

Metal Processing Association

# **Metal processing industry**

Annual report

Ljubljana, August 2016

## Table of contents

<b>1. BASIC DATA ON THE STATE OF THE METAL PROCESSING INDUSTRY IN 2015 ...</b>	<b>4</b>
1.1. Sales in domestic and international markets.....	8
1.2. Proportions of individual sectors in the metal processing industry .....	8
1.3. Competitive positioning of the metal processing industry .....	10
<b>2. TRENDS IN THE METAL PROCESSING INDUSTRY AND ITS SECTORS FROM 2005 TO 2015 .....</b>	<b>11</b>
2.1. The volume index of industrial production.....	11
2.2. The number of companies in the metal processing industry .....	13
2.3. The number of employees in the metal processing industry .....	15
2.4. Gross value added per employee .....	15
2.5. Competitive position of companies by size .....	16
2.6. Competitive position of companies according to the origin of capital .....	19
<b>3. EXPORT IN THE SLOVENIAN METAL PROCESSING INDUSTRY.....</b>	<b>21</b>
<b>4. REVIEW OF THE SLO. METAL PROCESSING INDUSTRY'S SECTORS IN 2015 .....</b>	<b>23</b>
<b>4.1. MANUFACTURE OF FABRICATED METAL PRODUCTS, EXCEPT MACHINERY AND EQUIPMENT – NACE 25.....</b>	<b>23</b>
4.1.1. Income, employment, gross value added, profit, cost of labour and export of metal products .....	23
4.1.2. Companies .....	25
4.1.3. Export.....	26
4.1.4. International benchmark .....	26
4.1.4.1. Investments in the sector.....	28
<b>4.2. MANUFACTURE OF MACHINERY AND EQUIPMENT N.E.C.– NACE 28 .....</b>	<b>29</b>
4.2.1. Income, employment, gross value added, profit, cost of labour and export for Manufacture of machinery and equipment n.e.c. sector .....	29
4.2.2. Companies .....	30
4.2.3. Export.....	31
4.2.4. International benchmark .....	32
4.2.4.1. Investments in the sector .....	33
<b>4.3. MANUFACTURE OF MOTOR VEHICLES, TRAILERS AND SEMI-TRAILERS – NACE 29.....</b>	<b>34</b>
4.3.1. Income, employment, gross value added, profit, cost of labour and export of motor vehicles and trailers .....	34
4.3.2. Companies .....	35
4.3.3. Export.....	37
4.3.4. International benchmark .....	37
4.3.4.1. Investments in the sector .....	39
<b>4.4. MANUFACTURE OF OTHER TRANSPORT EQUIPMENT – NACE 30 .....</b>	<b>40</b>
4.4.1. Income, employment, gross value added, profit, cost of labour and export of other transport equipment .....	40
4.4.2. Companies .....	41
4.4.3. Export.....	42
4.4.4. International benchmark .....	42
4.4.4.1. Investments in the sector .....	43

<b>4.5. Repair and installation of machinery and equip. – NACE 33 .....</b>	<b>45</b>
4.5.1. Income, employment, gross value added, cost of labour, export of metal products.....	45
4.5.2. Companies .....	46
4.5.3. Export.....	47
4.5.4. International benchmark .....	48
4.5.4.1. Investments in the sector .....	49
<b>5. CHART INDEX.....</b>	<b>50</b>
<b>6. TABLE INDEX.....</b>	<b>50</b>
<b>7. SOURCES .....</b>	<b>51</b>

The purpose of this publication is to present basic information concerning management in the metal processing industry's sectors in the year 2015 and to present trends and key findings of the sector. The publication also includes comparisons to the EU environment.

## 1. BASIC DATA ON THE STATE OF THE METAL PROCESSING INDUSTRY IN 2015

In 2015, companies were classified on the basis of the Standard Classification of Activities – NACE 2008. The classification is in line with the Decree on the Standard Classification of Activities UI 69/07, 17/08, which entered into force on 1 January 2008, and in line with European classification of activities NACE rev. 2.

The Slovenian Metal Processing Association, which is part of the Slovenian Chamber of Commerce and Industry, consists of companies in the following metal processing sectors:

- NACE C/25 Manufacture of fabricated metal products, except machinery and equipment
- NACE C/26.52 Manufacture of watches and clocks
- NACE C/27.52 Manufacture of non-electric domestic appliances
- NACE C/28 Manufacture of machinery and equipment n.e.c.; NACE 28.230 (Manufacture of office machinery and equipment (except computers and peripheral equipment)) not included
- NACE C/29 Manufacture of motor vehicles, trailers and semi-trailers; NACE 29.310 (Manufacture of electrical and electronic equipment for motor vehicles) not included
- NACE C/30 Manufacture of other transport equipment
- NACE C/33 Repair and installation of machinery and equipment; NACE 33.130, 33.140, 33.190 and 33.200 not included
- NACE C/95.22 Repair of household appliances and home and garden equipment

The Slovenian metal processing industry is one of the top sectors of the Slovenian manufacturing industry in terms of turnover and exports. Sectors of the metal processing industry represented 29% of turnover (€7,3 billion), 30% (€5,1 billion) of exports, 34% (approximately 56.000) of employees and generated 30% (€2,1 billion) of gross value added of all manufacturing sectors in Slovenia in 2014.

### Metal processing industry inside manufacturing industry

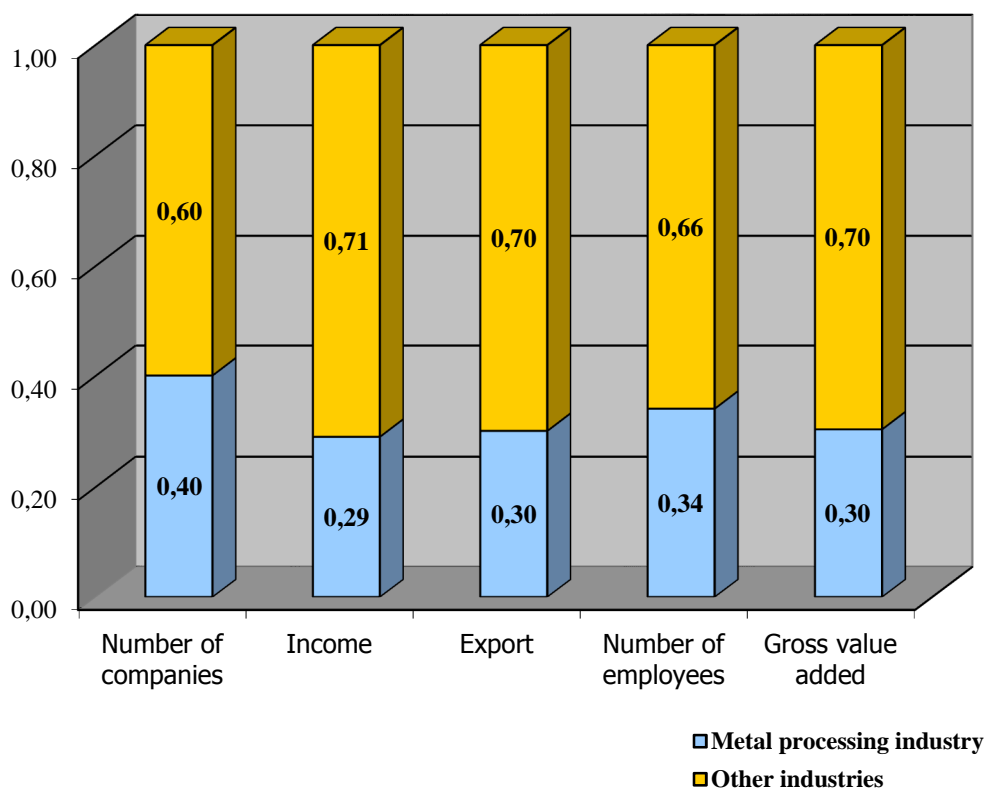


Chart 1: The Slovenian metal processing industry's share in the manufacturing industry in 2015

	Slovenia		manufacturing industry		metal processing industry	
	value in 2015	Index 15/14	value in 2015	Index 15/14	value in 2015	Index 15/14
<b>Number of companies</b>	65.214	102,60	7.879	103,50	3.161	106,00
<b>Avg. number of employees</b>	444.839	102,80	163.597	102,30	55.854	103,80
<b>Total revenue (w/o change in stocks)</b>	81.724.462.950	102,80	25.107.120.530	103,60	7.302.658.815	97,00
<b>Gross profit</b>	80.193.860.582	103,10	24.892.236.991	103,90	7.299.486.265	98,30
<b>Sales</b>	78.692.927.625	102,90	24.415.639.205	103,70	7.142.857.428	97,60
<b>Domestic sales</b>	48.435.996.443	100,00	7.457.836.900	96,80	2.030.435.198	84,40
<b>Foreign sales</b>	30.256.931.182	107,70	16.957.802.305	107,00	5.112.422.230	104,10
<b>Total expenses</b>	79.669.383.991	102,00	23.947.281.972	103,00	7.055.432.919	96,90
<b>Cost of goods, materials and services</b>	61.061.227.259	102,80	17.855.689.416	103,70	5.166.021.156	95,40
<b>Employee benefits expense</b>	11.014.096.354	103,70	4.137.008.540	104,30	1.384.137.286	106,30
<b>Depreciation expense</b>	3.102.598.543	101,90	1.107.466.660	105,80	313.224.371	105,50
<b>OPERATING PROFIT</b>	2.797.552.682	108,70	1.371.643.487	102,10	335.552.083	112,50
<b>FINANCIAL PROFIT/LOSS</b>	-802.296.869	57,40	-131.144.859	33,70	-60.497.457	64,30
<b>EBIT</b>	2.913.461.785	106,80	1.381.824.802	99,70	342.569.181	108,80
<b>EBITDA</b>	6.016.060.328	104,20	2.489.291.462	102,30	655.793.552	107,20
<b>Income tax expense</b>	473.665.038	111,00	144.095.319	119,30	37.918.428	110,60
<b>Net profit</b>	3.689.876.399	110,70	1.346.230.990	114,00	320.960.699	109,90
<b>Net loss</b>	2.049.865.913	83,80	234.362.455	74,80	77.149.548	74,40
<b>NET PROFIT/LOSS</b>	1.640.010.486	184,80	1.111.868.535	128,20	243.811.151	129,40
<b>Cash flow from operations (net profit+ depreciation)</b>	4.742.609.029	120,60	2.219.335.195	115,90	557.035.522	114,80
<b>Gross value added</b>	18.293.537.354	104,80	6.852.036.557	104,50	2.084.614.178	106,00
<b>ASSETS</b>	88.706.009.716	98,50	22.257.632.218	101,00	5.415.106.424	98,00
<b>Inventories</b>	7.952.863.795	98,80	3.318.046.627	105,50	904.660.792	99,50
<b>Equity</b>	39.751.652.142	105,40	11.133.842.648	109,50	2.323.738.536	115,10
<b>Equity ratio (%)</b>	45	106,90	50	108,20	43	117,50
<b>Debt/equity ratio</b>	1,15	88,50	0,91	86,70	1,20	77,40
<b>Debt ratio (LT+ST liabilities/assets)</b>	0,51	94,40	0,45	91,80	0,52	91,20
<b>Total revenue/total expenses</b>	1,03	101,00	1,05	101,00	1,04	101,00
<b>EBITDA margin (%)</b>	7,64	101,20	10,20	98,70	9,18	109,80
<b>ROE (%)</b>	4,26	179,70	10,45	119,60	11,43	118,80
<b>ROA (%)</b>	1,85	188,80	5,06	128,10	4,60	134,50
<b>Sales per employee (EUR)</b>	176.902	100,10	149.243	101,40	127.885	94,10
<b>Share of foreign sales (%)</b>	38	104,60	70	103,30	72	106,70
<b>Labour costs per employee (EUR)</b>	24.760	101,00	25.288	102,00	24.781	102,40
<b>Average wage per employee (EUR)</b>	18.053	101,00	18.464	102,10	18.113	102,60
<b>Gross value added per employee (EUR)</b>	41.124	102,00	41.884	102,20	37.323	102,20
<b>Labour costs in gross value added (%)</b>	60	99,00	60	99,80	66	100,30
<b>Net profit per employee (EUR)</b>	8.295	107,70	8.229	111,50	5.746	105,90
<b>Net loss per employee (EUR)</b>	4.608	81,60	1.433	73,10	1.381	71,70
	value in 2015	Index 15/14	value in 2015	Index 15/14	value in 2015	Index 15/14
	<b>Slovenia</b>		<b>manufacturing industry</b>		<b>metal processing industry</b>	

Table 1: The position of the Slovenian metal processing industry in Slovenia's manufacturing industry in 2015

Based on the data from the Agency of the Republic of Slovenia for Public Legal Records and Related Services (AJPES) and the data processed by the Chamber of Commerce and Industry of Slovenia – CCIS, following the CCIS-SKEP methodology, the table consists of basic data for the Slovenian metal processing industry. The table includes data of companies which are committed to submit the balance sheets at the end of the fiscal year. The table does not include data from individual private entrepreneurs. It is necessary to emphasize that the data for NACE sectors 28 (Manufacture of machinery and equipment n.e.c.), 29 (Manufacture of motor vehicles, trailers and semi-trailers) and 33 (Repair and installation of machinery and equipment), throughout the publication, do not include data for subsectors that do not fall within the metal processing industry and are defined at the beginning of this chapter.

### Basic data for the metal processing industry of Slovenia in the year 2015

	metal processing industry		NACE 25 metal products	NACE 28 machinery and equipment	NACE 29 motor vehicles, trailers and semi-trailers	NACE 30 other transport equipment	NACE 33 Repair and installation of machinery and equipment
	value in 2015	Index 15/14	value in 2015	value in 2015	value in 2015	value in 2015	value in 2015
<b>Number of companies</b>	3.161	106,00	1.815	507	121	91	589
<b>Avg. number of employees</b>	55.854	103,80	25.667	12.243	10.286	561	6.985
<b>Total revenue (w/o change in stocks)</b>	7.302.658.815	97,00	2.651.624.350	1.494.115.929	2.510.906.812	81.375.588	552.123.007
<b>Gross profit</b>	7.299.486.265	98,30	2.645.666.702	1.498.766.134	2.511.935.550	82.252.488	548.373.153
<b>Sales</b>	7.142.857.428	97,60	2.587.061.734	1.459.862.198	2.470.242.630	77.974.269	535.243.107
<b>Domestic sales</b>	2.030.435.198	84,40	1.159.858.989	425.226.031	140.676.067	17.484.527	275.611.513
<b>Foreign sales</b>	5.112.422.230	104,10	1.427.202.745	1.034.636.167	2.329.566.563	60.489.742	259.631.594
<b>Total expenses</b>	7.055.432.919	96,90	2.535.321.393	1.435.665.215	2.470.381.733	82.836.549	518.943.466
<b>Cost of goods, materials and services</b>	5.166.021.156	95,40	1.745.562.296	1.016.742.785	2.049.789.776	59.221.283	285.065.338
<b>Employee benefits expense</b>	1.384.137.286	106,30	597.953.043	323.187.685	249.634.564	13.996.305	197.370.785
<b>Depreciation expense</b>	313.224.371	105,50	120.978.328	54.702.580	119.125.505	3.382.687	14.806.854
<b>OPERATING PROFIT</b>	335.552.083	112,50	142.310.833	78.021.515	78.902.026	2.428.925	33.629.688
<b>FINANCIAL PROFIT/LOSS</b>	-60.497.457	64,30	-18.991.459	-8.624.975	-28.115.818	-2.747.683	-1.983.318
<b>EBIT</b>	342.569.181	108,80	146.531.744	80.019.773	78.955.261	2.478.638	34.320.995
<b>EBITDA</b>	655.793.552	107,20	267.510.072	134.722.353	198.080.766	5.861.325	49.127.849
<b>Income tax expense</b>	37.918.428	110,60	15.732.571	9.496.185	5.271.639	617.517	6.766.954
<b>Net profit</b>	320.960.699	109,90	137.437.724	68.944.161	75.221.903	4.844.010	34.295.888
<b>Net loss</b>	77.149.548	74,40	24.450.929	7.125.364	31.492.757	5.729.544	8.328.945
<b>NET PROFIT/LOSS</b>	243.811.151	129,40	112.986.795	61.818.797	43.729.146	-885.534	25.966.943
<b>Cash flow from operations (net profit+ depreciation)</b>	557.035.522	114,80	233.965.123	116.521.377	162.854.651	2.497.153	40.773.797
<b>Gross value added</b>	2.084.614.178	106,00	880.640.948	467.526.993	455.759.451	22.526.442	255.670.716
<b>ASSETS</b>	5.415.106.424	98,00	2.321.147.109	1.294.004.690	1.365.161.721	84.833.019	342.067.994
<b>Inventories</b>	904.660.792	99,50	348.569.040	290.249.690	210.049.869	19.511.722	32.767.135
<b>Equity</b>	2.323.738.536	115,10	1.068.207.040	584.339.142	495.658.547	16.804.265	156.265.838
<b>Equity ratio (%)</b>	43	117,50	46	45	36	20	46
<b>Debt/equity ratio</b>	1,20	77,40	1,07	1,09	1,63	3,90	0,90

<b>Debt ratio (LT+ST liabilities/assets)</b>	0,52	91,20	0,49	0,50	0,58	0,77	0,44
<b>Total revenue/total expenses</b>	1,04	101,00	1,05	1,04	1,02	0,98	1,06
<b>EBITDA margin (%)</b>	9,18	109,80	10,34	9,23	8,02	7,52	9,18
<b>ROE (%)</b>	11,43	118,80	11,12	11,26	11,02	-5,23	17,14
<b>ROA (%)</b>	4,60	134,50	5,02	4,90	3,25	-1,10	7,34
<b>Sales per employee (EUR)</b>	127.885	94,10	100.792	119.241	240.158	139.024	76.629
<b>Share of foreign sales (%)</b>	72	106,70	55	71	94	78	49
<b>Labour costs per employee (EUR)</b>	24.781	102,40	23.296	26.398	24.270	24.955	28.257
<b>Average wage per employee (EUR)</b>	18.113	102,60	17.189	19.560	17.329	18.337	20.194
<b>Gross value added per employee (EUR)</b>	37.323	102,20	34.310	38.188	44.309	40.163	36.604
<b>Labour costs in gross value added (%)</b>	66	100,30	68	69	55	62	77
<b>Net profit per employee (EUR)</b>	5.746	105,90	5.355	5.631	7.313	8.637	4.910
<b>Net loss per employee (EUR)</b>	1.381	71,70	953	582	3.062	10.215	1.192
	value in 2015	Index 15/14	value in 2015	value in 2015	value in 2015	value in 2015	value in 2015
	<b>metal processing industry</b>		<b>NACE 25 metal products</b>	<b>NACE 28 machinery and equipment</b>	<b>NACE 29 motor vehicles, trailers and semi-trailers</b>	<b>NACE 30 other transport equipment</b>	<b>NACE 33 Repair and installation of machinery and equipment</b>

Table 2: Basic data for the Slovenian metal processing industry in 2015

The table presents the main industrial sectors within the metal processing industry. Some activities (e.g. NACE C/26.52 – Manufacture of watches and clocks) are not included in the tables and calculations because they represent a very small portion of the metal processing industry. Their values are nevertheless always taken into account in agglomerates, for example in the "Metal processing industry" column. The same principle is applied for the sub-sectors and sub-activities that are underrepresented; for example, NACE 25.3 (Manufacture of steam generators, except central heating hot water boilers) is comprised of only two companies and is not included in the calculations below. But values (e.g. number of employees) of the underrepresented sub-sectors are included in the value of the whole sector (e.g. 25 – Manufacture of fabricated metal products, except machinery and equipment). The missing data is not published because of its confidentiality: **If an aggregate includes only three companies or a company has a predominant role, the data cannot be published.**

The overall picture of the presented data for 2015 shows that approximately half of the observed parameters saw an increase compared to the previous year, whereas the other half experienced a decrease. **In 2015**, the metal industry employed 55.854 people, which represents an increase of 3,8%. Revenue in the whole metal industry fell by 3% in comparison to the previous year and amounted to €7,3 billion. Gross value added is 6% higher when compared to 2014. EBIT grew by 8,8%, and the values of ROE and ROA registered a strong increase in comparison to 2014. Turnout per employee is lower as it fell by 5,9%. The share of labour costs in gross value added has remained the same compared to 2014, while the total labour cost per employee has increased by 2,4%. Gross value added per employee in 2015 has reached €37.323 (2,2% growth). All quoted values are for the metal processing industry as a whole.

## 1.1. Sales in domestic and international markets

Total sales in the domestic and international markets have a slightly negative trend in 2012 and 2013 in comparison to 2011. In 2009, due to the financial crisis, the sales initially decreased dramatically, but began slow recovery in 2010. In 2011, the trend continued when the sales in the domestic market rose by 5,2% and reached €2,2 billion, and the sales in the international markets improved by 16,5% and reached €5 billion. In 2012, a decrease in sales was recorded in both domestic and international markets. Exports fell below €5 billion and were lower by 1,1% than in 2011, and the sales in the domestic market reached €2,1 billion, which is lower by 3,1% compared to the previous year. In 2013, sales were similar as in 2012, with a slight decrease in export. Export decreased to €4,7 billion and was lower by 5,6% than in 2012. Sales on the domestic market reached €2,25 billion and increased by 5,5% when compared to 2012. The year 2014 saw an upturn with an increase in sales in both domestic and international markets. Sales in the domestic market increased by 6,9% and reached €2,4 billion, whereas exports rose by 5,1% to almost €5 billion. **In 2015**, total sales experienced a slight decrease due to lower sales in the domestic market (-15,6%), whereas the sales in the international markets registered an increase by 4,1%.

### Sales in the domestic and international markets (in billion €)

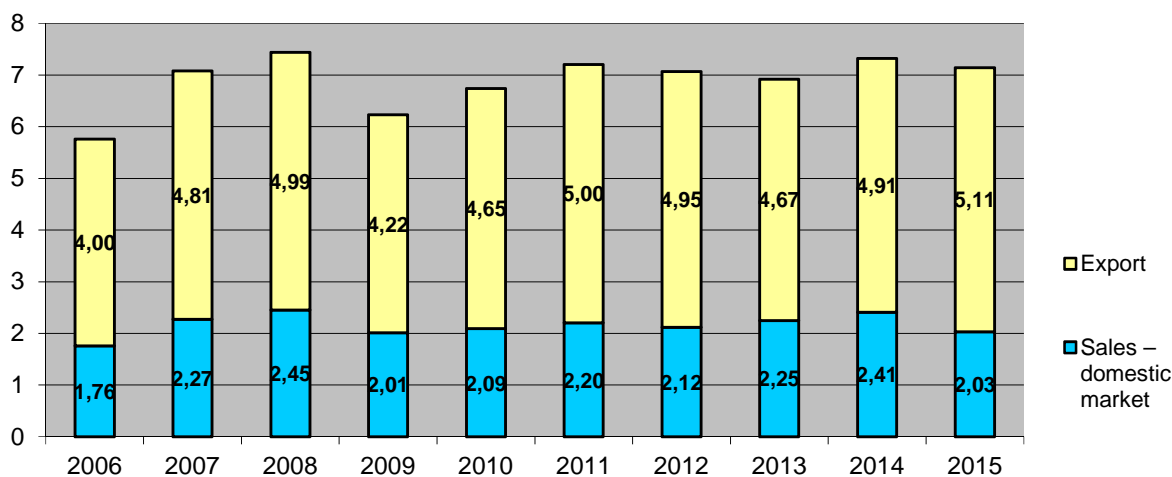


Chart 2: Sales of the Slovenian metal processing industry in the domestic and international markets in 2015

## 1.2. Proportions of individual sectors in the metal processing industry

In the context of the whole metal processing industry, the shares of individual sectors vary. In 2015, the "Manufacture of fabricated metal products" sector (46% of the metal processing industry's employees) generated 36,4% of revenue, 29,7% of exports, and 42,3% of gross value added of the whole metal processing industry. In the "Manufacture of machinery and equipment" sector, the proportions are a bit more balanced: 22% of employees of the whole metal processing industry generated a revenue of 20,5%, 20,2% of exports and 22,5% of gross value added of the whole metal processing industry. The "Manufacture of other transport equipment" sector with 1% of the metal processing industry's employees generated a revenue of 1,1%, 1,2% of exports, and 1,1% of gross value added of the whole metal processing industry. The "Manufacture of motor vehicles, trailers and semi-trailers" sector employed 18,5% of the metal processing industry's employees and it generated 21,9% of gross value added, 34,4% of turnover, and as much as 45,6% of exports of the metal processing industry. The "Repair and installation of machinery and equipment" sector with 12,5% of the metal processing industry's employees generated 12,3% of gross value added, 7,6% of total revenues and 5,1% of exports of the entire Slovenian metal processing industry.



