

Edition Middle East

Discover Slovenia

April 2018



Photo: Depositphoto

Champions of Niche

INVESTMENT Opportunity



Development Project „Delamaris Resort“

Prime touristic development project located next to the ancient fishing and trading port Izola. The town is spangled with art galleries, craftsmanship shops, cafes and gourmet restaurants. It is unquestionably an undiscovered tourist destination on the Istrian coast, perfect for a new resort on the Slovenian coast.

Land:	37,516 m ²
Development:	Brownfield
Type of use:	Touristic
- Hotel	16,700 m ²
- Spa	8,600 m ²
- Congress	1,750 m ²
- Villas	1,750 m ²
- Apartments	6,400 m ²
GBA:	47,450 m ²
Footprint ratio:	50%
Floors:	GF + 2 upper floors
Parking:	Garage for 300 vehicles

Detailed Spatial Plan is prepared, however it still needs to be approved by city council.

The subject of offer is a building plot in the eastern part of the Izola town. The land next to the shipyard is currently in use for manufacturing purposes. The property is occupied by mostly abandoned food production facilities that need to be demolished. The old fish processing and magazine building are under cultural heritage protection. And in the middle of the land plot are ruins of St. Pietro Church, under heritage protection, where a large square filled with greenery is planned.

The revitalization project foresees a modern 4-star SPA resort with 270 rooms accompanied by private villas and an apartment complex. The fish magazine building would be transformed into a distinguished meeting and event venue. The production facilities will be repurposed as a fusion of an unique fish restaurant and a fishery museum.



The property lies along the coast of the Adriatic Sea close to downtown, a park at the lighthouse and the city marina. The immediate surroundings are characterized by commercial and residential buildings.

The land is accessible along the south and west sides. The plot will be easily reached from the H6 highway connection to the regional capital city of Koper, and Trieste, in Italy.



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Slovenia Promises

For the fourth year in a row, Slovenia has recorded one of the highest rates of business growth in the European Union. The economy, which is increasingly oriented towards exports, is achieving excellent results. The standard of the workforce is growing, the country has an enviable level of social rights, the environment is very well preserved, and the people who live here are more and more satisfied with the quality of life they enjoy.

Why are more and more new investors joining Bosch, Novartis, Renault, Henkel, Danfoss, Magna, Yaskawa and hundreds of other companies from all over the world in setting up shop in Slovenia? Why are so many Slovene companies, many of them leading players in their respective product niches, not seeking more business opportunities abroad and instead focusing on expanding their business and development capacities at home?

Stability was one of the main decisive factors highlighted in a survey conducted among representatives of the country's leading business communities – not just political stability, which operates according to the principles of European democracy, but also social, environmental and economic stability. Relationships are governed and conflicts resolved by dialogue between the stakeholders – for example, the conditions of business and competition in Slovenia are set through a tripartite dialogue between unions, employers and government. As dialogue is understood to be the means of achieving one's objectives, Slovenia sees very little industrial action, not even in the public sector.

The second most important factor highlighted in the survey was the workforce, and specifically its quality and skills. In the last 20 years, the educational

structure of the workforce has improved tremendously. Slovenia is now at the top of the list of countries with the highest number of young people completing tertiary and university education. According to research by the OECD as well, young people's maths and science skills are way above the European and world average.

Slovenia is not a cheap place to live and work, and is more expensive than a whole host of others. At the same time, it is significantly cheaper than the most developed European countries. Moreover, and this is what representatives of some of the most important foreign investors have said, the skills of the workforce here bear comparison with the skills found in the most advanced economies. Some are quite open in saying that they have moved their development departments to Slovenia precisely because of the quality of some of our technical faculties and research institutions. People are prepared to work hard and to undergo continuous education and training in order to retain their skills.

Although business leaders still complain of excessive bureaucracy and regulation, things have changed a great deal in that regard. Although environmental standards are exceptionally high (under the consensus that applies to nature conservation throughout the EU), new capacities can be built quickly and relatively straightforwardly. Slovenia has a large number of enterprise and industrial zones throughout the country which local authorities make available to companies for new investment. By and large, these locations have all the necessary infrastructure and a full range of transport links. One of the features most highly prized by enterprises, and used to the full by the most ambitious, is the fact that Slovenia also boasts a superb location in the heart of Europe: over 100 million people live within a 600 km radius, providing something of an 'internal market' for Slovenia.

The country has a well-developed series of specific programmes for encouraging investment, from direct technical assistance for project realisation to financial incentives and the provision of premises and infrastructure. A special Investment Promotion Act has just been adopted that sets out further special incentives for investors.

Life in Slovenia is safe and satisfying. The environment is wonderful, the countryside is exceptionally well-preserved and there is always something going on for pretty much everyone.

Samo Hribar Milič, Editor in Chief

Some are quite open in saying that they have moved their development departments to Slovenia precisely because of the quality of some of our technical faculties and research institutions.





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Photo: slovenia.info

Slovenia

Official gateway
to information
on Slovenia:



Official name: Republic of Slovenia
Capital: Ljubljana
Political system: parliamentary republic
Head of state: Borut Pahor (president)
Head of government: Miro Cerar, who resigned (the elections will be held on the 3rd of June)
Administrative divisions: 212 municipalities, of which 11 have urban status; 12 statistical regions combined into two cohesion regions (Western Slovenia and Eastern Slovenia)
Area: 20,273 km²
Population: 2,065,890 (1 October 2017)

Location: borders Austria, Italy, Hungary and Croatia; offers ideal connections with all European markets
Currency: euro
GDP per capita: EUR 19,576
Economic growth forecast for 2018: 3.9% (Eastern European Consensus), 4.2% (European Commission), 4.2% (CCI analysis)
Time zone: CET (GMT+1), CEST (GMT+2) in summer
Languages: Slovene, and Italian and Hungarian in areas where the respective minorities live.

Source: Statistical Office of the Republic of Slovenia

Top Business Linked Data

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

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

1st

(out of 190) Trading Across Borders (DB)

6th

(out of 63) Prices (IMD)

10th

(out of 190) Resolving
Insolvency (DB)

12th

(out of 28) Innovation Union
Scoreboard

19th

(out of 190) Getting
electricity (DB)

24th

(out of 137) Higher
Education (WEF)

34th

(out of 63) IMD World
Digital Competitiveness
Ranking

35th

(out of 137)
Innovations (WEF)

35th

(out of 137)
Technological Readiness
(WEF)

39th

(out of 137)
Infrastructure (WEF)

50th

(out of 160) Logistics
Performance Index

Slovenia: A Star of the European Union

The highest growth in a decade remains well-balanced.

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



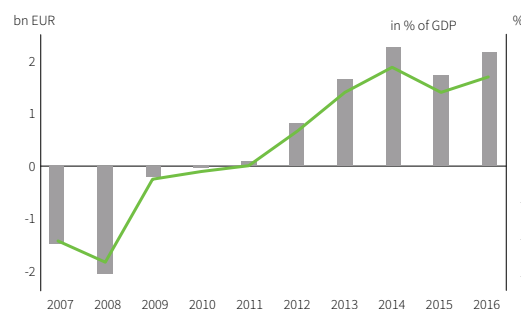
The Slovene economy has been strengthening for the last five years. Last year economic growth reached its highest level since 2008. According to the figures adjusted for season and calendar, GDP increased by 5% last year. This rate was almost double the Eurozone average (2.5%), and was the fourth highest among the EU 28. There was a particularly notable increase in household consumption, which exceeded its pre-crisis level by 7.1%, while gross fixed capital formation remains significantly lower (by 36%).

According to the current forecasts by Eastern European Consensus, economic growth is expected to reach 3.9% in 2018, and 3.2% in 2019. The likelihood of higher economic growth in 2018 is rising, on account of a favourable cycle in the export climate in the main European markets, low interest rates, which are encouraging purchases of vehicles and real estate, the upcoming elections, which will strengthen major investment, and an increase in government spending. The upward pressure on wages in the public sector is strengthening, which is forecast to further encourage growth in wages across the board and growth in lending. Consumers are at their most optimistic of the last 20 years.

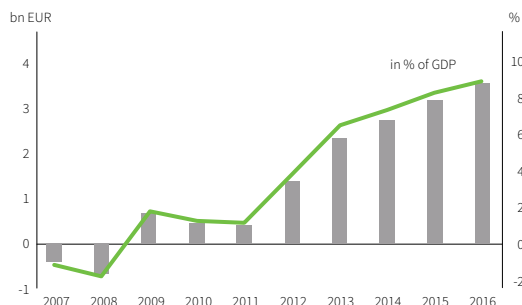
Economic growth of 5% in 2017, and 3.9% in 2018.

Slovene firms have strengthened their balance sheets and undertaken structural clean-up over the last decade. The net debt to EBITDA ratio declined from 6 to less than 3, while cash now accounts for 5.6% of assets. Value-added per employee exceeded EUR 42 thousand, primarily as a result of lower prices of the input commodities that Slovenia's export economy needs for production purposes. ROE strengthened to almost 8%, while firms earmarked 5% of sales revenues for investment in 2016. Investment activity can be expected to strengthen further, having been more than 1 percentage point down on its long-term average in recent years.

Current account balance



Trade balance (goods & services)



Labour productivity increased from 34 thousand to 42 thousand euros over the last ten years.

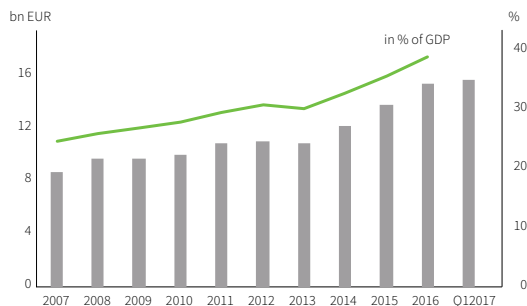
Export Growth Double That of the EU Overall

The Slovene economy is primarily exposed to EU markets on the export side: they account for three-quarters of its exports, which is equivalent to more than 80% of GDP. Growth in merchandise exports stood at 10.9% in 2017, more than double that recorded overall by the euro area and EU 28. Growth in exports of services stood at 9.2%, primarily as a result of a favourable tourism season, good performance by the transport sector, and new business in the rest of the world for construction firms.

Consumers Have Awaken

After a two-year lag relative to the EU overall, domestic consumption in Slovenia is again strengthening, which is primarily attributable to the more favourable dynamic on the labour market. According to survey figures, the workforce in employment was up 5.3% in year-on-year terms in the final quarter of 2017, as the majority of sectors recorded an increase. Employment via staffing agencies is strengthening again, while the employment of foreign nationals is also rising, which coincides with the rapid growth in construction activity. Although an increasing number of firms are citing problems with hiring qualified workers, they are planning a significant amount of hiring in the coming months. The surveyed unemployment rate (ILO methodology) fell to 6.2% in December, 2.4 percentage points less than the overall euro area figure, and the lowest rate since the second quarter of 2009. The unemployment rate stood at 4% before the crisis, before rising to 11% at the peak of the crisis.

FDI (stock)



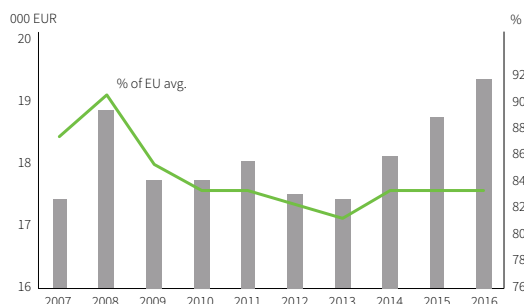
The average gross monthly wage in 2017 was up by 2.7%, while the rise in the average net monthly wage was slightly higher at 3.1%, which was attributable to higher wage growth in lower wage brackets and also a reduction in the tax burden on labour costs (a reduction in the personal income tax scale), which entered into force in early 2017. The increase in household consumption was largely attributable to a rise in employment, a decline in cash reserves and growth in lending. Consumer loans increased by 12% in year-on-year terms in 2017, while housing loans increased by 5%.

There can nevertheless be no talk of excesses on the real estate market: prices have only been strengthening over the last two and a half years, albeit slightly faster than elsewhere. Prices strengthened by 8% in the third quarter of 2017, almost double the rate recorded across the EU 28 (4.4%). Prices in Slovenia are up 11% on their low point in 2015. Household indebtedness is also below-average, as the average household is able to repay its financial debt by means of its half-yearly earnings, while households across the euro area require their full annual earnings.

Successful Deficit Reduction

The state budget deficit is narrowing faster than previously forecast. According to estimates by the Ministry of Finance, the deficit will have amounted to EUR 279 million (0.7% of GDP) or even less in 2017, which is 60% less than forecast in the budget passed in 2016. This is the result of an increase in tax revenues owing to increased consumption, and lower expenditure on interest. A budget surplus of EUR 50 million was forecast for 2018. The structural deficit will fail to record

GDP per capita



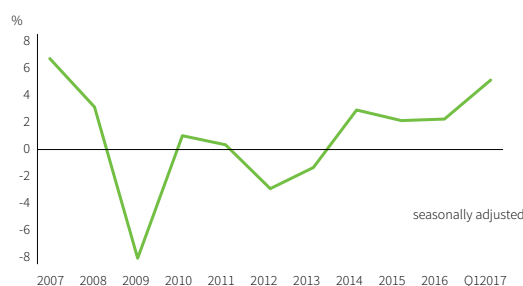
R&D expenditure (million EUR)



the reduction of 0.6% in 2018 required by the commitments to the European Commission (the medium-term objective).

Inflation remains low for now, despite the positive domestic economic climate, although it rose at the end of 2017. Prices rose by 1.7% over the year, similarly to prices in the Eurozone. High demand for workers in the private sector and strike demands by the public sector unions could lead to higher growth in wages and prices in the coming months.

GDP growth



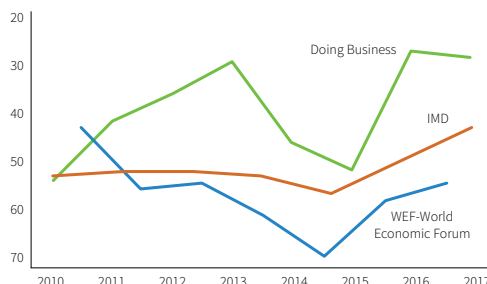
The main risks to the Slovene economy relate to the sustainability of the favourable trends in exports, unknowns with regard to the speed of the transition from diesel-driven vehicles to electromobility, and other political uncertainties in connection with the EU single market and with Schengen. A renewal of faster growth in labour costs could eventually weaken the export competitiveness of the Slovene economy. This is currently high: the current account surplus stands at around 6% of GDP.

As a small, open economy, the EU single market, the euro and the four freedoms (free movement of goods, services, labour and capital) are key performance determinants for Slovene exporters.

The ILO surveyed unemployment rate fell to **6.2%**.

A budget surplus of **50 million euros** is forecast for 2018.

