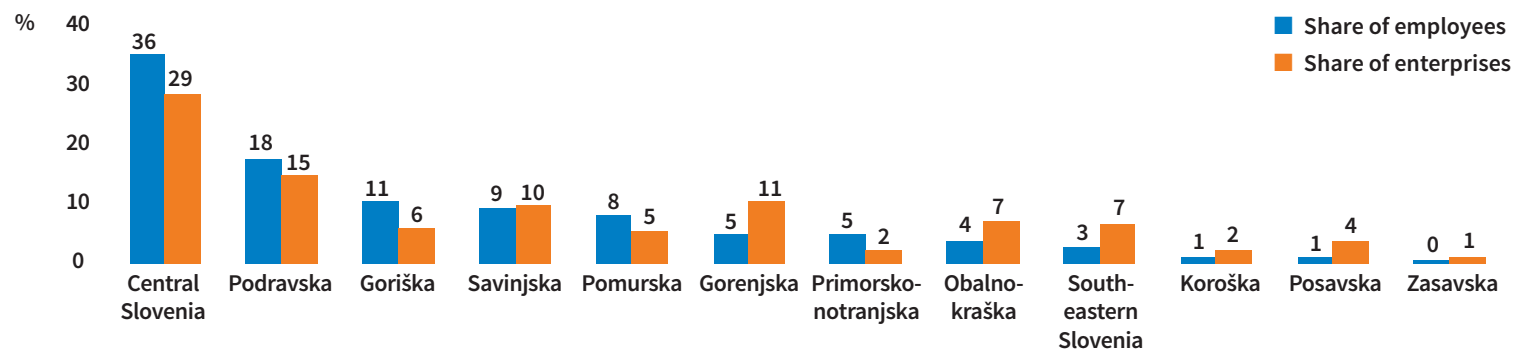
# Regional characteristics of the Slovenian food processing industry

## Number of enterprises in statistical regions

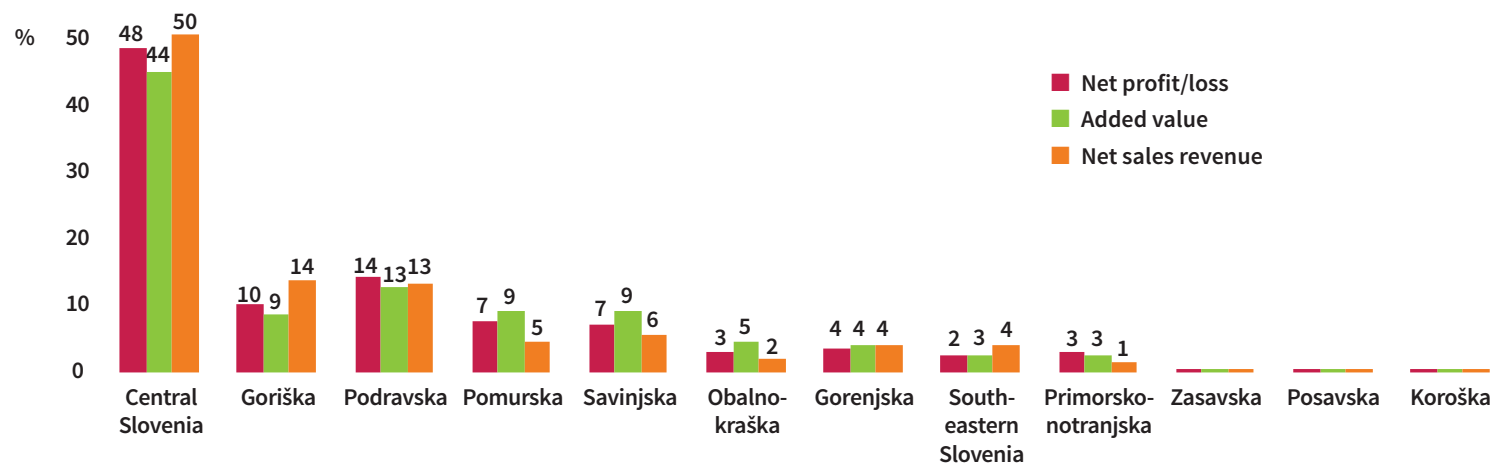


- The Slovenian food processing industry is represented in all Slovenian statistical regions.
- The food processing industry in Central Slovenia is the most successful.
- The food processing industries in Pomurska, Podravska, Savinjska and Goriška statistical regions also achieve above-average results.