## EMPLOYEES

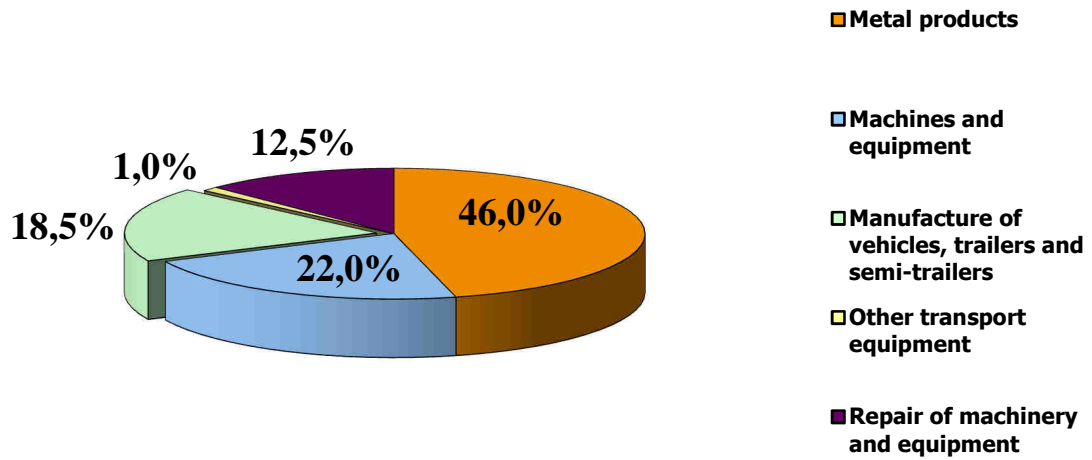


Chart 3: Structure of employees in the Slovenian metal processing industry sectors in 2015

## GROSS VALUE ADDED

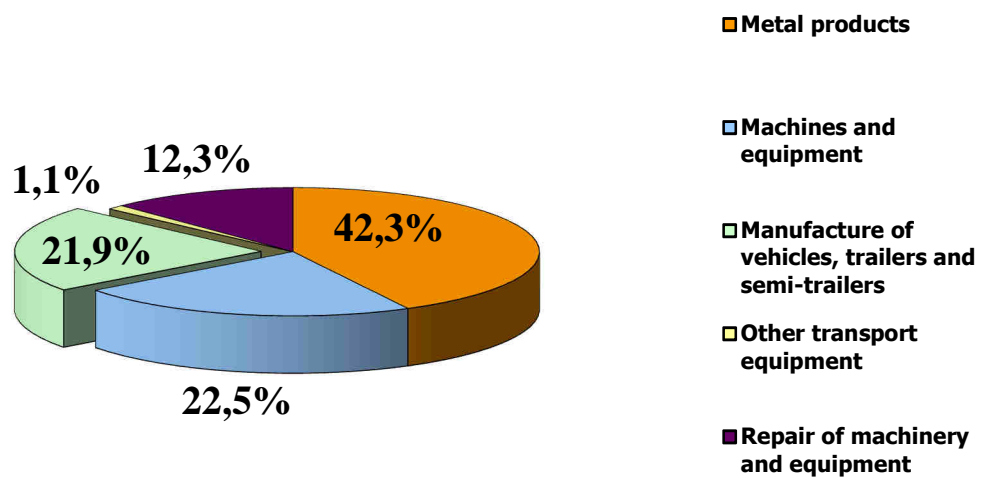


Chart 4: Structure of gross value added in the Slovenian metal processing industry sectors in 2015

## INCOME

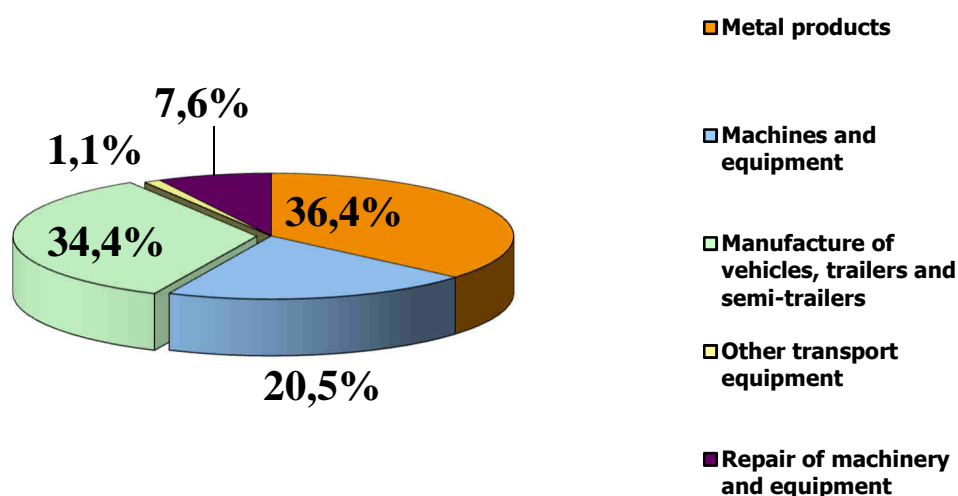


Chart 5: Income structure in the Slovenian metal processing industry sectors in 2015

## EXPORT

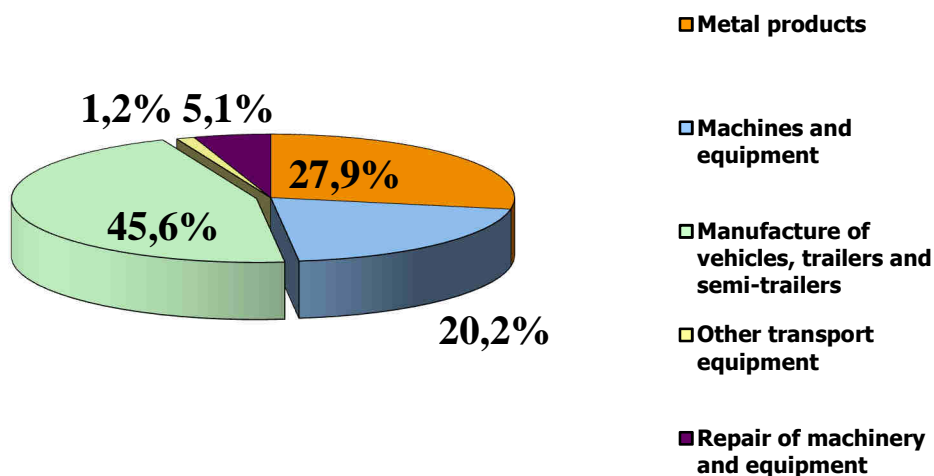


Chart 6: Export structure in the Slovenian metal processing industry sectors in 2015

### 1.3. Competitive positioning of the metal processing industry

In accordance with the study of the competitiveness of the metal processing industry, three factors are monitored: the turnover per employee (To/E), gross value added per employee (GVA/E) and the ratio of labour costs to gross value added (L/GVA) as they have a decisive impact on the consumption of gross value added and the split ratio, which is intended for investment and accumulation. The following chart shows the ratio of all three variables: L/GVA (in %) on the x-axis, To/E (in €) on the y-axis, whereas GVA/E (in €) is shown with a diameter of the "bubble". A metal processing sector is more successful if it is positioned in the upper left side of the chart (high turnover per employee and low ration of labour cost to GVA) and has a large "bubble" surface (the larger the surface area, the greater the gross value added per employee).

## Position of the metal processing sectors according to To/E, L/GVA, GVA/E in the year 2015

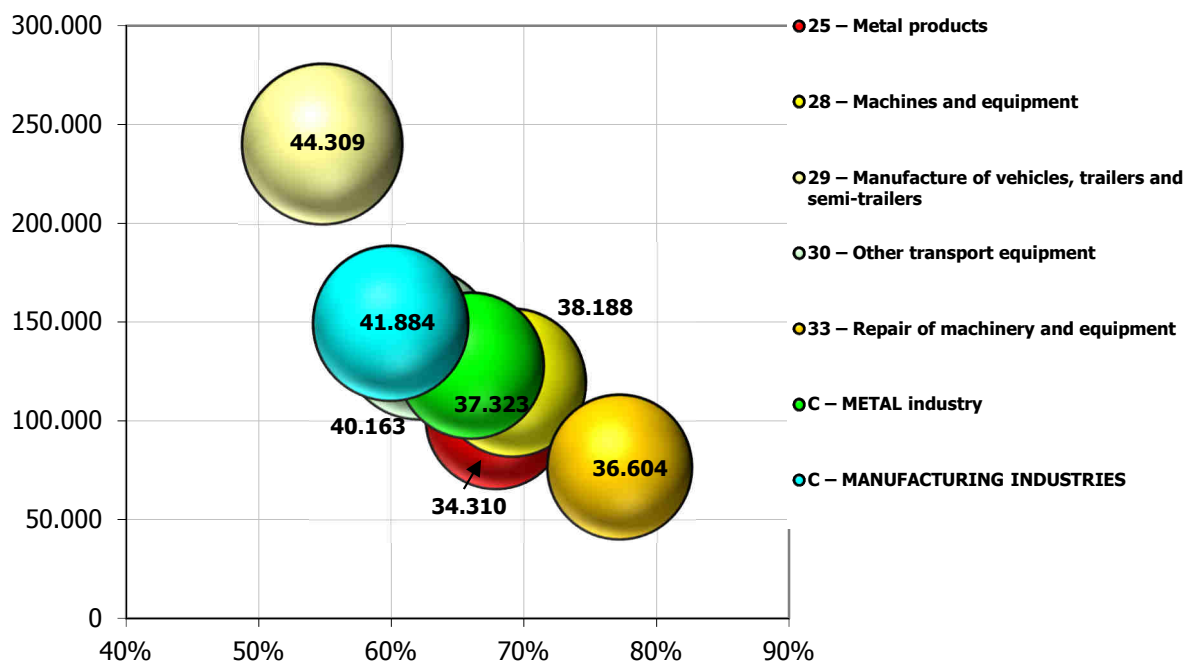


Chart 7: Slovenian metal processing industry sectors according to To/E, L/GVA, GVA/E in 2015

As Chart 7 shows, the positions of individual metal processing sectors vary. As in previous years, the “Manufacture of motor vehicles, trailers and semi-trailers” sector (NACE 29) is in the best position with the highest turnover per employee, lowest ratio of labour costs to gross value added and the highest gross value added per employee. In the following chapters of individual metal processing sectors, a comparison of the competitive position of the Slovenian metal processing industry sectors within comparable European sectors follows.

## 2. TRENDS IN THE METAL PROCESSING INDUSTRY AND ITS SECTORS FROM 2005 TO 2015

The following subchapters show ten-year trends in individual metal processing industry sectors, as well as a correlation for the metal processing industry and the processing industry in Slovenia. The trends are given for the following variables:

- Indices of industrial production
- Number of companies
- Number of employees
- Gross value added per employee

### 2.1. The volume index of industrial production

Note: Since January 2009, the basis for the calculation and publication of index scores is the Standard Classification of Activities 2008 (NACE 2008). The data does not include seasonal and calendar adjustments.

Index scores for the period prior to January 2009, which were originally calculated on the basis of the Standard Classification of Activities 2002 (NACE 2002), were calculated to a new version of the classification of activities by using the conversion matrices (number of employees).

	metal products	machines and equipment	manufacture of vehicles, trailers and semi-trailers	other transport equipment	manufacturing industries	EU-Orgalime
2005	10,29	2,59	16,03	8,89	3,98	3,20
2006	7,42	5,75	-3,28	12,38	6,21	6,60
2007	8,60	14,28	15,29	11,66	8,51	5,80
2008	26,69	-17,52	-5,90	5,92	2,59	0,90
2009	-22,94	-30,14	-4,93	-19,57	-18,59	-18,40
2010	7,10	7,80	15,80	-3,40	7,10	7,50
2011	6,40	9,40	-1,40	-25,60	2,60	7,80
2012	-1,1	4,19	-10	-23,94	-1,0	-1,0
2013	1,00	-2,70	-10,30	-39,20	-1,10	-1,80
2014	2,60	1,60	12,50	-11,40	-0,40	1,70
<b>2015</b>	<b>11,00</b>	<b>6,20</b>	<b>14,90</b>	<b>29,10</b>	<b>5,40</b>	<b>1,20</b>

Table 3: The production volume index scores of the Slovenian metal processing industry per NACE sector  
Source: SURS, ORGALIME

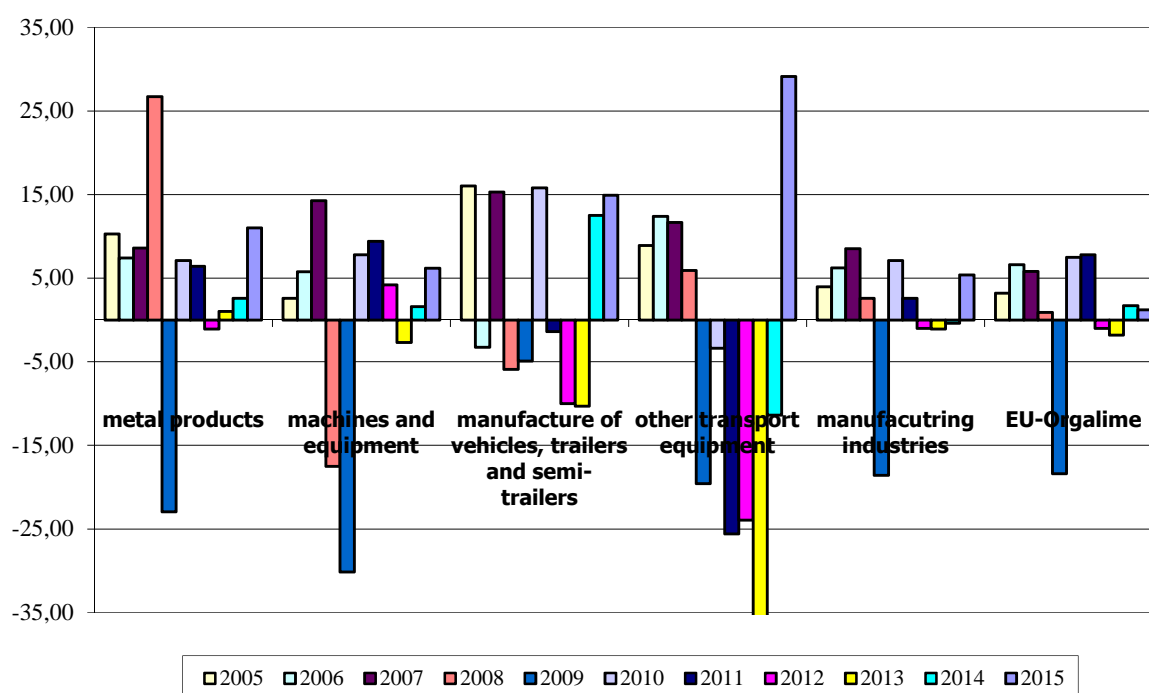


Chart 8: The production volume index scores of the Slovenian metal processing industry in % per NACE sector

In 2005, index scores were the highest in the "Manufacture of motor vehicles, trailers and semi-trailers" (NACE 29) and in the "Manufacture of other transport equipment" (NACE 30) sectors. The trends in other sectors are more stable. After 2005, index scores in all sectors show a gradual decline in industrial production, but largely remain positive. Due to the financial crisis, there was a major shift in trends in 2009 as the volume index scores decreased on average by around 20% (maximum in the NACE 28 – "Manufacture of machinery and equipment n.e.c." by -30,14%).

The fall in industrial production growth was a result of the negative economic situation in Europe, to where the majority of Slovenia's metal processing industry export is oriented. In 2010, the Slovenian metal processing industry's volume index scores were positive, except for the sector "Manufacture of other transport equipment" (-3,40%). The "Manufacture of fabricated metal products, except machinery and equipment" sector increased its volume by 7%, the "Manufacture of machinery and equipment n.e.c." by almost 8%, and the "Manufacture of

motor vehicles, trailers and semi-trailers" sector by almost 16%. In 2010, the entire manufacturing sector in Slovenia recorded a growth of 7,1%. In 2011, the sectors "Manufacture of fabricated metal products, except machinery and equipment" and "Manufacture of machinery and equipment n.e.c." continued the trend of gradual growth. Sectors "Manufacture of motor vehicles, trailers and semi-trailers" and "Manufacture of other transport equipment" continued a drop in the production volume. The production volume in the "Manufacture of other transport equipment" sector dropped by as much as 25,6%, which is the third consecutive year of negative trend from the occurrence of the financial crisis. In 2012, all index scores, except for the "Manufacture of machinery and equipment n.e.c." (+4,19%), were negative, the same as in 2013, except for the "Manufacture of fabricated metal products, except machinery and equipment". 2014 saw an upturn with all volume index scores, except for the "Manufacture of other transport equipment" sector (-11,4%), positive.

**In 2015**, the positive trend continued, with all metal processing industry sectors experiencing a growth. The largest index growth (+29,10%) was recorded in the "Manufacture of other transport equipment" sector. The "Manufacture of motor vehicles, trailers and semi-trailers" sector also experienced a high index increase (+14,9%). At the aggregate level of the manufacturing industry, the Slovenian volume index score was positive for the first time after three years and has reached a 5,4% growth, compared to the EU-ORGALIME industries with growth of +1,7%.

Comparison to the EU average shows that the volume index scores in the technical industries have been positive ever since the beginning of the measurements in the EU-ORGALIME industries in 2003. The positive trend was followed by a sudden negative shift in 2009 by almost -20%. In 2010 and 2011, a positive shift was detected as the volume of production in the technical industry, according to ORGALIME, increased by 7,5% in 2010 and by 7,8% in 2011. In 2012, the index of production in the EU-ORGALIME industries again experienced a drop by 1% and in 2013 a further decrease by 1,8% when compared to 2012, but saw a positive shift in 2014 when the index score rose by 1,7%. The positive trend continues also **in 2015**, with the index score of +1,2%.

## 2.2. The number of companies in the metal processing industry

NACE	metal products				machines and equipment				manufacture of vehicles, trailers and semi-trailers				other transport equipment				repair of machinery and equipment				
	m	M	S	V	m	M	S	V	m	M	S	V	m	M	S	V	m	M	S	V	
year																					
2001		977	96	57		315	81	39		42	19	16		33	3	9					
2002		1088	50	24		393	36	21		53	9	10		45	2	7					
2003		1178	51	27		403	39	25		56	9	9		54	2	5					
2004		1231	39	20		432	30	21		63	8	8		63	4	3					
2006	1197	99	35	23	398	62	33	19	55	15	8	8	62	3	2	4					
2007	1290	108	43	25	403	64	42	17	63	12	9	11	71	2	3	3					
2008	1205	127	45	23	314	76	36	17	57	15	11	11	56	1	4	2	202	3	0	2	
2009	1233	142	48	24	319	79	36	15	58	14	10	11	58	1	3	1	208	4	0	2	
2010	1300	134	46	22	320	78	37	14	64	12	12	8	59	1	3	0	378	10	1	3	
2011	1369	131	41	23	320	74	39	13	72	12	10	8	64	0	1	0	405	13	1	3	
2012	1411	143	44	21	321	76	41	15	81	14	12	14	69	0	3	1	516	16	3	3	
2013	1444	159	45	20	333	76	40	17	79	11	8	9	64	1	3	1	492	19	3	3	
2014	1509	152	43	21	354	80	41	14	83	10	10	10	73	0	4	0	515	17	4	4	
<b>2015</b>	1581	173	42	19	369	81	44	13	91	11	10	9	86	2	3	0	563	18	4	4	

m – micro companies; S – small companies; M – medium companies; L – large companies

Table 4: The number of companies in the Slovenian metal processing industry per NACE sector

Comment on Table 4: Since the criteria for determining company size were changed in 2002, the data on the number of enterprises for the years 2001 and 2002 cannot be directly compared. The change occurred again in 2008 when the article in the Corporations Act that defines the size criteria for the classification of companies was redefined (see a detailed explanation below). The change again prevents direct comparison of data, but the trends

are nevertheless evident. In the years from 1998 to 2001, the number of small companies in the metal processing industry decreased and then increased from 2001 onwards. The number of large companies has decreased from 2001. In 2012, a slight increase in the number of all sizes of companies can be detected. In 2013 and 2014, the number of new firms did not change significantly. Growth was recorded mainly among micro companies. Whereas the number of medium-sized and large companies did not change drastically **in 2015**, a growth was recorded in the number of micro and small companies.

#### **Size of a company – the criteria for definition**

ZGD-1 Corporations Act (Uradni list RS, no. 65/2009 from 14 August 2009)

#### **Article 55**

##### **(Micro, small, medium, and large companies)**

(1) Companies in the application of this Act are divided into micro, small, medium, and large companies by the following criteria and by using the "average day" in the annual balance sheet as a reference:

- the average number of employees during the financial year,
- net revenue from sales and
- the value of assets.

(2) A **micro company** is a company that meets two of the following criteria:

- the average number of employees during the financial year does not exceed 10,
- net revenue from sales does not exceed €2.000.000 and
- the value of assets does not exceed €2.000.000.

(3) A **small company** is a company which is not a micro company from the preceding paragraph and which meets two of the following criteria:

- the average number of employees during the financial year does not exceed 50,
- net revenue from sales does not exceed €8.800.000 and
- the value of assets does not exceed €4.400.000.

(4) A **medium company** is a company which is not a micro company from the second paragraph of this Article or a small company from the preceding paragraph and which meets two of the following criteria:

- the average number of employees during the financial year does not exceed 250,
- net revenue from sales do not exceed €35.000.000, and
- the value of assets does not exceed €17.500.000.

(5) A **large company** is a company which is not a micro company from the second paragraph of this Article or a small company from the third paragraph of this Article and is not a medium company from the preceding paragraph.

Shares in relation to the size of companies in the metal processing industry for the **year 2015** remained fairly similar to 2014. The shares according to the size of the company were: micro and small companies 95,2%, medium companies 3,3%, and large companies 1,4%.

