

Discover Slovenia

International Edition



**THE FUTURE
BELONGS TO THE WINNERS ...**

December 2020

Economic Co-operation
**Despite Challenging Conditions,
Slovenian Exporters Are Expanding
Their Range of Products and Services**

Innovative Society
**Winning Ideas and Innovations
Are Born in Slovenia**

Energy Transition
**Green Technologies
Still on Track Despite Pandemic**



Complete one place solutions for complex hydraulics, pneumatics and mechanical parts.



Development of hydraulic cylinders and manifolds (R&D)



Supply of mechanical parts, gear boxes and electro motors



Manufacture and supply of hydraulic cylinders, hose assembly's hydraulic power packs



Complete one place solutions for complex plastic parts and assembly since 1979.

IATF 16949:2016
ISO 9001:2015
BUREAU VERITAS
Certification



Automotive industry



Household appliances



Construction, Engineering



Development of technical products



Construction and manufacture of injection molding and die cast tools



Manufacture of technical products made of thermoplastics and thermoplastic elastomers



Manufacture products of 2K combinations



Slovenia – a Potential Beneficiary of CEE Manufacturing Upgrade 13

Medium-Term Growth Prospects Intact



Green. Creative. Smart. 33

Slovenia



Innovative Slovenia 45

Golden National Innovation Awards Go to ... Medical Devices, Sport-related Products, Pharmaceuticals, Foods, Tools, Robotic Cells

Discover Slovenia

International Edition

December 2020

Editorial	
Results That Inspire Optimism for the Future	7
Overview	
Slovenia	8
Top Business Data	
Medium-Term Growth Prospects Intact	
Slovenia – a Potential Beneficiary of CEE Manufacturing Upgrade	13
Economic Co-operation	
Performance of Slovenian Firms Strongly Dependent on European Economy	19
Strategic Partnerships	
Maintaining Existing Contacts and Seeking New Markets – and also New Business Breakthroughs	27
Slovenia	
Green. Creative. Smart.	33
Exporters	
Despite Challenging Conditions, Slovenian Exporters Are Expanding Their Range of Products and Services	37
Innovative Slovenia	
Golden National Innovation Awards Go to ... Medical Devices, Sport-Related Products, Pharmaceuticals, Foods, Tools, Robotic Cells	45
Innovative Society	
Winning Ideas and Innovations are Born in Slovenia	51
Demographics and Qualifications in Slovenia	
Ever-Improving Skills and Qualifications	57
Foreign Direct Investment	
Two Thirds of Inward FDI to Slovenia from EU Companies	62
Foreign Investments in Slovenia	
Record Profit for Firms with Foreign Owners	67
Slovenian Industry	
High Level of Flexibility and Innovation	71
Sport	
Slovenian Wunderkind at the Tour de France	75
Interview	
Confidence and Trust Can Make Miracles	80
Strategic Logistics	
E-Commerce Stimulates Growth of Logistics Companies	89



Published by:
Chamber of Commerce and Industry of Slovenia (CCIS)
Dimičeva 13, SI-1504 Ljubljana, Slovenia

Gospodarska
zbornica
Slovenije
Chamber of Commerce
and Industry of Slovenia

Editor in Chief:
Samo Hribar Milič

Executive Editor:
Ana Vučina Vršnak

Design and Layout:
Samo Grčman

Editorial Board:
Grit Ackermann, Antonija Božič Cerar,
Marko Djinović, Ariana Grobelnik,
Bojan Ivanc, Tomaž Kordiš,
Tajda Pelicon, Petra Prebil Bašin,
Matej Rogelj, Igor Zorko

Editorial Office:
Dimičeva 13, SI-1504 Ljubljana, Slovenia
+386 1 5898 000
revija.ds@gzs.si

Advertising Sales:
Dašis, d.o.o.
gg.trzenje@gzs.si
+386 1 5130 824

Advanced Mobility	
Today's Utopian Idea Will Be Tomorrow's Reality	99
Tourism	
Slovenia Is Developing Sustainable and Responsible Tourism	105
Good Food	
Slovenia's Food Industry Is a Valued Exporter of Food Products	111
Energy Transition – Green Technologies	
Green Technologies Still on Track Despite Pandemic	117
Energy Transition – Green Buildings	
Slovenian Companies' Objective Is a Home that Is Both Green and Smart	125
Healthcare	
Revolutionising e-Prescribing	135
Healthcare	
On a Mission to Simplify Diagnostics and Help Discover Diseases Earlier	136
Digital Transition – Smart Electronics	
Creativity, Innovation and Flexibility Are Crucial	141
Digital Transition – Contemporary IT	
A Number of New Solutions Developed in 2020	151
Special Materials	
Pandemic Hindered Development of New Materials	157
Pharmaceuticals	
Pharmaceutical Companies Among Slovenia's Leading Innovators	167
Security	
Helping Countries Modernise	173
Defence	
A Wide Range of Slovenian Products and Services in the Defence, Security and Protection Sectors	177
Chamber of Commerce and Industry of Slovenia	
The Door of Our Chamber Is Open to You	182
List	
100 Biggest Exporters of Manufacturing Goods	187
50 Fastest-Growing Exporters of Manufacturing Goods and Services	195
Index	200



E-Commerce Stimulates Growth of Logistics Companies 89
Strategic Logistics



Slovenian Companies' Objective Is a Home that Is Both Green and Smart 125
Energy Transition – Green Buildings



Creativity, Innovation and Flexibility Are Crucial 141
Digital Transition – Smart Electronics

Printed by: Present, d. o. o.
Published in: December 2020
Distributed by: Pošta Slovenije

ISSN 13183672

Discover Slovenia is a special edition of Glas Gospodarstva.
Glas Gospodarstva is published by the Chamber of Commerce and Industry of Slovenia, Dimičeva 13, Ljubljana, Slovenia. It is entered into the mass media register held by Slovenia's Ministry of Education, Science and Sport, under the serial number 516.

This magazine is printed on the recycled paper Viprint by VIPAP VIDEM KRŠKO, d. d., which has obtained the FSC® Certificate for the whole range of their paper grades, and the European Ecolabel (flower logo) for some of their products from the product group of copying and graphic paper.
Environmentally-friendly vegetable-based inks were used in printing.
Cover photo: Bettini photo

NEED SOME STYLE INSPIRATION?

UNIQUE PIECES OF FURNITURE

Inspired by the art deco style, they reach absolute perfection with careful details made by master craftsmen. Nouvel Espace is customisable so you can add your personal touch and help us create your own priceless work of art.



Editorial

Results That Inspire Optimism for the Future

In recent years, the Slovenian economy has achieved very good results, of which we can justifiably be proud. Thus, between 2014 and 2019, the average real economic growth was 3.4%, GDP per capita increased to EUR 23,200, the private sector reduced its debt, and the general government surplus was positive for two years in a row. Results that inspire optimism for the future as well. And even if, or precisely because of the Covid-19 epidemic which completely unexpectedly overran the globe in the first months of 2020. It cut into every fibre of our business and private everyday life – confronting most countries in the world with similar problems, but also challenges. Yes, even a crisis can be an opportunity in which the best and most penetrating survive and succeed.

In recent months, countries have taken similar measures, which, in addition to protecting the life and health of their citizens, have been aimed at preserving jobs and supporting liquidity in the economy. The crisis is not over yet, but it is time to direct our gaze to the future. Given the economic indicators of recent years, I am optimistic that bright days will be ahead very soon. There certainly are market opportunities with the need to invest in development – in knowledge, innovation and digitalisation, infrastructural modernization, energy transitions, and public investments towards improving the quality of the environment. But this won't work without everyone rolling up their sleeves and join forces.