Ranking



Ever-Improving Skills and Qualifications

People with qualifications in natural sciences and technical fields are sought after.

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

The average level of qualifications of the Slovene population aged over 14 is good, and improving. A total of 22% have a university-level qualification, while 30% have a two-year tertiary qualification. Some 21% of people have at least a professional qualification. It is mainly people in the 25 to 44 age group that have tertiary qualifications. The most sought-after people on the labour market are those with qualifications in natural sciences and technical fields, while there are enough graduates of economics, law and social sciences.

There are approximately 300,000 people aged under 14 in Slovenia, or 15% of the population, while there are 390,000 people aged over 65. The largest population group is those aged between 30 and 40. According to demographic projections, the proportion of older people will increase, while the solutions

Inhabitants



Citizens of Slovenia **1,951,457**

Foreign citizens **114,438**

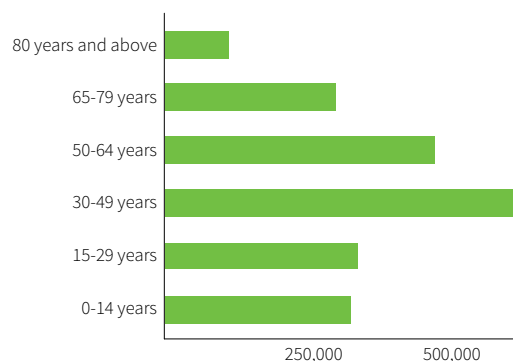
for the labour market lie in a longer working life, faster inclusion in the labour market and increased recruitment from the rest of the world in areas where there are shortages.

Of Slovenia's population of 2.07 million, 95% are Slovene citizens and 5% are foreign nationals.

Education by age groups

	Total	Basic or less	Upper secondary	Tertiary
Age as of total	1,757,798	443,608	925,832	388,358
	100%	25%	53%	22%
15-19 years	94,654	79,145	15,509	0
20-24 years	104,500	12,186	77,722	14,592
25-29 years	128,172	9,140	72,514	46,518
30-34 years	145,305	10,886	79,611	54,808
35-39 years	157,505	13,731	87,331	56,443
40-44 years	150,102	18,618	84,377	47,107
45-49 years	149,386	25,150	86,177	38,059
50-54 years	154,542	27,659	93,316	33,567
55-59 years	149,432	37,399	84,385	27,648
60-64 years	144,098	46,240	75,582	22,276
65 + years	380,102	163,454	169,308	47,340

Age structure of employees



Source: Statistical Office of the Republic of Slovenia



Photo: Depositphotos

GDP Growth Twice the Eurozone Average

Thanks to rising investment and domestic demand, economic growth will remain above average at least through 2018.

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

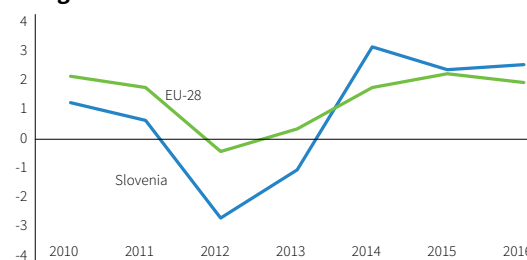
Slovene GDP has been increasing since the last quarter of 2013, with growth averaging between 2% and 3% during 2014 and 2015. Growth reached 5% in 2017, thanks to a turnaround in household consumption, rising investment and the extremely favourable export situation. Slovenia trailed the average of the EU 28 in terms of level of development until 2013, as a consequence of the eurozone economic crisis, the bank recovery process and the over-leveraging of the corporate sector.

The balance of trade turned positive after 2009, on account of reduced imports of goods for the purposes of construction investment, and also higher demand for Slovene goods and services as a result of the improvement in cost competitiveness. The current account surplus was slightly smaller than the trade surplus, primarily on account of higher payouts of dividends to foreign owners.

After falling sharply in the period to 2015, Slovenia advanced on the Doing Business ranking in 2016 and 2017, but has recently lost a little ground again. The main advances were in the conditions for starting a business, and in insolvency proceedings and costs,

while the main regression was in payment of taxes. Slovenia's improvement on the IMD ranking was slightly weaker: it is still ranked 43rd out of 60 countries. It occupies the 48th place out of 137 countries on the WEF ranking, similar to its ranking in 2010. It enjoys an above average ranking in health and primary education, higher education and training, and innovation.

GDP growth rate



Sources: Statistical Office of the Republic of Slovenia, Doing Business, IMD – World Competitiveness Ranking, WEF – The Global World Competitiveness Report

Why Do Business in Slovenia?

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

Katarina Klepec

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

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

More info



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

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

The Slovenian Foreign Investors Forum

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

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



Photo: Depositphotos

First Steps in Setting Up Your Business in Slovenia

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

Barbara Perko

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

Steps to Setting Up a Company

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

The CCIS Can Help You

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

»Middle Eastern markets associate Slovenia with good quality because in the not so distant past, Slovene companies carried out extensive investment projects in the region.«

*Matjaž Čemažar,
Chairman of the Board,
Domel*



Photo: Depositphotos

Slovene Companies Considered Highly Valued Partners

Some Slovene companies have been present on the Middle Eastern markets for decades, and others are only beginning to spread their business to that part of the world. High-quality products and services, and respect for cultural and social rules are why they are successful.

Sabina Dizdarević

Krka has been present in some Middle Eastern markets for more than 40 years.

The pharmaceutical company Krka has been present on the broader Middle Eastern markets for decades, in some countries for more than 40 years. »We have been present the longest in Iran, Yemen, and Iraq, and only in Lebanon and the GCC countries in more recent years. We have no representatives or companies in these markets; we do business through local partners. The majority of sales are prescription drugs under own brand names. The demand for generic European drugs in these markets is increasing because of the pressure to lower the price of medicine,« explains the spokesperson for Krka tovarna zdravil, Novo Mesto.

Duol, the tech company developing and manufacturing inflatable halls and other buildings, does business in almost all Middle Eastern countries, with a focus on the

GCC countries, Iran and Egypt. »It is without a doubt a massive market and the potential for sales and investment is incredible, but we must be patient. Entering these markets is a slow-going and expensive process. I believe people in these countries are not familiar with Slovenia or know very little about it. We are confident we can convince them that we have the potential and that there are advantages,« said Director Dušan Olaj.

Domel Offers Niche Applications

Domel, a company that produces electric motors, BMC duroplast, and laminate, aluminium, and thermoplastic components, sees the Middle East as a place of realistic growth potential. Their products are available in Iran, Saudi Arabia, Jordan, UAE, Israel, and Egypt,

Domel's products are available to purchase in Iran, Saudi Arabia, Jordan, UAE, Israel, and Egypt.



»Duol's advantage is that business with most Middle Eastern countries is done in their native languages. This is very important for government contracts and public tenders.«
Dušan Olaj, Director, Duol

and a large quantity of products are sold in Turkey, »where European manufacturers either have their own production of end appliances or they use Turkish OEM production. We have established our position on the vacuum compressor market in Iran and our brand has become known as a reliable and high-quality brand,« says Chairman of the Board Matjaž Čemažar, adding: »We see an opportunity for growth in niche applications; with Domel's expertise we offer better technical solutions as our competition. There are several opportunities on the market for electric motors in air-conditioning and ventilation, as well as the market for industrial blowers and laboratory equipment.«

Iskratek's Quality Is an Advantage Over Competition

Iskratek is another company that is taking the opportunity to expand its business in all strategic fields. »Middle Eastern countries are quite different from one another. In Iran, for example, there are opportunities for us in all the fields: telecommunications, energy, transport, and public safety. In Turkey, the market segment for telecommunication providers

Slovenia Considered a Reference for E-Government

The Vice-President of the Government of the Republic of Slovenia and the Minister of Public Administration, Boris Koprivnikar, was invited by the UAE government to attend The World Government Summit 2018 conference in February 2018 and participate in a round table discussion about the influence of new technologies on government and government innovation.

»Slovenia is very well known in the field of e-solutions in governing the country and other countries consider it to be a reference,« explains Igor Zorko, Director of ZZI and Vice Chairman of the Board of the CCIS, who accompanied the minister as an IT representative. The minister discussed the possibilities of strengthening ties with the GCC countries and their institutions, especially in digitalization.

Several countries have expressed interest in exchanging experience, among others dr. Halo Saeed, Egyptian Minister of Planning and Administrative Reform.

is very saturated, but the opportunities in transport (railway, the metro) and public safety are favourable. In general, the public safety market has the most potential in the Middle Eastern region,« explains Nika Mohar, Digital Marketing Director and PR Manager.

»Because of the presence of the cheaper Chinese competition in this region, Iskratek considers the values from European and Slovene economies the main advantage over the competition. The company thus strives to preserve qualities such as a guarantee for the quality of solutions, timely delivery, and tactful business etiquette,« adds Nika Mohar.

Iskratek signed several multimillion contracts in the Middle East last year that will be realised this year.



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Lek Veterina offers products for livestock that are adapted for the climate and dietary habits of the Middle Eastern countries.



Photo: Lek Veterina

Lek Veterina Respects Halal and Haram in the Food Industry

»Middle Eastern markets associate Slovenia with good quality because, in the not so distant past, Slovene companies carried out extensive investment projects in the region. Not many Slovene companies have a presence in the Middle Eastern markets, but those that do are successful and are building good business relations. A positive understanding of the Slovene economy is strengthening and we are generally considered highly respected partners,« says Matjaž Čemažar.

All interviewees agree that the Slovene economy is not well known in these markets, »but it is a huge plus that Slovenia is part of the European Union,« explains Branko Kamenšek, Director of Lek Veterina. The company does business in Egypt and Iran, the first

shipment to Jordan is in April. It also has contacts in Turkey, the UAE, and Israel. The majority of the population in these countries is Muslim, with the exception of Israel, and »the largest segment for livestock is poultry. The products for this segment have been specialised and we believe this is an opportunity for us. We are expecting sales growth this year as we are focused on poultry products and products adapted for this climate and dietary habits, for example heat stress prevention products,« explains Kamenšek and emphasises that they follow the rules of halal and haram in the food industry.

Slovene Companies Are Building Mosques

Middle Eastern countries might not be too familiar with Slovenia, but, »most Slovene companies are very well familiar with the UAE,« for instance, »and their

Slovenia's Trade with Middle East States 2012-2017 (in 1000 Euros)

		Egypt	Iran	Oman	Qatar	Saudi Arabia	UAE	Subtotal	Total Trade
2012	Import from Slovenia	40,035	30,829	1,572	5,297	60,741	62,902	201,376	379,632
	Export to Slovenia	16,928	15,576	6,044	23,332	115,627	749	178,256	
2013	Import from Slovenia	29,745	25,064	1,634	5,238	53,424	55,702	170,807	311,464
	Export to Slovenia	31,193	494	12,672	1,25	70,813	24,235	140,657	
2014	Import from Slovenia	36,294	21,374	2,29	8,213	58,85	63,577	190,598	340,43
	Export to Slovenia	42,892	614	19,727	56,896	28,984	719	149,832	
2015	Import from Slovenia	43,014	27,093	5,802	9,714	80,58	83,799	250,002	336,112
	Export to Slovenia	42,66	1,099	85	17,017	20,896	4,353	86,11	
2016	Import from Slovenia	42,253	46,107	8,556	11,026	66,129	78,909	252,98	379,448
	Export to Slovenia	31,866	1,275	5,122	6,556	75,345	6,304	126,468	
2017*	Import from Slovenia	42,281	54,189	11,572	14,624	60,746	79,25	262,662	395,486
	Export to Slovenia	47,257	4,774	351	5,775	70,577	4,09	132,824	

* Results for 2017 are still provisional.

Source: Stat.si

cultural differences, such as religions and religious traditions. After all, Slovene companies and architects are helping to build mosques in Dubai, UAE, and they are working together with the police and the army in places where comprehensive knowledge of cultural differences is imperative,« notes Bernard Šrajner, temporary Chargé d'Affaires for the opening of the Slovene embassy in Abu Dhabi. The opening of the embassy is in the final stages (real estate selection), and Šrajner expects that when it is completely finalised, the conditions will change to some extent. »Slovene companies are present in the UAE and Slovene expertise is present in many places, in the newly opened Louvre museum, among other place, ports, vehicles, construction materials and countless smart solutions and covered sports halls.«

There is, as Šrajner points out, always room for cooperation in the food industry (halal food) and in medical tourism.

Slovene Companies Will Successfully Break Through to the Middle East in 2018

All companies we were in touch with are expecting sales growth in the Middle Eastern markets. Iskratel expects the realisation of several multimillion

contracts that were signed last year. »This mainly applies to Iran. In Turkey we expect to sign contracts in transport, as our Turkish partners acknowledge our professional and business expertise in the field. We believe that 2018 will be a successful year in the Middle Eastern markets,« predicts Iskratel management.

Domel expects a bigger scale of operations in the GCC countries and Egypt while setting up sales and marketing channels in countries whose markets the company will enter in three or four years.

One of the Middle Eastern breakthrough opportunities was the Arab Health Fair that took place from 29 January to 1 February. The management of Eurotonik is deciding on the next step with potential partners that they met at the fair. Since the supply process is long, the company expects the first business to be concluded in the second half of the year. »We are pleased that we introduced solutions that will raise the quality of care and optimise processes in health care. We have generated great interest since our system is very innovative and offers unique functionalities to potential partners. This system can distinguish them from their competition on the market,« says Marketing and Export Manager Darja Perko. »We've become acquainted with

The advantages of the European and thus Slovene economy are quality, meeting deadlines and tactfulness.



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Green, Active, Healthy, and Safe Five-Star Destination

»EXPO 2020 is an opportunity for the Slovene economy and companies to introduce themselves to the broader market of the GCC countries and to the whole world. It will strengthen Slovenia's reputation as a green, active, healthy, and safe tourist destination for five-star experiences,« notes the Ministry of Economic Development and Technology. A hundred and eighty countries and 85 million visitors are expected to attend the fair. On 1 February 2018, Secretary of State Eva Štravs Podlogar and Secretary of State Iztok Mirošič met dr. Tarek Shayya, EXPO 2020 Dubai Board Director and Manuel Garcia, Director-International Participants, who's also responsible for Slovenia. Besides attending EXPO 2020, Slovenia is also opening a new embassy in Dubai, and now »it is up to us to strengthen the reputation of Slovenia and the Slovene economy in the UAE and the broader region,« says Bernard Šrajner, temporary Chargé d'Affaires for the opening of the Slovene embassy in Abu Dhabi.

many potential partners and end users, and we've been discussing the possibilities for future cooperation.«

»Our solutions are directed at everybody, so we are interested in all markets. At the moment, we have the most contact with companies in the UAE, Saudi Arabia, Egypt, India and Iran,« she adds.