### 2.3. The number of employees in the metal processing industry

NACE	metal products				machines and equipment				manufacture of vehicles, trailers and semi-trailers				other transport equipment				repair of machinery and equipment					
	year	m	M	S	V	m	M	S	V	m	M	S	V	m	M	S	V	m	M	S	V	
2001			4434	4359	13531			1501	3552	6827			267	1138	5222			115	113	2600		
2002			8826	5314	9965			4262	4322	3956			866	931	5159			203	233	2499		
2003			8272	5386	9478			3987	4149	4896			787	1113	5041			298	269	2345		
2004			10149	4419	9017			4996	3689	4773			1052	1120	5566			334	732	1646		
2006		7093	4766	4541	9400	2296	2941	4093	5093	400	804	1340	6355	224	86	301	1965					
2007		9440	4423	5064	8936	2229	2825	5035	5022	458	535	1485	7473	338	36	392	1762					
2008		7819	5654	5696	8173	1904	3237	4513	5892	372	715	1523	7817	244	39	679	608	558	76	0	1983	
2009		6425	5489	5303	7203	1842	3066	4545	4971	281	578	1156	7015	200	49	312	178	550	82	0	1880	
2010		7347	5003	4802	6918	1730	2836	4063	4113	326	509	1560	6771	189	53	327	0	1422	346	214	2114	
2011		7715	5258	4442	6629	1787	2607	4422	4334	368	484	1409	6709	152	0	326	0	1504	576	217	2438	
2012		7291	5574	5058	6039	1696	2489	4659	4082	385	620	1893	10707	153	0	329	71	2001	680	530	3457	
2013		7016	5846	5150	5801	1421	2493	4313	4355	324	522	1050	6891	175	0	291	66	1954	955	455	3314	
2014		7823	5449	5209	6036	1477	2602	4468	3329	366	486	1148	7757	201	0	363	0	2204	700	786	3296	
2015		8079	6163	5123	6301	1534	2560	5015	3133	395	385	1397	8108	208	39	314	0	2450	619	721	3194	

m – micro companies; S – small companies; M – medium companies; L – large companies

Table 5: The number of employees in the Slovenian metal processing industry in 2015 per NACE sector

As it is the case in Table 4: The number of companies in the Slovenian metal processing industry, Table 5 also shows distorted trends due to changes in the criteria for determining a company's size. Consequently, the data for the years 2001 and 2002 as well as for 2007 and 2008 are not directly comparable. Nevertheless, the trends are visible and show that the number of employees in small companies has increased, whereas it has decreased in medium and large companies.

**In 2015**, the Slovenian metal processing industry employed 55.800 workers, which marks a 3,8% increase compared to the year before. The comparison of the number of employees by sector shows that unlike other sectors, the "Manufacture of motor vehicles, trailers and semi-trailers" sector has the largest share of employees in large companies. In 2015, micro companies employed 22,7% of the industry's employees, small companies 17,5%, medium companies 22,6%, whereas large companies employed 37,2% (an increase of 1,8%) of the metal processing industry's employees (data refers to the NACE sectors 25, 28, 29, 30, and 33).

### 2.4. Gross value added per employee

Gross value added per employee in the Slovenian metal processing industry has been generally increasing throughout the years after the crisis year of 2009. In 2009, it declined in almost all metal processing sectors. In the years 2010 and 2011 it again saw an increase in all sectors, except in the "Manufacture of other transport equipment" sector, where it declined by more than 15%. In 2012, a fall of gross value added per employee was recorded in almost all sectors, except in "Manufacture of machinery and equipment n.e.c." and "Manufacture of other transport equipment", whereas in 2013 all metal processing sectors increased its average gross value added per employee (GVA/E). In 2014, the positive trend continued, except in the "Manufacture of other transport equipment" sector which experienced a substantial decrease. **In 2015**, the trend continued to grow. Gross value added per employee reached €37.323 (growth of 2,2% compared to 2014) in the metal processing industry and €41.884 (growth of 2,2%) in all Slovenian processing industries. Individual metal processing sectors realized the following results: in "Manufacture of other transport equipment" the GVA/E amounted to €40.163 (a 16% increase), in "Manufacture of machinery and equipment n.e.c." to €38.188 (a 4,1% increase), in the sector "Manufacture of

fabricated metal products, except machinery and equipment" the GVA/E rose to €34.310, which is a 0,3% increase, and in "Manufacture of motor vehicles, trailers and semi-trailers" to €44.309 with an increase of 1,5%.

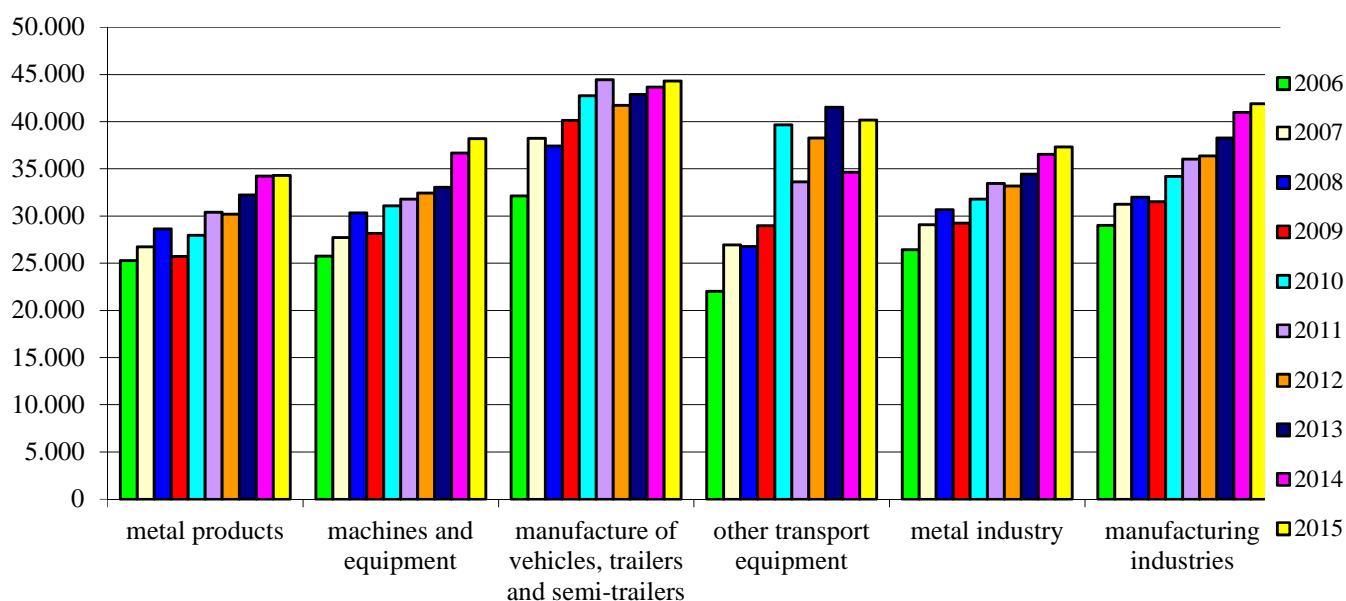


Chart 9: Gross value added per employee in the Slovenian metal processing companies per NACE sector in € for the timeframe from 2006 to 2015

## 2.5. Competitive position of companies by size

Basic management data from the metal processing industry companies in terms of their size:

	metal processing industry		large companies	micro companies	small companies	medium-sized companies
	value in 2015	Index 15/14	value in 2015	value in 2015	value in 2015	value in 2015
<b>Number of companies</b>	3.161	106,00	45	2.727	285	104,0
<b>Avg. number of employees</b>	55.854	103,80	20.736	12.720	9.767	12.630
<b>Total revenue (w/o change in stocks)</b>	7.302.658.815	97,00	3.656.730.682	984.132.349	1.097.854.324	1.563.941.460
<b>Gross profit</b>	7.299.486.265	98,30	3.655.495.226	982.113.110	1.095.908.258	1.565.969.671
<b>Sales</b>	7.142.857.428	97,60	3.575.924.434	961.109.447	1.075.679.972	1.530.143.575
<b>Domestic sales</b>	2.030.435.198	84,40	517.354.653	648.125.529	470.693.968	394.261.048
<b>Foreign sales</b>	5.112.422.230	104,10	3.058.569.781	312.983.918	604.986.004	1.135.882.527
<b>Total expenses</b>	7.055.432.919	96,90	3.587.226.044	944.846.044	1.045.028.956	1.478.331.875
<b>Cost of goods, materials and services</b>	5.166.021.156	95,40	2.776.144.179	604.755.463	730.590.361	1.054.531.153
<b>Employee benefits expense</b>	1.384.137.286	106,30	549.782.770	265.154.568	240.534.871	328.665.077
<b>Depreciation expense</b>	313.224.371	105,50	163.668.602	43.093.909	49.201.405	57.260.455
<b>OPERATING PROFIT</b>	335.552.083	112,50	120.908.361	50.368.469	61.895.526	102.379.727
<b>FINANCIAL PROFIT/LOSS</b>	-60.497.457	64,30	-35.630.799	-8.421.865	-6.918.872	-9.525.921
<b>EBIT</b>	342.569.181	108,80	121.717.267	52.474.192	64.049.365	104.328.357
<b>EBITDA</b>	655.793.552	107,20	285.385.869	95.568.101	113.250.770	161.588.812
<b>Income tax expense</b>	37.918.428	110,60	11.793.056	7.845.236	7.956.184	10.323.952
<b>Net profit</b>	320.960.699	109,90	116.247.258	55.813.910	59.081.895	89.817.636
<b>Net loss</b>	77.149.548	74,40	42.207.242	19.591.992	9.962.840	5.387.474
<b>NET PROFIT/LOSS</b>	243.811.151	129,40	74.040.016	36.221.918	49.119.055	84.430.162



<b>Cash flow from operations (net profit+ depreciation)</b>	557.035.522	114,80	237.708.618	79.315.827	98.320.460	141.690.617
<b>Gross value added</b>	2.084.614.178	106,00	860.831.386	368.888.010	357.852.845	497.041.937
<b>ASSETS</b>	5.415.106.424	98,00	2.299.235.049	942.106.079	951.627.278	1.222.138.018
<b>Inventories</b>	904.660.792	99,50	402.818.604	101.200.294	143.175.848	257.466.046
<b>Equity</b>	2.323.738.536	115,10	922.507.798	381.850.580	450.340.607	569.039.551
<b>Equity ratio (%)</b>	43	117,50	40	41	47	46,6
<b>Debt/equity ratio</b>	1,20	77,40	1,33	1	1,04	1,0
<b>Debt ratio (LT+ST liabilities/assets)</b>	0,52	91,20	0,54	1	0,49	0,5
<b>Total revenue/total expenses</b>	1,04	101,00	1,02	1	1,05	1,1
<b>EBITDA margin (%)</b>	9,18	109,80	7,98	10	10,53	10,6
<b>ROE (%)</b>	11,43	118,80	9,18	10	11,42	15,8
<b>ROA (%)</b>	4,60	134,50	3,20	4	5,32	7,2
<b>Sales per employee (EUR)</b>	127.885	94,10	172.447	75.557	110.132	121.153
<b>Share of foreign sales (%)</b>	72	106,70	86	33	56	74,2
<b>Labour costs per employee (EUR)</b>	24.781	102,40	26.513	20.845	24.627	26.023
<b>Average wage per employee (EUR)</b>	18.113	102,60	19.005	15.205	18.442	19.322
<b>Gross value added per employee (EUR)</b>	37.323	102,20	41.513	29.000	36.638	39.355
<b>Labour costs in gross value added (%)</b>	66	100,30	64	72	67	66,1
<b>Net profit per employee (EUR)</b>	5.746	105,90	5.606	4.388	6.049	7.112
<b>Net loss per employee (EUR)</b>	1.381	71,70	2.035	1.540	1.020	427
	value in 2015	Index 15/14	value in 2015	value in 2015	value in 2015	value in 2015
	<b>metal processing industry</b>		<b>large companies</b>	<b>micro companies</b>	<b>small companies</b>	<b>medium-sized companies</b>

Table 6: Basic data for the Slovenian metal processing companies according to their size in 2015

**In 2015**, the income index of the Slovenian metal processing industry is 97%, which shows a slight decrease of revenue compared to 2014. Turnover on foreign markets has increased by 4,1%. The majority of revenue was generated by large companies with €4,1 billion of revenue. Earnings before interest and taxes (EBITDA) in the whole Slovenian metal processing industry shows an increase of 7,2% in 2015. Net profit per employee increased by 5,9%, whereas net loss per employee decreased substantially in 2015 by 28,3% and amounted to €1.381 per employee. The largest loss per employee has been created in large companies, where it amounted to €2.035 per employee.

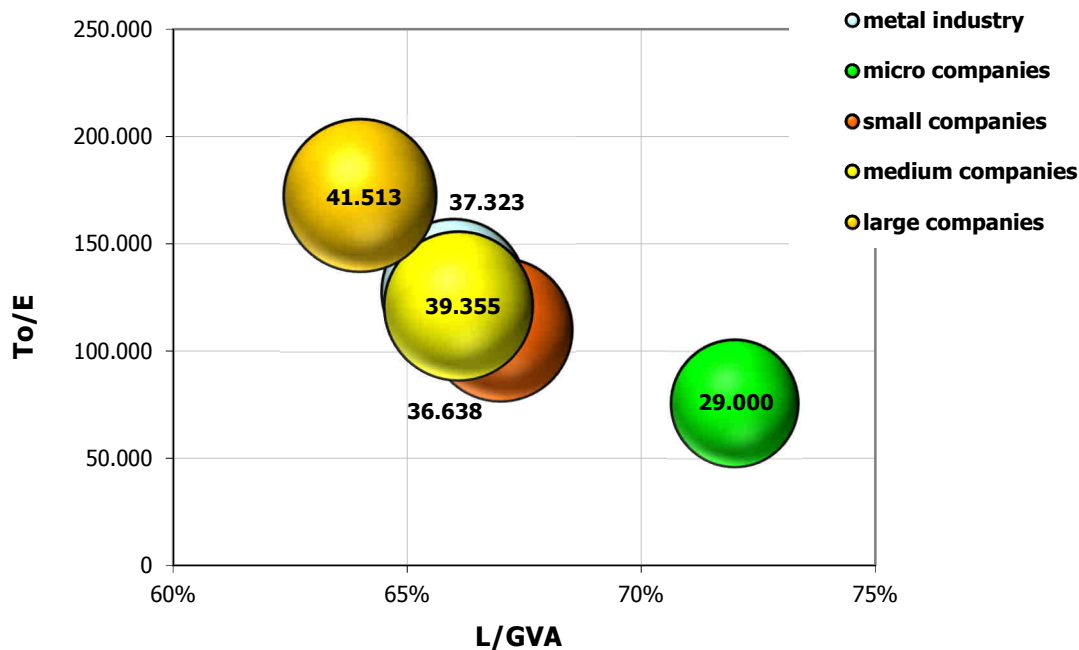


Chart 10: Competitive position of the Slovenian metal processing companies according to their size in 2015

**Chart 10 shows a comparison of the competitive position of the metal processing industry according to company size.** Three different parameters have been taken into account for the comparison: turnover per employee (To/E), gross value added per employee (GVA/E) and the ratio of labour costs to gross value added (L/GVA).

**In 2015**, the entire Slovenian metal processing industry (all companies included) generated €127.885 of turnover per employee, €37.323 of gross value added per employee and had 66% of labour costs in gross value added. In classification by size, best results continued to be observed in large companies with €172.447 turnover per employee, €41.513 of gross value added per employee and the lowest share of labour costs in value added at 64%.

Medium-sized companies, with a slightly lower turnover per employee at €121.153, show similar results as the whole metal processing industry with recorded €39.355 gross value added per employee but higher labour costs in gross value added at 66,1%. Small companies have €110.132 turnover per employee, €36.638 of gross value added per employee and 67% of labour costs in gross value added. Micro companies realized €75.557 of turnover per employee, €29.000 of gross value added per employee and have the highest proportion of labour costs in gross value added at 72%.

## 2.6. Competitive position of companies according to the origin of capital

Basic economic data in the metal processing industry companies according to the origin of capital (domestic, foreign, mixed capital):

	metal processing industry		domestic capital		foreign capital		mixed capital	
	value in 2015	Index 15/14	value in 2015	Index 15/14	value in 2015	Index 15/14	value in 2015	Index 15/14
<b>Number of companies</b>	3.161	106,00	2.788	105,50	267	110,30	106	109,30
<b>Avg. number of employees</b>	55.854	103,80	41.897	102,70	10.637	108,30	3.319	103,90
<b>Total revenue (w/o change in stocks)</b>	7.302.658.815	97,00	4.548.482.889	91,10	2.385.716.712	111,60	368.459.214	93,20
<b>Gross profit</b>	7.299.486.265	98,30	4.540.427.272	92,00	2.391.808.306	113,90	367.250.687	94,20
<b>Sales</b>	7.142.857.428	97,60	4.431.570.544	91,80	2.349.815.108	111,60	361.471.776	93,80
<b>Domestic sales</b>	2.030.435.198	84,40	1.755.904.241	91,60	213.285.500	56,80	61.245.457	53,90
<b>Foreign sales</b>	5.112.422.230	104,10	2.675.666.303	92,00	2.136.529.608	123,40	300.226.319	110,50
<b>Total expenses</b>	7.055.432.919	96,90	4.397.430.995	90,20	2.295.904.322	113,70	362.097.602	93,90
<b>Cost of goods, materials and services</b>	5.166.021.156	95,40	3.046.462.216	87,20	1.863.974.394	113,50	255.584.546	90,90
<b>Employee benefits expense</b>	1.384.137.286	106,30	1.024.348.848	105,70	281.602.149	109,70	78.186.289	103,10
<b>Depreciation expense</b>	313.224.371	105,50	182.259.445	97,60	114.932.040	125,30	16.032.886	86,60
<b>OPERATING PROFIT</b>	335.552.083	112,50	216.314.165	109,70	110.109.088	119,10	9.128.830	106,20
<b>FINANCIAL PROFIT/LOSS</b>	-60.497.457	64,30	-50.012.744	57,10	-7.557.520	87,70	-2.927.193	-144,40
<b>EBIT</b>	342.569.181	108,80	221.520.044	104,50	111.456.193	118,30	9.592.944	109,10
<b>EBITDA</b>	655.793.552	107,20	403.779.489	101,30	226.388.233	121,80	25.625.830	93,90
<b>Income tax expense</b>	37.918.428	110,60	25.060.997	104,80	11.262.759	122,80	1.594.672	130,90
<b>Net profit</b>	320.960.699	109,90	204.185.066	105,70	99.802.530	116,70	16.973.103	127,30
<b>Net loss</b>	77.149.548	74,40	56.681.928	61,40	8.223.998	112,40	12.243.622	303,20
<b>NET PROFIT/LOSS</b>	243.811.151	129,40	147.503.138	146,20	91.578.532	117,10	4.729.481	50,90
<b>Cash flow from operations (net profit+ depreciation)</b>	557.035.522	114,80	329.762.583	114,60	206.510.572	121,50	20.762.367	74,70
<b>Gross value added</b>	2.084.614.178	106,00	1.464.233.561	103,70	511.868.002	114,30	108.512.615	102,40
<b>ASSETS</b>	5.415.106.424	98,00	3.817.573.962	97,20	1.309.547.369	101,20	287.985.093	95,50
<b>Inventories</b>	904.660.792	99,50	645.791.905	93,70	204.632.056	120,30	54.236.831	109,10
<b>Equity</b>	2.323.738.536	115,10	1.630.110.736	116,50	590.367.102	112,10	103.260.698	111,30
<b>Equity ratio (%)</b>	43	117,50	43	119,90	45	110,80	36	116,60
<b>Debt/equity ratio</b>	1,20	77,40	1,22	74,80	1,08	82,40	1,68	93,30
<b>Debt ratio (LT+ST liabilities/assets)</b>	0,52	91,20	0,52	88,10	0,48	94,10	0,60	98,40
<b>Total revenue/total expenses</b>	1,04	101,00	1,03	101,00	1,04	98,10	1,02	99,00
<b>EBITDA margin (%)</b>	9,18	109,80	9,11	110,30	9,63	109,10	7,09	100,00
<b>ROE (%)</b>	11,43	118,80	10,02	133,40	16,16	110,60	5,00	42,90
<b>ROA (%)</b>	4,60	134,50	4,00	156,30	6,88	112,80	1,67	53,90
<b>Sales per employee (EUR)</b>	127.885	94,10	105.772	89,40	220.906	103,00	108.907	90,30
<b>Share of foreign sales (%)</b>	72	106,70	60	100,20	91	110,60	83	117,90

<b>Labour costs per employee (EUR)</b>	24.781	102,40	24.449	102,90	26.473	101,40	23.557	99,30
<b>Average wage per employee (EUR)</b>	18.113	102,60	17.811	103,10	19.490	101,10	17.514	100,70
<b>Gross value added per employee (EUR)</b>	37.323	102,20	34.948	101,00	48.121	105,50	32.693	98,60
<b>Labour costs in gross value added (%)</b>	66	100,30	70	101,90	55	96,00	72	100,80
<b>Net profit per employee (EUR)</b>	5.746	105,90	4.873	102,90	9.382	107,80	5.114	122,50
<b>Net loss per employee (EUR)</b>	1.381	71,70	1.353	59,80	773	103,80	3.689	292,10
	value in 2015	Index 15/14	value in 2015	Index 15/14	value in 2015	Index 15/14	value in 2015	Index 15/14
	<b>metal processing industry</b>		<b>domestic capital</b>		<b>foreign capital</b>		<b>mixed capital</b>	

Table 7: Basic management data of the Slovenian metal processing industry companies according to the origin of capital in 2015

Most of the companies in the Slovenian metal processing industry are financed by domestic capital. **In 2015**, the majority of revenue was created in companies with domestic capital, amounting to almost €4,5 billion. Companies with only foreign capital recorded revenue growth of 11,6%, whereas companies financed by domestic and mixed capital experienced a drop in revenue of 8,9% and 6,8 % respectively. The highest gross value added per employee was in companies with foreign capital (€48.121), while the highest ratio of labour costs to value added was in companies financed by mixed capital at 72%.

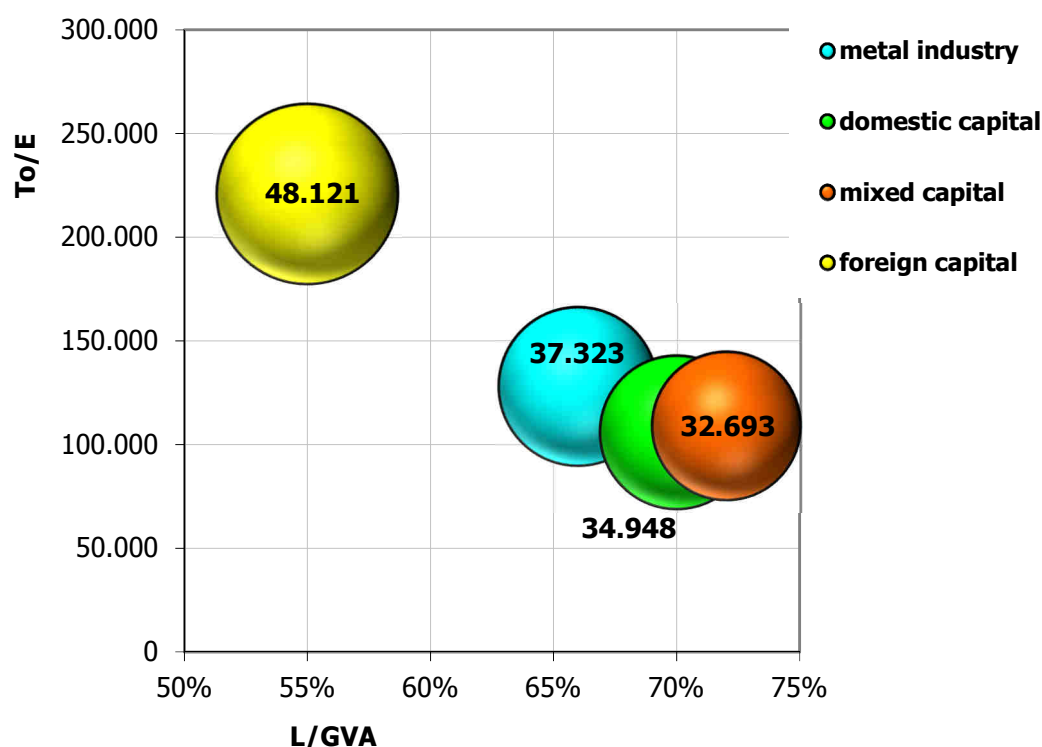


Chart 11: Competitive position of the Slovenian metal processing companies according to the origin of their capital in 2015

Chart 11 shows the comparative competitive position of the metal processing industry companies according to the origin of capital.

As in the previous chapter/chart, the following parameters have been included: To/E, L/GVA, and GVA/E.

**In 2015**, the entire Slovenian metal processing industry (all companies included) generated €127.885 of turnover per employee, €37.323 of gross value added per employee and had 66% of labour costs in gross value added.