In the year 2021, we can expect a rebound in growth and real growth at 5%. Exports are expected to increase by 8%, investments by 10%, and private consumption, a key component of GDP (52%), by 5%.

But our gaze reaches further – our goal to be defined as Slovenia 5.0. We interpret it as a society that will ensure work, social security and environmental sustainability according to highest international standards by using artificial intelligence, industry 4.0, innovation and smart specialisation. I believe that such a society can be reached in an environmentally and socially sustainable way by 2030.

As you can see, Slovenia is an interesting country. So why do business with us? My answer doesn't

waver. Slovenia offers a stable business environment with a well-developed infrastructure and a well-educated workforce – and it is part of the huge European single market. This is something acknowledged by an increasing number of foreign companies setting up business in Slovenia.

Indeed, as part of the EU and closely linked to regional markets at the same time, Slovenia can also be a gateway for third countries interested in entering a consumer market of 450 million people. Investors looking to set up operations at the heart of such a big market will find Slovenia's international commercial contacts and land-sea-air transport system ideal. A transparent and accountable corporate culture as well as international standards being used together with a high level of high work ethics and company loyalty contribute to the easy management of any company established in Slovenia.

Add to this a long and extensive industrial tradition, a well-developed university system, an educated work force fluent in several foreign languages, concern for the environment, motivation and innovation, a high quality of life and a strong social network that ensures formal and informal stability. As you can see, there are several factors contributing to our country's strong performance. To the list of reasons why foreigners should be doing business in Slovenia I must also add the vast amount of business opportunities in various sectors, from the electric and electronic industry, machinery, pharmaceutical and chemical industries, to renewable resources, energy renovations, high-voltage energy connections and broadband networks, as well as ICT, infrastructure and tourism.

A superb geostrategic position at the very heart of Europe, at the crossroads of trade routes linking the East to the West and the North to the South, is one more of our key advantages.

So, I'm sure you could find interesting opportunities for doing business in Slovenia or with Slovenian partners. Take a closer look at our economy and challenge us.



Foto: Zane Modic

The crisis is not over yet, but it is time to direct our gaze to the future. Given the economic indicators of recent years, I am optimistic that bright days will be ahead very soon.

Boštjan Gorjup, President of the Chamber of Commerce and Industry of Slovenia

Overview

Slovenia

Official name: Republic of Slovenia

Capital city: Ljubljana

Government: Parliamentary Republic

State President: Borut Pahor

Prime Minister: Janez Janša

Local government: 212 municipalities, of which 11 have urban status; 12 statistical regions, which are grouped into two cohesion regions – Western and Eastern Slovenia

Area: 20,273 km²

Population: 2,100,126 (1 July 2020)

Location: bordered by Austria, Italy, Hungary and Croatia; excellent connections with all European markets

Currency: Euro

GDP per capita: EUR 23,165 (2019)

Growth in 2019: 3.2 %

Projected growth for 2020: -7.3 %
(Consensus Economics, October 2020)

Time zone: CET (GMT+1), and CEST (GMT+2)
in summer

Official languages: Slovene, together with Italian and Hungarian, respectively in the areas with Italian and Hungarian minorities. ■

Source: Statistical Office of the Republic of Slovenia (SURS)



Photo: Depositphotos

Printed on the recycled paper Viorint, 80 g, by VPPAP VIDEM KRŠKO, d. d.

Official
gateway to
information
on Slovenia.



Photo: Depositphotos



DEWESoft®

MEASUREMENT | CONTROL | MONITORING

Enjoy the best of two worlds. Data acquisition and real-time control front-end in one device.

IOLITE LX

Embedded data acquisition system based on a low power Linux based ARM processor with open architecture being able to act like a standalone data logger, real-time system, and signal conditioning fronted, all at the same time.

IOLITE_r

Standard IOLITE aluminium chassis is compatible and can be mounted in any 19-inch rack cabinet. This is perfect for the test-bed installations. The IOLITE_r chassis height is 4U and can host up to 12 IOLITE I/O modules.

IOLITE_s

IOLITE DAQ system is also available in standalone rugged aluminium chassis compatible with SIRIUS data acquisition instruments. The IOLITE_s chassis provides 8 slots for IOLITE input and output slices to be installed.

Top Business Data

Top Business Linked Data

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

Bojan Ivanc, Chief Economist at Chamber of Commerce and Industry of Slovenia

1st

(out of 190)

Trading Across Borders (DB)

1st

(out of 141)

Macroeconomic stability (WEF)

8th

(out of 190)

Resolving Insolvency (DB)

11th

(out of 163)

Global Peace Index (IEP)

11th

(out of 63)

Prices (IMD)

15th

(out of 27)

Innovation Union Scoreboard (EC)

23rd

(out of 190)

Getting electricity (DB)

26th

(out of 141)

Skills (WEF)

28th

(out of 141)

Innovation capability (WEF)

31st

(out of 63) IMD World Digital Competitiveness Ranking

33rd

(out of 141)

Infrastructure (WEF)

35th

(out of 160) Logistics Performance Index (WB)

Sources: Doing Business (World Bank), IMD - World Competitiveness Rankings, IMD - World Digital Competitiveness Rankings, WEF - The Global World Competitiveness Report, Logistics Performance Index (World Bank), Innovation Union Scoreboard (European Commission)



ROLTEK®



ROLLER SHUTTERS



EXTERIOR BLINDS



TEXTILSCREENS



INSECT SCREENS



GARAGE DOORS

TRENDSETTER FOR SUN PROTECTION AND SAFETY SYSTEMS

ROLTEK is a leading manufacturer of sun protection and safety systems. With the main focus on quality, safety and aesthetic.

Our own innovative solutions

There is no challenge that we are not willing to tackle. We develop larger size sun protection systems to cover the largest areas, shade the most uneven shapes and meet the most unusual demands.

Advanced technology and comfort

We are amongst the pioneers in the implementation of intelligent sun protection systems. Remote-controlled and precisely controllable sun protection systems, are an indispensable part of an intelligent house of the future. We are proud of our technical knowledge and expertise. That's why our products are more durable and our technical support at its highest level.

Passion for perfection

We give a five-year warranty on our products because we believe in them and know how carefully they are produced. With the unique choice of materials and stronger construction, our solutions are lifelong and ideal for you who want to live safely and carefree.

FerroECOBlast®
EUROPE

**LET'S
HAVE A
BLAST!**

www.ferroecoblast.com

For the past **55 years**, we've been developing and **building** the
most advanced and **environmentally friendly**
surface treatment **machines**, satisfying the needs of
the most demanding global companies.

Air **blasting** / **Wet** blasting / Shot **peening** / **Enameling** and **coating** solutions
Dry ice & dry snow **cleaning** / **3D print** post processing

FerroČrtalič d.o.o. | Sela 47 | 8350 Dolenjske Toplice | Slovenia, EU | sales@ferrocrtalic.com | +386 7 384 51 00



Photo: Depositphotos

Medium-Term Growth Prospects Intact

Slovenia – a Potential Beneficiary of CEE Manufacturing Upgrade

The pandemic increased the relevance of local and regional value chains in manufacturing, and Slovenia could benefit from this

Bojan Ivanc, Chief Economist at the Chamber of Commerce and Industry of Slovenia

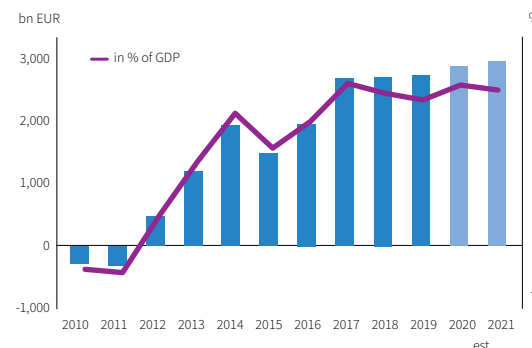
Slovenia's Fall in GDP at 7% in 2020

The Slovenian economy has been growing over the last seven years, although this was interrupted by the sudden outbreak of the COVID-19 pandemic, which has caused a recession in all major world economies, with the exception of China. Slovenia took similar containment measures as other EU countries, which also had similar economic effects.