Domel has been participating at the fair for years both as a visitor and as an exhibitor. »Although the choice of laboratory equipment from Western Europe available is extensive, we believe that quality and adaptability are both key advantages in this market,« says Matjaž Čemažar. Domel and its distributor introduced the laboratory programme »with emphasis on centrifuges, shakers and incubators for medical, pharmaceutical and chemical laboratories«, and the reactions to Domel's products were positive. He adds that an increase in business in the short term is currently not foreseen because real results require patience and persistence.

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Slovenia's
geostrategic
location is one of
the advantages
mentioned by
investors from the
Middle East.

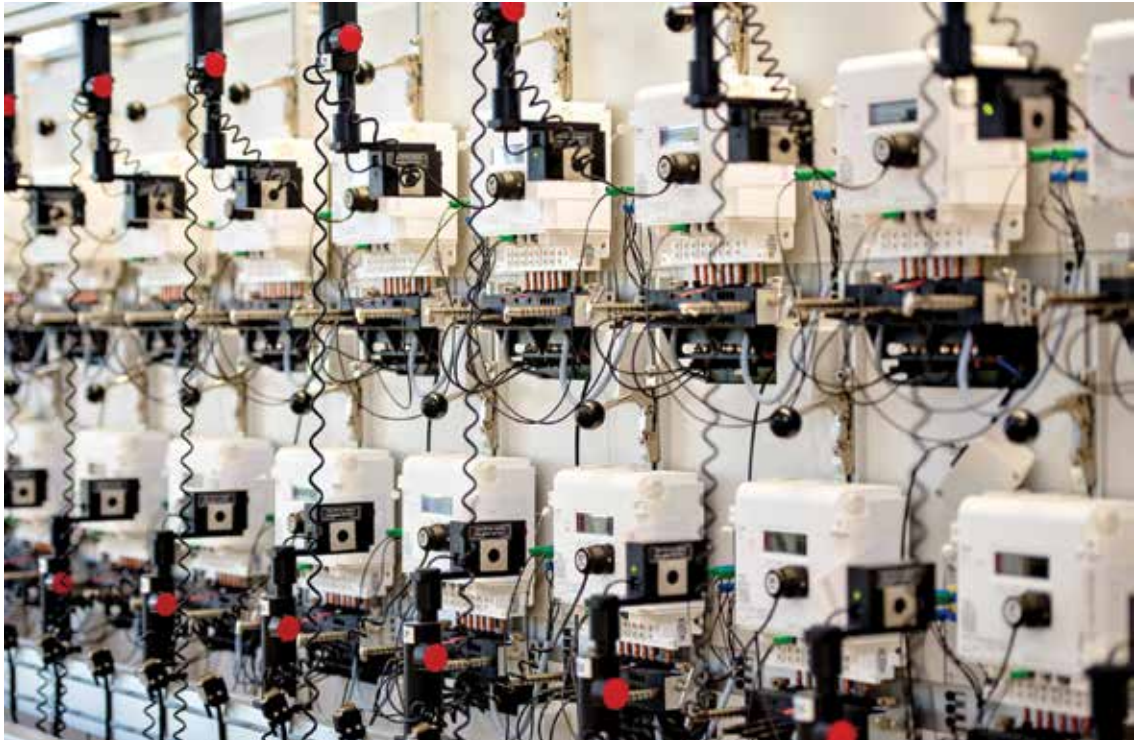


Photo: Iskraemeco

Iskraemeco is owned by El Sewedy Electric, one of Egypt's leading companies.

Strategic Location, Great Transportation and Excellent Work Ethic

Investors from the Middle East have also come to Slovenia in order to be closer to European customers. What they find is a country with highly developed technology and a highly qualified workforce.

Sabina Dizdarević

Slovenia's stock is rising around the world in the fields of new technology, digital transformation and blockchain.

»In the Middle East, Slovenia is chiefly known by those who do business with us or visit us on holiday. Both are satisfied, particularly the tourists,« says Aleš Selan, Economic Adviser to the Slovene embassy in Cairo. He points out that Slovenia's stock is rising in the fields of new technology, digital transformation and blockchain, particularly in the United Arab Emirates. »They regard Slovenia as a country with top-level technology. It's tourist profile is also increasing. We are investing large sums in this, and Slovenia is also opening an embassy in Abu Dhabi. Significant progress has been made in the last few years,« says Selan.

Through Slovenia to Europe

An Israeli company of Huliote decided to invest in Europe and set up a factory in order to be close to its European customers. »We found the possibility of investing in the establishment of a factory in Slovenia and after testing, we found that the location of Slovenia is very good and human resources are excellent,« Orit Schlesinger, General Manager in Huliote explains. They acquired activities and assets of Slovene pipe manufacturer Argo. After four years of doing business in Slovenia, Schlesinger confirms that they are satisfied with their production of pipes and equipment, and their assumptions made before the establishment of the company in Slovenia turned out to be the right ones.

Huliot finds certain challenges in the Slovene business environment due to »too many bureaucratic processes that do not help to conduct an international global business as required and we do not see the state encouraging investment and support for local investments if it is in the purchase of production equipment, machinery, etc., or by encouraging local manpower to work in the industry«, Orit Schlesinger explains. Huliot contributes a great deal to the environment they're located in and suppliers of services and equipment there, »but the state does not help enough.«

Advantageous and Excellent Transportation

Another company was attracted by Slovenia's strategic position. Emkaan Investments LLC, investment fund from Dubai finds the small country on the sunny side of the Alps as a »beautiful country with a most advantageous and excellent transportation. We were also very impressed with the work ethic and skill level of employees in Slovenia and especially at Radeče papir nova,« they tell us in Emkaan Investments adding that they're a financial fund, which owns Radeče papir nova through Emkaan investments in Luxemburg, also having investments in construction, agriculture, food industry and telecommunications, »which are all opportunity-full areas in Slovenia«.

Radeče papir nova is an established paper production company with centuries old traditional values. »We remain hopeful that the government of Slovenia would take a favourable view of our situation and follow through on its commitments made at the time of our acquisition to provide significant subsidies for our CAPEX and working capital requirements that will only enhance the production level and the employee welfare of the company,« they explain.

Mutual Benefits from the Ties Between Slovenia and Egypt

Turning to Slovenia's small but growing profile, »we have very good ties with Egypt, as the Kranj-based Iskraemeco company is owned by El Sewedy Electric, one of Egypt's leading companies. The owners' profile and business connections mean that the products manufactured in Slovenia achieve good sales figures in Egypt, as well as elsewhere in the region and in Africa,« explains Aleš Selan, adding that »things would be much more difficult without these ties«.

The benefits are mutual: Iskraemeco is a company with a stable and well-established brand and a widespread network of international business partners, while the El Sewedy Group, according to Nataša Hartman, PR Manager at Iskraemeco, »used to be slightly more focused on African and Middle Eastern markets, but now has an excellent opportunity to establish a stronger presence in Europe and in other markets in which Iskraemeco has been active for a long time. Another major reason for deciding to invest in Slovenia was the fact that Iskraemeco has extensive production capacities and one of the largest single-site development departments in Europe.«

Port of Koper and Egypt: Together for Over 30 Years

Delegations from Middle Eastern business communities have made a number of visits to Slovenia in search of new business opportunities on foreign markets. The Port of Koper, for example, can boast an association with Egypt that stretches back over 30 years. This year's two-day event showcasing the Port of Koper, which took place on 20 March in Cairo and 21 March in Alexandria, was organised by the Slovene port in collaboration with the Slovene embassy in Cairo and the Transport Association at the Chamber of Commerce and Industry of Slovenia. »Both events were very well-attended, which confirms the interest of Egyptian hauliers, shipping agents and traders in moving their goods through the Port of Koper. This year, in addition to Egyptian fruit and vegetable exporters, representatives of state institutions, hauliers and agents, we invited leading exporters from other sectors, such as construction, textiles and the food industry.«

Visiting Slovenia for Examples of Good Practice

Mohamed Khalil, CEO of the Egyptian company Sonac, which exports oranges and potatoes, is very happy with the services offered by the Port of Koper: »Last season we began re-routing exports of large quantities of potatoes and oranges from other ports to the Port of Koper. We are very satisfied with Koper's services and with the responsiveness of other sections of the port community. We will further increase the quantities this year, although we are limited by the storage capacities. Our customers, the retail chains, demand more and more of us, which means that we have to respond to their daily orders as quickly as possible and deliver under very short lead-times. We therefore have to have access to sufficient quantities of inspected and customs-cleared goods at the port.«

The Egyptians will organise another visit to Koper this year and are particularly interested in examples of good environmental-protection practice. As pointed out in Port of Koper: »Egypt's ports are also situated close to built-up residential areas, so they have been dealing to an increasing extent with the environmental effects of port activities.«

Construction, agriculture, food industry and telecommunications are opportunity-full areas in Slovenia, they say in Emkaan Investments LLC.

Huliot has taken over the Slovene Argo factory in order to be closer to its European customers.

In Egypt, a »Port of Koper Day« has taken place every March since 2016.



This year the Port of Koper will host a delegation from Egypt interested in good environmental-protection practice.



Photo: Gorica Group

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The Slovene Who Became Captain of the Emirates Golf Club

Ivan Fornazarič is the most successful Slovene businessman in Dubai. He is also the first Slovene to become captain of Emirates, the oldest and most prestigious golf club in the UAE.

Polona Movrin

The Gorica Group is the leading manufacturer of trailer vehicles in the United Arab Emirates.

Ivan Fornazarič arrived in the Middle East in the early 1980s as representative of the Nova Gorica-based Vozila company, which manufactured lorry trailers. He decided to strike out on his own and, in 1990, established Gorica Trading in Dubai to supply Slovene lorry trailers to the Middle East. A year later, Slovenia declared independence from Yugoslavia, which presented his company with a new set of challenges. In 1993 Fornazarič set up Gotrade, which did not simply supply trailers but assembled them, too. In 1998 he took another step forward, embarking

on trailer manufacture for the first time with Gorica Industries. Today, the Gorica Group is the leading manufacturer of trailer vehicles in the UAE, with four plants in three countries: the UAE, Oman and Qatar.

The Gorica Group began life in 1990 in Dubai. Why did you choose the United Arab Emirates?

Of all the countries in the region, the UAE, and especially Dubai, is the friendliest country to foreigners, traders and entrepreneurs. Dubai also has a large port, and a good airport and airline.

You are now one of the country's leading manufacturers of trailers, tankers, concrete mixers and food refrigeration trailers. What are the things that have helped you rise to the top?

Our many years of experience of the sector and the product brand.

How do you maintain your leading position?

We are constantly investing in production and equipment, and employing new specialist staff.

The economic crisis of 2008 affected you strongly.

How did you weather the storm?

Firms that are not over-indebted find it easier to overcome financial crises.

You have companies in three countries: the UAE, Oman and Qatar. Are you looking to break into other countries in the Middle East?

The next country is Saudi Arabia.

How can Slovene companies become more closely involved in Middle Eastern markets?

Chiefly by having a permanent presence on the market. A direct Ljubljana–Dubai flight would also help.

What has to be done to make it easier for Slovenia to work with these countries?

Slovenia should open a trade office.

You are the first Slovene to become captain of Emirates, the oldest and most prestigious golf club in the UAE. Was this a great honour for you?

Yes, it was. In a club with members from all corners of the world, including those countries in which golf was first played, my wife and I are the only Slovenes.



Photo: Gorica Group

You have also used this honour as an opportunity to promote Slovenia, particularly its cuisine. What have you served the members?

Chef Tomaž Kavčič prepared a few typical Slovene dishes: trout, goulash and, of course, potica.

This year you'll be coming to Slovenia with a few of the members. When are you coming and what will you show them?

Preparations are under way. We're coming at the beginning of June. A game of golf in Bled will, of course, be on the agenda.

The Gorica Group has plants in three countries: the UAE, Oman and Qatar. Saudi Arabia is next in line.



Photo: Gorica Group

»Of all the countries in the region, the UAE, and especially Dubai, is the friendliest country to foreigners, traders and entrepreneurs.«

The CCIS Recipe

Contacts + RDI = Contract

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

Barbara Perko, photo: Žare Modlic

Business Advice: the Best Service

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tel: +386 1 5898152*

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

Business Events: More Than 100 Events a Year

*Contact person: Marko Jare,
email: marko.jare@gzs.si,
tel: +386 1 58985158*

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

Networking: 15 Enquiries from Foreign Markets Each Week

*Contact person: Ante Milevoj,
email: ante.milevoj@gzs.si,
tel: +386 1 5898164*

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

*RDI: research, development and innovation



Excellent SME Certification: Obtained by 850 Firms and Businesspersons



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

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



Contact person: Andrej Brvar,
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tel: +386 1 5898461

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

Chamber of
Commerce and
Industry of
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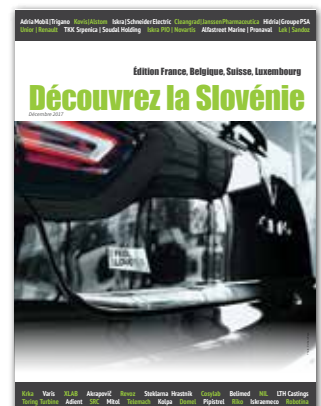
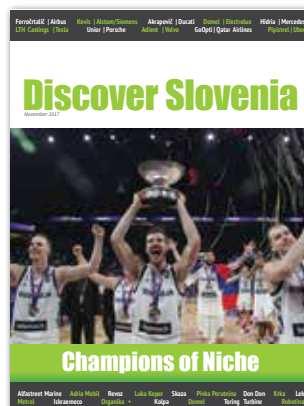


The CEMP has a network of contacts, both formal and informal, in all major international markets, and can therefore fully address and resolve all requests and issues.

Discover Slovenia

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

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





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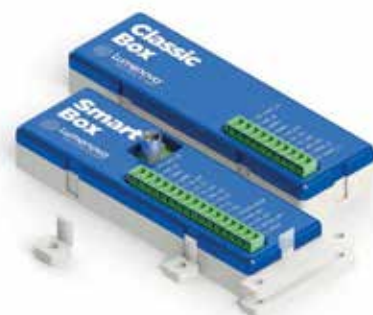


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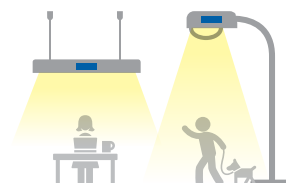
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Every Third New Diesel Has a Slovene Part

Photo: Pipistrel

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

Barbara Perko

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

Pipistrel Developing Craft for Uber

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

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

Pipistrel aircraft are being used by Nasa, Siemens and numerous well-known individuals. Three

branches of the Indian armed forces are using them to train their pilots (Indian Air Force, Indian Navy and National Cadet Corps).