Companies with domestic capital recorded €105.772 of turnover per employee, €34.948 of gross value added per employee and have 70% of labour costs in gross value added. Companies with capital of foreign origin have €220.906 of turnover per employee, €48.121 of gross value added per employee and 55% of labour costs in gross value added. Companies with mixed capital demonstrate a €108.907 turnover per employee, €32.693 of gross value added per employee and have 72% of labour costs in gross value added.

### 3. EXPORT IN THE SLOVENIAN METAL PROCESSING INDUSTRY

	metal processing industry		NACE 25 metal products	NACE 28 machinery and equipment	NACE 29 motor vehicles, trailers and semi-trailers	NACE 30 other transport equipment	NACE 33 repair and installation of machinery and equipment
	value in 2015	Index 15/14	value in 2015	value in 2015	value in 2015	value in 2015	value in 2015
<b>Number of companies</b>	3.161	106,00	1.815	507	121	91	589
<b>Avg. number of employees</b>	55.854	103,80	25.667	12.243	10.286	561	6.985
<b>Total revenue (w/o change in stocks)</b>	7.302.658.815	97,00	2.651.624.350	1.494.115.929	2.510.906.812	81.375.588	552.123.007
<b>Gross profit</b>	7.299.486.265	98,30	2.645.666.702	1.498.766.134	2.511.935.550	82.252.488	548.373.153
<b>Sales</b>	7.142.857.428	97,60	2.587.061.734	1.459.862.198	2.470.242.630	77.974.269	535.243.107
<b>Domestic sales</b>	2.030.435.198	84,40	1.159.858.989	425.226.031	140.676.067	17.484.527	275.611.513
<b>Foreign sales</b>	5.112.422.230	104,10	1.427.202.745	1.034.636.167	2.329.566.563	60.489.742	259.631.594
<b>Gross value added</b>	2.084.614.178	106,00	880.640.948	467.526.993	455.759.451	22.526.442	255.670.716
<b>Sales per employee (EUR)</b>	127.885	94,10	100.792	119.241	240.158	139.024	76.629
<b>Share of foreign sales (%)</b>	72	106,70	55	71	94	78	49
	value in 2015	Index 15/14	value in 2015	value in 2015	value in 2015	value in 2015	value in 2015
	metal processing industry		NACE 25 metal products	NACE 28 machinery and equipment	NACE 29 motor vehicles, trailers and semi-trailers	NACE 30 other transport equipment	NACE 33 repair and installation of machinery and equipment

Table 8: Export of Slovenian metal processing industry in 2015

Table 8 shows that sector NACE 29 (Manufacture of motor vehicles, trailers and semi-trailers) was the largest exporter in the Slovenian metal processing industry in 2015 at €2,33 billion, followed by NACE 25 (Manufacture of fabricated metal products, except machinery and equipment) with export of €1,43 billion and NACE 28 (Manufacture of machinery and equipment n.e.c.) with €1,03 billion of export. The Slovenian metal processing industry is export-oriented. Exports share exceeds half of income in all industry's sectors; the largest share of exports in income is in NACE 29. The share of exports in income has been increasing since 1998 in all sectors of the Slovenian metal processing industry with the exception of the year 2009, when a decline of 17% was recorded. The first financial crisis year of 2009 was followed by an over 10% increase in 2010 and by another 7,7% increase in 2011. In 2012, a slightly negative trend was recorded with a 1,1% decline and was followed by another "negative" two years of 2013 and 2014 with a further 3,2% and 0,6% decrease respectively.

The **year 2015** saw an upturn with a 4,1% increase in foreign sales. Sectors NACE 33 (Repair and installation of machinery and equipment) and NACE 95.22 (Repair of household appliances and home and garden equipment)

deviate from presented trends due to their focus on the domestic market. Comparison of export shares in companies' income for 2015 shows that in NACE 29, companies realize as much as 94% of their income through export, followed by NACE 30 with a 78% and NACE 28 with a 71% share.

The table presents shares in export in the Slovenian metal processing industry in 2015 for selected sectors.

NACE code and description	number of companies	export	export index 2013/2012	share of export - metal industry (%)
29.100 - Manufacture of motor vehicles	15	1.059.231.790	137,0	20,72%
29.320 - Man. of oth. parts, accessor. for motor vehicles	74	863.532.916	101,7	16,89%
29.200 - Man. of bodies for mot. veh., trail., semi-trail.	32	406.801.857	121,4	7,96%
25.110 - Man. of metal structures and parts of structures	379	362.027.777	115,1	7,08%
25.620 - Machining	561	242.249.889	117,8	4,74%
25.990 - Man. of other fabricated metal products n.e.c.	307	239.136.383	104,8	4,68%
28.220 - Manufacture of lifting and handling equipment	52	220.712.266	105,1	4,32%
33.200 - Installation of ind. machinery and equipment	309	219.247.840	109,2	4,29%
25.731 - Manufacture of hand tools	12	139.178.601	100,8	2,72%
25.732 - Manufacture of other tools	166	133.608.872	120,7	2,61%
28.990 - Man. of other special-purpose machinery n.e.c.	89	132.427.350	131,0	2,59%
28.300 - Man. of agricultural and forestry machinery	38	117.922.517	110,2	2,31%
25.720 - Manufacture of locks and hinges	21	109.116.149	106,5	2,13%
28.150 - Man. of bearings, gears, driving elements	23	86.332.496	109,7	1,69%
28.930 - Manufacture of machinery for food, beverage,...	26	70.934.780	100,4	1,39%
28.250 - Manufacture of non-domestic cooling and ventilation equipment	51	54.336.860	97,8	1,06%
28.490 - Manufacture of other machine tools	28	53.762.958	110,7	1,05%
28.140 - Manufacture of other taps and valves	16	52.225.502	105,2	1,02%
other	...	...	...	...
<b>metal industry in total</b>	<b>3.161</b>	<b>5.112.422.230</b>	<b>104,1</b>	<b>100,00%</b>

Table 9: Export of Slovenian metal processing industry in 2015 – only exporting sectors

Slovenian metal processing industry exports to all countries of the world. Traditionally, the strongest countries Slovenia exports to are Germany, France, Austria, and Italy. Geographic focus remains similar **in 2015** as it was in 2014.

COUNTRY	export (in mio €)
GERMANY	1.524,5
AUSTRIA	583,3
FRANCE	569,1
ITALY	300,6
UNITED KINGDOM	162,3
SLOVAKIA	156,1
SPAIN	133,9
CROATIA	131,9
CZECH REPUBLIC	119,3
POLAND	111,8
OTHER	1.319,6
<b>All export markets together</b>	<b>5.112,4</b>

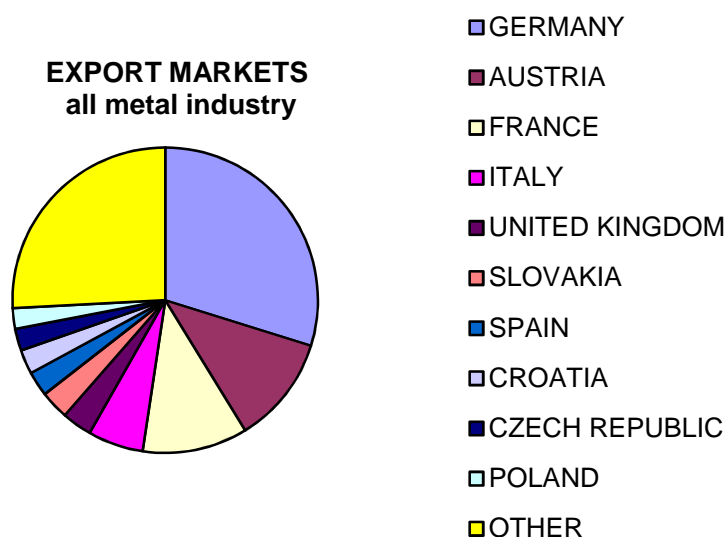


Table 10: Export of the Slovenian metal processing industry in 2015

The total export of the Slovenian metal processing industry **for 2015** shows a 4,1% increase. Traditionally, the industry's largest "client" is Germany (€1.524,5 million), which continues to remain the most important export



market. Other three largest export markets of the Slovenian metal processing industry are: Austria (€583,3 million), France (€569,1 million) and Italy (€300,6 million).

#### 4. REVIEW OF THE SLOVENIAN METAL PROCESSING INDUSTRY'S SECTORS IN 2015

##### 4.1. MANUFACTURE OF FABRICATED METAL PRODUCTS, EXCEPT MACHINERY AND EQUIPMENT – NACE 25

"Manufacture of fabricated metal products, except machinery and equipment" sector includes following sub-sectors:

- 25.1 – Manufacture of structural metal products
- 25.2 – Manufacture of tanks, reservoirs, and containers of metal
- 25.3 – Manufacture of steam generators, except central heating hot water boilers
- 25.4 – Manufacture of weapons and ammunition
- 25.5 – Forging, pressing, stamping, and roll-forming of metal, powder metallurgy
- 25.6 – Treatment and coating of metals, machining
- 25.7 – Manufacture of cutlery, tools, and general hardware
- 25.9 – Manufacture of other fabricated metal products

##### 4.1.1. Income, employment, gross value added, profit, cost of labour and export of metal products

*Explanation regarding the missing subsectors: where a specific aggregate includes less than three companies or a company has a dominant role in this aggregate, the data is not published due to confidential nature of data for a specific company. In the sector NACE 25, this rule applies to 25.4 – "Manufacture of weapons and ammunition".*

Table 11 shows basic subsector data for the "Manufacture of fabricated metal products, except machinery and equipment" sector for the year 2015.

	NACE 25 metal products		25.1.	25.2.	25.3.	25.5.	25.6.	25.7.	25.9.
	value in 2015	Index 15/14	value in 2015	value in 2015	value in 2015	value in 2015	value in 2015	value in 2015	value in 2015
<b>Number of companies</b>	1.815	105,20	473	32	7	41	657	206	397
<b>Avg. number of employees</b>	25.667	104,70	6.198	514	15	1.077	6.338	6.147	5.376
<b>Total revenue (w/o change in stocks)</b>	2.651.624.350	87,70	702.656.768	39.495.860	5.515.807	212.378.675	486.541.304	575.079.220	627.887.128
<b>Gross profit</b>	2.645.666.702	88,90	701.188.094	39.508.550	5.500.828	212.650.534	486.290.299	572.284.830	626.162.789
<b>Sales</b>	2.587.061.734	87,70	683.920.020	38.719.396	1.370.528	210.795.135	477.829.336	557.968.557	614.393.848
<b>Domestic sales</b>	1.159.858.989	92,40	290.136.310	13.662.796	785.760	162.963.222	222.422.504	174.956.875	294.896.996
<b>Foreign sales</b>	1.427.202.745	84,10	393.783.710	25.056.600	584.768	47.831.913	255.406.832	383.011.682	319.496.852
<b>Total expenses</b>	2.535.321.393	87,80	675.627.383	38.458.921	7.342.408	203.494.526	462.256.648	548.781.433	597.630.157
<b>Cost of goods, materials and services</b>	1.745.562.296	82,40	485.481.401	24.299.805	5.339.169	169.603.787	283.594.021	342.233.555	433.458.074
<b>Employee benefits expense</b>	597.953.043	107,60	142.310.908	11.745.408	932.280	30.732.560	139.632.451	150.984.564	121.510.726
<b>Depreciation expense</b>	120.978.328	95,70	24.544.785	1.512.827	20.146	1.686.836	26.952.162	36.564.912	29.643.972
<b>OPERATING PROFIT</b>	142.310.833	102,40	32.930.140	1.594.285	1.829.245	9.521.240	28.389.411	36.488.520	34.853.209
<b>FINANCIAL PROFIT/LOSS</b>	-18.991.459	69,50	-4.778.269	-502.992	1.412	-51.856	-3.129.052	-8.017.021	-2.507.650
<b>EBIT</b>	146.531.744	101,80	33.870.414	1.639.156	1.828.013	9.550.333	29.339.467	37.203.036	36.400.418
<b>EBITDA</b>	267.510.072	99,00	58.415.199	3.151.983	1.807.867	11.237.169	56.291.629	73.767.948	66.044.390
<b>Income tax expense</b>	15.732.571	100,80	4.163.772	251.539	5.854	1.313.004	4.041.168	1.796.836	4.105.453

Net profit	137.437.724	111,40	32.651.407	1.580.971	29.042	8.825.509	31.622.364	29.093.901	33.334.070
Net loss	24.450.929	108,50	7.694.905	697.218	1.593.931	782.647	9.330.361	740.827	3.606.537
NET PROFIT/LOSS	112.986.795	112,00	24.956.502	883.753	1.564.889	8.042.862	22.292.003	28.353.074	29.727.533
Cash flow from operations (net profit+ depreciation)	233.965.123	103,00	49.501.287	2.396.580	1.544.743	9.729.698	49.244.165	64.917.986	59.371.505
Gross value added	880.640.948	105,00	210.866.233	15.023.406	-840.965	42.736.062	197.857.188	225.833.357	188.643.126
ASSETS	2.321.147.109	94,80	566.496.680	38.793.930	8.575.224	65.874.088	397.581.702	676.689.445	565.760.013
Inventories	348.569.040	87,30	66.797.861	6.860.404	133.390	23.488.406	36.692.744	123.856.750	90.622.721
Equity	1.068.207.040	101,50	262.883.247	17.069.520	4.564.099	33.725.615	173.556.431	295.723.063	279.982.886
Equity ratio (%)	46	107,00	46	44	53	51	44	44	50
Debt/equity ratio	1,07	87,70	1,05	1,22	0,54	0,87	1,14	1,18	0,94
Debt ratio (LT+ST liabilities/assets)	0,49	92,50	0,48	0,54	0,31	0,46	0,51	0,52	0,47
Total revenue/total expenses	1,05	100,00	1,04	1,03	0,75	1,04	1,05	1,05	1,05
EBITDA margin (%)	10,34	112,90	8,54	8,14	-131,91	5,33	11,78	13,22	10,75
ROE (%)	11,12	107,90	9,99	5,10	-30,47	27,25	13,90	9,81	11,23
ROA (%)	5,02	120,40	4,59	2,29	-10,49	13,09	5,89	4,26	5,44
Sales per employee (EUR)	100.792	83,70	110.345	75.319	93.743	195.704	75.397	90.770	114.293
Share of foreign sales (%)	55	96,00	58	65	43	23	54	69	52
Labour costs per employee (EUR)	23.296	102,80	22.961	22.848	63.767	28.532	22.033	24.562	22.604
Average wage per employee (EUR)	17.189	102,80	16.914	16.872	36.386	20.584	16.415	18.203	16.551
Gross value added per employee (EUR)	34.310	100,30	34.022	29.224	-57.522	39.677	31.220	36.738	35.093
Labour costs in gross value added (%)	67,9	102,60	67,5	78,2	-110,9	71,9	70,6	66,9	64,4
Net profit per employee (EUR)	5.355	106,40	5.268	3.075	1.986	8.194	4.990	4.733	6.201
Net loss per employee (EUR)	953	103,70	1.242	1.356	109.024	727	1.472	121	671
	value in 2015	Index 15/14	value in 2015	value in 2015	value in 2015	value in 2015	value in 2015	value in 2015	value in 2015
<b>NACE 25 metal products</b>			<b>25.1.</b>	<b>25.2.</b>	<b>25.3.</b>	<b>25.5.</b>	<b>25.6.</b>	<b>25.7.</b>	<b>25.9.</b>

Table 11: Basic management data for the subsectors of the "Manufacture of fabricated metal products, except machinery and equipment" sector (NACE 25) in 2015

In 2015, the Slovenian manufacture of fabricated metal products sector (NACE 25) recorded fairly diverse index scores. Revenue on the sector's level fell by 12,3%. Highest revenue was generated in NACE 25.1 (Manufacture of structural metal products), amounting to €702,1 million. The lowest income was recorded in the subsector NACE 25.3 (Manufacture of steam generators, except central heating hot water boilers) at €5,5 million.

The total export of the Slovenian sector 25 in 2015 was 15,9% lower than in 2014 and it amounted to €1,43 billion. EBIT recorded a slight growth with 1,8%. Gross value added per employee reached €34.310, which is 0,3% higher than in 2014. Not including subsector 25.3 (Manufacture of steam generators, except central heating hot water boilers) with gross value added per employee reaching € -57.522 (!), the highest gross value added per employee was in subsector 25.5 (Forging, pressing, stamping and roll-forming of metal, powder metallurgy) at €39.677, while the lowest was in 25.2 (Manufacture of tanks, reservoirs, and containers of metal), where it amounted to €29.224. In sector 25, ROE and ROA recorded a positive result in 2015: ROE 11,12 (a +7,9% growth) and ROA 5,02 (a +20,4% growth). Labour costs in gross value rose by 2,6%, while labour costs per employee increased by 2,8% and reached the value of €23.296.



#### 4.1.2. Companies

In the following tables, ten largest NACE 25 companies by gross value added for each size category are presented. The companies are listed alphabetically within the specific size category.

##### Micro companies

###### Top 10 by gross value added

ATEA, KOVINSKO PREDELOVALNA INDUSTRIJA, PRODAJA IN STORITVE, D.O.O.  
BENI TEHING, PROIZVODNJA, TRGOVINA IN STORITVE, D.O.O.  
CENTER ISI INVALIDSKO PODJETJE, D.O.O.  
CNC-MURKO, PROIZVODNJA, TRGOVINA, STORITVE, D.O.O.  
CSS, PROIZVODNJA IN TRGOVINA, D.O.O.  
GRIFFING, PROIZVODNJA, TRGOVINA IN POSREDNIŠTVO, D.O.O.  
IMSS - TRADE, INDUSTRIJSKI SERVIS&MONTAŽA, D.O.O.  
IP RIBNICA, DRUŽBA ZA USPOSABLJANJE IN ZAPOSLOVANJE INVALIDOV, D.O.O.  
KOVINOS, REZILNA ORODJA, D.O.O.  
METAL TEH, MONTAŽA, STORITVE IN SVETOVANJE, D.O.O.

##### Small companies

###### Top 10 by gross value added

GRIESHABER LOGISTIKA D.O.O.  
HIDRIA - IP, D.O.O., DRUŽBA ZA PROIZVODNJO IZOLACIJSKIH IZDELKOV, TOLMIN  
INKOS DRUŽBA ZA INŽENIRING, KONSTRUKCIJE IN STROJEGRADNO D.O.O. KRMELJ  
ISKRA ISD - STRUGARSTVO OBDELAVA KOVIN D.O.O.  
METALNA IMPRO, PROIZVODNO, TRGOVSKO IN STORITVENO PODJETJE D.O.O.  
MONTPRO PODJETJE ZA PROIZVODNJO IN STORITVE D.O.O.  
NOVI PLAMEN, HLADNO PREOBLIKOVANJE IN ELEMENTI ZA SPAJANJE, KROPA, D.O.O.  
ORO MET, PROIZVODNJA IN TRGOVINA D.O.O.  
RM-LH IZOLA, PROIZVODNJA, PROMET IN STORITVE, D.O.O.  
TEHNOLOŠKI CENTER JAKL SPLOŠNA MEHANIČNA DELA D.O.O.

##### Medium-sized companies

###### Top 10 by gross value added

CNC P&K-PUŠNIK PROIZVODNJA IN TRGOVINA D.O.O.  
EMO - ORODJARNA PROIZVODNA DRUŽBA D.O.O.  
GORENJE ORODJARNA, D.O.O., VELENJE, PARTIZANSKA 12  
I.M.S.S. D.O.O., INDUSTRIJSKA MONTAŽA IN SPECIALIZIRAN SERVIS  
NIKO, KOVINARSKO PODJETJE, D.O.O., ŽELEZNIKI  
NOŽI RAVNE PODJETJE ZA PROIZVODNJO NOŽEV IN REZIL D.O.O.  
PRIMAT TOVARNA KOVINSKE OPREME D.D.  
REM MONTAŽA IN KLEPARSTVO D.O.O.  
VALJI, PROIZVODNJA VALJEV IN ULITKOV D.O.O.  
WILLY STADLER PROIZVODNJA IN TRGOVINA D.O.O.

## Large companies

### Top 10 by gross value added

AHA EMMI, PREDELAVA ALUMINIJA, D.O.O.  
ARCONT, PROIZVODNJA BIVALNIH ENOT D.D.  
IMPOL FOLIJE IN TRAKOVI, PROIZVODNJA, TRGOVINA IN STORITVE D.O.O.  
IMPOL PALICE, CEVI IN PROFILI, PROIZVODNJA, TRGOVINA IN STORITVE D.O.O.  
KOVINOPLASTIKA LOŽ INDUSTRIJA KOVINSKIH IN PLASTIČNIH IZDELKOV D.D.  
LAMA OKOVJA - MONTAŽNI SISTEMI - ORODJA - TRGOVINA, D.D.  
MARIBORSKA LIVARNA MARIBOR D.D.  
MDM PODJETJE ZA PROIZVODNJO, TRGOVINO IN INŽENIRING D.O.O.  
UNIOR KOVAŠKA INDUSTRIJA D.D.

### 4.1.3. Export

In 2015, the total net revenue from sales in foreign markets increased by 4,1% in all the subsectors of the Slovenian NACE 25 sector. The highest growth in exports was recorded in subsector 25.6 (Treatment and coating of metals, machining) with a 17,5% increase in comparison to 2014. The biggest export and the largest share of revenue generated by sales in foreign markets was in subsector NACE 25.1 (Manufacture of structural metal products). The subsector's export reached nearly €394 million. The sector reached nearly €1,42 billion of turnover in foreign markets. The largest share of sales in foreign markets was in the subsector 25.7 (Manufacture of cutlery, tools and general hardware) with a share of 68,6%.

#### Shares of exports of NACE 25 sector by country

COUNTRY	export (in mio €)
GERMANY	427,0
AUSTRIA	299,0
ITALY	73,5
SLOVAKIA	62,5
CROATIA	59,0
CZECH REPUBLIC	52,0
HUNGARY	46,4
FRANCE	41,9
SWITZERLAND	40,6
RUSSIAN FED.	34,5
OTHER	290,7
<b>Total NACE 25</b>	<b>1.427,2</b>

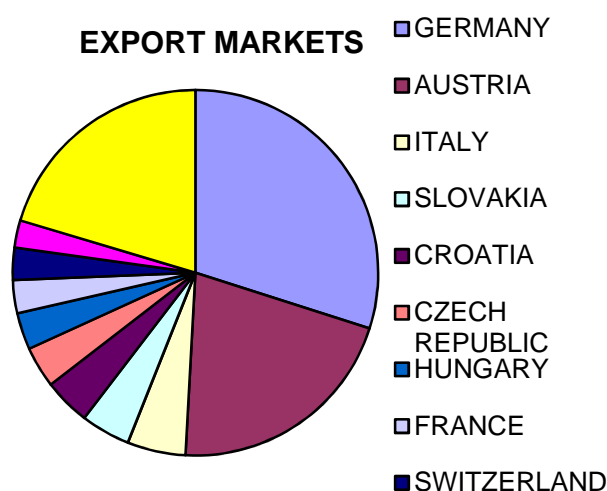


Table 12: Shares of export of the Slovenian NACE 25 sector in 2015 by country

Analysis of the NACE 25 sector's export shows that in 2015, the sector mostly exported to Germany, Austria, Italy, Slovakia, and Croatia. Export values are presented in the table above.

### 4.1.4. International benchmark

The comparison of the Slovenian NACE 25 sector to specific EU countries' NACE 25 sectors is made with three competitiveness indicators, which are described in the subchapter 1.3 (Competitive positioning of the metal processing industry). The comparison is made for the year 2013 (Eurostat database's latest complete data). As an addition, Slovenian data for 2015 is included as a separate entity.

#### A comparison of EU countries by To/E, L/GVA, and GVA/E for NACE 25 – Manufacture of fabricated metal products, except machinery and equipment

The results of comparable industries in the EU are based on Eurostat data, where the latest complete data is for 2013.