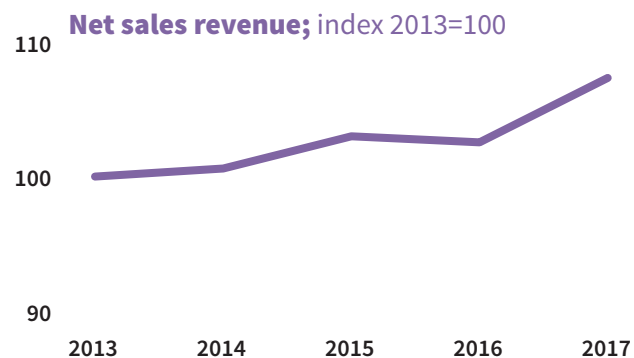
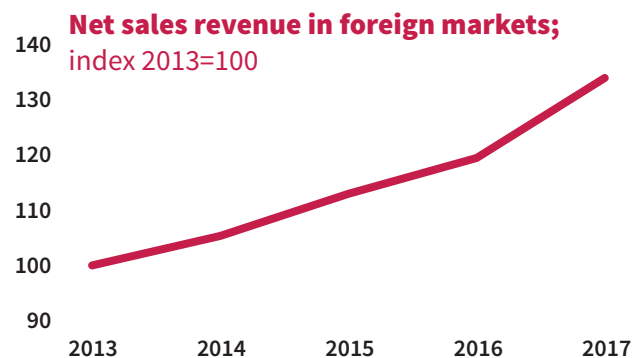
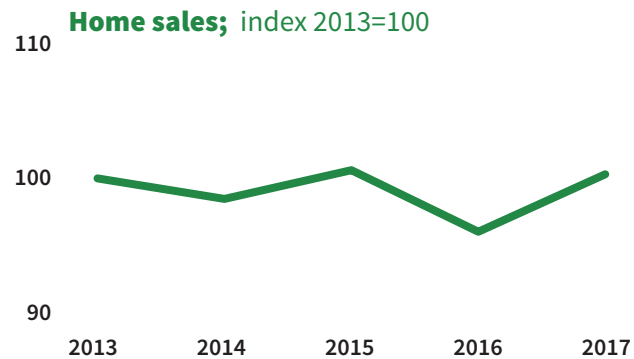
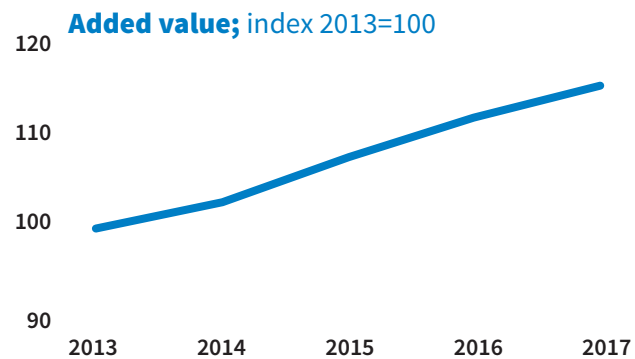
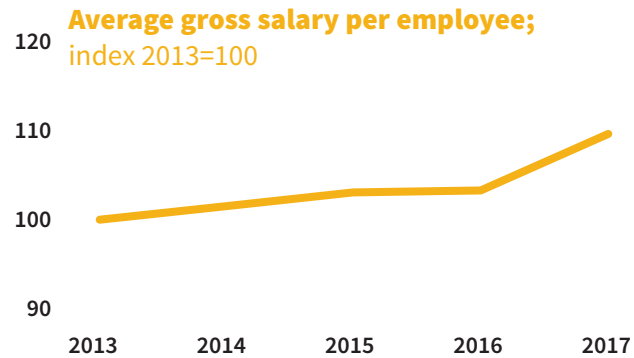
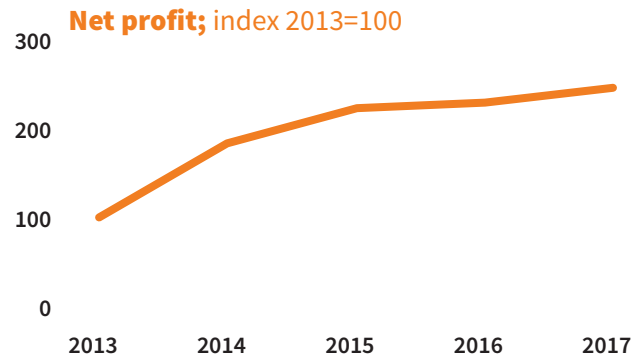
## Share of enterprises and employees in statistical regions (SLO=100 %)