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

*Michael Coates,
Pipistrel USA and Pipistrel Australia*



Photo: Akrapovič

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

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



Photo: archives personnelles

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

Eric de Seynes
COO of Yamaha Motor Europe

Akrapovič: From Aston Martin to Yamaha Racing Motorcycles

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

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

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

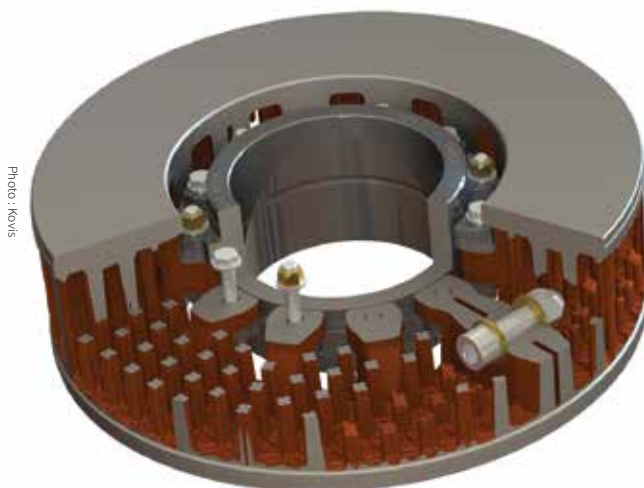
Among their most complex and technically challenging products are the exhaust systems for their

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

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



Photo: Akrapovič



Kovis Offering the Best Disc for Freight Wagons

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

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

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

Ferročrtalič Provides Vital Machine for Air Transport

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

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

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

Hidria: In Every Fifth Car in Europe

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

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



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

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

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

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

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

LTH Castings Products in Tesla

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

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

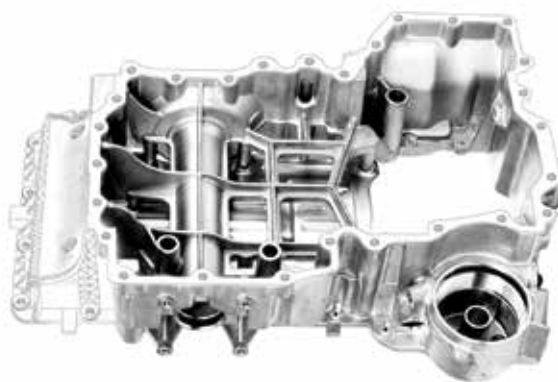


Photo: LTH Castings

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

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

LTH products are installed in Tesla cars.

Unior Involved With First Project for Porsche Electric Vehicle

In 2017 the Unior company became involved through its range of forgings with the first project for an electric vehicle at Porsche, they supplied the first samples for the electric vehicle from the VW group and secured



Photo: Unior

the manufacture of new parts (connecting rods) for private vehicle engines for the customer JLR.

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

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

Alfastreet Marine: New Standards in the Nautical Sector

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

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

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



Photo: Adient

Adient's Head Rests Win Over Volvo

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

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

TPV Have Their Own Automated Guided Vehicle

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

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



Photo: Alfastreet Marine



A MANUFACTURER OF BENDING MACHINES



Strojgradnja SAS is a Slovenian manufacturer of bending machines and other equipment for sheet metalworking that is located near Rogaška Slatina. Over the past 30 years, the company has specialised in developing, manufacturing and selling machines that bend metal sheets up to 2 mm thick. During this time and with more than 500 manufactured bending machines, the company has proved itself as a reliable and high-quality manufacturer of sheet metalwork machines. The sales programmes also include sheet metal cutting systems, unrolling and coiling machines, and storage machines.

Their innovative products guarantee:

- **good quality**, which is achieved through their own developing, experience and production (CNC processing, plasma cutting, robot welding, etc.);
- **functionality and easy machine operation**;
- **realistic and reasonable prices**.

www.strojgradnja-sas.si

Strojgradnja SAS
Stanko Arzenšek s.p.
Krtince 11c, 3241 Podplat
Slovenia



Photo: TPV

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

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

GKN Driveline Developing Drive Shaft for New Customer

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



Photo: GKN

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

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

Revoz Begins Electric Vehicle Production

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



Photo: Renault



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- ALL INDIVIDUAL CUSTOMERS

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Photo: Adria Mobil



Photo: Adria Mobil

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

Adria Mobil: Prestige New Series of Motor Homes

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

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

Glamping Tents Being Sold in Japan

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

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

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

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

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



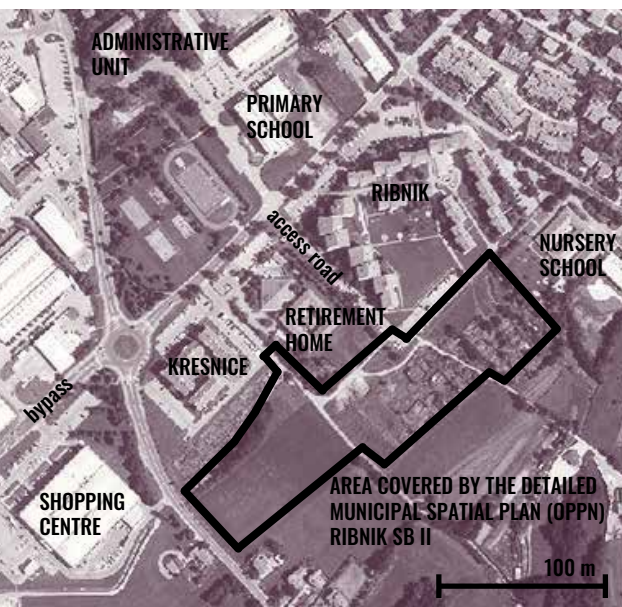
Photo: Adria Dom

RIBNIK SB II AJDOVŠČINA SLOVENIA

CALL FOR INVESTORS

NEW RESIDENTIAL DEVELOPMENT WITH MARKET AND SHELTERED HOUSING

The number of inhabitants in the Municipality of Ajdovščina, Slovenia is rising continuously. Economic conditions are visibly improving. There have been pronounced improvements in the employment situation, with new jobs opening up all the time. This has led to an increasingly lively property market in the municipality, where demand significantly outstrips supply in housing for young families and rented sheltered housing for the older generations. Ajdovščina, Slovenia is therefore inviting investors to multi-apartment building construction.



LOCATION OF THE DEVELOPMENT

The following amenities are located in the immediately vicinity of the development in the eastern part of Ajdovščina, Slovenia: a shopping centre, nursery school, primary school, recreational areas, council offices, a retirement home, a bypass and access to a high-speed road.

DETAILS ON THE DEVELOPMENT

- Total surface area: 34,000 m²
- Area earmarked for development: 14,600 m²
- Planned number of housing units: 273
- Planned number of residents: 811
- Planned number of parking spaces: 546

CONSTRUCTION OF BUILT UNITS

- Commencement planned in 2018
Construction of five housing blocks (S1 – S5) and sheltered apartments (M1 and M2).
- Commencement of construction of two tower blocks (Z1 and Z2) planned in 2022.

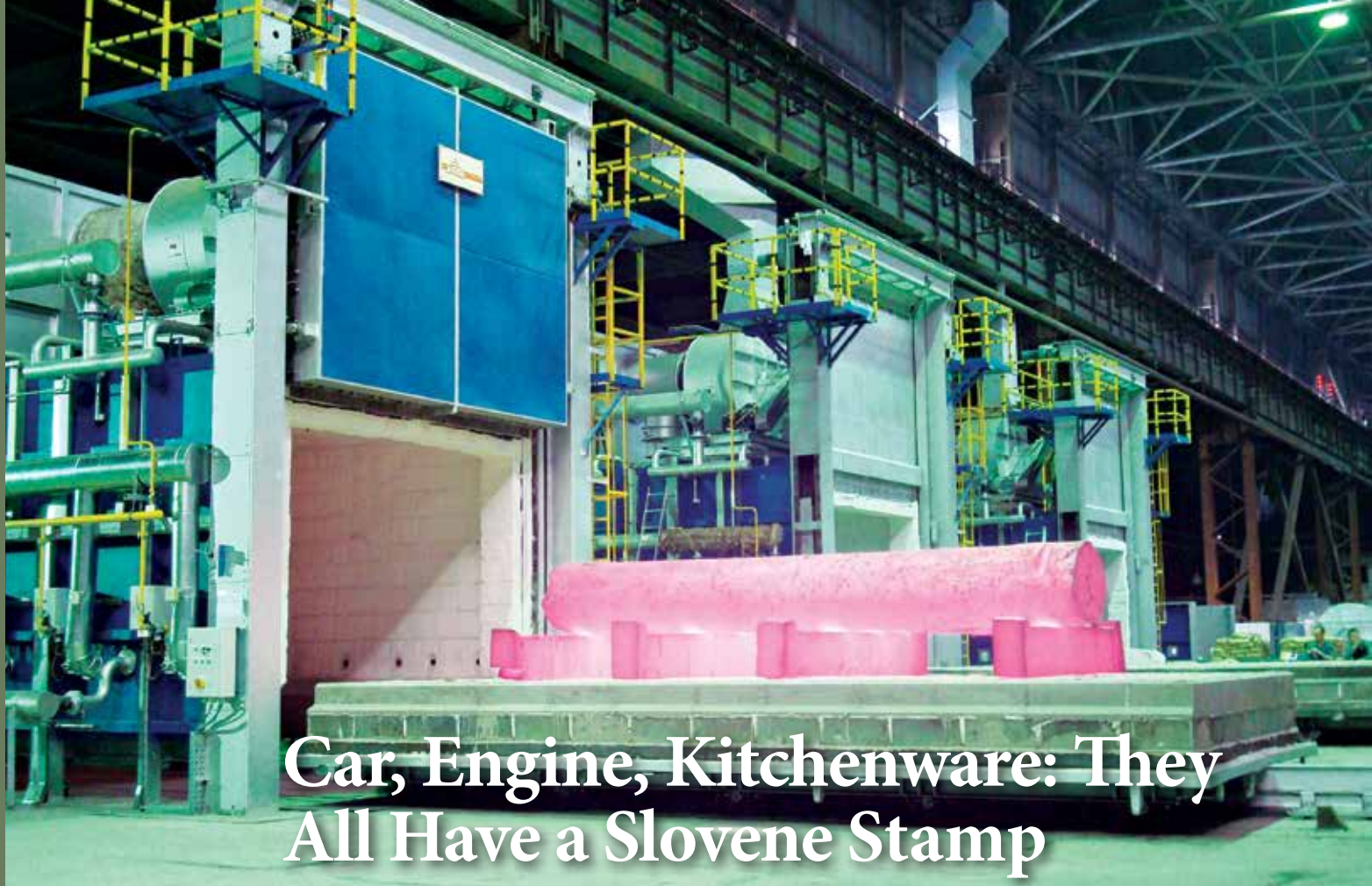


Investors and developers can register their interest by writing to investin@ajdovscina.si and giving their contact details. The Municipality of Ajdovščina, Slovenia and KF Finance will then send you detailed information.



CONTACT AND INFORMATION:

- T: +386 (0)31 613 807
- E: investin@ajdovscina.si



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

Photo: Bosio

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

Andreja Lončar, Barbara Perko

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

Nina Potočnik, Impol

With Growing Automotive Orders, Impol Expands Production Abroad

The car industry is an important customer for the Impol group, which manufactures rolled and pressed aluminium semi-finished products. »Our products are built into prestige marque vehicles such as

Mercedes-Benz, BMW and Audi,« lists off the company PR Officer Nina Potočnik.

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



Photo: Impol



Photo: TKK

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

TKK Srpenica

Talum Bets on E-Mobility

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

In recent years the company has increased its share of exports to Germany, which is now its biggest market, and the reason for this lies principally in the increased demand from the automotive industry. »Our cast alloys, which are used amongst other things to make engine blocks, can be found in Volkswagen vehicles. The prominent names among the business partners we supply with castings include Porsche, McLaren, Bosch, KTM and Husqvarna, to name just a few. We are one of the larger suppliers of pump housings for Mercedes-Benz goods vehicles,« says Kores, highlighting some of their customers.

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

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

TKK Eyeing Scandinavia and Africa for Its Foam and Sealing Compounds

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

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

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

Stanko Kores, Talum

Helios Eyes Asia and Africa Markets With New Owner

The coating manufacturer Helios acquired a new owner in March last year, the global paint and coating producer Kansai Paint, based in Japan. As Head of Projects Maša Bantan Marot says, this has given them



Photo: Talum



Photo: Helios

the chance to grow and enter new markets in Asia and Africa, where Kansai Paint already has a strong presence. »With the subsidiary in Turkey, Kansai Altan, we are planning cooperation in the area of industrial coatings, and our joint products can supply manufacturers of car parts and commercial transport,« she says of the group plans.

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

»The new coatings we are developing have a high level of anti-corrosion protection, allow drying at low temperatures, and they offer easy application and subsequent cleaning.« Given that sustainability and concern for the environment are part of a significant trend in the coatings industry, Helios is also developing coatings and polymers using raw materials from renewable sources.

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

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

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

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

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

The second product is a comprehensive heat treatment line with two chamber furnaces, a manipulator and special cooling or quenching unit, called Quette, for Boehler Bleche GmbH & Co KG (Muerzzuschlag). Quette is completely Bosio know-how developed especially for this project. The cooling unit has a closed cascade system, which means that all water stays in the system. Furthermore, Quette has a cleaning unit, which when the cooling process is finished separates scale or forge cinder from the water, thus ensuring there is very little waste in the cooling process and ensuring an efficient and ecologically oriented process. The line can process 2,600 tons of material per day.