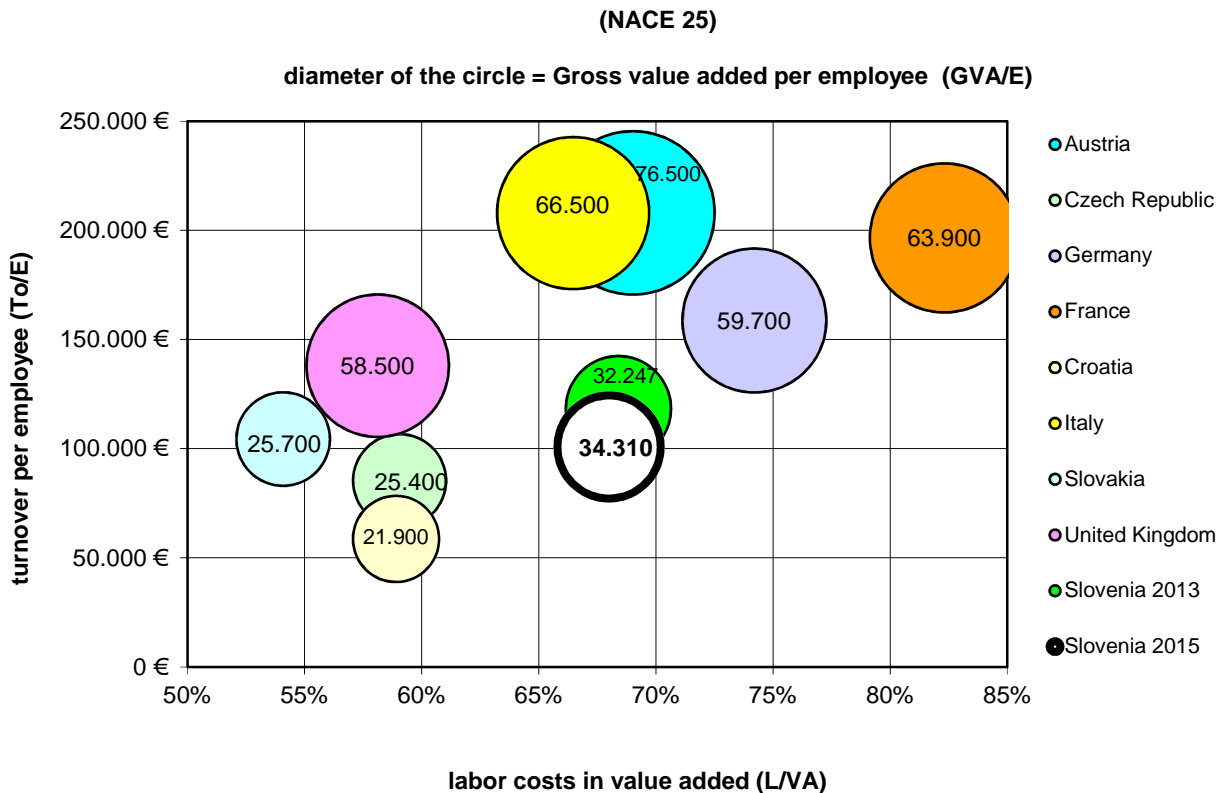


Chart 12: Comparison of EU countries by To/E, L/GVA and GVA/E for NACE 25 – Manufacture of fabricated metal products, except machinery and equipment

Chart 12 (NACE 25 – Manufacture of fabricated metal products, except machinery and equipment) shows that in the year 2013, the EU states ranged from €58.000 to nearly €210.000€ in turnover per employee (To/E); Italy and Austria lead with more than €200.000 turnover per employee. In 2013, Slovenia was less successful than the EU-15 states and has realized approximately €118.000 of turnover per employee. In the ratio of labour costs to gross value added (L/GVA) in the production of metal products in the year 2013, the EU states are ranked between 50% and 85% (Slovenia 68,4%). France has the highest share of labour costs in the gross value added (82,3%).

The highest realized gross value added per employee (GVA/E) in 2013 is in Austria, Italy, Germany, France, and Great Britain. In 2013, gross value added per employee (GVA/E) ranges from €21.000 to €76.000 in all observed states. In this range, EU-15 states (Austria, Italy, Germany, France and United Kingdom) are relatively levelled, with Austria being the leader with €76.500 of gross value added per employee. Slovenia's realized gross value added per employee in 2013 was €32.247.

In the year 2015, somewhat lower values can be observed in the Slovenian sector in comparison to 2013, especially due to lower turnover per employee, which fell by nearly €18.000. Gross value added per employee has increased by €2.000, whereas labour costs are similar to those from 2013.

#### 4.1.4.1. Investments in the sector

<b>Manufacture of fabricated metal products, except machinery and equipment (NACE 25)</b>	<b>COUNTRY</b>	<b>SHARE OF INVESTED TURNOVER</b>	<b>INVESTMENT PER EMPLOYEE IN €</b>
	CZECH REPUBLIC	5,2%	3.500
	GERMANY	3,5%	5.200
	CROATIA	41,8%	2.600
	ITALY	2,2%	5.200
	AUSTRIA	0,8%	9.000
	POLAND	1,3%	3.500
	SLOVENIA	10,0%	4.000
	UNITED KINGDOM	0,3%	3.900

Table 13: Investments in NACE 25 sector for selected EU countries in 2013

In the NACE 25 sector, we see that the shares of income invested in investment activities range from 0,3% (Great Britain) to 41,8% (Croatia). In all of the observed countries, the proportion of invested funds does not exceed 10%, except in Croatia where the share of the invested income is 41,8%, but it amounts to only €2.600 per employee. If investments are expressed in monetary units, we see that the highest investment is in Austria (€9.000/employee), while the Slovenian NACE 25 allocates €4.000 per employee for investments.

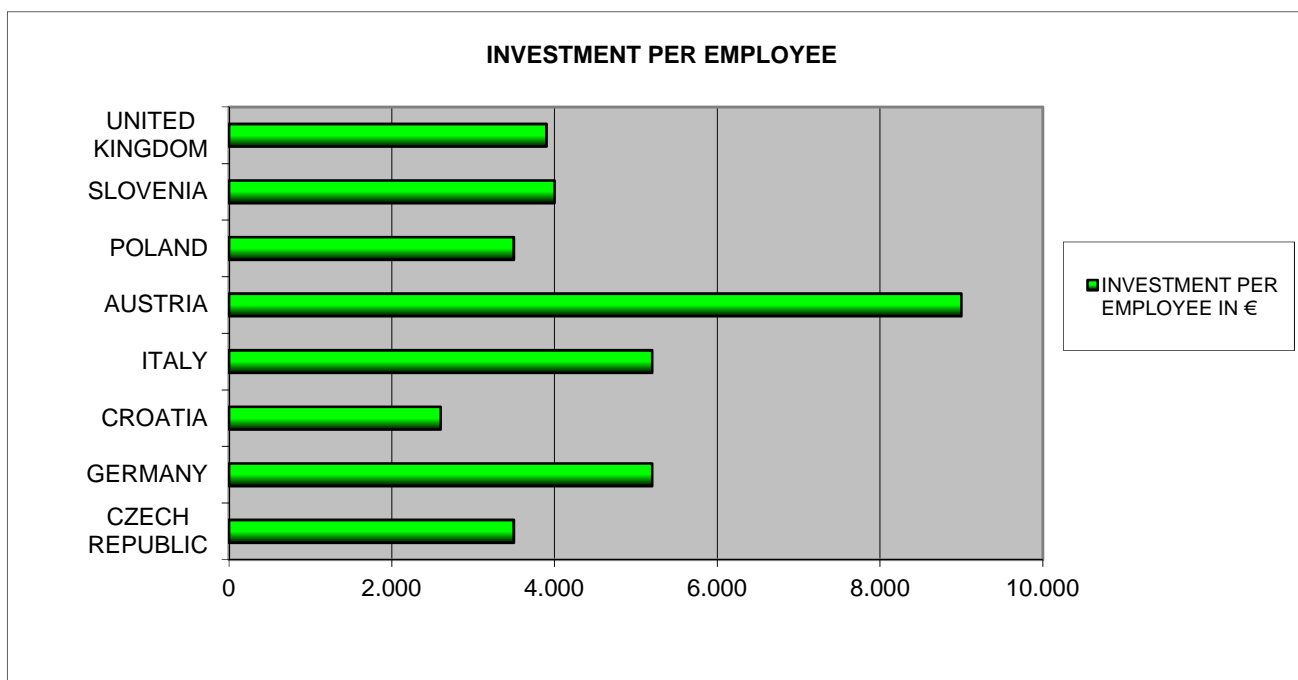


Chart 13: Investments in selected EU countries for NACE 25 sector in 2013

## 4.2. MANUFACTURE OF MACHINERY AND EQUIPMENT n.e.c.– NACE 28

Manufacture of machinery and equipment n.e.c. NACE sector includes the following subsectors::

- 28.1 – Manufacture of general-purpose machinery
- 28.2 – Manufacture of other general-purpose machinery<sup>1</sup>
- 28.3 – Manufacture of agricultural and forestry machinery
- 28.4 – Manufacture of metal forming machinery and machine tools
- 28.9 – Manufacture of other special-purpose machinery

<sup>(1)</sup>Explanation: The metal processing industry's subsector NACE 28.2 does not include NACE 28.230 – Manufacture of office machinery and equipment (except computers and peripheral equipment)

### 4.2.1. Income, employment, gross value added, profit, cost of labour and export for Manufacture of machinery and equipment n.e.c. sector

The following table presents basic data for the Slovenian Manufacture of machinery and equipment n.e.c. sector in 2015.

	NACE 28 machinery and equipment		28.1.	28.2.	28.3.	28.4.	28.9.
	value in 2015	Index 15/14	value in 2015	value in 2015	value in 2015	value in 2015	value in 2015
<b>Number of companies</b>	507	103,70	78	186	38	56	149
<b>Avg. number of employees</b>	12.243	103,10	2.786	3.728	1.269	1.188	3.271
<b>Total revenue (w/o change in stocks)</b>	1.494.115.929	104,20	340.766.737	491.395.341	163.007.764	124.401.481	374.544.606
<b>Gross profit</b>	1.498.766.134	105,30	346.372.770	488.528.404	162.472.437	123.090.040	378.302.483
<b>Sales</b>	1.459.862.198	104,10	334.567.199	482.698.204	157.433.021	119.871.531	365.292.243
<b>Domestic sales</b>	425.226.031	98,60	104.937.610	144.771.055	39.510.504	35.908.772	100.098.090
<b>Foreign sales</b>	1.034.636.167	106,60	229.629.589	337.927.149	117.922.517	83.962.759	265.194.153
<b>Total expenses</b>	1.435.665.215	104,50	327.665.512	477.433.757	154.131.203	118.371.708	358.063.035
<b>Cost of goods, materials and services</b>	1.016.742.785	104,60	233.604.269	345.934.017	114.044.164	76.579.891	246.580.444
<b>Employee benefits expense</b>	323.187.685	106,40	72.166.531	98.449.800	29.780.308	32.118.843	90.672.203
<b>Depreciation expense</b>	54.702.580	104,90	14.606.957	16.519.740	6.353.245	4.330.321	12.892.317
<b>OPERATING PROFIT</b>	78.021.515	110,90	21.656.273	16.893.339	10.001.015	5.672.393	23.798.495
<b>FINANCIAL PROFIT/LOSS</b>	-8.624.975	59,30	-1.522.810	-2.885.941	-1.295.108	-672.918	-2.248.198
<b>EBIT</b>	80.019.773	111,50	21.794.881	17.971.724	10.427.695	5.838.220	23.987.253
<b>EBITDA</b>	134.722.353	108,80	36.401.838	34.491.464	16.780.940	10.168.541	36.879.570
<b>Income tax expense</b>	9.496.185	107,70	2.781.670	2.537.170	684.315	632.475	2.860.555
<b>Net profit</b>	68.944.161	109,60	17.841.128	16.578.725	8.712.489	4.674.323	21.137.496
<b>Net loss</b>	7.125.364	50,80	437.340	3.968.994	305.146	158.380	2.255.504
<b>NET PROFIT/LOSS</b>	61.818.797	126,40	17.403.788	12.609.731	8.407.343	4.515.943	18.881.992
<b>Cash flow from operations (net profit+ depreciation)</b>	116.521.377	115,30	32.010.745	29.129.471	14.760.588	8.846.264	31.774.309
<b>Gross value added</b>	467.526.993	107,30	109.665.360	138.526.767	47.648.411	42.721.888	128.964.567
<b>ASSETS</b>	1.294.004.690	105,20	339.624.004	368.076.470	145.980.244	109.865.556	330.458.416
<b>Inventories</b>	290.249.690	105,40	73.478.632	68.067.036	46.008.720	27.861.857	74.833.445
<b>Equity</b>	584.339.142	113,90	175.402.347	163.008.128	61.156.840	40.604.671	144.167.156
<b>Equity ratio (%)</b>	45	108,40	52	44	42	37	44
<b>Debt/equity ratio</b>	1,09	88,60	0,84	1,10	1,29	1,53	1,17
<b>Debt ratio (LT+ST liabilities/assets)</b>	0,50	96,20	0,43	0,50	0,56	0,57	0,51

<b>Total revenue/total expenses</b>	1,04	100,00	1,04	1,03	1,06	1,05	1,05
<b>EBITDA margin (%)</b>	9,23	104,50	10,88	7,15	10,66	8,48	10,10
<b>ROE (%)</b>	11,26	113,60	10,47	8,36	14,75	12,00	13,76
<b>ROA (%)</b>	4,90	121,60	5,38	3,41	5,88	4,14	5,95
<b>Sales per employee (EUR)</b>	119.241	101,00	120.084	129.465	124.059	100.879	111.672
<b>Share of foreign sales (%)</b>	71	102,50	68,6	70,0	74,9	70,0	72,6
<b>Labour costs per employee (EUR)</b>	26.398	103,20	25.902	26.405	23.467	27.030	27.719
<b>Average wage per employee (EUR)</b>	19.560	103,50	18.946	19.424	17.476	20.353	20.756
<b>Gross value added per employee (EUR)</b>	38.188	104,10	39.361	37.154	37.547	35.953	39.425
<b>Labour costs in gross value added (%)</b>	69,1	99,10	65,8	71,1	62,5	75,2	70,3
<b>Net profit per employee (EUR)</b>	5.631	106,30	6.404	4.447	6.866	3.934	6.462
<b>Net loss per employee (EUR)</b>	582	49,30	157	1.065	240	133	690
	value in 2015	Index 15/14	value in 2015	value in 2015	value in 2015	value in 2015	value in 2015
<b>NACE 28 machinery and equipment</b>			<b>28.1.</b>	<b>28.2.</b>	<b>28.3.</b>	<b>28.4.</b>	<b>28.9.</b>

Table 14: Income, employment, gross value added, profit, cost of labour and export for the Slovenian NACE 28 sector in 2015

In 2015, the Slovenian NACE 28 sector (Manufacture of machinery and equipment n.e.c.) recorded a relative dispersion of indexes. In the whole NACE 28 sector, income is higher by 4,2% in comparison to 2013 and it amounted to €1,5 billion. Most of the revenue was generated in subsector NACE 28.2 (Manufacture of other general-purpose machinery), in the amount of €491,4 million. Subsector NACE 28.1 (Manufacture of general-purpose machinery) had €340,8 million of revenue and NACE 28.9 (Manufacture of other special-purpose machinery) generated more than €374,6 million of revenue in 2015.

Export in the whole Slovenian NACE 28 sector increased by 6,6% in 2015, whereas EBIT increased by 11,5%. Gross value added per employee has reached €38.188, which is 4,1% higher than in previous year. ROE (index +11,26) and ROA (index +4,90) are positive and show a high growth compared to 2014. The share of labour cost in gross value added is 0,9% lower than in 2014, amounting to 69,1%, whereas labour cost per employee has risen (index 103,5) and it amounted to €26.398.

#### 4.2.2. Companies

In the following tables, ten largest NACE 25 companies by gross value added for each size category are presented. The companies are listed alphabetically within specific size categories.

##### Micro companies

##### Top 10 by gross value added

ALPLES 3E STROJEGRADNJA D.O.O.  
 CESTEL GESTNI INŽENIRING D.O.O.  
 FINES PROIZVODNJA IN PRODAJA KOVINSKE OPREME D.O.O.  
 KIM KOVINSKO PODJETJE D.O.O.  
 MONTER DRAVOGRAD STORITVE PODJETJE ZA USPOSABLJANJE IN ZAPOSLOVANJE INVALIDOV D.O.O.  
 MOST D.O.O., PROIZVODNJA STROJEV IN NAPRAV RAKEK  
 OTIS LIFT D.O.O., PROJEKTIRANJE, PRODAJA, MONTAŽA IN VZDRŽEVANJE DVIGAL  
 PROTOTIP CC, IZDELAVA STROJEV IN NAPRAV, D.O.O.  
 PTS-LJ, IZDELAVA STROJEV IN NAPRAV, D.O.O.  
 RESEDA PROIZVODNJA, TRGOVINA IN SVETOVANJE D.O.O.

## Small companies

### Top 10 by gross value added

ALCHROM THIES, PROIZVODNJA PROCESNE OPREME D.O.O.  
ECOM RUŠE- INŽENIRING, PROIZVODNJA, STORITVE IN TRGOVINA D.O.O.  
GAIO GORENJE AVTOMATIZACIJA IN INDUSTRIJSKA OPREMA, D.O.O.  
HYPEX, PODJETJE ZA PROIZVODNJO, MONTAŽO IN SERVIS. FLUIDNE TEHNIKE, D.O.O.  
KEKO - OPREMA, D.O.O.  
PLURIFILTER, PROIZVODNJA, RAZVOJ IN PRODAJA, D.O.O.  
SITOR STISKALNICE D.O.O.  
SORBIT VALJI, PROIZVODNJA KOVANIH VALJEV, D.O.O.  
TA - REGULATOR PROIZVODNJA REGULACIJSKIH VENTILOV D.O.O.  
TEHNIKA-SET INŽENIRING, PROIZVODNJA IN STORITVE D.D.

## Medium-sized companies

### Top 10 by gross value added

BELIMED POMIVALNI SISTEMI D.O.O  
FARMTECH, PROIZVODNJA KMETIJSKIH STROJEV, OKOLJSKE TEHNIKE IN OPREME TER TRGOVINA D.O.O.  
GOSTOL-GOPAN D.O.O.  
HERZ, KOVINSKO PREDALOVALNO PODJETJE D.D.  
IMP PUMPS, PROIZVODNJA, STORITVE, INŽENIRING, D.O.O.  
LESTRO-LEDINEK PODJETJE ZA PROIZVODNJO LESNO OBDELOVALNIH STROJEV IN ORODIJ D.O.O.  
PIŠEK - VITLI KRPA PROIZVODNJA KMETIJSKIH IN GOZDARSKIH STROJEV, D.O.O.  
SISTEMSKA TEHNIKA, D.O.O.  
TOVARNA KOVINSKE OPREME D.O.O.  
YASKAWA RISTRO, PODJETJE ZA GRADNJO STROJEV IN NAPRAV D.O.O.

## Large companies

### Top 10 by gross value added

ADK, D.O.O.  
BRINOX INŽENIRING D.O.O.  
GKN DRIVELINE SLOVENIJA, D.O.O.  
LINDAB IMP KLIMA, KLIMA SISTEMI D.O.O.  
LITOSTROJ POWER, D.O.O.  
OMEGA AIR INŽENIRING, D.O.O., LJUBLJANA  
PALFINGER PROIZVODNJA D.O.O.  
POCLAIN HYDRAULICS, D.O.O.  
SIP STROJNA INDUSTRIJA, D.D.  
TAJFUN PLANINA PROIZVODNJA STROJEV, D.O.O.

### 4.2.3. Export

In 2015, net sales in foreign market in the NACE 28 (Manufacture of machinery and equipment n.e.c.) reached €1,034 billion, which is a 6,6% increase in comparison to 2014. The majority of the export was realized in the NACE subsector 28.2 (Manufacture of other general-purpose machinery), which generated €337,9 million of turnover in the foreign market.

### Shares of exports of NACE 28 sector by country

COUNTRY	export (in mio €)
GERMANY	286,6
AUSTRIA	184,3
ITALY	65,1
RUSSIAN FED.	48,8
CROATIA	34,5
FRANCE	33,1
POLAND	29,1
BOSNIA AND HERZEGOVINA	27,4
SERBIA	26,6
SWITZERLAND	23,8
OTHER	275,3
<b>Total NACE 28</b>	<b>1.034,6</b>

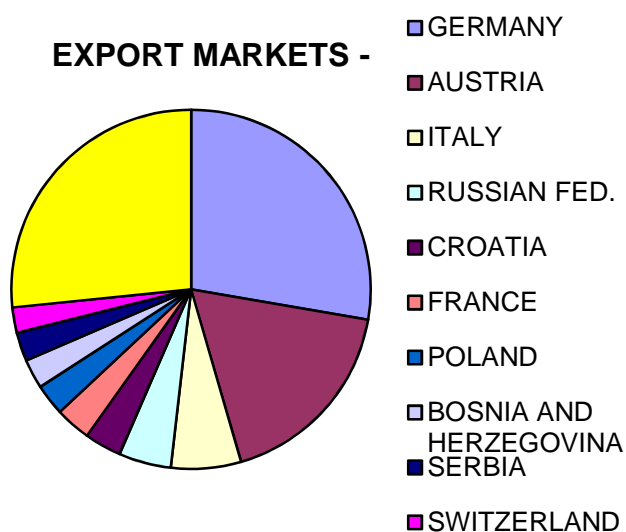


Table 15: Shares of export of the Slovenian NACE 28 sector in 2015 by country

Analysis of the NACE 28 sector's export shows that in 2015, the sector had mostly exported to Germany (€286,6 million), Austria (€184,3 million) and Italy (€65,1 million). Values of export are presented in the table above.

#### 4.2.4. International benchmark

The comparison of the Slovenian NACE 28 sector to specific EU countries' NACE 28 sectors is made with three competitiveness indicators, which are described in the subchapter 1.3 (Competitive positioning of the metal processing industry). The comparison is made for the year 2013 (Eurostat database's latest complete data). The chart below also includes data for Slovenia from 2015.

#### A comparison of EU countries by To/E, L/GVA, and GVA/E for NACE 28 – Manufacture of machinery and equipment n.e.c.

The results of comparable industries in the EU are based on Eurostat data, where the latest complete data is for 2013.

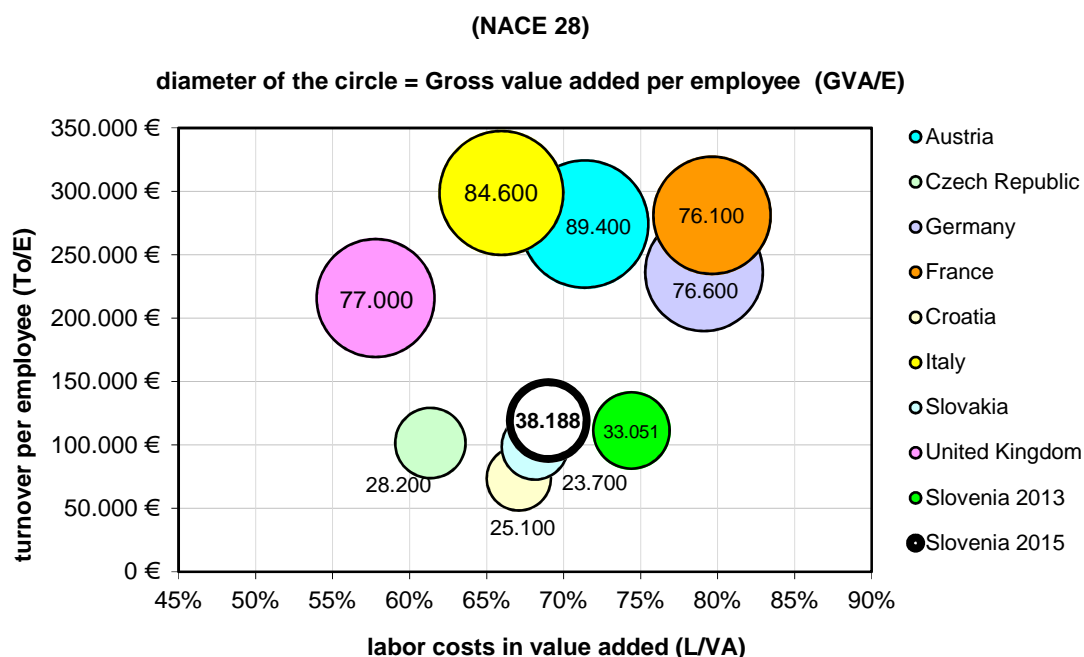


Chart 14: Comparison of EU countries by To/E, L/VA and GVA/E for NACE 28 – Manufacture of machinery and equipment n.e.c.