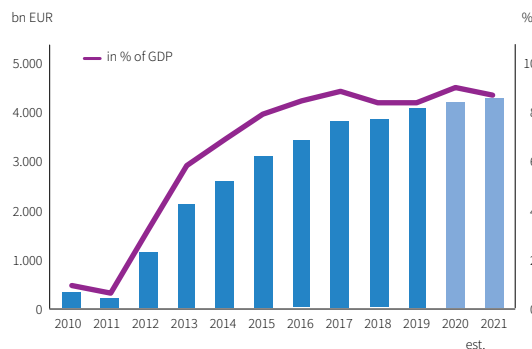
According to the Slovenian Chamber of Commerce and Industry's Analytics Department, Slovenia will experience a fall in GDP for 2020 of between 6.5 and 7%, which is a smaller decrease than in some major EU-27 economies, but above that forecast for the smaller Baltic states. Lockdown measures were particularly stringent in March and April 2020, whereas in Q4 2020 (the second wave of infection) the stringency index increased far less than in the spring. The

quarterly decline in GDP was therefore the highest in Q2 2020, at 13 %.

Current account balance

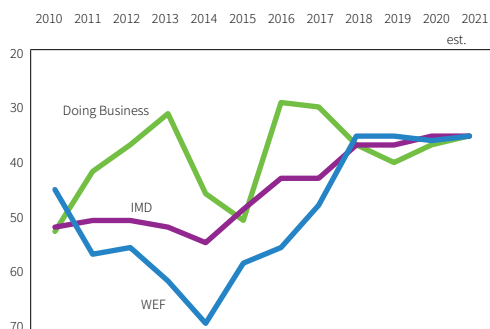


A rebound in GDP of 5% expected for 2021

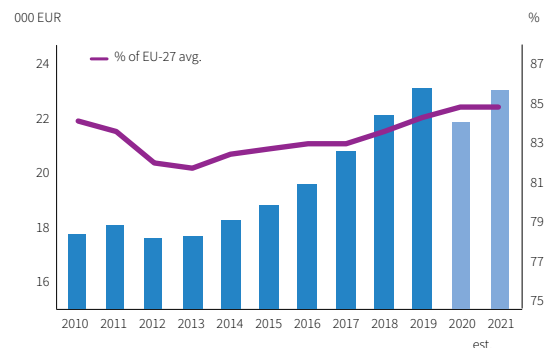
Trade balance, goods and services**The EC and ECB managed the pandemic better than any of the previous crises**

To alleviate the negative consequences of the pandemic, comprehensive packages of measures have been adopted at the level of countries and by the ECB and European Commission to help businesses and citizens bridge liquidity problems due to loss of income and to support a rebound of economic activity. Although they have not been able to prevent the decline in economic activity, they have had a significant impact on its scale and are essential for a restart of activity. We estimate that GDP is expected to decline in 2020 by 3 percentage points less than if the support measures had not been implemented. In addition, a very important aspect of recovery has been protected: the job market. Only about 11,000 jobs were lost, mainly in April and May 2020, when the supporting mechanism for retention of employment had not yet been implemented. The ILO unemployment rate will therefore increase by 1 percentage point (from 4.5% in 2019 to 5.5% in 2020), which is quite a small increase in unemployment compared to the actual decrease in economic activity. In addition to this, several one-off measures helped to increase the average wage by about 3.7%, so the negative effect of the pandemic on household budgets was largely limited. One-off social payments to pensioners, students and other vulnerable individuals helped to alleviate the problems among these groups too.

Labour productivity expected to rebound by 5% in 2021 after a 4.5% fall in 2020

Ranking**Supporting measure for the economy are extensive**

With regard to the private sector, the government offered companies in affected sectors the support of furlough schemes as well as postponement of payments of taxes, social contributions and banking loans. A guarantee for the insurance of receivables was also granted to receivables from EU-26 countries. A banking scheme for new loans was implemented that offered commercial banks 80 and 90% of the state guarantee through SID banka (the national development bank). The latter, together with the Slovenian Entrepreneur Fund, offered loans on favourable terms to SMEs and other companies which were affected by the pandemic. All these measures had positive effects on the economy during the lockdown, and will be removed when the economic situation in the EU improves. It is very important to stress that the fiscal rule will not be applied in 2020 and 2021, as confirmed by messages from the European Commission, and that new government bonds are issued at extremely favourable terms (low interest rates) even at longer maturities (over 30 years). Liquidity on the bond market is therefore extremely high, also due to measures taken by the ECB.

GDP per capita**GDP expected to rebound in 2021**

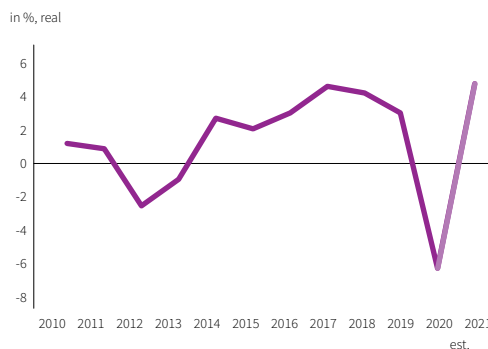
Our base case scenario for 2021 is a growth in GDP of about 5%, which will be driven by an uptick by household consumption (+5%), investments (+10%) and exports of goods and services (+8%). The current account surplus should stay high, at above 6% of GDP, but lower than in 2020, due to the greater increase in imports, which will be driven by more investment and household consumption. Industrial production should increase by 5%, and the value of construction works by 8%. The residential real estate market is expected to stay strong, due to the low addition of new units in past year and continued high demand. In contrast, the commercial real estate market is expected to stay muted. The rents of service providers are likely to decrease marginally, whereas we do not expect a negative effect for retail or for business premises. The outlook for modern warehouses is expected to stay positive.

Labour market and productivity outlook for 2021

After deteriorating in 2020, labour market conditions are expected to stabilise by 2021. The adoption of intervention measures to preserve jobs and their extension have significantly mitigated the deterioration in labour market conditions. Assuming a gradual recovery of the economy, labour market conditions will marginally improve over the next year, mainly due to additional employment in the service part of the economy. On the other hand, the removal of support measures may reduce the incentive of companies to keep people on the payroll if demand for their products and services does not improve much. Overall, any addition to the overall employment is going to be gradual, at about 3,000 net new employees added to the total headcount.

Effects of the pandemic effect on regional value chains

The coronavirus crisis has also brought some new opportunities to Slovenia. The shortening of global value chains, i.e. a shift to suppliers in closer geographical proximity, which in fact already started before the pandemic, presents an opportunity for higher economic growth in Slovenia in the medium

GDP growth

term, as the country could attract investment from Western Europe, given its well-developed infrastructure, high-quality workforce and EU/OECD/NATO membership. The extraordinary financial package (the New Generation EU) agreed in July 2020 and, over the medium term, the new multi-annual financial framework also provide an opportunity to address development challenges. These include, in particular, strengthening support for research and development, innovation and digital transformation to enhance productivity; green transformation with the transition

The surveyed unemployment rate (ILO) is forecast remain at about 5.5%



Seeking *freedom* and adventure?