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

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

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

Technology for the Biggest World Pharmacists

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

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

Given the requirements and nature of production, they cooperate with each buyer using different equipment. Recently this has been especially true

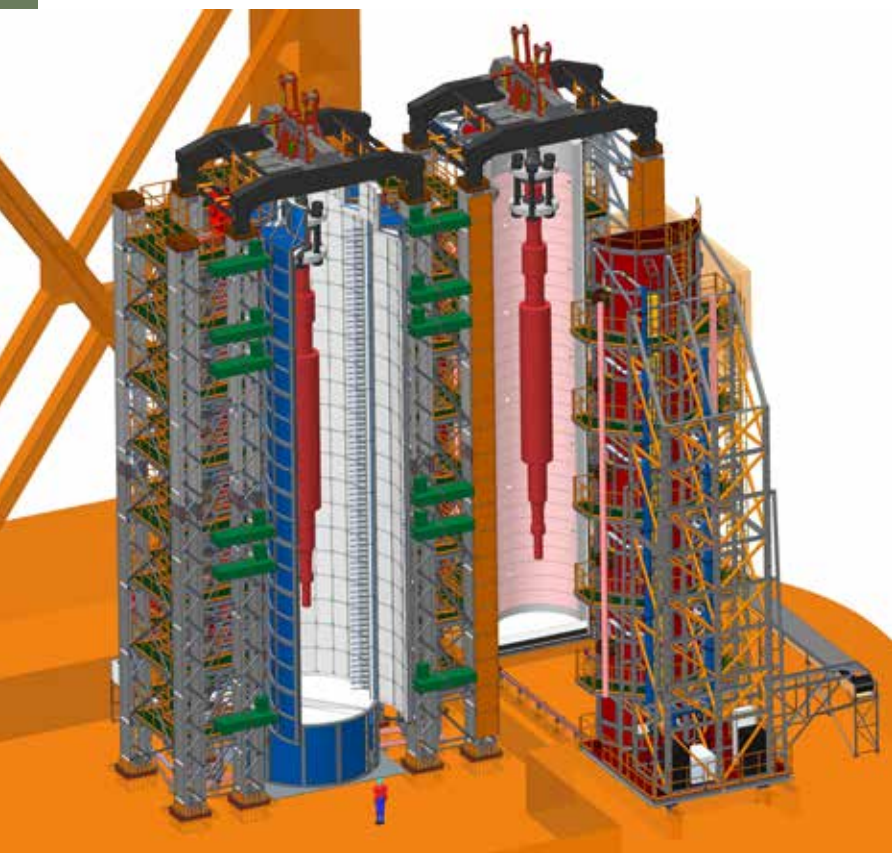


Photo: Bosio

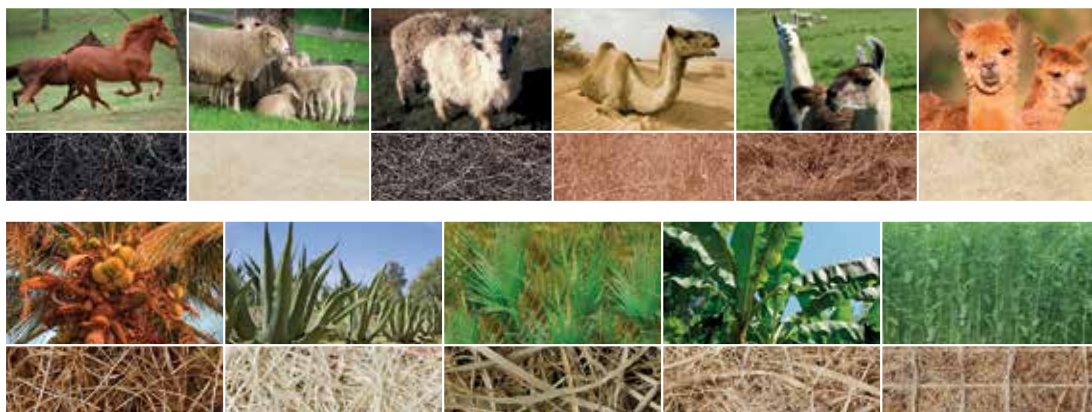
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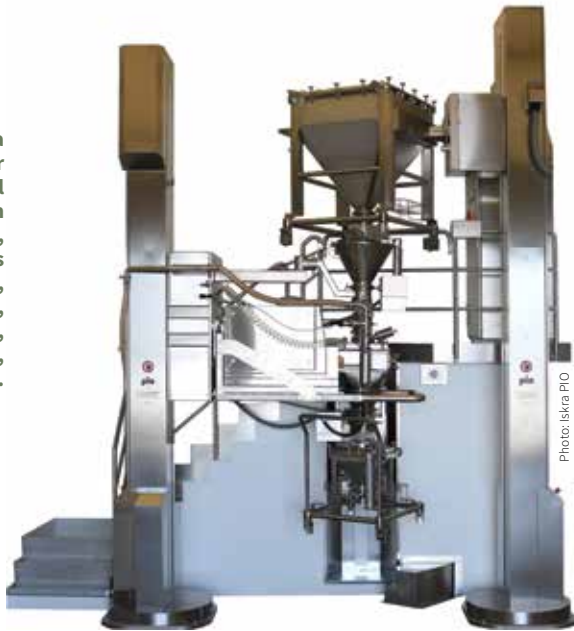
- seating suits, sofas, armchairs
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Iskra PIO is a supplier for pharmaceutical companies such as Sandoz, Hexal, Salutas, Novartis NEVA, Henkel, Teva, Bosch, Antibiotice, Bayer Pharma, Krka, Lek, Gedeon Richter, Müller and more.



of the process, methods of handling and disposing of hazardous waste, and methods of safe materials entry and exit.

Trusted by Magna, Renault, Audi, BMW, Peugeot

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

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

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

in the area of handling active raw materials, where their isolator technology range comes to the fore. Processes are conducted in hermetically sealed work environments, providing safety for both operators and products. They also represent a major limitation on manipulation and a great degree of adaptability. They have developed and patented precise isolator scales that satisfy the requirements

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



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The Best in Smart Meters

Photo: Metrel

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

Andreja Lončar

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

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

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

The market for measuring instruments is therefore being driven by:

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

Iskra Analysers in French and German Multinationals

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

The target users of the new analyser are electricity distribution companies and also manufacturers that are heavily dependent on high-quality electricity, say the staff at Iskra, which is already collaborating with Alstom of France and the German electronic technology product maker GossenMetrawatt GMC. Their main strategic markets are the European Union and Russia. »We are seeking contacts with design firms and intermediaries with links to local electricity

Advanced earth testing and power analysis

Metrel has just recently celebrated sixty years since it was founded as a production facility for electrical testing and measuring equipment that grew to become one of industry's biggest brands. It was a long, but also rewarding journey that yielded extensive experience in designing advanced testing and measuring instruments, specifically tailored to customers' needs. We strive to cover all areas of electrical testing and measuring and have therefore a vast product portfolio, subdivided in six divisions, ranging from electrical installation safety, power quality analysis to insulation and earthing resistance testing and measuring. Special emphasis is given on dependability, accuracy, ease of use and connectivity with mobile and desktop devices when developing new instruments, such as the MI 3290 Earth Analyser, MI 3280 DT Analyser or products in the family of power quality analysers.

MI 3290 Earth Analyser is the flagship of our line of earth testers and is available with 5 different accessory sets, giving potential customers greater flexibility when choosing best solution for their testing/measuring application. It supports all standard measuring procedures and some that are usually found only on specialized instruments, such as high-frequency (25 kHz) earth resistance measurements and earth resistance measurements of mono and multi-leg pylons with up to four flexible current clamps. Designed for extensive field use in all weather conditions, and therefore encased in a rugged case with excellent IP protection, the **MI 3290 Earth Analyser** is an all-in-one package that covers the needs of even the most demanding users.

Since no electrical distribution network can function without properly maintained transformers, we have also developed an instrument for testing the quality of windings and indirectly the state of the transformer. **MI 3280 DT Analyser** is encased in the same sturdy case as the aforementioned earth analyser and uses the same colour touch screen based intuitive user interface, but with greater emphasis on user help. Integrated help menus with illustrative pictures cover all possible transformer winding configurations and enable even less experienced users to successfully perform even all the necessary measurements.

Another important element of electrical networks are switches, breakers and busbars, all of which are subject to fluctuating voltages and increased loads. Best method for analysis of their quality is accurate measuring of low contact resistances with variable test currents, such as can be performed by ours **MI 3252 MicroOhm 100A** and **MI 3250 MicroOhm 10A continuity testers**. Both instruments are portable, battery or mains powered and able to perform resistance measurements with currents up to 100 A (10 A in case of **MI 3250 MicroOhm 10A**) and resolution down to 1 nΩ (when measuring resistance).

Important tools, when managing large power distributing networks and systems, are power quality analysers, since they enable easy identification of possible power quality issues such as voltage swells, dips and interruptions. We offer several different models for such troubleshooting applications, starting with **MI 2893 Power Master XT** that is IEC 61000-4-30 Class A certified and thus suitable for energy auditing, and ending with **MI 2883 Energy Master**, designed for easy long-term logging of energy and power parameters. All models come with advanced PC software for easy analysis of logged data and the creation of energy reports, which serve as a good starting point for quantifying power quality problems and finding appropriate solutions.



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



Photo: Iskra

distribution companies that we can't access directly,« says Marjana Lavrič.

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

Metrel Expanding Product Range for Industry

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

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

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

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

Millions of Iskraemeco Smart Meters in Dutch Households

Iskraemeco is keeping pace with the trends of increasing computerisation of electricity management, where smart meters represent a fundamental

building block. A few years ago the company shifted from manufacturing mechanical meters to producing highly integrated smart meters. They also make communication tools and software for measuring and managing measurement data.

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

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

Faster and More Accurate Measurement of Product Dimensions

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

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

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



Photo: Lotrič Metrology

Photo: Iskraemeco

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

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



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Photo: slovenia.info

Health and Wellbeing

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

Andreja Lončar

Land of Green Luxury

»B, our restaurant named in tribute to the Carniolan bee, is a real culinary attraction.«

Saša Zor, Hotel InterContinental

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

New in Ljubljana: Skyscraper Relaxation

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

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

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

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

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



Photo: InterContinental Ljubljana

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

Sabina Paternost,
Postojna Cave

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

Ana Praprotnik, Sava
Turizem

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

Museum of Eavesdropping Coming Soon to Postojna

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

In addition to the regular tours of the cave, customised packages can be organised for smaller groups. »With special caving equipment guests can visit parts of Postojna Cave that otherwise they couldn't see, and have a chance to practise their caving skills and experience an unspoilt environment

in a particularly primal way,« explains Sabina Paternost, from Postojna Cave's PR department.

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

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

Around Triglav National Park by Lipizzaner

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

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

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



Photo: Postojnska Jama



Photo: Depositphotos



Photo: Sava Turizem

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

Andreja Zidarič, Terme Krka

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

Anja Kovačič, Istrabenz Tourism

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

Renovation work has also begun at Bled's four-star Hotel Golf, which is closely linked to the revival of the therapeutic traditions of Arnold Rikli. »In the 19th century Rikli recognised the advantages and benefits of Bled's climate and its favourable position, with a long swimming season, and he put it on the European map as far as spas were concerned,« explains Ana Praprotnik, Sava Turizem's Head of Marketing. The ambition in the hotel's renovation and makeover, which will be completed this spring, is to become a gold standard for the region, combining luxury with environment-friendly initiatives.

A Massage for Two on the Coast

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

»Our hotels offer prestigious wellness and 14-day diet packages,« says Anja Kovačič of LifeClass's PR

department, adding that they actively support local producers.

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

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

Detox at the Spa

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

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

Discerning guests from inside and outside Slovenia are keenest on Otočec Castle, the Hotel Balnea in Dolenjske Toplice and the medical detox and diet programmes at the Vitarium Spa & Clinique in Šmarješke Toplice, according to Ms Zidarič. The five-star hotel at Otočec Castle is ideal for entertaining, for events such as weddings, for lovers of fine cuisine, and for business. It has been a member of the Relais & Châteaux family since 2010. There is a 75-hectare golf course close to the hotel, which attracts most visitors from neighbouring countries, the USA and Germany.

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



Photo: LifeClass



Photo: Terme Krka

Wooden houses are healthy, economical and safe dwellings

Good mechanical and physical properties of the wood facilitate the fast construction of modern wooden houses and at the same time significantly lower energy use and provide comfort, good fire protection and excellent earthquake protection. They are also quickly constructed and owners can move in within a short amount of time.

“With its colour, structure and smell, as well as high surface temperature, low thermal conductivity, good acoustics and good elastic properties, wood positively influences a person’s well-being. Wood is a renewable and healthy material that does not emit harmful substances or cause allergies; it regulates air humidity and is an antistatic, but not radioactive material. Wood accumulates warmth so in wooden buildings, residents feel comfortable at a temperature of 18 to 20 °C, while the temperature must be 22 to 24 °C for a concrete construction to have the same effect. A one-degree difference in room temperature means the heating bill will be lower by five to six percent,” explains the spokesperson for LogHouse, a company that manufactures massive residential buildings.

Healthy living environment

The air in wooden houses continuously circulates so it is clean and the humidity levels are appropriate. The air permeates naturally through the wooden walls and creates a comfortable atmosphere. Large wooden surfaces act as filters and provide good air inside the house. Such continuous natural ventilation prevents the growth of several bacteria and mould that otherwise grow on moist surfaces. “A living area enclosed in wood is warm, pleasant, and cosy – a real home. The wood’s positive energy increases vitality and quickly restores life energy,” was the feedback of demanding customers on the European, Turkish and Japanese markets. They have already experienced



living in wooden houses manufactured by LogHouse, which exports its products to the aforementioned countries.

Environmentally-friendly

Wooden houses are also environmentally-friendly; most of the structural components are made in production and as a result there is less transportation to the construction site, less waste material and less pollution. Since the construction materials used do not take long to dry, it is possible to move in immediately after work has finished. A family house can be built in a week or two.

“The adaptability of the wood and our experts, precise manufacturing, short deadlines and luxury execution are all factors in satisfying even the most demanding customers, who want a pleasant, natural, and healthy living space,” emphasizes the LogHouse spokesperson. They also dispel any doubts about the good fire protection of a wooden house. “Wood is known as a flammable material, but when it burns, it creates a charred layer as

self-protection. Wood’s reaction to a fire is predictable and taken into account when the building is designed. Wood maintains stability in a fire longer than concrete, steel or brick,” wood construction experts agree.

A multiple-generation home

The sustainability of a wooden house mostly depends on protection against humidity. In the event of an accident or if the wood is worn out, a wooden building and the material can be easily replaced and damaged elements fairly simply repaired.

When properly maintained, a wooden house can last for many generations; the life span of a wooden house is at least a century, says the LogHouse spokesperson. Proof of this is the Buddhist temple of Hōryū Gakumonji in Ikaruga. At more than 1,300 years old, it is the oldest wooden construction in the world.



Photo: Žito

Bread for China, Mackerel for the USA

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

Petra Skok, Pivka
Perutninarstvo

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

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

Spelt, Buckwheat and Quinoa Are »In«

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

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

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

Žito Targets Markets Outside Europe

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

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

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

Maja Maroša, Don Don



Photo: Don Don

Don Don Bread for Athletes

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

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

Largest Sliced Bread Bakery in South-Eastern Europe

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

Ready-Made But Healthy

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

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

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

Delamaris Fish in the USA

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

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

Perutnina Ptuj Brings the Poli Frankfurter to Foreign Consumers

Perutnina Ptuj has expanded the Poli brand into the frankfurter segment. Poli frankfurters, which are 90% chicken meat, currently the highest meat content in the frankfurter segment, have been on sale since last year in Croatia, Serbia, and Bosnia and Herzegovina. The firm is the leading producer of poultry-based food products in South-Eastern Europe, and is



Photo: Deposphotos

strengthening its exports to Austria, Macedonia and Romania, where it has its own retail outlets, and to the major markets of Switzerland, the UK, Sweden and Italy. Recently it has also focused on new markets in the Middle East.

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

The firm received 32 gold medals and 25 silver medals for its products at the Agra 2017 fair. It also won the highest number of top awards in the new products category, and gained special recognition for innovation.