Chart 18 (NACE 28 – Manufacture of machinery and equipment) shows that the gross value added per employee in 2015 is significantly higher in the EU-15 states (Austria has the highest gross value added per employee at €89.400). In the same year, turnover per employee in these countries ranges between €210.000 and €300.000, which is similar to the year before. In 2013, ratio of labour cost to gross value added for all observed states is between 55% and 80%. Among the EU-15 states, the highest ratio of labour costs to gross value added is in France and it amounts to 79,6%.

**In 2013**, the ratio of labour cost to gross value added in Slovenia is 74%, which is in the second part of the ratio range in comparison to other countries. As in the years before, Slovenia is less successful than EU-15 in created gross value added per employee and in turnover per employee (2 to 3 times less than the EU-15).

**In 2015**, Slovenia is in a significantly better position compared to 2013. Turnover per employee has increased by nearly €8.000, gross value added per employee by more than €5.000, while labour costs per employee decreased by 5,4%.

#### 4.2.4.1. Investments in the sector

<i>Manufacture of machinery and equipment n.e.c. (NACE 28)</i>	COUNTRY	SHARE OF INVESTED TURNOVER	INVESTMENT PER EMPLOYEE IN €
	CZECH REPUBLIC	5,3%	5.200
	GERMANY	2,6%	5.900
	CROATIA	22,7%	1.500
	ITALY	0,8%	4.700
	AUSTRIA	0,2%	6.500
	POLAND	2,4%	3.800
	SLOVENIA	5,3%	3.800
	UNITED KINGDOM	0,2%	4.700

Table 16: Investments in NACE 28 sector for selected EU countries in 2013

In NACE 28 sector, the share of invested income ranges from 0,2% in Austria and United Kingdom to 22,7% in Croatia. In most countries, the share of revenue that is allocated to investment ranges from 2% to 5%, with Slovenia reaching 5,3%. The highest absolute investment per employee is in Austria at €6.500, whereas the lowest is in Croatia at €1.500.

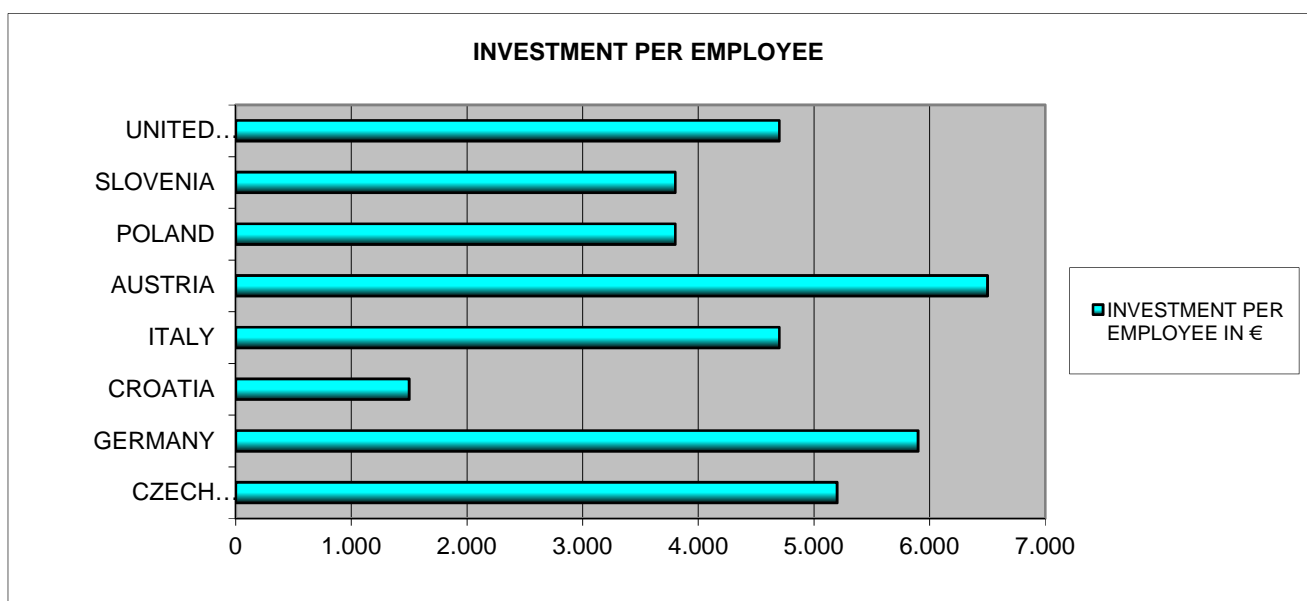


Chart 15: Investments in selected EU countries for NACE 28 sector in 2013

### 4.3. MANUFACTURE OF MOTOR VEHICLES, TRAILERS AND SEMI-TRAILERS – NACE 29

The "Manufacture of motor vehicles, trailers and semi-trailers" sector includes the following subsectors:

- 29.1 – Manufacture of motor vehicles
- 29.2 – Manufacture of bodies (coachwork) for motor vehicles, manufacture of trailers and semi-trailers
- 29.3 – Manufacture of parts and accessories for motor vehicles, **without** 29.310 – Manufacture of electrical and electronic equipment for motor vehicles (not included in 29 sector or in 29.3 subsector).

#### 4.3.1. Income, employment, gross value added, profit, cost of labour and export of motor vehicles and trailers

Table 17 shows basic subsector data for the "Manufacture of motor vehicles, trailers and semi-trailers" sector in 2015.

	NACE 29 vehicles and trailers		29.1.	29.2.	29.3.
	value in 2015	Index 15/14	value in 2015	value in 2015	value in 2015
<b>Number of companies</b>	121	107,10	15	32	74
<b>Avg. number of employees</b>	10.286	105,40	2.337	1.522	6.428
<b>Total revenue (w/o change in stocks)</b>	2.510.906.812	105,90	1.078.015.698	433.768.983	999.122.131
<b>Gross profit</b>	2.511.935.550	106,80	1.076.920.161	439.077.830	995.937.559
<b>Sales</b>	2.470.242.630	108,10	1.069.225.360	427.226.673	973.790.597
<b>Domestic sales</b>	140.676.067	43,00	9.993.570	20.424.816	110.257.681
<b>Foreign sales</b>	2.329.566.563	119,00	1.059.231.790	406.801.857	863.532.916
<b>Total expenses</b>	2.470.381.733	104,50	1.064.871.746	423.730.803	981.779.184
<b>Cost of goods, materials and services</b>	2.049.789.776	106,80	931.434.959	375.779.764	742.575.053
<b>Employee benefits expense</b>	249.634.564	107,10	58.605.696	40.307.713	150.721.155
<b>Depreciation expense</b>	119.125.505	121,80	68.091.668	3.796.319	47.237.518
<b>OPERATING PROFIT</b>	78.902.026	131,50	16.546.468	17.937.555	44.418.003
<b>FINANCIAL PROFIT/LOSS</b>	-28.115.818	58,60	-4.110.553	885.684	-24.890.949
<b>EBIT</b>	78.955.261	112,60	16.319.086	18.977.284	43.658.891
<b>EBITDA</b>	198.080.766	118,00	84.410.754	22.773.603	90.896.409
<b>Income tax expense</b>	5.271.639	131,10	193.530	1.718.279	3.359.830
<b>Net profit</b>	75.221.903	104,70	13.805.531	18.947.047	42.469.325
<b>Net loss</b>	31.492.757	61,30	3.215.640	723.947	27.553.170
<b>NET PROFIT/LOSS</b>	43.729.146	213,50	10.589.891	18.223.100	14.916.155
<b>Cash flow from operations (net profit+ depreciation)</b>	162.854.651	137,70	78.681.559	22.019.419	62.153.673
<b>Gross value added</b>	455.759.451	107,00	144.116.303	62.271.036	249.372.112
<b>ASSETS</b>	1.365.161.721	99,70	452.867.534	213.650.464	698.643.723
<b>Inventories</b>	210.049.869	116,10	29.523.327	62.728.563	117.797.979
<b>Equity</b>	495.658.547	176,20	181.147.813	75.244.880	239.265.854
<b>Equity ratio (%)</b>	36	177,10	40	35	34
<b>Debt/equity ratio</b>	1,63	46,60	1,41	1,67	1,78
<b>Debt ratio (LT+ST liabilities/assets)</b>	0,58	79,50	0,55	0,55	0,61
<b>Total revenue/total expenses</b>	1,02	102,00	1,01	1,02	1,02
<b>EBITDA margin (%)</b>	8,02	109,10	7,89	5,33	9,33
<b>ROE (%)</b>	11,02	167,00	5,69	25,25	10,78
<b>ROA (%)</b>	3,25	219,60	2,18	8,94	2,28

<b>Sales per employee (EUR)</b>	240.158	102,60	457.597	280.764	151.500
<b>Share of foreign sales (%)</b>	94	110,00	99	95	89
<b>Labour costs per employee (EUR)</b>	24.270	101,60	25.082	26.489	23.449
<b>Average wage per employee (EUR)</b>	17.329	102,30	18.145	19.588	16.497
<b>Gross value added per employee (EUR)</b>	44.309	101,50	61.678	40.923	38.797
<b>Labour costs in gross value added (%)</b>	54,8	100,20	40,7	64,7	60,4
<b>Net profit per employee (EUR)</b>	7.313	99,40	5.908	12.452	6.607
<b>Net loss per employee (EUR)</b>	3.062	58,20	1.376	476	4.287
	value in 2015	Index 15/14	value in 2015	value in 2015	value in 2015
	<b>NACE 29 vehicles and trailers</b>		<b>29.1.</b>	<b>29.2.</b>	<b>29.3.</b>

Table 17: Basic management data for sub-sectors of "Manufacture of motor vehicles, trailers and semi-trailers" sector (NACE 29) in 2015

In 2015, the Slovenian sector "Manufacture of motor vehicles, trailers and semi-trailers" recorded some increasing index scores. Income in the Slovenian NACE 29 increased by 5,9% and it amounted to €2,51 billion. The highest income was in the subsector NACE 29.1 (Manufacture of motor vehicles), amounting to €1,08 billion, and in NACE 29.3 (Manufacture of parts and accessories for motor vehicles), which recorded revenues of €999,1 million. NACE 29.2 (Manufacture of bodies (coachwork) for motor vehicles, manufacture of trailers and semi-trailers) had over €433 million of turnover in 2015.

In 2015, export in the Slovenian NACE 29 sector increased by 19%, whereas EBIT grew by 12,6% in comparison to 2014. Gross value added per employee reached €44.309, which is 1,5% higher than the previous year. ROE and ROA parameters are positive at ROE +11,02 and ROA +3,25. The share of labour costs in gross value added increased by 0,2%, while labour cost per employee increased by 1,6% and it amounted to €24.270 per employee.

#### 4.3.2. Companies

In the following tables, ten largest NACE 29 companies by gross value added for each size category are presented. The companies are listed alphabetically within the specific size category.

##### Micro companies

##### Top 10 by gross value added

CDT GROUP, PROIZVODNJA IN STORITVE, D.O.O.  
 EURO GV, PROIZVODNJA IN STORITVE D.O.O.  
 HTT PROIZVODNJA SPECIALNIH PRIKLOPNIH VOZIL IN KAMIONSKIH NADGRADENJ D.O.O.  
 KONTAKT PLUS PODJETJE ZA PROIZVODNJO, TRGOVINO IN STORITVE D.O.O.  
 KUTSENITS INTERNATIONAL, DRUŽBA ZA PROIZVODNJO VOZIL, D.O.O.  
 MODERNE TEHNOLOGIJE, D.O.O.  
 NOVO MEKO PROIZVODNJA IN TRGOVINA D.O.O.  
 TI AUTOMOTIVE, PROIZVODNJA AVTOMOBILSKIH DELOV, D.O.O.  
 VARGALANT ORIGINAL AVTODELI, D.O.O.  
 VIBEKS, D.O.O.

## Small companies

### Top 10 by gross value added

AS DOMŽALE, PROIZVODNJA IN POPRAVILO AVTOBUSOV D.O.O.  
B N M , AVTOMOBILSKA INDUSTRIJA, D.O.O.  
CECOMP PROIZVODNJA IN PRODAJA IZDELKOV IZ PLOČEVINE D.O.O.  
CERJAK, PROIZVODNJA IN STORITVE D.O.O.  
EM PK, PROIZVODNJA, TRGOVINA, STORITVE, D.O.O.  
GASILSKA VOZILA PUŠNIK, PROIZVODNJA, POSREDNIŠTVO, TRGOVINA IN STORITVE, D.O.O.  
LITOSTROJ - LITOSTROJSKO INVALIDSKO PODJETJE D.O.O.  
NOVAK, IZPUŠNI SISTEMI, D.O.O.  
RUT DRUŽBA ZA PROIZVODNJO ELEKTRO IN KOVINSKIH IZDELKOV D.O.O.  
SINTER PROIZVODNJA IN TRGOVINA LJUBLJANA D.O.O.

## Medium-sized companies

### Top 10 by gross value added

HIDRIA AET DRUŽBA ZA PROIZVODNJO VŽIGNIH SISTEMOV IN ELEKTRONIKE D.O.O.  
INDUSTRIJA TRANSPORTNIH SREDSTEV IN OPREME - CISTERNE, AVTOMEŠALCI, SILOSI, D.O.O.  
JOHNSON CONTROLS, D.O.O.  
KLS LJUBNO D.O.O., SPECIALIST ZA ZOBATE VENCE  
MAHLE LETRIKA BOVEC, D.O.O.  
MAROVT PROIZVODNO IZVOZNO UVOZNO PODJETJE, D.O.O.  
ROSENBAUER, PROIZVODNJA IN TRGOVINA ZA GASILSKO DEJAVNOST, D.O.O.  
SOGEFI FILTRATION, PODJETJE ZA PROIZVODNJO FILTROV, D.O.O.  
SUMIDA SLOVENIJA, D.O.O.  
TAM-EUROPE, RAZVOJ IN PROIZVODNJA GOSPODARSKIH VOZIL, D.O.O.

## Large companies

### Top 10 by gross value added

ADRIA MOBIL PROIZVODNJA, TRGOVINA IN STORITVE, D.O.O. NOVO MESTO  
AKRAPOVIČ, PODJETJE ZA PROIZVODNJO, TRGOVINO IN STORITVE, D.D.  
CIMOS D.D. AVTOMOBILSKA INDUSTRIJA  
HELLA SATURNUS SLOVENIJA, D.O.O.  
MAHLE LETRIKA, PROIZVODNJA ELEKTRIČNE IN ELEKTRONSKE OPREME ZA MOTORNA VOZILA, D.O.O.  
ODELO SLOVENIJA, PODJETJE ZA RAZVOJ, PROIZVODNJO IN TRŽENJE AVTOMOBILSKIH DELOV, D.O.O.  
REVOZ PODJETJE ZA PROIZVODNJO IN KOMERCIALIZACIJO AVTOMOBILOV D.D.  
STARKOM, PROIZVODNJA IN TRGOVINA D.O.O.  
TBP TOVARNA BOVDENOV IN PLASTIKE D.D.  
TPV TRŽENJE IN PROIZVODNJA OPREME VOZIL D.D.

### 4.3.3. Export

In 2015, export in all subsectors of the Slovenian NACE 29 was 19% higher than in the year before, reaching €2,33 billion. Most of the export was realized by the NACE 29.1 (Manufacture of motor vehicles) at €1,06 billion, whereas NACE 29.3 subsector (Manufacture of parts and accessories for motor vehicles) recorded €863,5 million. Turnover in foreign markets in the NACE 29.2 (Manufacture of bodies (coachwork) for motor vehicles, manufacture of trailers and semi-trailers) amounted to €406,8 million and was higher by 21,4% than in 2014.

In 2015, the subsector NACE 29.3 accounted for almost half of the total export volume of the NACE 29 sector. The share of export in revenue in the subsector NACE 29.1 amounted to 99% and was 13,9% higher than in 2014. The remaining two subsectors had shares of export in revenue at 95% (NACE 29.2) and 89% (NACE 29.3).

#### Shares of exports of NACE 29 sector by country

COUNTRY	export (in mio €)
GERMANY	750,9
FRANCE	448,8
ITALY	143,4
UNITED KINGDOM	117,8
SPAIN	104,0
AUSTRIA	94,7
SLOVAKIA	78,6
SWEDEN	66,0
ROMANIA	57,5
HOLLAND	47,9
OTHER	419,8
<b>Total NACE 29</b>	<b>2.329,6</b>

#### EXPORT MARKETS - NACE 29

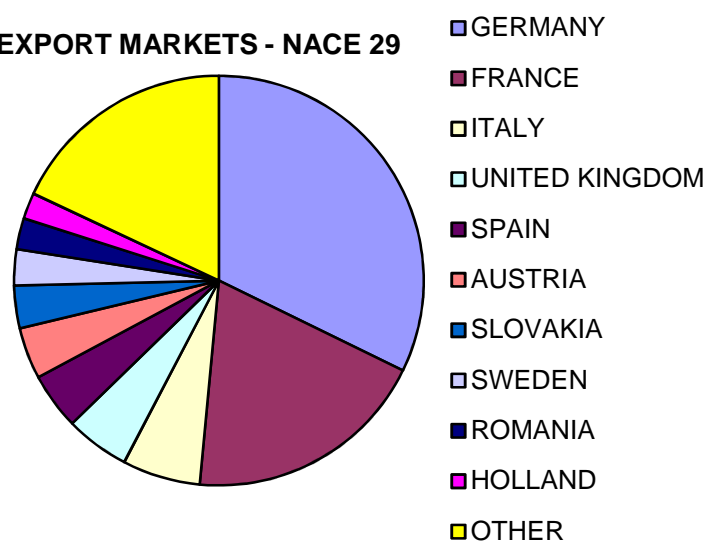


Table 18: Shares of export of the Slovenian NACE 29 sector in 2015 by country

Analysis of the NACE 29 sector's export shows that in 2015, the sector mostly exported to Germany (€750,9 million), France (€448,8 million) and Italy (€143,4 million). In comparison to 2014, the export increased in all noted countries.

### 4.3.4. International benchmark

The comparison of the Slovenian NACE 29 sector to specific EU countries' NACE 25 sectors is made with three competitiveness indicators, which are described in the subchapter 1.3 (Competitive positioning of the metal processing industry). The comparison is made for the year 2013 (Eurostat database's latest complete data). The chart below also includes data for Slovenia from 2015.

#### A comparison of EU countries by To/E, L/GVA, and GVA/E for NACE 29 – Manufacture of motor vehicles, trailers, and semi-trailers

The results of comparable industries in the EU are based on Eurostat data, who's latest complete data is only for 2013.

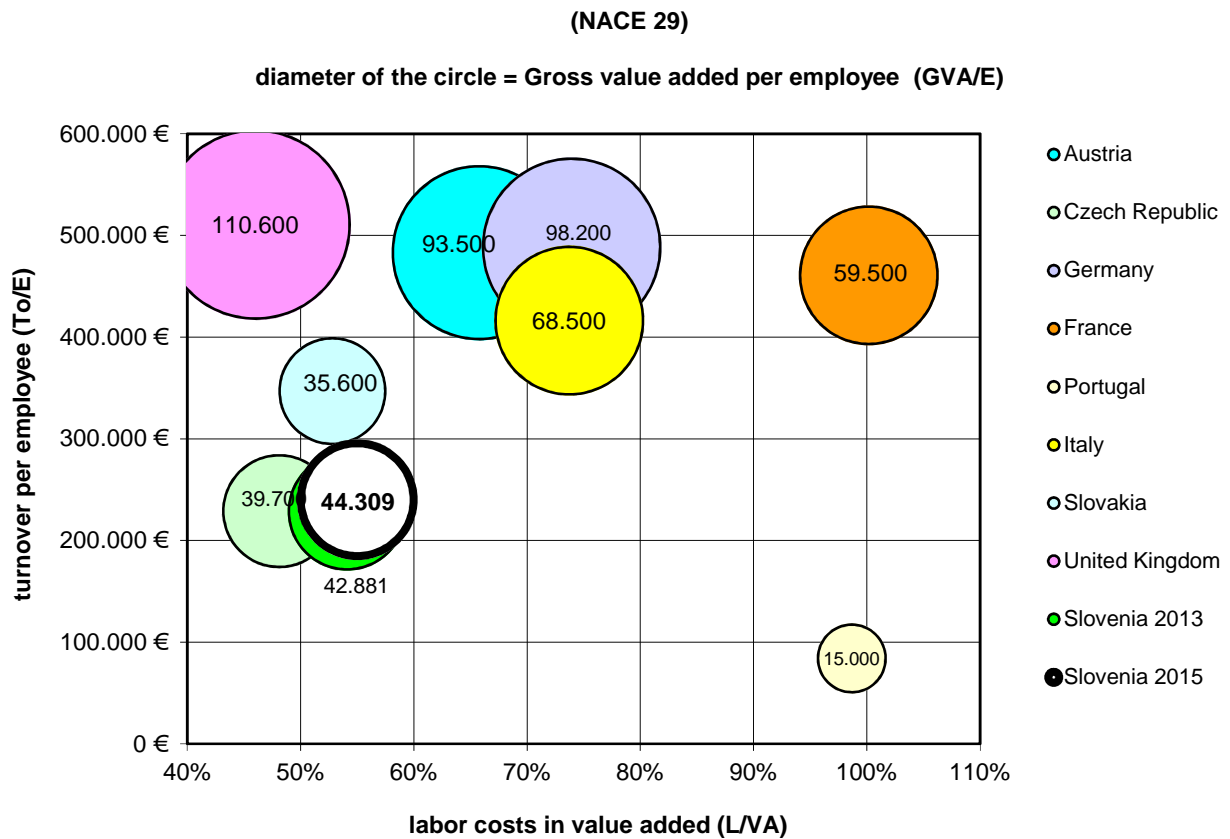


Chart 16: A comparison of EU countries by To/E, LVA, and GVA/E for NACE 29 – Manufacture of motor vehicles, trailers, and semi-trailers

In 2013, the EU states are relatively dispersed when comparing labour cost in gross value added to turnover per employee in the NACE 29 sector (Manufacture of motor vehicles, trailers and semi-trailers). Austria, United Kingdom, Italy and Germany are in the lead. Even though their turnover per employee is relatively levelled, the ratio of labour costs to gross value added ranges from 45% to 75%. **In 2013**, Slovenia has, in comparison to other countries, relatively low labour cost in gross value added, which amounts to 54%. Unfortunately, the created gross value added per employee and turnover per employee is approximately two times lower than in the leading states.

**In 2015**, Slovenia is in a relatively similar position when compared to the year 2013. The position of the "bubble" is slightly better than in 2013 due to the increased turnover per employee, amounting to €240.158 and rising by €12.000 compared to 2013, whereas gross value added per employee increased by around €1.500 to €44.309 and the ratio of labour cost to gross value added fell by 0,9%.