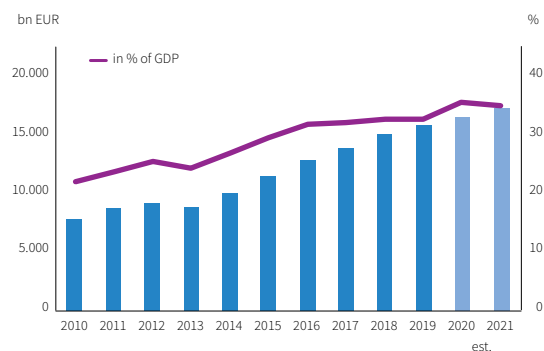
Meet the new generation from Adria.

Inspired new design Matrix and Coral motorhomes and Adora caravans. Distinctive new exterior design and Adria signature features. Feel at home in new contemporary living spaces, elegant interiors with inspired new kitchen, bathroom, bedroom and storage solutions. Available in a wide choice of layouts. **Adria. Inspiration for your adventures.**

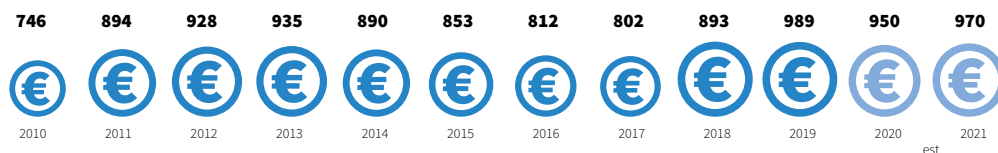
**A positive outlook
for the construction
sector due to
additional EU funds
and some legislative
changes**

to more sustainable economic development; and systemic adjustments to social protection systems, which are for the most part dictated by demographic trends. In the initial stages of preparations for the absorption of EU funds, which are already underway, the choice of the main objectives will be crucial to avoid excessive fragmentation of funds, which has previously hampered their efficient use. In subsequent phases, the coordination of these processes will be crucial for successful implementation of the agreed objectives, and for effective support of an economic recovery. ■

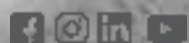
Inward FDI stock



R&D expenditure (m EUR)

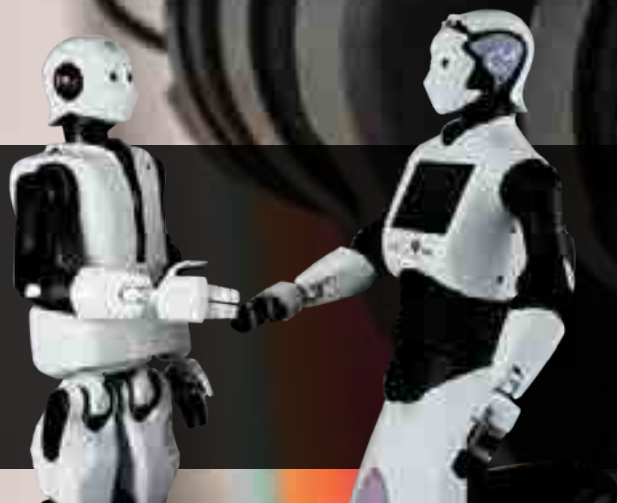


Sources: Eurostat, Bank of Slovenia, Statistical Office of RS, IMAD, forecasts: Analytics at CCIS, November 2020



www.sevenrefractories.com

TECHNOLOGY
AHEAD



Compact and reliable encoder solutions for robots

PAL Robotics' REEM-C humanoid robot with installed AksIM™ absolute rotary encoder with integrated self-calibration function in the wrist, elbow and knee joints.

AksIM™ absolute rotary encoder

- Resolution up to 20 bits
- High speed operation
- Accuracy up to $\pm 0.1^\circ$

www.rls.si/aksim-2



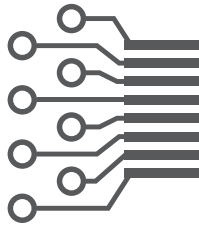
Orbis™ absolute rotary encoder

- Resolution up to 14 bits
- Wide installation tolerance
- Low profile and non-contact operation

www.rls.si/orbis



RLS has been developing and producing magnetic encoder solutions for more than 30 years. Our products are characterised by high accuracy and insensitivity to external factors and are therefore integrated into advanced motion control systems in medicine, robotics and electric vehicles.

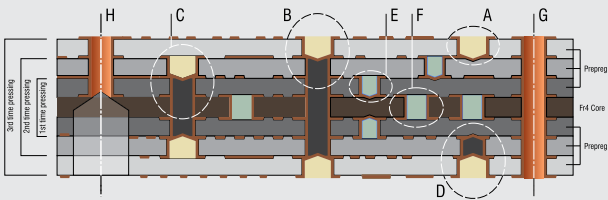


We believe in electronics.

This is why we survived - even in Corona times.

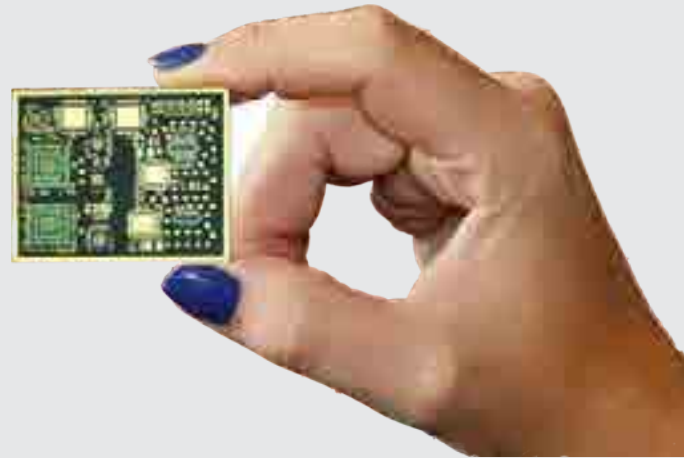
And this is why we can make your next generation HDI PCB design possible.

With our know-how, flexibility, productivity and investments in development we strive to become the European market leader specializing in the production of prototypical HDI and multi-layered printed circuit boards.



HDI/SBU Technology

- | | |
|---|--|
| A - capped via by IPC4761 Typ VII | E - inside microvia - blind |
| B - stacked via over trough hole | F - buried via |
| C - stacked via over inside trough hole | G - trough hole |
| D - stacked via over microvia | H - backdrilled hole with a controlled depth |



Let us tell you a few words about company. Out of 100 PCB manufacturers in Europe, we are one of only very few that can deliver this level of performance fast, reliable and economical. Clients who turn to us for help with next generation 5G products are multinational technology conglomerates with billions in turnover.

So what is our point of view on 5G technology?

It's called INTEC 5G, a 3-stage program for PROTOTYPING, MARKET ENTRY and SCALE UP of circuit boards for new products. We take your design, improve and optimize layout, suggest materials selection and architecture, increasing reliability and function. Then build the improved design in a 200 step process. All this in under 2 weeks.



Intectiv d.o.o., Ljubljanska c. 24a, 4000 Kranj, Slovenia, EU
+386 4 2808 635, info@intectiv.si, www.intectiv.si

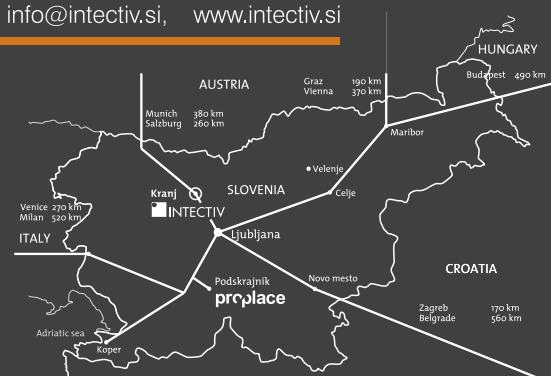
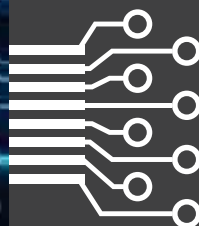




Photo: Depositphotos

Economic Co-operation

Performance of Slovenian Firms Strongly Dependent on European Economy

In 2019 Slovenia Records Highest Merchandise Trade Since Independence, Before Being Slowed by Coronavirus in 2020.