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

Matjaž M Dremelj, Žito



Photo: Perutnina Ptuj

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



Photo: Krka

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New Drugs for Diabetes and Cardiovascular Disease

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

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

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

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

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

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

Probiotics and Vitamin Supplements

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

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

A Joint Venture to Break into the Chinese Market

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

Best Sellers Are Drugs to Treat Cardiovascular Diseases

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

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

Veterinary Medicines to Take on Russia, France and Germany

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

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

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

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

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

Pharmaceutical Firms With Billions Revenue

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

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

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

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

Demographic Challenges and New Technologies

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

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

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

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

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



Photo: Lek



Projects That Will Benefit All of Europe, Not Just Slovenia

Photo: Slovenske železnice

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

Barbara Perko

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

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

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

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

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

Up to 43 Million Tonnes of Freight on the Second Track

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

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

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

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Trusted by global corporations on long term basis





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third largest automotive port in Mediterranean 

general & breakbulk cargo specialist 

fifty years of experience of handling perishables 

wide range of dry bulk facilities 

handling fuels & chemicals 

equipped for project cargo handling 


efficient railway connections, modal split: 60 % on rail 



Photo: Depositphotos

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

More Railway Upgrades

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

Up To 20 Million Passengers Per Year

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

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

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

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

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

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



Photo: Slovenske železnice



EUROPACIFIC GROUP

is a modern international logistics company with a tradition of organizing land, sea and air transport with highly qualified staff. Our competitive advantages are a recognized cooperation with the Port of Koper and its authorization.



MARITIME TRANSPORT

We organize the transportation of general, project, bulk, liquid and other cargoes for import, export and transit, supported by maritime, land and railway traffic all over the world.



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We organize the transport of goods by rail in all European countries, CIS countries - Association of Independent States, parts of Asia and the Middle East, by renting wagons and containers.



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We strive to become one of the leading players in the aviation logistics with the use of many internationally renowned airlines. Any deficiencies in the aviation logistics are resolved with road transport or shipping.



ROAD TRANSPORT

The speed and reliability of road transport are our priority principles in organizing entire or partial international loads, and we pay special attention to transportation safety and ecological integrity. We are also member of TAPA EMEA network.



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A major logistics service is also warehousing. For our customers we find a warehouse for different categories of goods, such as food products that require special temperature regimes, dangerous goods, technical goods and other general cargo with the status of customs, local or excise goods.



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Europacific offers comprehensive solutions in the field of preparing customs documentation. We prepare documents for the purpose of import and export customs clearance or the transit of goods. Our business partners are constantly informed about new developments in the field of customs and tax legislation.

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Photo: Depopatchphotos

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

DARS as the Trailblazer in Europe

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

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

Three Key Projects on the Roads

The infrastructure ministry has announced that the Draženci to Gruškovje section of motorway will be fully completed this year. Two other major projects have also been greenlighted. The infrastructure

Slovenia's Digital Driver

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

ministry signed an agreement confirming the third development axis to be a priority project for national road infrastructure. The acquisition of land and the production of the project documentation for the construction of the northern and southern parts of the third development axis are currently in progress. The construction of a second tube in the Karavanke tunnel is coming soon, for which European funds and the building permit have been obtained. The entire project will be completed in 2022.

Pošta Slovenije Enters the Temperature-Sensitive Segment

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

It is also entering the segment of shipping temperature-sensitive products and pharmaceuticals.



Photo: EPPS

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

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

Food products purchased online can be delivered to customer addresses throughout Slovenia within agreed timeframes.

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

Best Coverage With Electric Vehicle Charging Stations in Europe

Slovenia aims to become a leading country for green mobility, which is also the core vision of the Mobility strategic research innovation partnership. Last July saw the launch of the core EDISON (Eco Driving Innovative Solutions and Networking) project, which involves 41 strategic partners, including firms, research institutions and local government.

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

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

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



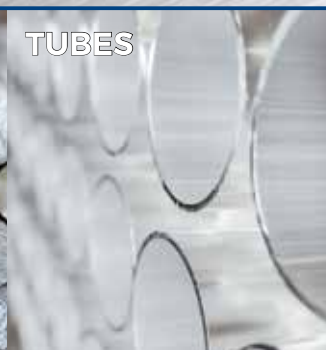
Slovenia is highly suited to being a laboratory for green mobility, and for identifying business models for rolling out the concept.

Photo: Depositphotos

impol
Aluminium Industry



RODS



TUBES



PROFILES



FOILS



DISCS



SLUGS

Going on Holiday Has Never Been This Easy



Photo: Styler

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

Barbara Perko, Žiga Kariž

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

Chatbot Developed for Ferry Timetables

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

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

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



Photo: Styler

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

Cash Registers for South Korean Retail Shops

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

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

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

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



Photo: Mikropis



Photo: GoOpti

GoOpti Linked to Airlines Emirates and Qatar

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

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

NIL Helps Optimise Global Telecom Operators

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

They are present both in manufacturer solutions and in user solutions. On the producer side their main partners are the American corporations Cisco and VMware. The company is collaborating with them in the area of advanced network technologies, and with users they are breaking new ground in the markets of Central Europe in the area of advanced approaches in building data centres and computer clouds. NIL is also the main global partner of Cisco for that company's training programme.



Photo: NIL

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

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

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

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

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

SRC Systems Used by Adiko banka, Kolektor and A1

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

In the area of infrastructure they offer communication solutions, data storage systems, server

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

Customers Include Hilti, Sandoz, Axalta

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

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

ESOT-INVEST



إسوت - إنفست سلوفينيا أنظمة التبريد



مزاياها

الموثوقية والنهج المشترك بين التخصصات والإبداع في إيجاد الحلول والتعاون مع العملاء يؤدي بمشاريعنا إلى النجاح المبدأ العام الذي يتم اعتماده في عملنا هو محاولة استعمال مصادر الطاقة والمياه بالطريقة المثلى، مع الأخذ بعين الاعتبار حماية البيئة والتنمية المستدامة .
إننا نقدم:

- منهج مهني مستقل في إيجاد حلول تكنولوجية
- الدراية الخاصة بنا
- مهندسون (مديرين المشروع بترخيص غرفة المهندسين في سلوفينيا IZS)
- موظفون التثبيت الخاصون بنا
- اللحامين الخبرة في مجال التكنولوجيا لعدة سنوات TIG
- إمكانية الحلول الفردية
- جودة الصيانة والخدمات

الطاقة

استنادا على خبرتنا الطويلة الامد في مجال الصناعة والطاقة بهدف انتاج وتوزيع الكهرباء والحرارة، فإننا نؤدي مشاريع كفاءة الطاقة .

- أنظمة التبريد
- أنظمة معالجة المياه المستعملة
- نظام معالجة المياه المستعملة في الإنشاءات الجديدة وعملية إعادة البناء في محطات توليد الطاقة الحرارية والكهربائية
- الصيانة والخدمات
- تركيب المعدات والتراكيب الكهربائية
- دعم الاستثمار

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TRIMOTERM

A range of environmentally friendly facades and walls, which are ideal for constructions where there are very high demands for fire resistance, sound reduction and thermal insulation.



A Fully Automated Home and Crystal Door Handles

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

Barbara Perko

Photo: Kolpa



Photo: Robotina

Robotina: Control Your House Through Your Telephone

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

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

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

Domel: A Motor Weighing Less Than 500 Gram Was Developed

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

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

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



Photo: Domel

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

Gorenje's Smart Kitchen Assistant Will Help You With Recipes

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

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

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

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



Photo: TEM Čatež

TEM Čatež: Turn the Light On and Off Without Contact

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

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

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

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

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

The advanced insulating Turvac vacuum insulation panels are supplied to Bombardier, the

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

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



Photo: Gorenje



Photo: Turna

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

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

Kolpa and the Freestanding Bathtub Trend

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

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

The Rogaška Glasses in the Intercontinental Hotels Group

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

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

Steklarna Hrastnik: A Perfume Bottle Collection

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

Some of Steklarna Hrastnik's customers from the field of special glass packaging, table glassware and



Photo: Kovinoplastika Lož

lighting glass are Hennessy, Heineken, Villeroy&Boch, Sainsbury's, Bacardi Martini, RZB, Northern Lighting, Lightyears, XAL, Robers, Axo Light, and others.

Kovinoplastika Lož: Sinks in the Renowned Nobilia Kitchens

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

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

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

Three Innovative Systems Developed by Danfoss Trata

MVC motorised control valves, combined pressure and flow control regulating valves (ABQM, AVP, AFP,

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



Photo: Steklarna Hrastnik

and others), balancing valves (ASV), and temperature regulating valves are all Danfoss Trata products that are used in products of strong global brands.

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

Skaza: Environmentally Friendly Picnic Puzzles

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

Last year, the company began to cooperate with one of the largest office supply manufacturers. For more than 25 years, the company has been working with the most renowned global brand from the furniture industry and leisure and home products.



Photo: Skaza

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

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

An Innovation for Pets

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

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



Photo: Danfoss Trata



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From Cleanrooms to Clean Water

Photo : Cleangrad

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

Barbara Perko

**Cleangrad is
Europe's leading
provider of
cleanrooms.**

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

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

Cleangrad: Trusted by Major Pharmaceutical Firms

Cleangrad is Europe's leading provider of cleanrooms. At its development centre the company develops

new products and improves existing products in collaboration with its customers and according to their needs. Last year it developed, designed, tested and installed fire safety windows according to GMP standards. Right now Cleangrad is the only provider of solutions of this type.

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

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



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

Photo: Cleangrad

Exceptional Results at Low Cost

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

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

Last year saw the launch of an aerator configured with a newly developed polyethylene float system. It also saw the development of the Ozonation System, a system which can add oxygen or ozone. The turbine

system for adding gas to water produces very small air bubbles, which is the reason for the high transfer of gas molecules into the surrounding water. Because the system has been produced on the basis of the Toring Turbine TT200, it has very high efficiency in terms of electricity consumption, which reduces operating costs.

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

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



Photo: Toring Turbine



Photo: Toring Turbine

Entering Iranian market with Proming

You will benefit from Proming's over 30 years' experience in business co-operation with Iranian market, dealing with many Iranian governmental & private companies and organizations

Proming Group is private owned corporation, jointed from several local and international experienced companies. The main office is located in Maribor, Slovenia. "Our basic business activity is dealing and doing business between Middle East (especially Iran) and Slovenia and also other EU Countries," says managing director Franc Lenhart.

Biggest connoisseur for Iranian market in Europe

Proming is the only company specializing in Europe and beyond, in full knowledge and command of the Iranian business market. A country that has 80 millions of inhabitants. Over 30 years' experience in business co-operation with Iranian market, dealing with many Iranian governmental & private companies and organizations is specialty of Proming. They are the biggest connoisseur or expert for Iranian market in Europe, knowing business policy for successfully entering into Iranian market.

Why? Franc Lenhart has been 15 years' resident in Tehran, representing Slovenian company named TAM. Experience that he's got during this time, Proming transfers to Slovenian, European and other companies, giving them a full service by entering into Iranian market. In last 15 years they assisted over 205 Slovenian and Croatian companies for working with Iran, bringing 25 companies per year to Iran, prepared meetings and organized all necessary. In addition, Franc Lenhart has also published 15 books, among them three concerning doing business with Iran: Manual for doing business with Iran II, Rules for

successful performance on Iranian market and Iranian-Slovene vocabulary.

"Our main goal is to draw Iranian business policy with Slovenian and European and get common benefit out of this. With 30 years' experience, speaking Farsi, having Iranian Wife and understand Iranian way of working, I can assist to any Iranian, European and Slovenian company and assure positive results. When mutual interest between two parties has been reached, we can import or export the goods or a direct contact is established between buyer and seller and we are just your assistant. The main advantage that we offer to our client is readiness to work with Iranian market even sanctions UN was focusing to dealing between Iran and Europe," says Franc Lenhart.

Entering alone gives no results

Interlocutor stresses that the way of doing business with Iran is different from all other state from the World. First visit and contact between seller and buyer in Iran have special importance. No any business can happen without seating on same table, personal discussion and introducing protocol.

"Whoever is thinking that can come to Iran and start with business without any assistance from institution which knows Iranian policy of doing business, will return to his country without result. We know the system and we can assist to everyone who intends to enter into Iranian market. Working with our group is very economical and professional decision, because we think Iranian and know exact what Iranians are expecting and what they wish to reach," explains Lenhart.

Every month Proming group is issuing free of charge News from Iran. All necessary news related to business, tourism and statistical indicators are sent to 11.000 mail addressed in Slovenia (also Slovenian government).



"With 30 years' experience, speaking Farsi, having Iranian Wife and understanding Iranian way of working, I can assist to any Iranian, European and Slovenian company and assure positive results," says Franc Lenhart, owner and director of Proming.

Companies Generating Two-Thirds of Slovene Exports

The one hundred fastest-growing export firms have seen their exports double in value terms over the last five years.

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

The two hundred largest exporters in Slovenia together generated turnover of EUR 20 billion on foreign markets in 2016 (the figures for 2017 will be known in May), an average of around EUR 100 million each. Together they accounted for 63% of firms' total sales on foreign markets.

Four firms recorded exports of more than EUR 1 billion in 2016. Of the two hundred largest exporters, 68% of the firms were in the manufacturing sector, 18% in the wholesale and retail trade sector, and 4% in the energy and transport sectors. The export-orientation of these firms averaged 83%, more than double the average level across Slovenia (39%).

Of the twenty largest firms, half are foreign-owned. This share has been rising for several years, particularly as a result of changes in ownership at manufacturing firms. Within the manufacturing sector the largest number of exporters are in the segments of the manufacture of vehicles and car parts, generic pharmaceuticals, household appliances and energy. Thanks to the high growth in the car industry in Europe, the exports of these firms are also recording the fastest growth.

Labour productivity at exporters is above-average: the median of the aforementioned indicator is EUR 60 thousand, almost 50% more than the aggregate average at Slovene firms.

The one hundred fastest-growing export firms have increased their exports over the last five years by between 58% and 580%. Exports have doubled overall in value terms, the average figure amounting to EUR 41 million in 2016. The average export-orientation of the aforementioned firms was 80%, and they employed a total 20,000 people, or around 200 per firm.

The median value-added per employee stood at EUR 56 thousand, 40% higher than the median value across all firms. Of the twenty fastest-growing exporters, eleven are manufacturing firms and six are wholesale and retail trade firms. A major factor in the positive trend in trade was the re-export of vehicles imported from the rest of the world, which means that the value-added created in exports was negligible.

88,000
employees at the
two hundred largest
exporters.

Fastest-growing
exporters average
200
employees.

59 thousand
euros value added
per employee.

List of 100 Largest Companies by Exports in 2016

Source: non-audited and non-consolidated financial accounts of companies for the year 2016 (publicly disclosed at Agency of the Republic of Slovenia for Public Legal Records and Related Services.)

Ranking criteria: net sales on foreign markets in 2016.