#### 4.3.4.1. Investments in the sector

<b>Manufacture of motor vehicles, trailers and semi-trailers (NACE 29)</b>	<b>COUNTRY</b>	<b>SHARE OF INVESTED TURNOVER</b>	<b>INVESTMENT PER EMPLOYEE IN €</b>
	CZECH REPUBLIC	5,2%	11.600
	GERMANY	3,5%	17.000
	SPAIN	0,1%	19.600
	ITALY	8,2%	18.300
	AUSTRIA	0,2%	14.600
	POLAND	1,7%	6.800
	SLOVENIA	21,6%	17.400
	UNITED KINGDOM	0,2%	12.600

Table 19: Investments in NACE 29 sector for selected EU countries in 2013

In 2013, the largest share of invested revenue in the NACE 29 sector (Manufacture of motor vehicles, trailers, and semi-trailers) was in Slovenia at 21,6%. Other producers' shares are between 0,1% and 8,2%. Italy (€18.300/employee) was the largest investors per employee, followed by Germany (€17.000/employee) and Spain (€19.600/employee). In Slovenia, the share of invested income was €17.400 per employee.

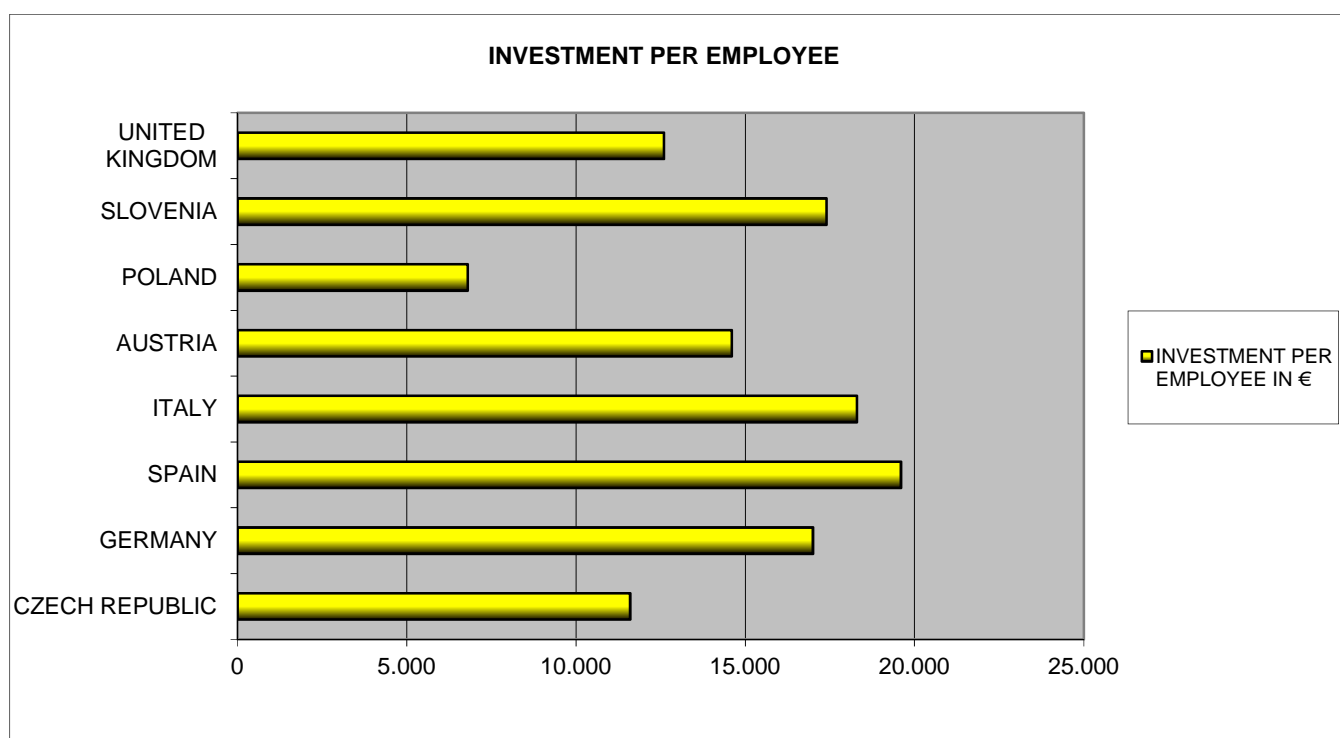


Chart 17: Investments in selected EU countries for NACE 29 sector in 2013

#### 4.4. MANUFACTURE OF OTHER TRANSPORT EQUIPMENT – NACE 30

The "Manufacture of other transport equipment" sector includes the following subsectors:

- 30.1 – Building of ships and boats
- 30.2 – Manufacture of railway locomotives and rolling stock
- 30.3 – Manufacture of air and spacecraft and related machinery
- 30.4 – Manufacture of military fighting vehicles
- 30.9 – Manufacture of transport equipment n.e.c.

##### 4.4.1. Income, employment, gross value added, profit, cost of labour and export of other transport equipment

Table 20 shows basic subsector data for the "Manufacture of other transport equipment" sector.

	NACE 30 other transport equipment		30.1.	30.2.	30.3.	30.9.
	value in 2015	Index 15/14	value in 2015	value in 2015	value in 2015	value in 2015
<b>Number of companies</b>	91	118,20	52	3	21	15
<b>Avg. number of employees</b>	561	99,30	96	137	177	151
<b>Total revenue (w/o change in stocks)</b>	81.375.588	110,90	9.653.350	34.414.903	20.624.593	16.682.742
<b>Gross profit</b>	82.252.488	113,40	10.790.264	33.463.668	21.391.266	16.607.290
<b>Sales</b>	77.974.269	110,30	9.450.659	34.109.012	18.871.548	15.543.050
<b>Domestic sales</b>	17.484.527	109,70	3.385.425	4.663.430	3.904.243	5.531.429
<b>Foreign sales</b>	60.489.742	110,50	6.065.234	29.445.582	14.967.305	10.011.621
<b>Total expenses</b>	82.836.549	111,50	15.135.451	31.691.929	19.708.522	16.300.647
<b>Cost of goods, materials and services</b>	59.221.283	112,40	8.353.050	25.989.296	13.471.364	11.407.573
<b>Employee benefits expense</b>	13.996.305	99,40	1.755.849	3.784.697	4.921.574	3.534.185
<b>Depreciation expense</b>	3.382.687	66,50	384.568	1.429.727	803.788	764.604
<b>OPERATING PROFIT</b>	2.428.925	13.964,20	-2.325.289	2.119.511	1.920.525	714.178
<b>FINANCIAL PROFIT/LOSS</b>	-2.747.683	240,10	-1.914.335	-307.030	-141.986	-384.332
<b>EBIT</b>	2.478.638	-2.069,20	-2.325.565	2.139.124	1.952.068	713.011
<b>EBITDA</b>	5.861.325	118,00	-1.940.997	3.568.851	2.755.856	1.477.615
<b>Income tax expense</b>	617.517	148,30	72.852	204.801	272.846	67.018
<b>Net profit</b>	4.844.010	162,80	759.996	1.627.435	1.811.011	645.568
<b>Net loss</b>	5.729.544	123,40	5.072.748	246	273.775	382.775
<b>NET PROFIT/LOSS</b>	-885.534	53,10	-4.312.752	1.627.189	1.537.236	262.793
<b>Cash flow from operations (net profit+ depreciation)</b>	2.497.153	73,10	-3.928.184	3.056.916	2.341.024	1.027.397
<b>Gross value added</b>	22.526.442	115,20	2.392.712	7.400.571	7.689.876	5.043.283
<b>ASSETS</b>	84.833.019	86,70	23.127.056	25.711.345	20.550.366	15.444.252
<b>Inventories</b>	19.511.722	116,90	5.756.209	5.124.727	5.086.394	3.544.392
<b>Equity</b>	16.804.265	79,80	-3.333.189	10.509.807	9.320.615	307.032
<b>Equity ratio (%)</b>	20	92,10	-14	41	45	2
<b>Debt/equity ratio</b>	3,90	185,70	-7,94	1,42	1,16	28,72



Debt ratio (LT+ST liabilities/assets)	0,77	116,70	1,10	0,57	0,51	0,96
Total revenue/total expenses	0,98	99,00	0,64	1,09	1,05	1,02
EBITDA margin (%)	7,52	107,00	-20,54	10,46	14,60	9,51
ROE (%)	-5,23	60,50	278,97	16,45	18,01	506,11
ROA (%)	-1,10	65,10	-20,71	6,28	8,42	1,72
Sales per employee (EUR)	139.024	111,10	98.598	249.463	106.535	102.832
Share of foreign sales (%)	78	100,10	64	86	79	64
Labour costs per employee (EUR)	24.955	100,10	18.319	27.680	27.784	23.382
Average wage per employee (EUR)	18.337	101,10	11.413	20.781	21.208	17.152
Gross value added per employee (EUR)	40.163	116,00	24.963	54.125	43.411	33.366
Labour costs in gross value added (%)	62,1	86,30	73,4	51,1	64,0	70,1
Net profit per employee (EUR)	8.637	164,00	7.929	11.903	10.224	4.271
Net loss per employee (EUR)	10.215	124,30	52.924	2	1.546	2.532
	value in 2015	Index 15/14	value in 2015	value in 2015	value in 2015	value in 2015
	<b>NACE 30 other transport equipment</b>		<b>30.1.</b>	<b>30.2.</b>	<b>30.3.</b>	<b>30.9.</b>

Table 20: Basic management data for sub-sectors of "Manufacture of other transport equipment" sector (NACE 30) in 2015

In 2015, the sector "Manufacture of other transport equipment" recorded fairly mixed index scores. Sector's revenue increased by 10,9% compared to 2014. The highest revenue was recorded in the subsector NACE 30.2 (Manufacture of railway locomotives and rolling stock), where it amounted to approximately €34,4 million, whereas the lowest was in NACE 30.1 (Building of ships and boats) at €9,6 million. In the entire sector, export grew by 10,5%, while EBIT marked an enormous drop. Gross value added per employee reached €40.163, which is 16% higher than in the previous year. ROE and ROA were negative (-5,23 and -1,10), while the share of labour costs in gross value added amounted to 62,1% and was 13,7% lower than in 2014. Labour cost per employee slightly increased by 0,1% and amounted to €24.955.

#### 4.4.2. Companies

In the following table, twelve NACE 30 companies by gross value added for all size category are presented. The companies are listed alphabetically.

##### Micro, small and medium-sized companies

##### Top 15 by gross value added

ALBATROSS FLY, IZDELAVA IN SERVISIRANJE LETAL, RADOVLJICA, D.O.O.

ALBASTAR IZDELAVA IN SERVISIRANJE LETAL D.O.O.

ATAIR, RAZVOJ IN PROIZVODNJA LAHKIH LETALSKIH NAPRAV, D.O.O.

C-ASTRAL, PROIZVODNJA ZRAČNIH IN VESOLJSKIH PLOVIL D.O.O.

KOVIS PROIZVODNA DRUŽBA D.O.O.

LIV KOLESA, PROIZVODNJA, PREDELAVA IN TRGOVINA, D.O.O.

MODRA POMOČ, SERVIS IN IZDELAVA PLOVIL D.O.O.

NOVOVAR GRADNJA IN POPRAVILO LADIJ D.O.O.

PIPISTREL PODJETJE ZA ALTERNATIVNO LETALSTVO D.O.O. AJDOVŠČINA

PROFORM3D, PROIZVODNJA, TRGOVINA IN STORITVE, D.O.O.  
 SVP AVIO STORITVE D.O.O.  
 TOMOS D.O.O., MOTOINDUSTRIJA  
 TOMOS DVOKOLESA D.O.O.  
 TVT TIRNA VOZILA, PROIZVODNJA IN VZDRŽEVANJE TIRNIH VOZIL, D.O.O.  
 VSR LAB RAZVOJ PLOVIL D.O.O.

#### 4.4.3. Export

In 2015, the total export in NACE 30 sector was 10,5% higher than in 2014. Overall revenues from foreign sales amounted to €60,5 million. Most of the revenue from sales in foreign markets was created by the NACE 30.2 subsector (Manufacture of railway locomotives and rolling stock) with export at €29,5 million. The subsector that exported the least was NACE 30.1 (Building of ships and boats) with €6,1 million of exports.

In 2015, the largest share of foreign sales among all NACE 30 subsectors was recorded in the subsector NACE 30.2 with a share of 86%. The lowest proportion of export in sales was in NACE 30.1 and in NACE 30.9 with a 64% share.

#### Shares of exports of NACE 30 sector by country

COUNTRY	export (in mio €)
GERMANY	9,4
SERBIA	6,3
POLAND	5,9
FRANCE	5,0
CZECH REPUBLIC	3,5
AUSTRIA	3,2
SLOVAKIA	3,2
UNITED STATES	2,9
ITALY	2,8
BULGARIA	2,4
OTHER	15,9
<b>Total NACE 30</b>	<b>60,5</b>

#### EXPORT MARKETS - NACE 30

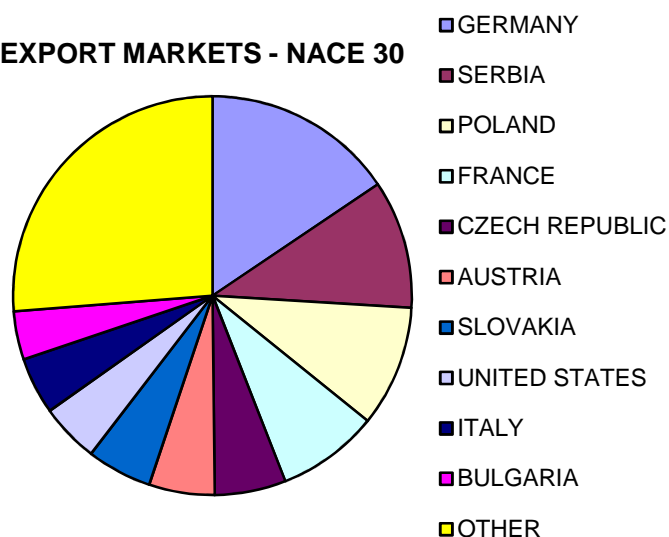


Table 21: Shares of export of the Slovenian NACE 30 sector in 2015 by country

An overview of the Slovenian NACE 30 sector's export for 2015 shows that the sector had mostly exported to Germany (€9,4 million €), Serbia (€6,3 million), Poland (€5,9 million), and France (€5 million). Values of export are presented in the table above.

#### 4.4.4. International benchmark

The comparison of the Slovenian NACE 30 sector to specific EU countries' NACE 30 sectors is made with three competitiveness indicators, which are described in the subchapter 1.3 (Competitive positioning of the metal processing industry). The comparison is made for the year 2013 (Eurostat database's latest complete data). The chart below also includes data for Slovenia from 2015.

#### A comparison of EU countries by To/E, L/GVA, and GVA/E for NACE 30 – Manufacture of other transport equipment

*The results of comparable industries in the EU are based on Eurostat data, who's latest complete data is only for 2013.*

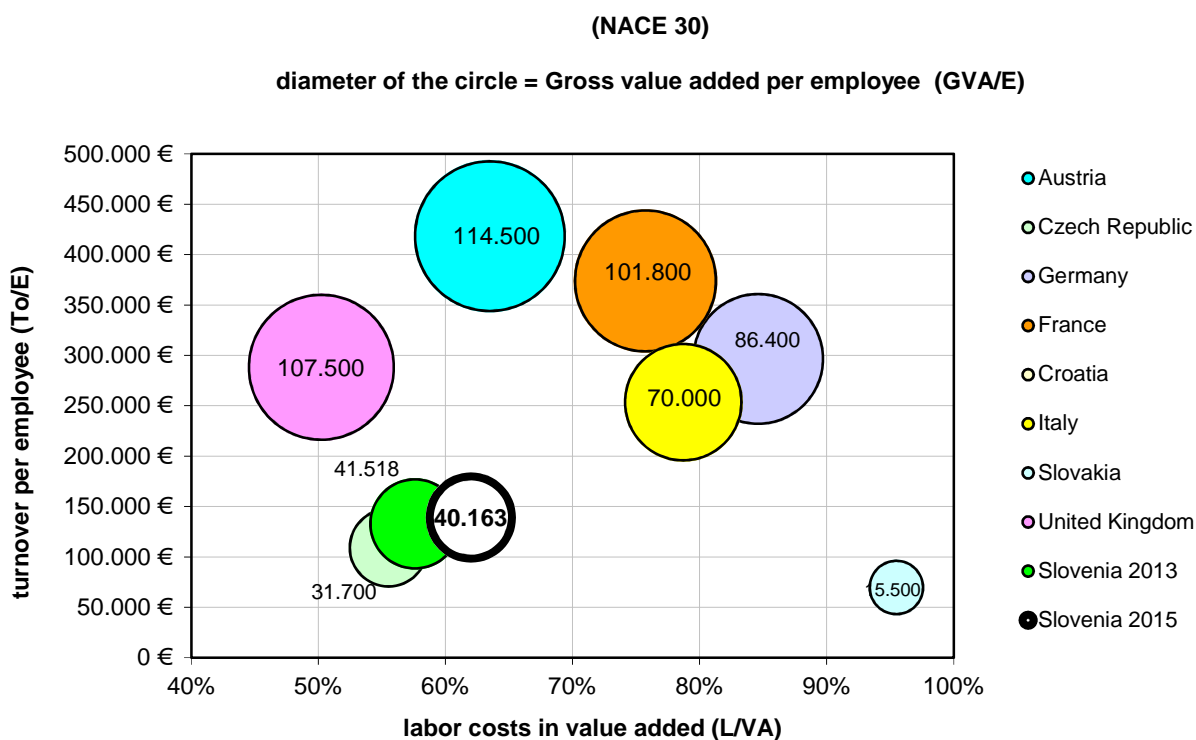


Chart 18: A comparison of EU countries by To/E, LVA, and GVA/E for NACE 30 – Manufacture of other transport equipment

The diagram shows a dispersal in the industrial sector. The largest turnover per employee in the NACE 30 sector (Manufacture of other transport equipment) was recorded in Austria at €418.271, while it also has the largest gross value added at €114.500. In 2013, the amount of labour costs in gross value added in all observed states ranged from 45% to 95%. The highest ratio of labour costs to added value was in Croatia with 183%. The rest of the larger producers had a significantly lower turnover per employee compared to Austria, but a comparable gross value added per employee. The lowest labour costs in gross value added was recorded by the United Kingdom at 50%.

**In 2013**, Slovenia, if compared to EU-15 states, achieved a low turnover per employee (approx. €132.000) and gross value added per employee (€41.518).

**In 2015**, Slovenia's position fell slightly when compared to the year 2013, mostly due to labour costs in value added, which increased by 4,4%. Gross value added per employee fell by almost €1.400, whereas turnover per employee increased by nearly €7.000.

#### 4.4.4.1. Investments in the sector

Manufacture of other transport equipment (NACE 30)	COUNTRY	SHARE OF INVESTED TURNOVER	INVESTMENT PER EMPLOYEE IN €
	CZECH REPUBLIC	4,4%	4.700
	GERMANY	2,7%	8.300
	CROATIA	6,2%	500
	ITALY	5,1%	6.500
	AUSTRIA	0,5%	7.400
	POLAND	0,01%	5.200
	SLOVENIA	34,2%	6.300
	UNITED KINGDOM	0,0%	8.900

Table 22: Investments in the NACE 30 sector for selected EU countries in 2013

We can see that the share of income that was invested in the NACE 30 sector in 2013 ranges from 0,01 % to 6,2%. The largest share of income invested was in Slovenia at 34,2%, while the largest amount invested per employee was in the United Kingdom at €8.900. The amount of income invested per employee in Slovenia was €6.300.

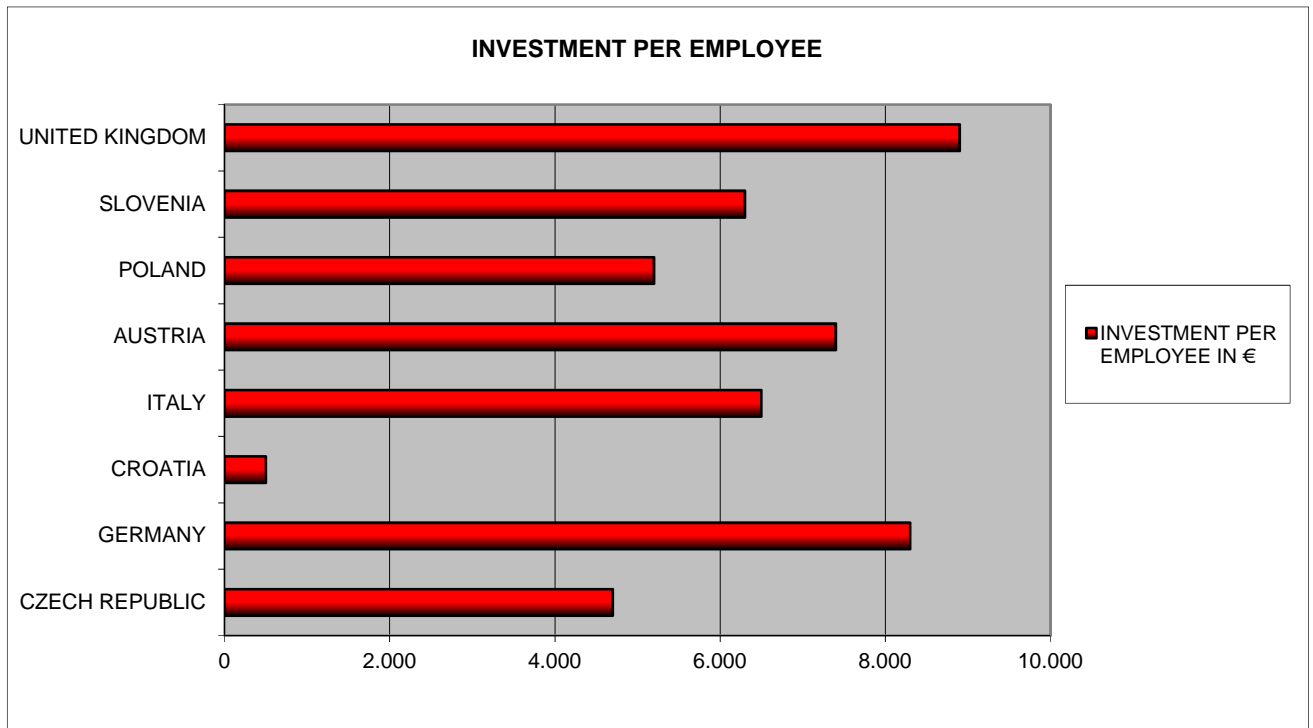


Chart 19: Investments in selected EU countries for the NACE 30 sector in 20

## 4.5. REPAIR AND INSTALLATION OF MACHINERY AND EQUIPMENT – NACE 33

The "Repair and installation of machinery and equipment" sector includes the following subsectors:

- 33.1 – Repair of fabricated metal products, machinery and equipment (**without** 33.130, 33.140, and 33.190 – **their values are not included in the NACE 33 sector or in the 33.1 subsector**)
- 33.2 – Installation of industrial machinery and equipment

With implementation of NACE Rev. 2 classification, the metal processing industry gained a new sector, "Repair and installation of machinery and equipment", which includes the following subsectors:

33.1	Repair of fabricated metal products, machinery and equipment
33.11	Repair of fabricated metal products
33.12	Repair of machinery
<b>33.13</b>	<b>Repair of electronic and optical equipment</b>
<b>33.14</b>	<b>Repair of electrical equipment</b>
33.15	Repair and maintenance of ships and boats
33.16	Repair and maintenance of aircraft and spacecraft
33.17	Repair and maintenance of other transport equipment
<b>33.19</b>	<b>Repair of other equipment</b>
33.2	Installation of industrial machinery and equipment
33.20	Installation of industrial machinery and equipment

### 4.5.1. Income, employment, gross value added, profit, cost of labour and export of metal products

Table 23 shows basic subsector data for the "Repair and installation of machinery and equipment" sector.