Darja Močnik, Analytical Department, Chamber of Commerce and Industry of Slovenia

Slovenia is strongly dependent on European markets, particularly Germany, France and neighbouring countries, and it therefore needs to consider forging more intensive economic links with Africa and Asia, but this has been slightly derailed by coronavirus. There is a rising tendency for firms to put shorter chains in place, and they are refocusing in Europe. By diversifying their markets, forging links, establishing joint ventures and engaging in other forms of cooperation, firms would be able to reduce their risks and their dependence on the EU.

Slovenia's trade has continued to grow, and in 2019 was at its highest since independence (according to Bank of Slovenia figures). Imports of merchandise and services were up 4.1% on the previous year, while exports were up 4.2%. Imports amounted to EUR 36.4 billion in 2019, and exports to EUR 40.6 billion. Imports were made by 46,313 firms in Slovenia in 2019, and exports by 26,589. The coronavirus epidemic sharply reduced international trade during the lockdown in

2020. Imports over the first eight months of the year were thus down 15%, while exports were down 13%. The trade surplus amounted to EUR 4.1 billion in 2019 (up from EUR 3.9 billion in 2018), and to EUR 2.9 billion over the first eight months of this year.

Merchandise Trade Strengthened by 3.9% in 2019

Slovenia's merchandise imports in 2019 were up EUR 30.7 billion or 3.9% on 2018, while its merchandise exports were up EUR 32 billion or 3.9%. It generated

a total merchandise trade surplus of EUR 1.3 billion in 2019, recording surpluses with the EU27 and with non-EU countries alike. The restrictions in international trade and the partial shutdown in numerous economic sectors had a major impact on merchandise trade. Slovenia's merchandise imports over the first eight months of 2020 were thus down 14.6%, and its merchandise exports were down by 11.1%, but the merchandise trade surplus was 68% larger than in the same period of 2019.

Slovenia does 90.5% of its trade with Europe.

Exports of goods and services up 40.2% in 2019.

Exports of goods and services in the first eight months of 2020 down 13%.

There is a rising tendency for firms to put shorter chains in place, and they are refocusing in Europe.

Slovenia's services trade, 2019

	Balance of trade in services (exports minus imports), EUR million	Total trade (exports plus imports), EUR million	Share of total services exports, %	Share of total services imports, %
Total	2,785.5	14,310.0	100	100
Europe	2,554.9	13,154.8	91.9	92.0
EU27	2,325.1	10,936	77.6	74.7
EFTA	253.9	738	5.8	4.2
Other European countries	-24.1	1,481	8.5	13.1
Asia	129.1	5,201	3.8	3.4
Africa	6.4	478	0.3	0.4
Americas	118.0	384	2.9	2.3
Oceania	22.3	32.1	0.3	0.1

Source: Bank of Slovenia

The coronavirus epidemic sharply reduced international trade during the lockdown in 2020. Imports over the first eight months of the year were thus down 15%, while exports were down 13%.

The most important products last year in terms of total merchandise exports were road vehicles, medical and pharmaceutical products, and electrical machinery and appliances. The most important products in terms of total merchandise imports were road vehicles, and medical and pharmaceutical products, followed by oil and refined petroleum products.

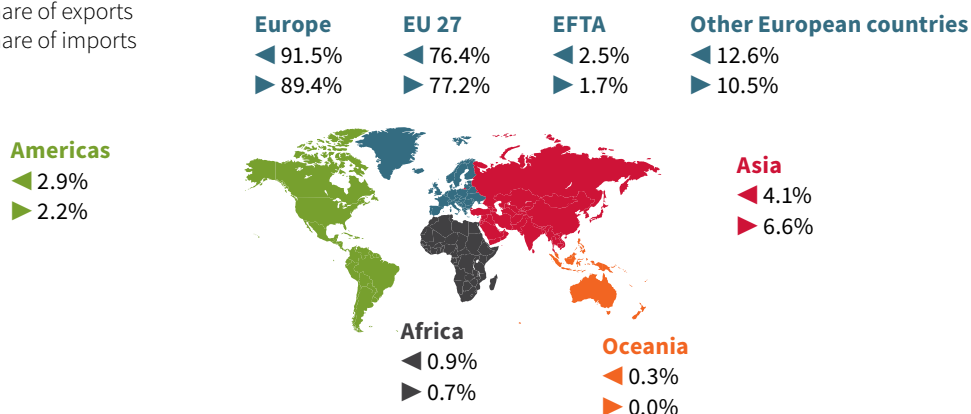
Services Trade Strengthened by 5.4% in 2019

Slovenia's services imports amounted to EUR 5.8 billion in 2019, and its exports to EUR 8.5 billion. Its imports of services were up 5.2% in nominal terms in 2019, while exports of services were up 5.5%. Services accounted for 15.8% of total imports (merchandise and services), and for 21.1% of total exports. Imports of services over the first eight months of 2020 were down 17.1%, while exports were down 20.3%.

Slovenia's services exports increased by 5.5% in 2019, of which the largest component was travel services (32.2% of the total), which consist of spending by foreign visitors in Slovenia. This was followed by transport services (29.3%), construction services (6.9%), telecommunications and computer services (7.4%) and other business services (16.9%). Services imports increased by 5.2% in 2019. Aggregate services exports over the first eight months of 2020 were down 20.3%, as exports of travel services (foreign visitors in Slovenia) halved and exports of transport services declined by 11.5%. Services imports over the same period were down 17.1% (as imports of travel services declined by 53%).

Breakdown of Slovenia's trade by continent

◀ Share of exports
▶ Share of imports



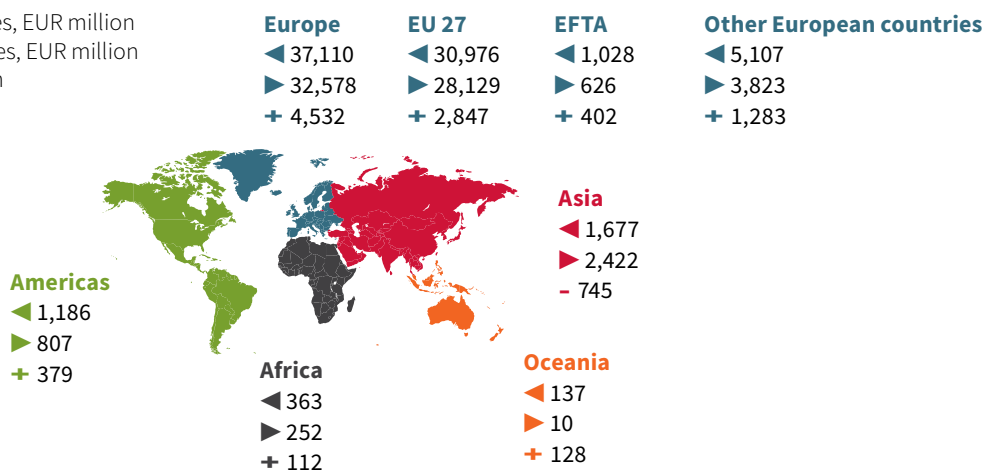
Source: Bank of Slovenia

Slovenia's global trade, 2019

- ◀ Exports of goods and services, EUR million
▶ Imports of goods and services, EUR million
+/- Trade surplus, EUR million

Total

◀ 40,561
▶ 36,444
+ 4,117



Source: Bank of Slovenia

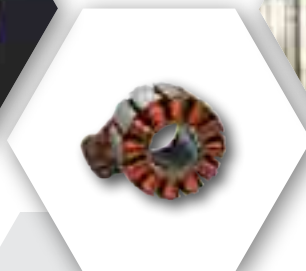
Breakdown of Slovenia's Trade by Continent

Slovenia has a markedly export-oriented economy, which means that it is highly exposed to the situation in the international environment. Europe, comprising the EU27, EFTA and other European countries, is Slovenia's most important economic partner,

accounting for 90.5% of its trade in goods and services. The EU27 account for 76.8% of the total, EFTA for 2.1% and other European countries for 11.6%. Next comes Asia, which accounts for 5.3% of Slovenia's trade. This is followed by the Americas with 2.6%, Africa with 0.8%, and Oceania with 0.2%.