## Contribution of statistical regions to economic indicators (SLO=100 %)



# Economic indicators of Slovenian food processing industry



## Summary

- The number of food processing enterprises rose between 2013 and 2017.
- The number of employees has been increasing.
- Added value and net sale revenue have also been on the rise.
- Exports have been growing as well: net sales revenue in foreign markets has grown by 36 per cent in the last five years.
- The share of sales in foreign markets grew from 22 per cent in 2013 to 28 per cent in 2017.

Diagrams are based on the fixed-base index in 2013

# Top 10 enterprises

## by number of employees:

1. Perutnina Ptuj d.d.
2. Žito d.o.o.
3. Pivovarna Laško Union d.o.o.
4. Ljubljanske mlekarne d.d.
5. Mlinotest d.d.
6. Droga Kolinska d.d.
7. Pivka perutninarstvo d.d.
8. Celjske mesnine d.o.o.
9. Pekarna Pečjak d.o.o.
10. Don Don d.o.o.

## by net sales revenue:

1. Droga Kolinska d.d.
2. Ljubljanske mlekarne d.d.
3. Perutnina Ptuj d.d.
4. Pivovarna Laško Union d.o.o.
5. Žito d.o.o.
6. Celjske mesnine d.o.o.
7. Mlekarna Celeia d.o.o.
8. Panvita MIR d.o.o.
9. Jata Emona d.o.o.
10. Mlinotest d.d.

## by added value:

1. Pivovarna Laško Union d.o.o.
2. Perutnina Ptuj d.d.
3. Droga Kolinska d.d.
4. Ljubljanske mlekarne d.d.
5. Žito d.o.o.
6. Radenska d.o.o.
7. Fructal d.o.o.
8. Mlinotest d.d.
9. Pekarna Pečjak d.o.o.
10. Jata Emona d.o.o.

## by net sales revenue in foreign markets:

1. Droga Kolinska d.d.
2. Perutnina Ptuj d.d.
3. Ljubljanske mlekarne d.d.
4. Incom d.o.o.
5. Pivovarna Laško Union d.o.o.
6. Žito d.o.o.
7. Hočevvar d.o.o.
8. Fructal d.o.o.
9. Mercator-Emba d.d.
10. Mlekarna Celeia d.o.o.

The Rural Development Programme of the Republic of Slovenia 2014–2020 (hereinafter: the RDP 2014–2020) is the common programme document of individual member States and the European Commission, which is the programme basis for drawing European funds from the European Agricultural Fund for Rural Development (EAFRD). The programme reflects the national priorities defined by Member States based on an analysis of the situation in agriculture, food production and forestry.

The RDP 2014–2020 focuses on three main areas with which Slovenia will improve biodiversity, the state of waters and soil, the competitiveness of the agricultural sector, and the social integration and local development of rural areas, which reflects, as much as possible, the national priorities defined by Slovenia on the basis of an analysis of resources and the situation in agriculture, food production and forestry, as well as the integration of these industries into developments in rural areas and throughout the territory.

A stable food processing industry is also important for the development of rural areas, so the support of RDP 2014–2020 is also intended for this industry. The food processing industry will be able to obtain funds particularly within the following measures of the RDP 2014–2020:

### Measure 3: Quality schemes for agricultural products and foodstuffs

The objective of the measure is to include agricultural holdings in quality schemes, increasing the added value of agricultural products and the volume of products from quality schemes on the market.

### Measure 4: Investments in physical assets

The measure is intended for the development of agriculture, the processing and marketing of agricultural and food products, and of agricultural and forest infrastructure.

### Measure 6: Development of farms and undertakings

The purpose of the measure is to establish and develop farms and non-agricultural activities in rural areas. The RDP envisages to use incentives to contribute to activating endogenous potential in the local environment, which will strengthen the rural economy, create new jobs and raise added value.

### Measure 16: Cooperation

This measure supports various forms of cooperation with which different actors in rural areas will be able to overcome the economic, environmental and other constraints which they face due to fragmentation and lack of connection.

Gospodarska  
zbornica  
Slovenije



Chamber of Commerce  
and Industry of Slovenia

Chamber of Agricultural  
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