Company's name	Sector	Exports (000 EUR)	% of foreign sales	Total sales (000 EUR)	No of employees (avg. by hours worked)	Value added per employee (EUR)
1 GEN-I	ENERGY	1,275,713	78.0	1,635,799.28	193	90,311
2 REVOZ	MANUFACTURING	1,070,990	99.1	1,080,294.51	1,987	68,842
3 PETROL	TRADE	1,049,177	33.1	3,167,995.12	1,331	111,973
4 KRKA	MANUFACTURING	1,020,402	95.2	1,071,717.17	4,639	85,831
5 LEK	MANUFACTURING	850,158	95.0	895,270.28	3,402	94,716
6 HOLDING SLOVENSKE ELEKTRARNE	ENERGY	787,310	63.8	1,234,432.72	139	533,566
7 GORENJE	MANUFACTURING	636,461	89.3	712,450.00	4,253	32,374
8 IMPOL	MANUFACTURING	462,667	80.5	574,798.55	38	907,175
9 HELLA SATURNUS SLOVENIJA	MANUFACTURING	352,019	95.7	367,677.09	1,504	51,620
10 ADRIA MOBIL	MANUFACTURING	316,108	98.3	321,675.99	830	69,392
11 CIMOS	MANUFACTURING	312,287	98.2	318,080.13	1,596	24,875
12 INTERENERGO	ENERGY	306,905	82.8	370,551.48	25	204,909
13 SIJ ACRONI	MANUFACTURING	295,259	87.6	337,136.18	1,120	61,230
14 BSH HIŠNI APARATI	MANUFACTURING	262,832	92.0	285,608.51	1,231	43,952
15 TALUM	MANUFACTURING	241,616	79.5	303,745.91	806	46,800
16 LTH CASTINGS	MANUFACTURING	229,500	99.5	230,644.59	1,556	60,598
17 TAB	MANUFACTURING	221,794	96.5	229,925.69	604	78,169
18 SANDOZ	MANUFACTURING	214,514	100.0	214,513.81	573	45,013
19 AQUAFILSLO	MANUFACTURING	208,579	99.6	209,490.40	797	44,996
20 RENAULT NISSAN SLOVENIJA	TRADE	192,996	43.8	440,314.53	107	58,398
21 MAHLE LETRIKA	MANUFACTURING	186,046	94.9	195,946.04	1,428	44,210
22 GEOPLIN	ENERGY	172,730	55.1	313,465.27	40	180,336
23 GOODYEAR DUNLOP SAVA TIRES	MANUFACTURING	171,178	82.6	207,155.87	1,326	48,168
24 SLOVENSKE ŽELEZNICE - TOVORNI PROMET	TRANSPORT	159,168	89.5	177,869.39	1,232	60,820
25 HELIOS TBLUS	MANUFACTURING	158,378	87.3	181,492.60	756	70,512
26 CARTHAGO	MANUFACTURING	152,403	100.0	152,444.09	618	29,643
27 BOXMARK LEATHER	MANUFACTURING	148,512	99.7	149,010.34	1,951	13,277
28 CINKARNA	MANUFACTURING	148,327	87.4	169,765.43	937	57,158
29 ADRIA AIRWAYS	TRANSPORT	144,185	99.2	145,350.44	368	79,814
30 KOLIČEVO KARTON	MANUFACTURING	137,498	92.4	148,733.37	375	101,457
31 UNIOR	MANUFACTURING	135,894	80.9	167,942.37	2,057	34,161
32 BELEKTRON	ENERGY	135,172	79.5	169,936.79	5	-268,615
33 LUKA KOPER	TRANSPORT	131,653	69.1	190,407.50	881	134,403
34 KOLEKTOR GROUP	MANUFACTURING	128,804	88.7	145,209.53	220	60,661
35 TELEKOM SLOVENIJE	ICT	125,003	19.5	639,470.84	2,417	114,392
36 HIDRIA ROTOMATIKA	MANUFACTURING	124,119	89.7	138,367.57	1,026	41,044
37 ODELO SLOVENIJA	MANUFACTURING	122,523	99.8	122,778.15	697	48,712
38 SIJ METAL RAVNE	MANUFACTURING	116,455	73.9	157,531.94	986	52,140
39 DOMEL	MANUFACTURING	107,994	92.5	116,736.43	858	44,625
40 DROGA KOLINSKA	MANUFACTURING	106,861	64.2	166,354.41	439	85,913
41 PRESKOK	ICT	103,777	99.7	104,128.89	6	510,927
42 VALIANT	TRADE	98,023	97.6	100,458.08	7	221,643
43 DANFOSS TRATA	MANUFACTURING	97,880	94.6	103,470.43	395	98,925
44 SAVATECH	MANUFACTURING	96,029	85.1	112,824.64	761	54,225
45 PAPIRNICNA VEVČE	MANUFACTURING	92,388	95.7	96,561.44	250	52,382
46 AKRAPOVIČ	MANUFACTURING	91,355	98.9	92,366.66	826	56,464
47 ADK	MANUFACTURING	91,043	99.0	91,966.05	577	38,810

Company's name	Sector	Exports (000 EUR)	% of foreign sales	Total sales (000 EUR)	No of employees (avg. by hours worked)	Value added per employee (EUR)
48 TRIMO	MANUFACTURING	91,017	87.7	103,740.49	350	60,313
49 KNAUF INSULATION	MANUFACTURING	85,912	78.0	110,101.50	406	82,714
50 RASTODER	TRADE	83,535	77.6	107,661.19	50	159,910
51 NUKLEARNA ELEKTRARNA KRŠKO	ENERGY	80,869	49.9	161,987.20	645	114,175
52 NOVEM CAR	MANUFACTURING	80,338	99.9	80,454.54	584	42,179
53 ADIENT	MANUFACTURING	79,316	97.9	81,038.73	581	36,274
54 PALFINGER	MANUFACTURING	78,141	95.0	82,216.74	470	45,847
55 INTERBLOCK	MANUFACTURING	78,104	96.9	80,590.73	156	247,075
56 VIPAP VIDEM	MANUFACTURING	77,653	88.3	87,989.76	337	33,350
57 VEYANCE TECHNOLOGIES EUROPE	MANUFACTURING	77,124	95.2	80,992.04	280	83,789
58 ETI	MANUFACTURING	77,066	88.4	87,154.64	761	32,823
59 BAYER	TRADE	76,988	65.2	118,083.16	118	124,094
60 SWATYCOMET	MANUFACTURING	74,333	92.2	80,601.49	825	36,273
61 KOLEKTOR ETRA	MANUFACTURING	73,632	85.1	86,532.93	337	82,382
62 PALOMA	MANUFACTURING	72,259	83.4	86,667.56	641	30,811
63 ISKRAEMECO	MANUFACTURING	71,644	95.2	75,254.45	710	34,164
64 FILC	MANUFACTURING	70,654	94.4	74,837.33	261	123,803
65 KUWAIT PETROLEUM	TRADE	70,465	88.7	79,455.39	0	-
66 GKN DRIVELINE SLOVENIJA	MANUFACTURING	70,216	90.2	77,810.31	394	57,058
67 ARCONT	MANUFACTURING	68,666	99.1	69,283.10	676	32,334
68 EBM-PAPST SLOVENIJA	MANUFACTURING	68,154	98.1	69,500.63	404	30,387
69 TPV	MANUFACTURING	67,508	87.4	77,276.09	717	34,723
70 ELRAD	MANUFACTURING	66,114	88.4	74,793.12	428	47,608
71 ŠTORE STEEL	MANUFACTURING	65,452	69.4	94,334.81	538	40,528
72 STARKOM	MANUFACTURING	63,471	99.2	63,997.56	262	60,938
73 PERUTNINA PTUJ	MANUFACTURING	63,064	41.4	152,311.02	1,353	31,843
74 AGRINSPE	TRADE	61,328	99.0	61,978.27	4	403,746
75 GLOVIS EUROPE	TRANSPORT	61,268	91.0	67,311.62	12	530,686
76 MOBIK TELEKOMUNIKACIJE	ICT	61,017	97.3	62,737.59	25	58,286
77 TBP	MANUFACTURING	59,004	99.4	59,338.41	746	35,942
78 TITUS LAMA	MANUFACTURING	58,848	79.7	73,821.98	406	62,007
79 ISKRA MEHANIZMI	MANUFACTURING	58,128	88.0	66,041.93	381	47,199
80 GORIČANE	MANUFACTURING	57,805	87.2	66,311.97	201	65,041
81 PORSCHE INTER AUTO	TRADE	57,496	26.3	218,658.77	315	52,486
82 TOYOTA ADRIA	TRADE	56,404	56.1	100,485.10	35	88,865
83 CALCIT	MANUFACTURING	56,377	85.3	66,130.86	138	136,900
84 SILKEM	MANUFACTURING	56,191	94.0	59,772.37	187	63,922
85 ITW METALFLEX	MANUFACTURING	53,641	85.7	62,622.07	313	63,634
86 ELAN	MANUFACTURING	53,141	91.0	58,418.12	537	34,119
87 ETA CERKNO	MANUFACTURING	52,634	96.6	54,462.93	831	34,114
88 STEKLARNA HRASTNIK	MANUFACTURING	52,408	95.9	54,627.82	613	43,081
89 STORA ENSO WOOD PRODUCTS	TRADE	51,326	98.8	51,932.47	6	407,798
90 KOVINTRADE	TRADE	50,394	42.1	119,797.12	182	45,808
91 FRUTAROM ETOL	MANUFACTURING	48,532	85.2	56,980.47	220	94,896
92 INOTHERM	MANUFACTURING	48,402	95.0	50,975.17	240	94,284
93 CABLEX-M	MANUFACTURING	47,870	96.1	49,792.46	231	45,017
94 ISKRA	MANUFACTURING	47,671	64.9	73,438.10	1,001	32,677
95 DINOS	UTILITIES	47,093	48.2	97,744.06	299	44,254
96 LEYKAM TISKARNA	MANUFACTURING	46,398	82.0	56,564.53	113	90,986
97 KOVINOPLASTIKA LOŽ	MANUFACTURING	45,800	90.8	50,442.01	609	30,229
98 TKK	MANUFACTURING	44,816	87.5	51,192.90	192	65,648
99 SAFILO	MANUFACTURING	44,602	96.4	46,274.27	938	24,362
100 BRAVOPHONE ADRIA	TRADE	44,559	100.0	44,559.17	1	340,837

Source: Ajpes, public data

You can sign contracts with Slovenian fountain pens

With over 51 years of tradition and innovation, three generations of the Melanšek family have established the Vivapen company, which sells its fountain pens, ballpoint pens, markers, inks and other office equipment in 40 countries and on every continent.

Vivapen, which is one of Europe's leading manufacturers of fountain pens, rollerball pens, ink cartridges and other writing instruments, generates almost 99% of its revenue on markets outside Slovenia, mostly in Germany. It supplies its products to recognised companies such as Pelikan, Faber Castell, Online, Staedtler, Lamy, Stylex, Manuscript and Premec. 'We have developed our own feeder technology for fountain and rollerball pens, which we are constantly refining. Alongside our flexibility and quick response times, this is our competitive advantage, as we believe that our innovation-based delivery system is currently one of the best in the world. It works smoothly even in extremely cold and extremely hot climatic conditions,' says managing director Petra Melanšek.



Foto: Andrej Purg

A good team creates good products

As the company's managing director points out, its staff are largely responsible for creating a competitive company famed for the quality of its products. Their considerable knowledge and experience, along with a passionate interest in tackling development challenges, creates high-quality, innovative products.



Foto: Andrej Purg

'As the managers of the company, we endeavour to put innovation at the heart of our employees' culture. We encourage reflection, development and suggestions, value honesty and sincerity, and respect difference. We would not be successful without an excellent team of colleagues, good business partners, and a large dose of innovation, flexibility and development investment. Whoever aims to be better, faster and more efficient is competing with many others. In our development, we aim to "compete" mainly with ourselves, and to get better and better.'

Development partner for standard and prestige pens

The company offers its customers the same values. As Petra Melanšek points out, to their customers, Vivapen are not only a supplier but also a strategic business partner. Their products are also of interest to companies that sell school and office supplies, as well as those interested in more 'prestige' products. For them, the company offers products with a little more 'added value', such as wooden fountain pens with inlays of precious stones, or

'personalised' pens with tailor-made, laser-cut messages or inscriptions.

Expansion into the markets of Dubai and the UAE

Vivapen's work and development keep pace with all the latest technological trends, which include automation, robotization and digitalization. They are convinced that their innovative solutions mean that their products can catch the eye of any user of a pen, which is why they are turning their attention to new markets. 'We are currently intensively engaged in expanding sales of our products to the UAE market. We were in Dubai, took a look at their needs and desires, and came home convinced that we could meet their expectations in full, in terms of quality and in terms of offering exclusive design solutions. We are forging links with companies there that have shown an interest in working with us,' says Vivapen's managing director, Petra Melanšek.

List of 100 Fastest Growing Companies by Exports in the Period 2012-2016

Source: non-audited and non-consolidated financial accounts of companies for the year 2016

(publicly disclosed at Agency of the Republic of Slovenia for Public Legal Records and Related Services.)

Ranking criteria: growth in exports in the period 2012-2016 for companies with exports above 5 million euros threshold in 2012.