DOMeL

The right partner for E-mobility



Our products are reliable and offer high efficiency and low noise.

Domel is a leading global developer and supplier of brushless and universal motors. You can find us in premium segments of battery powered appliances, automotive and other commercial and industrial applications. Domel products are the result of our own in-house development and technology.

Europe is Slovenia's Most Important Trading Partner

For reasons of proximity and integration, Slovenia is most strongly embedded in international trade flows with Europe, where it exported merchandise worth EUR 29.3 billion (91.4% of its total exports) in 2019, and from which it imported merchandise worth EUR 27.3 billion (88.9% of the total). In its total merchandise trade with Europe in the amount of EUR 56.5 billion in 2019, Slovenia generated a surplus of EUR 1.3 billion (compared with EUR 1.9 billion in 2018). Its merchandise imports from Europe were up 4.8% in 2019, while its merchandise exports were up 4.6%. Slovenia's imports from European countries over the first eight months of 2020 were down 15.6%, while its exports were down 11.9%, as a result of the temporary decline in demand and output caused by Covid-19.

Germany, Italy and Austria are the Most Important Trading Partners in the EU27

The EU27 accounted for 77.6% of Slovenia's total merchandise imports in 2019, and 76% of its total merchandise exports. Slovenia's merchandise trade with the EU27 grew by 3.2% on the import side and 3.8% on the export side in 2019. Its aggregate merchandise trade with the EU27 was up EUR 1.6 billion or 3.5% on 2018. In value terms the largest increases over this period were recorded by trade with Croatia (EUR 432 million), Greece (EUR 233 million) and Hungary (EUR 132 million), while the largest declines were in trade with the Czech Republic and Sweden (EUR 6 million each). Slovenia recorded a trade surplus of EUR 522 million in 2019 (compared with EUR 380 million in 2018). It ran substantial surpluses with Croatia, Germany and France, and substantial deficits with Austria, Italy and the Netherlands.

The years of expansion have come to an end in 2020, when merchandise imports from the EU27 have declined by 15.5% and merchandise exports by 13%. Aggregate merchandise trade with the EU27 has declined by EUR 4.6 billion or 14.2%. In value terms the largest declines over the first eight months of 2020 compared with the same period last year were recorded with Italy (by EUR 1.3 billion), Germany (EUR 927 million), Austria (EUR 471 million) and France (EUR 355 million).

The performance of the Slovenian economy depends above all on the four EU countries to which it exports almost half of the merchandise that it sells abroad: Germany (which accounts for 18.9% of total merchandise exports), Italy (11.6%), Croatia (8.6%) and Austria (6.8%). Slovenia's largest imports were from Germany (16.1% of total merchandise imports), followed by Italy (14%), Austria (10%) and Croatia (5%).

Europe Accounts for just over 92% of Slovenia's Services Imports and Exports

In the continental breakdown, Europe accounts for by far the largest share of Slovenian firms' services

exports (92% of the total), of which the majority went to the EU27 (77.6% of the total), followed by EFTA (5.8%) and other European Union countries (8.5%). Next in the continental breakdown comes Asia (3.8%), followed by the Americas (2.9%), Oceania (0.3%) and Africa (0.3%).

The figures for trade in services are similar on the import side: Europe accounts for 92% of Slovenia's services imports, which is broken down into 74.7% with the EU27, 4.2% with EFTA and 13.1% with other European countries. This is followed by Asia (3.4%), the Americas (2.3%), Africa (0.4%) and Oceania (0.1%).

The top three EU countries together accounted for 45.4% of Slovenia's total services exports in 2019 (Germany for 17.6%, Austria for 14.7% and Italy for 13.1%), which is indicative of the very high dependence on these markets. The top three EU countries accounted for 39.1% of Slovenia's total services imports in 2019 (Croatia for 16.7%, Austria for 11.5% and Germany for 10.9%).

Slovenia's exports of services to Europe increased by 5.3% in 2019. The largest component was travel services (32.2% of the total), which consist of spending by foreign visitors in Slovenia holidaying on the coast and at other tourist destinations. This was followed by transport services (29.5%), construction services (7.3%), telecommunications and computer services (6.8%) and other business services (17.0%). Slovenia's services imports increased by 4.7% in 2019. Services trade was even more vulnerable in 2020, as tourism fell dramatically, and imports and exports of construction services declined. Import of services from Europe over the first eight months of 2020 were down 17.5%, while exports to Europe were down 19.9%.

Changes in Slovenia's global services trade

	Change 2018 to 2019, %	
	exports	imports
Total	5.5	5.2
Europe	5.3	4.7
EU27	6.0	4.6
EFTA	2.3	6.4
Other European countries	0.9	5.2
Asia	2.6	32.5
Africa	24.4	11.0
Americas	14.8	-22.0
Oceania	4.2	10.0

Source: Bank of Slovenia

Switzerland by Far the Most Important EFTA Trading Partner

EFTA accounted for 1.5% of Slovenia's merchandise trade in 2019, in the amount of EUR 916 million. The bulk of this was with Switzerland (EUR 780 million), followed by Norway (EUR 119 million). Slovenia recorded a surplus of EUR 148 million with EFTA countries in 2019 (exports of EUR 532 million and

imports of EUR 384 million). Slovenia's imports from EFTA countries in 2019 were up 29.3% on 2018, while its exports were up 7.6%. The substantial increase in trade (both imports and exports) between Slovenia and Switzerland was driven by pharmaceutical products.

Five Other European Countries with Trade of more than EUR 1 Billion

Trade with other European countries, primarily former Yugoslav republics, is made easier by the shared history and existing business contacts, the mutual knowledge of local languages and business practices, and brand recognition. Slovenia's merchandise trade with other European countries amounted to EUR 7.4 billion in 2019, up 12.1% on 2018. Other European countries accounted for 11.9% of Slovenia's total merchandise trade. Imports from other European countries were up 16.3% in 2019, while exports were up 9.3%. Other European countries accounted for 10% of Slovenia's total merchandise imports, and 13.7% of its total merchandise exports.

Its largest trade within this grouping in 2019 was with Serbia (EUR 1.5 billion), Russia, Turkey, Bosnia and Herzegovina, and the UK (EUR 1.1 billion).

Imports from other European countries over the first eight months of 2020 were down 16%, while exports were down 7.4%, as aggregate trade declined by 10.9%. Trade with the UK, Russia, and Bosnia and Herzegovina declined most in value terms over this period.

Asia is Slovenia's Second Most Important Trading Partner

Asia is the second most important continent for Slovenia in terms of merchandise trade, accounting for 7.3% of its total merchandise imports and 4.3% of its total merchandise exports. Slovenia posted a deficit of EUR 875 million in its trade with Asia in 2019, as its merchandise trade amounted to EUR 3.6 billion. Merchandise exports to Asia were down 7.5% in 2019, but imports were up 5.7%.

The coronavirus crisis hit imports from Asia. Exports to Asia over the first eight months of 2020 were up 2.2%, while imports were down 2.1%, as aggregate trade declined by 0.6%.

www.krka.biz

OUR KNOWLEDGE FOR YOUR HEALTH.