	NACE 33 repair and installation of machinery		33.1.	33.2.
	value in 2015	Index 15/14	value in 2015	value in 2015
<b>Number of companies</b>	589	109,10	280	309
<b>Avg. number of employees</b>	6.985	100,00	4.073	2.912
<b>Total revenue (w/o change in stocks)</b>	552.123.007	89,90	262.904.055	289.218.952
<b>Gross profit</b>	548.373.153	92,40	260.637.972	287.735.181
<b>Sales</b>	535.243.107	89,90	248.899.214	286.343.893
<b>Domestic sales</b>	275.611.513	75,60	208.515.460	67.096.053
<b>Foreign sales</b>	259.631.594	112,60	40.383.754	219.247.840
<b>Total expenses</b>	518.943.466	91,00	262.383.542	256.559.924
<b>Cost of goods, materials and services</b>	285.065.338	82,90	116.777.301	168.288.037
<b>Employee benefits expense</b>	197.370.785	102,10	126.506.492	70.864.293
<b>Depreciation expense</b>	14.806.854	96,00	6.767.251	8.039.603
<b>OPERATING PROFIT</b>	33.629.688	115,90	740.751	32.888.937
<b>FINANCIAL PROFIT/LOSS</b>	-1.983.318	63,70	-1.203.965	-779.353
<b>EBIT</b>	34.320.995	117,70	1.402.666	32.918.329
<b>EBITDA</b>	49.127.849	110,20	8.169.917	40.957.932
<b>Income tax expense</b>	6.766.954	125,50	1.043.454	5.723.500
<b>Net profit</b>	34.295.888	111,40	6.358.593	27.937.295
<b>Net loss</b>	8.328.945	75,70	7.098.772	1.230.173
<b>NET PROFIT/LOSS</b>	25.966.943	131,20	-740.179	26.707.122
<b>Cash flow from operations (net profit+ depreciation)</b>	40.773.797	115,80	6.027.072	34.746.725
<b>Gross value added</b>	255.670.716	105,00	142.211.435	113.459.281
<b>ASSETS</b>	342.067.994	92,00	181.925.859	160.142.135

<b>Inventories</b>	32.767.135	97,90	21.884.944	10.882.191
<b>Equity</b>	156.265.838	105,20	72.088.073	84.177.765
<b>Equity ratio (%)</b>	46	114,30	40	53
<b>Debt/equity ratio</b>	0,90	77,60	1,07	0,74
<b>Debt ratio (LT+ST liabilities/assets)</b>	0,44	97,80	0,48	0,40
<b>Total revenue/total expenses</b>	1,06	98,10	1,00	1,13
<b>EBITDA margin (%)</b>	9,18	122,60	3,28	14,30
<b>ROE (%)</b>	17,14	133,60	-1,00	34,42
<b>ROA (%)</b>	7,34	145,60	-0,40	15,93
<b>Sales per employee (EUR)</b>	76.629	89,90	61.110	98.338
<b>Share of foreign sales (%)</b>	49	125,30	16	77
<b>Labour costs per employee (EUR)</b>	28.257	102,10	31.060	24.337
<b>Average wage per employee (EUR)</b>	20.194	102,00	21.611	18.211
<b>Gross value added per employee (EUR)</b>	36.604	105,10	34.916	38.965
<b>Labour costs in gross value added (%)</b>	77,2	97,20	89,0	62,5
<b>Net profit per employee (EUR)</b>	4.910	111,40	1.561	9.594
<b>Net loss per employee (EUR)</b>	1.192	75,70	1.743	422
	value in 2015	Index 15/14	value in 2015	value in 2015
	<b>NACE 33 repair and installation of machinery</b>		<b>33.1.</b>	<b>33.2.</b>

Table 23: Basic data for the subsectors of "Repair and installation of machinery and equipment" (NACE 33)

In 2015, the Slovenian NACE 33 sector "Repair and installation of machinery and equipment" recorded fairly mixed index values. Turnover in the whole NACE 33 sector was 10,1% lower in comparison to 2014. The NACE 33 subsectors recorded different turnover values in 2015: in the NACE 33.1 subsector (Repair of fabricated metal products, machinery and equipment), turnover increased by 0,2% (€262,9 million) in comparison to the previous year, whereas the NACE 33.2 (Installation of industrial machinery and equipment) generated 17,8% less turnover than in the previous year, amounting to €289,2 million.

Export in NACE 33 has increased by 12,6% and EBIT rose by 17,7%. Gross value added per employee reached €36.604, which is 5,1% higher than a year earlier. ROE at 17,14 and ROA at 7,34 experienced an increase, while the share of labour costs in the gross value added was 77,2%, which is 2,8% lower than in the previous year. Labour cost per employee has increased by 2,1% and amounted to €28.257 per employee.

#### 4.5.2. Companies

In the following tables, the largest NACE 25 companies by gross value added for each size category are presented. The companies are listed alphabetically within specific size categories.

##### Micro companies

##### Top 10 by gross value added

BISMARCK, MONTAŽA, PROIZVODNJA IN POSREDNIŠTVO, D.O.O.  
DORSSSEN MONT, INDUSTRIJSKA MONTAŽA D.D.  
ELEKTRO - KA MONTAŽA INDUSTRIJSKIH STROJEV IN NAPRAV D.O.O.  
EXCENTER TRGOVSKO PROIZVODNA DRUŽBA D.O.O.  
ISKRA STROJEGRADNJA IN VZDRŽEVANJE, D.O.O.  
MONTAŽA TREND INTERIERI, MONTAŽA NOTRANJE OPREME IN INŽENIRING, D.O.O.  
MZK NOVA, MONTAŽA, TRGOVINA, STORITVE D.O.O.  
PRO MONTING, MONTAŽE, TRGOVINA IN STORITVE, D.O.O.  
RUDIS MONT, DRUŽBA ZA PROIZVODNJO, MONTAŽNO DEJAVNOST IN STORITVE, D.O.O.  
UCS, KUPCU PRILAGOJENI PROIZVODI, D.O.O.

## Small companies

### Top 10 by gross value added

DS GALUN SERVIS, MONTAŽA INDUSTRIJSKIH STROJEV IN NAPRAV, D.O.O.  
 DSD KONSTRUKCIJE, IZDELAVA IN MONTAŽA JEKLENIH KONSTRUKCIJ D.O.O.  
 EMG ELEKTROINSTALACIJE IN MONTAŽA D.O.O.  
 MASTROJ, POSREDOVANJE, TRGOVINA NA DEBELO, SVETOVANJE D.O.O.  
 MONT-PLAN ROGAŠKA, MONTAŽE IN TRGOVINA, D.O.O.  
 M-TEHNOLOGIJA, MONTAŽA, POPRAVILO, PROGRAMIRANJE IN SERVISIRANJE STROJEV, D.O.O.  
 NAUTIC SERVICE, DRUŽBA ZA VZDRŽEVANJE PLOVIL, STROJNE IN ELEKTRO OPREME D.O.O.  
 PRODUKT OPREMA ZA AVTOSERVISNO DEJAVNOST D.O.O.  
 SAR AVTOMATIZACIJA KRMILNA TEHNIKA, AVTOMATIZACIJA, REGULACIJA D.O.O.  
 SSI SCHAEFER, LOGISTIČNI SISTEMI, D.O.O.

## Medium-sized and large companies

### Top 9 by gross value added

ADRIA AIRWAYS TEHNIKA, VZDRŽEVANJE LETAL, D.D.  
 ALIUS, PROIZVODNJA, MONTAŽA IN STORITVE D.O.O.  
 ALSTOM POWER SYSTEMS GMBH, MANNHEIM, PODRUŽNICA V SLOVENIJI  
 DANFOSS TRATA REGULACIJE OGREVANJA, PREZRAČEVANJA IN KLIMATIZACIJE, D.O.O.  
 HTZ HARMONIJA TEHNOLOGIJE IN ZNANJA, INVALIDSKO PODJETJE, D.O.O. VELENJE  
 JAVNA RAZSVETLJAVA D.D.  
 MOS SERVIS, TRGOVINA, STORITVE, INŽENIRING D.O.O.  
 SŽ - VLEKA IN TEHNIKA, D.O.O.  
 TALUM SERVIS IN INŽENIRING, INŽENIRING IN STORITVE VZDRŽEVANJA D.O.O.

### 4.5.3. Export

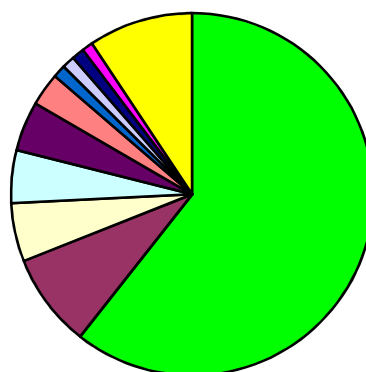
In 2015, the Slovenian NACE 33 sector generated approximately €259,6 million of turnover in foreign markets, which is a 12,6% increase compared to 2014. NACE 33.2 (Installation of industrial machinery and equipment) realized 85% of the subsector's revenue in foreign markets, whereas the NACE 33.1 subsector (Repair of fabricated metal products, machinery, and equipment) generated only 15% of its revenue from sales in foreign markets.

In 2015, the Slovenian subsector NACE 33.2 (Installation of industrial machinery and equipment) reached approximately €219,2 million of revenue from sales in foreign markets, while the "Repair of fabricated metal products, machinery, and equipment" subsector's turnover in the foreign markets reached €40,4 million. The share of export in the NACE 33 sector's turnover in 2015 was 25,3% higher in comparison to 2014 and amounted to 49%. The share of export in turnover of NACE 33.2 amounted to 77% as it increased by 33%.

#### Shares of exports of NACE 33 sector by country

COUNTRY	export (in mio €)
DENMARK	157,4
AUSTRIA	21,8
ITALY	13,6
GERMANY	12,2
UNITED STATES	11,5
CROATIA	7,7
SERBIA	3,0
VIRGIN ISLANDS	2,9
FRANCE	2,9
MONTE NEGRO	2,5
OTHER	24,2
<b>Total NACE 33</b>	<b>259,6</b>

#### EXPORT MARKETS - NACE 33



- DENMARK
- AUSTRIA
- ITALY
- GERMANY
- UNITED STATES
- CROATIA
- SERBIA
- VIRGIN ISLANDS
- FRANCE
- MONTE NEGRO
- OTHER

Table 24: Shares of export of the Slovenian NACE 33 sector in 2015 by country

Analysis of NACE 33's export shows that in 2015, the sector has mostly exported to Denmark (€157,4 million), Austria (€21,8 million), Italy (€13,6 million) and Germany (€12,2 million). Values of export are presented in the table above.

#### 4.5.4. International benchmark

A comparison of the Slovenian NACE 33 sector to specific EU countries' NACE 33 sectors is made with three competitiveness indicators, which are described in the subchapter 1.3 (Competitive positioning of the metal processing industry). The comparison is for the year 2013 (Eurostat database's latest complete data). The chart below also includes data for Slovenia from 2015.

#### A comparison of EU countries by To/E, L/GVA, and GVA/E for NACE 33 – Repair and installation of machinery and equipment

*The results of comparable industries in the EU are based on Eurostat data, who's latest complete data is only for 2013.*

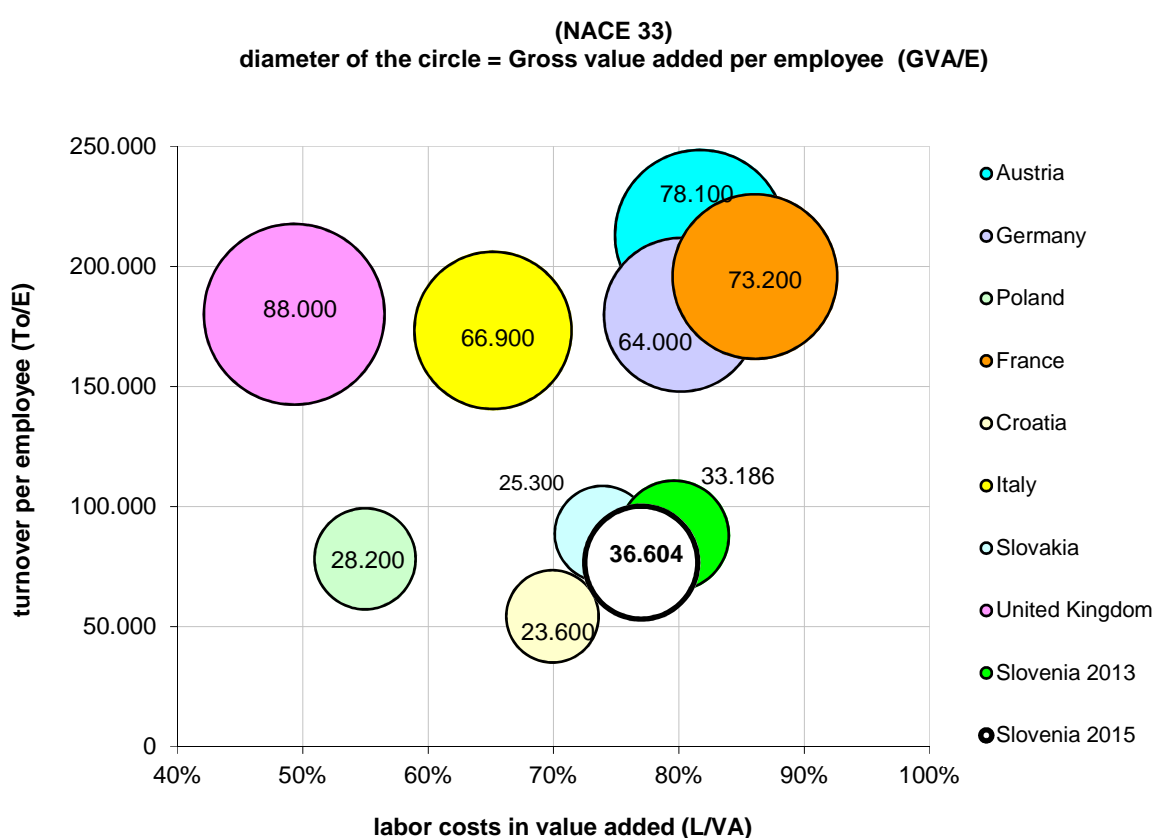


Chart 20: Comparison of EU countries by To/E, L/GVA and GVA/E for NACE 33 – Repair and installation of machinery and equipment

For the NACE 33 sector (Repair and installation of machinery and equipment), the diagram shows relative dispersion of EU states, which is mainly caused by differences in labour cost in gross value added which is lowest in Great Britain (49,32%) and highest in France (86,07%). Turnover and gross value added per employee are relatively levelled in all larger countries. Austria is standing out in the sample with gross value added per employee of €78.100 and €213.000 of turnover per employee and the United Kingdom with €88.000 of gross value added per employee and €180.000 of turnover per employee.

**In 2013**, Slovenia was in a similar situation as in previous years with similar results. Labour cost in gross value added is in the middle, if compared to other producers, while the turnover per employee and gross value added per employee is lower by half or more in comparison to EU-15 states.



A comparison of **2015** and 2013 figures for Slovenia shows that changes in figures are relatively small. The main difference is in the turnover per employee, which has fallen for almost €10.000. The other two parameters did not experience any significant change (L/VA lower by 2,6%, GVA/E higher by app. €3.000).

#### 4.5.4.1. Investments in the sector

Repair and installation of machinery and equipment (NACE 33)	COUNTRY	SHARE OF INVESTED TURNOVER	INVESTMENT PER EMPLOYEE IN €
	GERMANY	1,5%	2.600
	FRANCE	0,1%	4.400
	CROATIA	12,8%	900
	ITALY	2,5%	2.200
	AUSTRIA	0,6%	3.500
	POLAND	0,5%	1.500
	SLOVENIA	4,0%	1.600
	UNITED KINGDOM	0,2%	3.400

Table 25: Investments in NACE 33 sector for selected EU countries in 2013

In NACE 33 sector, we can see that the shares of resources devoted to the development and research in the observed countries varied from 0,1% (France) to 12,8% (Croatia) in 2013. Funds invested per employee also show a wide range. Among the European countries, the United Kingdom (€3.400) and Austria (€3.500) are in the lead, while the Slovenian NACE 33 sector invested €1.600 per employee (4%).

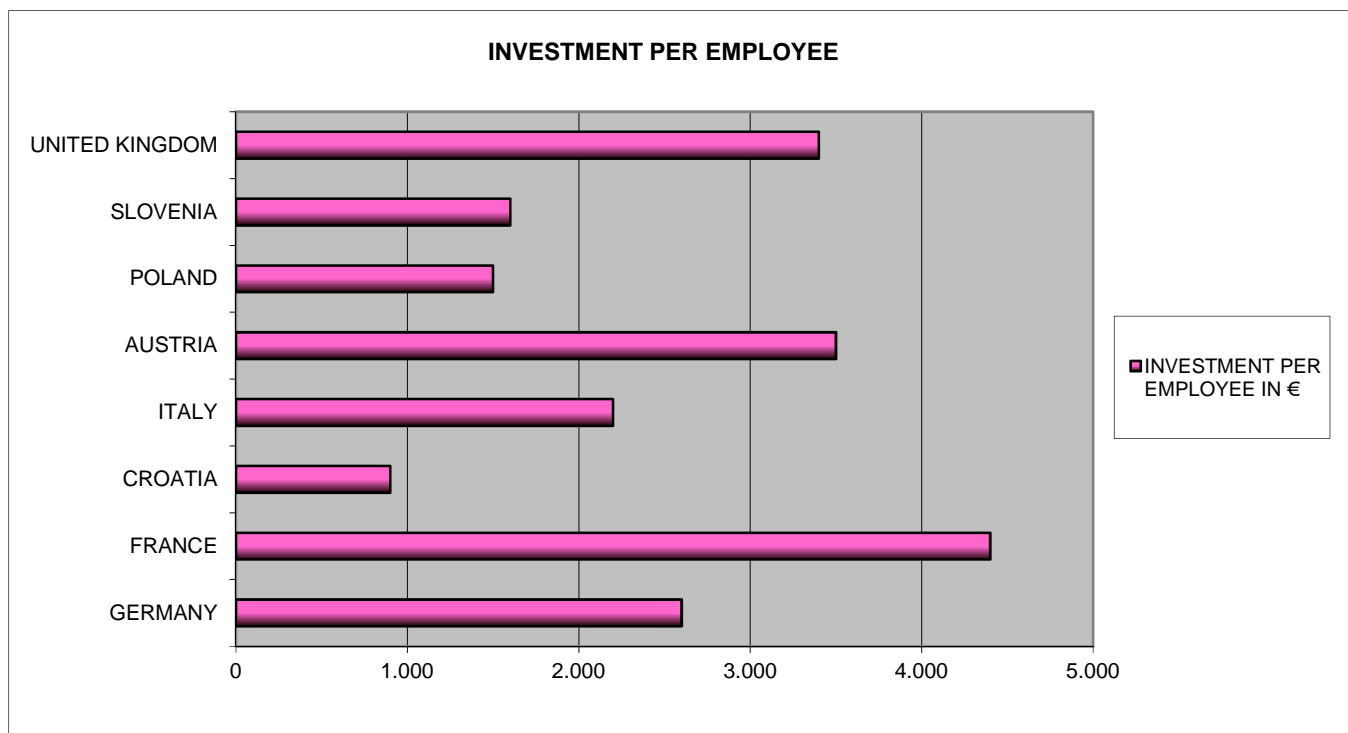


Chart 21: Investments in selected EU countries for NACE 33 sector in 2013

## 5. CHART INDEX

Chart 1: The Slovenian metal processing industry's share in the manufacturing industry in 2015.....	4
Chart 2: Sales of the Slovenian metal processing industry in the domestic and international markets in 2015.....	8
Chart 3: Structure of employees in the Slovenian metal processing industry sectors in 2015 .....	9
Chart 4: Structure of gross value added in the Slovenian metal processing industry sectors in 2015 .....	9
Chart 5: Income structure in the Slovenian metal processing industry sectors in 2015 .....	10
Chart 6: Export structure in the Slovenian metal processing industry sectors in 2015.....	10
Chart 7: Slovenian metal processing industry sectors according to To/E, L/VA, GVA/E in 2015 .....	11
Chart 8: The production volume index scores of the Slovenian metal processing industry in % per NACE sector .....	12
Chart 9: Gross value added per employee in the Slo. metal process. companies per NACE sector in € for the timeframe 2006 to 2015.....	16
Chart 10: Competitive position of the Slovenian metal processing companies according to their size in 2015.....	18
Chart 11: Competitive position of the Slovenian metal processing companies according to the origin of their capital in 2015.....	20
Chart 12: Comparison of EU count. by To/E, L/GVA and GVA/E for NACE 25 – Manuf. of fabricated metal products,.....	27
Chart 13: Investments in selected EU countries for NACE 25 sector in 2013.....	28
Chart 14: Comparison of EU countries by To/E, L/VA and GVA/E for NACE 28 – Manufacture of machinery and equipment n.e.c. ....	32
Chart 15: Investments in selected EU countries for NACE 28 sector in 2013.....	33
Chart 16: A comparison of EU countries by To/E, L/VA, and GVA/E for NACE 29 – Manufacture of motor vehicles, trailers, and semi-trailers .	38
Chart 17: Investments in selected EU countries for NACE 29 sector in 2013.....	39
Chart 18: A comparison of EU countries by To/E, L/VA, and GVA/E for NACE 30 – Manufacture of other transport equipment .....	43
Chart 19: Investments in selected EU countries for the NACE 30 sector in 20.....	44
Chart 20: Comparison of EU countries by To/E, L/GVA and GVA/E for NACE 33 – Repair and installation of machinery and equipment.....	48
Chart 21: Investments in selected EU countries for NACE 33 sector in 2013.....	49

## 6. TABLE INDEX

Table 1: The position of the Slovenian metal processing industry in Slovenia's manufacturing industry in 2015.....	5
Table 2: Basic data for the Slovenian metal processing industry in 2015 .....	7
Table 3: The production volume index scores of the Slovenian metal processing industry per NACE sector .....	12
Table 4: The number of companies in the Slovenian metal processing industry per NACE sector .....	13
Table 5: The number of employees in the Slovenian metal processing industry in 2015 per NACE sector .....	15
Table 6: Basic data for the Slovenian metal processing companies according to their size in 2015.....	17
Table 7: Basic management data of the Slovenian metal processing industry companies according to the origin of capital in 2015.....	20
Table 8: Export of Slovenian metal processing industry in 2015.....	21
Table 9: Export of Slovenian metal processing industry in 2015 – only exporting sectors .....	22
Table 10: Export of the Slovenian metal processing industry in 2015 .....	22
Table 11: Basic data for the subsectors of the "Manuf. of fabricated metal products, except mach. and equip." sector (NACE 25) in 2015.....	24
Table 12: Shares of export of the Slovenian NACE 25 sector in 2015 by country.....	26
Table 13: Investments in NACE 25 sector for selected EU countries in 2013.....	28
Table 14: Income, employment, gross value added, profit, cost of labour and export for the Slovenian NACE 28 sector in 2015 .....	30
Table 15: Shares of export of the Slovenian NACE 28 sector in 2015 by country.....	32
Table 16: Investments in NACE 28 sector for selected EU countries in 2013.....	33
Table 17: Basic management data for sub-sectors of "Manufacture of motor vehicles, trailers and semi-trailers" sector (NACE 29) in 2015 ...	35
Table 18: Shares of export of the Slovenian NACE 29 sector in 2015 by country.....	37
Table 19: Investments in NACE 29 sector for selected EU countries in 2013.....	39
Table 20: Basic management data for sub-sectors of "Manufacture of other transport equipment" sector (NACE 30) in 2015.....	41
Table 21: Shares of export of the Slovenian NACE 30 sector in 2015 by country.....	42
Table 22: Investments in the NACE 30 sector for selected EU countries in 2013.....	43
Table 23: Basic data for the subsectors of "Repair and installation of machinery and equipment" (NACE 33).....	46
Table 24: Shares of export of the Slovenian NACE 33 sector in 2015 by country.....	47
Table 25: Investments in NACE 33 sector for selected EU countries in 2013.....	49

## **7. SOURCES**

- Performance indicators SKEP GZS, based on data AAJPES and SURS
- Data from Metal processing association
- Annual report ORGALIME
- Statistical data EuroStat
- Data: SURS, AJPES
- GVIN
- Web pages