Company's name	Sector	% change in exports (2016/2012)	Exports (000 EUR)	% of foreign sales	No of employees (avg. by hours worked)	Value added per employee (EUR)
1 RENAULT NISSAN SLOVENIJA	TRADE	578.1%	192,996	43.8	107	58,398
2 SCANIA SLOVENIJA	TRADE	388.0%	36,268	43.2	69	109,573
3 ASTELLAS PHARMA	TRADE	313.0%	39,653	80.6	39	133,581
4 MS KLJUČAROVCI	TRADE	278.7%	21,618	70.3	17	43,310
5 SEVEN REFRACTORIES	MANUFACTURING	277.6%	35,201	99.7	51	154,990
6 GOZDNO GOSPODARSTVO BLED	AGRICULTURE	253.7%	36,473	84.4	74	71,006
7 VIP VIRANT	MANUFACTURING	230.7%	31,481	96.8	103	35,863
8 REM	MANUFACTURING	183.6%	21,472	59.8	146	67,924
9 ALIUS	MANUFACTURING	182.4%	16,230	98.3	118	47,622
10 VIPOLL	MANUFACTURING	180.8%	16,632	90.4	114	49,756
11 PRIMAT	MANUFACTURING	171.5%	19,549	94.7	226	32,938
12 INTERBLOCK	MANUFACTURING	169.8%	78,104	96.9	156	247,075
13 DEWESOFT	ICT	164.6%	14,683	95.4	56	128,988
14 MAROVT	MANUFACTURING	161.7%	16,730	94.8	208	40,936
15 SOLCHEM	TRADE	156.4%	13,469	47.7	30	79,993
16 AREX	MANUFACTURING	150.7%	13,941	85.8	91	80,550
17 TITUS LAMA	MANUFACTURING	147.6%	58,848	79.7	406	62,007
18 BAUMULLER DRAVINJA	MANUFACTURING	140.9%	26,638	99.2	187	33,676
19 SOŠKO GOZDNO GOSPODARSTVO	AGRICULTURE	139.9%	12,749	83.7	127	29,698
20 PORSCHE INTER AUTO	TRADE	138.8%	57,496	26.3	315	52,486
21 CABLEX-M	MANUFACTURING	138.2%	47,870	96.1	231	45,017
22 VALIANT	TRADE	136.5%	98,023	97.6	7	221,643
23 BELIMED	MANUFACTURING	136.2%	23,887	95.7	202	40,343
24 INCOM	MANUFACTURING	134.6%	36,535	89.7	218	43,663
25 ELES	ENERGY	131.7%	42,789	27.9	539	137,936
26 COSYLAB	ICT	128.8%	12,019	89.4	83	145,960
27 POČKAJ	MANUFACTURING	128.8%	16,991	99.5	80	56,410
28 GRAFO LIT	TRADE	128.0%	13,057	52.8	22	52,439
29 FOTONA	MANUFACTURING	126.0%	40,281	99.3	233	81,217
30 HOČEVAR	MANUFACTURING	125.6%	17,718	91.6	17	98,161
31 LEDINEK ENGINEERING	MANUFACTURING	125.0%	26,409	98.1	110	51,296
32 RLS	MANUFACTURING	121.5%	13,754	94.1	108	77,113
33 CELJSKE MESNINE	MANUFACTURING	117.4%	11,243	14.6	333	25,588
34 HYUNDAI AVTO TRADE	TRADE	116.1%	27,030	46.8	29	95,156
35 DZS GRAFIK	TRADE	112.8%	16,252	57.0	37	63,059
36 SOGEFI FILTRATION	MANUFACTURING	111.6%	38,473	99.7	189	44,291
37 PIVOVARNA LAŠKO UNION	MANUFACTURING	111.3%	28,354	19.0	664	83,938
38 OMEGA AIR INŽENIRING	MANUFACTURING	109.2%	11,722	68.2	159	45,216
39 ELRAD	MANUFACTURING	108.6%	66,114	88.4	428	47,608
40 REFLEX	CONSTRUCTION	108.2%	13,947	46.9	344	24,812
41 MDM	MANUFACTURING	107.5%	13,487	35.3	83	67,071
42 ISKRA ISD - LIVARNA	MANUFACTURING	106.1%	10,841	88.2	142	35,902
43 MEGALES	TRADE	102.1%	17,581	90.8	44	63,460
44 GOZDNO GOSPODARSTVO NOVO MESTO	AGRICULTURE	100.1%	10,654	47.0	177	32,365
45 TECHNOPLAST	MANUFACTURING	99.0%	14,485	95.6	170	15,976
46 STARKOM	MANUFACTURING	98.3%	63,471	99.2	262	60,938
47 INTERENERGO	ENERGY	98.2%	306,905	82.8	25	204,909

Top Exporters

Company's name	Sector	% change in exports (2016/2012)	Exports (000 EUR)	% of foreign sales	No of employees (avg. by hours worked)	Value added per employee (EUR)
48 STAMPAL SB	MANUFACTURING	97.8%	10,175	85.3	46	78,467
49 ADRIA DOM	MANUFACTURING	96.5%	23,688	95.8	208	40,001
50 ATOTECH SLOVENIJA	MANUFACTURING	95.5%	28,791	91.7	65	77,507
51 VITIVA	MANUFACTURING	95.5%	11,359	95.9	67	61,860
52 TPV	MANUFACTURING	93.9%	67,508	87.4	717	34,723
53 INDUSTRIJA TRANSPORTNIH SREDSTEV IN OPREME	MANUFACTURING	93.8%	13,174	97.4	103	33,777
54 AKRAPOVIČ	MANUFACTURING	93.5%	91,355	98.9	826	56,464
55 CLEANGRAD	MANUFACTURING	92.3%	9,666	97.3	92	37,953
56 KLS LJUBNO	MANUFACTURING	91.8%	39,332	93.7	234	120,109
57 PRESKOK	ICT	91.4%	103,777	99.7	6	510,927
58 DSV TRANSPORT	TRANSPORT	90.0%	18,955	49.1	140	46,187
59 MERCIS	TRADE	89.8%	10,294	80.6	34	65,441
60 STILLES	MANUFACTURING	86.1%	15,047	95.6	199	28,955
61 CABLEX-T	MANUFACTURING	84.8%	26,703	84.3	255	34,227
62 KOLEKTOR	MANUFACTURING	84.4%	16,446	63.5	237	24,554
63 GEOPLIN	ENERGY	83.4%	172,730	55.1	40	180,336
64 LTH CASTINGS	MANUFACTURING	82.8%	229,500	99.5	1,556	60,598
65 HYL A	MANUFACTURING	81.9%	15,084	94.7	42	87,594
66 PETEK TRANSPORT	TRANSPORT	80.6%	11,509	72.6	128	36,730
67 MERCURY PROCESSING SERVICES INTERNATIONAL	ICT	80.3%	9,065	62.6	83	57,979
68 CNC P&K-PUŠNIK	MANUFACTURING	80.1%	18,592	96.0	249	40,260
69 I,H,S,	MANUFACTURING	78.4%	14,847	97.3	97	55,088
70 ADRIA AIRWAYS TEHNIKA	MANUFACTURING	76.7%	15,575	65.8	213	55,156
71 MOBIK TELEKOMUNIKACIJE	ICT	76.5%	61,017	97.3	25	58,286
72 WILLY STADLER	MANUFACTURING	76.4%	14,544	88.0	100	71,654
73 BELEKTRON	ENERGY	75.8%	135,172	79.5	5	-268,615
74 CALCIT	MANUFACTURING	75.1%	56,377	85.3	138	136,900
75 S E P	MANUFACTURING	74.2%	11,932	87.1	141	33,160
76 PIPISTREL	MANUFACTURING	74.1%	14,123	96.4	107	61,271
77 PLASTIKA SKAZA	MANUFACTURING	72.5%	31,332	89.1	188	36,981
78 ŽITO	MANUFACTURING	72.3%	21,229	20.8	834	33,352
79 SILIKO	MANUFACTURING	71.5%	33,739	72.7	266	58,664
80 VIVAPEN	MANUFACTURING	71.3%	8,834	98.1	94	38,659
81 NOVEM CAR	MANUFACTURING	71.0%	80,338	99.9	584	42,179
82 SANDOZ	MANUFACTURING	70.9%	214,514	100.0	573	45,013
83 VARIS	CONSTRUCTION	69.9%	18,762	99.3	214	29,884
84 GMT	TRADE	69.9%	23,137	43.1	102	58,385
85 POLYCOM	MANUFACTURING	68.8%	18,387	73.4	190	46,667
86 GEFCO	TRANSPORT	67.8%	13,607	73.8	21	66,246
87 KOLEKTOR ETRA	MANUFACTURING	67.8%	73,632	85.1	337	82,382
88 PLASTA	MANUFACTURING	67.0%	13,490	59.4	120	65,378
89 MEDIS	TRADE	66.7%	35,652	49.6	113	115,922
90 EHO	MANUFACTURING	66.4%	11,432	77.0	77	55,491
91 TAB	MANUFACTURING	64.7%	221,794	96.5	604	78,169
92 DOMEL	MANUFACTURING	63.8%	107,994	92.5	858	44,625
93 ŠKRLJ KOVINSKA OPREMA	MANUFACTURING	62.9%	15,619	94.7	83	70,818
94 FARMTECH	MANUFACTURING	61.6%	28,206	90.9	253	32,533
95 HC HIDROMONTAŽA	CONSTRUCTION	60.8%	22,559	100.0	21	169,297
96 YASKAWA RISTRO	MANUFACTURING	60.4%	28,074	91.4	134	55,502
97 EM PK	MANUFACTURING	60.3%	9,285	96.6	27	19,733
98 ORODJARNA & INŽENIRING ALBA	MANUFACTURING	59.5%	9,129	96.8	93	43,058
99 SAXONIA - FRANKE	MANUFACTURING	59.4%	11,479	98.9	65	76,857
100 PFEIFER & LANGEN	TRADE	58.1%	12,850	56.7	25	77,289

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BUILDING CONFIDENCE

Argeta, the best-known brand of pâté in the Balkans, now produces two halal variants.



Photo: Droga Kolinska

Increasing Number of Slovene Companies With Halal Certification

The halal products and services industry is currently the fastest-growing sector of the economy in Europe and beyond. Slovene companies offer halal burek, chicken, confectionery and many other products.

Sabina Dizdarević

Most of the demand for halal certificates comes from the food industry.

The largest demand for halal certification comes from the food industry, most often from export-oriented companies, as certification is important not only for sales to the countries of the Middle East but also to specialist food shops in the European Union, explains Fahrudin Smajić from the Halal Institute, which operates under the auspices of the Islamic community in Slovenia and is responsible for issuing halal certificates.

Argeta Pâté Adjusted to Meet the Needs of Each Country Separately

Droga Kolinska has given Argeta, one of the best-known brands of pâté in the Balkan region, its own halal variant. »They are Argeta Ramazanska and

Argeta Harissa Orient, which are aimed at Muslim consumers, and Argeta Posna for our Orthodox customers,« explains the company, which believes Argeta's halal products have great potential and that Middle Eastern markets will prove an interesting challenge.

»The United Arab Emirates are very specific. For us, this will be a strategic market sometime in the near future. We have to complete our market research first, then define the 'typical' customer, their dietary habits, their expectations and the development trend. Only then will we be able to plan our specific sales and marketing steps,« they add. For now, then, they are operating on a smaller scale, on the basis of agreements with individual retailers or importers.

The Middle East represents a continuation of the 'think globally, act locally' strategy, with a decision taken two years ago to ask regional consumers what pâté flavours they preferred. »People opted for a concept that promised a symphony of local tastes. This was extremely successful. Every country got its 'own' Argeta – that is, a product that was only available there.«

Slovene Chicken in the UAE and Qatar

The markets of the Middle East are currently of greatest interest to Slovenia's largest food exporter, Perutnina Ptuj, which also has halal certification. They are constantly looking for new sales markets and currently export to the United Arab Emirates and Qatar, where they are studying the initial sales results. »In the initial phase, doing business in the Middle East

requires persistence when it comes to the protracted process of veterinary compliance, approval of the halal certificate, registration of the products at the competent ministry and negotiations to get the products on the shelves. Once the products have been placed on the market, it is very important to build a relationship with consumers and to gain their trust – something that then has to be carefully and constantly nurtured.«

Žito Are Considering Expanding Their Range of Halal Products

»For products certified halal by an authorised faith organisation, we use halal-certified ingredients, which means that our suppliers must also have halal certification. The process of guaranteeing traceability in production for every halal-certified product means that the certificate can be renewed every year,« explains Aleksander Špiler, Regional Manager for Foreign Markets at Žito, whose product range includes bakery, confectionery and milled products, frozen food, pasta, spices, tea and rice.

Žito have obtained halal certification for all sweets marketed under the Šumi brand. Given the success of the business agreements reached with buyers on Middle Eastern markets, Žito will consider expanding its range of products. As Špiler points out, the economic effects are positive even though the volume of supply is minimal. The company already exports to the UAE, Qatar, Saudi Arabia and Kuwait, and reports that its experiences have been excellent. »We work with very experienced professional buyers from multinational companies, where the rules of the game (entry costs, packaging requirements, permitted ingredients) are clear and payment discipline a given,« says Špiler, who adds that Žito also export to these markets via their strategic partner, Hitschler.

The markets of the Middle East are currently of greatest interest to Slovenia's largest food exporter, Perutnina Ptuj.

Žito has halal certification for all sweets marketed under the Šumi brand.



Photo: Perutnina Ptuj



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Photo: Depositphotos

Pekarna Pečjak has been granted halal certification for its entire production plant.

Burek Made From 100% Beef

Pekarna Pečjak, whose product range includes frozen food, pasta, biscuits, bread and pastry products, are also interested in expanding into the markets of the Middle East. Exports to those markets are currently at the agreement stage, and they have halal certification for their entire production plant in Trzin. »We manufacture one of our key products, meat burek, from 100% beef for the Slovene market as well. Generally speaking, most burek in the country is made from a mix of pork and beef. We decided to do this because of beef's better nutritional profile, but it is also important for the halal standard. If halal products are ordered, we make sure we use beef manufactured according to halal standards,« explains Managing Director Silvester Pečjak.

»Registration is renewed annually. Throughout the year, we make sure that halal production is a feasible part of our business. All our ingredients use water-based (not ethanol-based) flavourings. We also ensure that the enzymes our suppliers use are of microbiological origin,« he adds.

There is also great demand in Slovenia for basic education on halal, says Fahrudin Smajić from the Halal Institute.

Halal Certification in the Slovene Tourist Industry

Interest in halal certification is increasing in Slovenia. As Smajić explains: »This is chiefly because halal is not simply a food-related concept but a whole way of life, so it would include things like hotel services, restaurants, spas, tourist agencies that offer halal packages, cosmetics, and so on. There is also a lot of demand for basic education on halal, which we offer at the Halal Institute.« The institute has the so-called 'Singapore registration', which is the most widely recognised halal certificate in those countries that use it.

Terme Krka is currently the only Slovene spa resort with the certificate. »Terme Krka was granted the halal certificate, which confirms that our hotels are able to prepare food in accordance with Islamic hygiene and food standards, in 2015,« says Andreja Zidarič. She explains that obtaining the certificate was a fairly straightforward process for the spa. »We have all the procedures in place, as required by law, for ensuring food quality and safety, such as HACCP and ISO, so all we had to do was meet the food storage requirements (separate refrigerators) and ensure that our halal food was prepared in separate areas.«

While the number of Muslim guests holidaying at Krka's spa facilities is currently small, with most coming from the United Arab Emirates and Kuwait, they are expecting increased numbers from other countries of the Middle East and the Gulf because of the certificate and the high-quality spa and health facilities.

Halal Conformity Without a Certificate

As mentioned at the outset, the halal industry is currently the fastest-growing industry in Europe and beyond. However, if we look at the non-food industry, Slovenia only has one hotel, one spa resort and two restaurants with the requisite certificate. »This is not enough if we consider the increasing demand for halal services and the number of tourists who visit our wonderful country,« says Smajić.

A number of companies we spoke to are in the process of renewing their certificate, while many of the more prestigious destinations and accommodation facilities offer halal meals and services despite not having certification. One five-star hotel we spoke to had not renewed its halal certificate because they had had to focus on major personnel and other changes, as well as renovation. However, being a past recipient of the certificate meant that they did have enough capacity, and could provide halal meals, along with other halal services, if required. They refitted several rooms some time ago, installing prayer mats, and alcohol-free minibars, and still prepare meals for Muslim guests on separate food-preparation counters.



Photo: Terme Krka



Certificate EXCELLENT SME

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

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

Summary

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

Main results

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

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