We carefully plan and manage production processes from an active ingredient to a finished product. This is how we guarantee product quality, safety and efficacy.

- Extensive research and development activities for every product
- Clinically-tested medicines
- High international pharmaceutical production standards



Living a healthy life.



Importance of the Americas on Account of Cultural Links with Europe

The Americas is the third most important continent for Slovenia in terms of merchandise trade, accounting for 2.2% of its total merchandise imports and 2.9% of its total merchandise exports. Slovenia ran a surplus of EUR 261.3 million in its trade with the Americas in 2019 (compared with EUR 39.8 million in 2018), on merchandise trade amounting to EUR 2 billion (EUR 1.8 billion in 2018), or 2.6% of its total merchandise trade. The Americas is important to Slovenia because of its cultural links with Europe, its global political importance and, in the case of Mexico, its great economic potential. Imports from the Americas declined by 22.4% in 2019, while exports increased by 3%. The first eight months of 2020 again saw a large decline in merchandise imports from the Americas in the amount of 26.2%, while exports to the Americas were down 5.8%. Merchandise trade between Slovenia and the Americas over the first eight months of the year was down EUR 156 million or 14.5%, the USA accounting for EUR 124 million of the decline.

Africa of Minor Importance

Africa is the fourth most important continent to Slovenia in terms of merchandise trade, accounting for 0.8% of its total merchandise imports and 1% of its exports. Slovenia generated a surplus of EUR 105 million in its trade with Africa in 2019 (compared with EUR 73.6 million in 2018), as aggregate merchandise trade amounted to EUR 615 million. The main challenge on the African continent is the search for new markets; there is also a great deal of humanitarian cooperation.

Oceania is an interesting market for the Slovenian economy: exports are primarily in sectors with a differentiated range of products (importance of design and continuous introduction of improvements). That said, it is one of the least important regions for the Slovenian economy on account of its minor economic weight and, above all, its distance from Europe. Oceania accounts for 0.02% of Slovenia's total merchandise imports, and 0.3% of its merchandise exports. Slovenia generated a surplus of EUR 105 million in its trade with Oceania in 2019 (compared with EUR 129 million in 2018), as aggregate merchandise trade amounted to EUR 147 million. ■



Discover ebm-papst in household appliances.

discover.ebmpapst.com/household_appliances

Did you know that up to 20 products from ebm-papst can be hidden in one single home? Whether in the dishwasher, oven hood or refrigerator, our fans and small motors can handle any "household chore" reliably, quietly, and in an energy-saving manner.

You can't see it. But you can feel it!

ebm papst

The engineer's choice

MOBILE HOMES



MOBILE TENTS



MODULAR HOMES



FLOATING HOMES



Adria is a pioneer in the development of camping villages with high value added accommodation, offering distinctive and unique holiday experiences to customers. Our solution 'one stop shop' approach means we can apply our intelligent design and world class manufacturing to deliver new concepts in camping. Working together with tour operators, camps and resorts we offer unique full service, from standardized and custom accommodation units to after sales warranty and service. We are upgrading camping business in order for your success.

Adria Home Ltd.

Kanižarica 41 • SI-8340 Črnomelj • Slovenia

Tel: +386 (0) 7 35 69 100

Email: info@adria-mobilehome.com

www.adria-mobilehome.com | www.adria-holidays.net

#AdriaHome
#AdriaGlamping



Interservice d.o.o. Koper, a logistics company with more than 25 years of experience, holds an AEO Certificate, an AAA credit-worthiness certificate and a certificate for the import of organic products. We provide all types of transport and are an experi-

enced team of professionals in the areas of import/export, customs brokerage, tax representation, transshipment of all types of goods, issuing of all documents required for customs clearance, arranging transport and other related forwarding activities.

We provide the **best rates and most professional services.**



Air transport



Maritime transport



Transport
of fragile goods

INTERSERVICE KOPER



Import/export



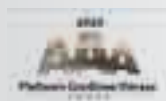
Land transport
organisation



Transshipment of all
types of goods



www.interservice.si



MAIN OFFICE: Maritime/land dispatch:
+ 386 (0)5 66 33 033 info@interservice.si

BRNIK OFFICE: Air shipments
+386 (0) 4 20 17 711 brnik@interservice.si



Photo: Depositphotos

Strategic Partnerships

Maintaining Existing Contacts and Seeking New Markets – and also New Business Breakthroughs

Even during the coronavirus epidemic Slovenian firms maintain contact and business with existing foreign partners, though they are also looking towards new markets (employing new business models). The foreign ministry believes that markets offering opportunities are those where measures are employed to attempt to diversify and decentralise exports: India, Japan, South Korea, Russia, Ukraine, sub-Saharan Africa.

Ana Vučina Vršnak

The Slovenian Ministry of Foreign Affairs assured that economic diplomacy aimed at resolving companies' potential problems and in a broader sense when providing services for Slovenian firms on foreign markets is proceeding smoothly. Support for the Slovenian export sector at home and at diplomatic and consular posts abroad remains in place; economic consultants continue to post business innovations on foreign markets and current business opportunities on the Izvozno Okno (Export Window) portal.

Slovenia's major trading partners remain Germany, Italy, Austria, Croatia, France and Switzerland.

Shorter Reaction Time

The foreign ministry emphasised the following: "We find that the circumstances related to the coronavirus crisis or the epidemiological situation

in individual countries have significantly changed how companies communicate with foreign partners." It added that contemporary communication technology enables shorter reaction time, quicker agreements, and ultimately also costs savings on travel. They are well aware of the deficiencies of such communication, which are, unfortunately, linked to a lack of personal contact, i.e. live, face-to-face chats.

While people in charge had to adjust their work and, for example, postpone many business delegations due to the global health situation, support for the Slovenian export sector continues via a series of on-line business events at home and abroad, with companies also preparing for the adjusted challenges in 2021.

Contemporary communication technology enables shorter reaction time and quicker agreements, and ultimately also costs savings for travels.

The following objectives will be pushed to the forefront: regionalisation, narrowing value chains to regions, common economic areas, high value added.

Close Neighbours and the Rest of the World

Slovenia's major trading partners remain Germany, Italy, Austria, Croatia, France and Switzerland. The main reasons for this result are a common EU market, similar trading characteristics and geographic vicinity. The foreign ministry explains: "It should be noted that the economies of all these countries are closely linked. Slovenia mostly exports industrial goods to these countries, particularly motor vehicles, machinery, electrical equipment and also equipment from the energy and pharmaceutical sectors. These are also the countries where most investors in Slovenia come from."

Outside Europe, Slovenia's most important trading partners include the USA and Canada in North America, and China, South Korea and Japan in Asia. Brazil and Argentina are the most important countries from South America.

As indicated by the ministry, the priority markets pushed to the forefront include, in particular: the DACH region (Germany, Austria, Switzerland), Italy, France, the Visegrad Group (Poland, Czech Republic, Slovakia, Hungary), Croatia, other EU Member States, as well as Bosnia and Herzegovina, Serbia, North Macedonia, Montenegro, the USA and China.

Markets of opportunities are those where measures are employed to try to diversify and decentralise exports: India, Japan, South Korea, Russia, Ukraine, sub-Saharan Africa.

Slovenian companies maintain contact and business with foreign partners and are focusing even more on making new business breakthroughs.

Priority Areas for 2020/2021

One of the key priorities of the Ministry of Foreign Affairs remains economic diplomacy. "It is important that this diplomacy is strengthened in all forms. On one hand by opening our economy's door to the rest of the world, and on the other by encouraging foreign direct investments and partnerships with these investors that bring quality and permanent positions to Slovenia. We need to recognise that foreign investments do not only create new jobs and lower unemployment but also contribute new knowledge, new technologies, and additional budgetary revenues, strengthen supply networks, and facilitate more balanced regional development."

One of the main tasks of foreign representative offices is to provide assistance to Slovenian firms, with special focus centred on digitalisation, green mobility, start-ups, and science- and technology-oriented companies.

Strategic Thinking is Required

The foreign ministry continues: "In the coming years we will have to apply a targeted approach in key markets, observe the epidemiological picture, the vicinity, accessibility and sectoral resilience to the epidemic (pharmacy, ICT, etc.). We will have to balance Slovenia's external image with a supportive domestic business and investment environment (predictability and stability, tax relief for investors, incentives for

Outside Europe the most important countries for Slovenia include: the US and Canada, China, South Korea and Japan, and Brazil and Argentina.

Great Potential for Niche Products and Technology



Dušan Olaj, the founder of Duol, which today is a globally established company engaged in the design, production and assembly of inflatable halls, and also a recipient of an award presented by the Chamber of Commerce and Industry of Slovenia (CCIS) for outstanding business achievements in 2018, assessed the current situation in terms of international cooperation as regards what changes the coronavirus has brought.

Olaj states: "It is evident that the tempo of cooperation has slowed down considerably or has stopped completely with some states, mostly with states that the coronavirus has affected significantly. It is clear that physical contact is practically non-existent, and this cannot be substituted by video conferences or telephone conversations." He believes that the coronavirus has caused or will cause communication channels to change dramatically in the future in favour of virtual communications. The businessman adds: "The coronavirus has certainly not changed needs or demand. These have merely subsided temporarily but we expect them to recover completely within one to two years."

Duol invested significant sums in software and hardware for virtual communications and video conference connections. Olaj explains: "Webinars with our customers have become part of our daily routine. We find that this has many advantages, as we can provide our customers in real time with all the marketing, technical and commercial information they require in one place." Considering that they operate on more than 60 markets globally, they have interest in all countries, with installation and assembly being especially challenging due to the restrictions applied on travel. However, they now have also 'invented' the option of video support for installations. Olaj believes that corona can also be 'a very positive experience for business optimisation'.

According to the CCIS award winner, Mr Olaj, Slovenia, due to its small size and the structure of its economy, has a great future in niche products and technologies: "These are mostly technologies with high value added where market potential can be global. We need to come up with a way to invest more in research and development. Technical improvements, innovations and patents should become the trademark of the Slovenian corporate sector."

investors to remain in Slovenia). Our thought process will have to be strategic: regionalisation, narrow value chains to regions, common economic areas, high value added. It would also be useful to strengthen the target and project focus of economic diplomacy. In doing so we count on strong support from all internationalisation stakeholders.”

A Relatively Small Decline in Slovenia's International Trade

“Statistics indicate that the international cooperation of the Slovenian corporate sector is lagging behind and has stagnated. The figures fail to indicate an alarming situation but they mean something nonetheless,” says Matej Rogelj, the Director of the International Relations Department (CEMP) within the Chamber of Commerce and Industry of Slovenia (CCIS). “The reason for the relatively small decline in Slovenia's international trade is the contribution of trade with Switzerland, which almost completely relates to business transactions with the pharmaceutical distribution centre of the Kuehne + Nagel Group in Brnik. This has catapulted Switzerland to second among Slovenia's largest foreign trade partners, significantly above Italy, with which turnover has dropped by 25% this year,” explains Rogelj and adds

that the bright sport of this year's 7% lower international trade is Slovenia's profiling as a logistical hub.

He believes it is encouraging nonetheless that Slovenian companies maintain contact and business with foreign partners. “The illusion of the temporary nature of this economic stagnation has disappeared, and planning for 2021 focuses even more on new business breakthroughs that certainly include new (digital) approaches, sales channels and markets. The best companies have already adopted such practices, which has already been noticed by the International Relations Departments at CCIS,” says Rogelj.

Where Does CEMP Slovenia Seek Partners?

Slovenian companies first focused (in these extraordinary circumstances) on maintaining existing business links and flows, which is a condition for preserving operations and their development. Rogelj expects awareness of the urgency of more reliable shorter supply chains to bear fruit on our closest markets. Elevated interest in new or previously overlooked markets was recorded in the second half of the year. Africa, the Middle East and Asia are predominant in that sense. Exports to the Russian Federation and China have increased significantly. In terms of goods, there has been a significant increase in trade in the



Photo: Zare Modlic

Matej Rogelj, the Director of the International Relations Department at CCIS: Companies with established niche products and business models adapted to today's needs are maintaining and becoming more active on demanding markets.



International Relations Department at CCIS developed a specialised English website and selection of services for foreign companies.

More about



category ‘blood preparations and vaccines’ and less in ‘electricity’, which both reflect the ‘corona’ market situation. “Companies with established niche products and business models that are adapted to these times have maintained and increased their presence in demanding markets, while others continue to expand their horizons,” noticed Rogelj.

Focus on Nearby Markets

“We will certainly continue to focus on our traditionally close markets in Europe and the Balkans, where we must not lose our positions or surrender them to others. If the new focal points in Africa and the East prove to be permanent and sustainable, we will offer our competences and connections to these markets and further solidify them.”

Otherwise he predicts: “We will incorporate and develop the use of digital tools that will facilitate the attraction of new contacts for a sustained period and will also be maintained as a useful accessory in the post-corona period, primarily as an affordable

alternative for research and evaluation of physically more distant and ‘expensive’ markets. It is also time to apply new approaches to the positioning of breakthrough groups of companies from SRIPs (SRIP – strategic development-innovation partnership).”

Otherwise, business opportunities in Slovenia are also sought by foreign companies. The International Relations Department at CCIS developed a specialised English website and service portfolio for them. “Slovenia's presidency of the EU is approaching; it will take over the presidency on 1 July 2021, and the International Relations Department at CCIS believes that the government will take advantage of the presidency *inter alia* for promoting Slovenian business. “The same applies for the Dubai EXPO, and possibly also for the Olympics. In any case we are gearing up for an exciting year of challenges,” concludes Rogelj. ■

FUTURE IS MODULAR

Quality of the end building is our main concern
and that is why we build modular.



SECURITY SOLUTIONS

designed to protect your documents.

WATERMARK.

ELECTROTYPE.

**MULTICOLOUR UV
FLUORESCENT FIBRES.**

TAX PAPER.

**SAFETY SYSTEM
AGAINST REMOVING.**



Radeče papir nova is one of the leading producers of secure paper solutions. We incorporate paper with various security features that prove the authenticity of the material and prevent falsification of documents. As it is practically impossible to remove such features without damaging the surface of the base material, we help protect our customer's passports, certificates, visas, tax stamps, checks, etc. The expertise based on tradition and the use of modern technology is reflected in the quality of all security solutions that we proudly produce at the mill.

To discover more about watermark, electrotpe, multicolour UV fluorescent fibres, tax paper or safety system against removing, visit radecepapir.si.



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.



RAIL TRANSPORT

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.



AIR TRANSPORT

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.



WAREHOUSING & DISTRIBUTION

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.



CUSTOMS CLEARANCE

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.

SLOVENIA
SLOVAKIA
CROATIA
HUNGARY
SERBIA

EUROPACIFIC LOGISTIKA D.O.O.
EUROPACIFIC S.R.O. BRATISLAVA
EUROPACIFIC RIJEKA D.O.O.
EUROPACIFIC REPRESENTATION
EUROPACIFIC LOGISTICS DOO

T: +386-(0)5-6626-380
T: +386-(0)5-6626-380
T: +385 953 885 670
T: +36-70-386-1786
T: +381 69 22 04 035



Photo: Depositphotos

Slovenia

Green. Creative. Smart.

SPIRIT Slovenia has been verifying foreign investors' perceptions of the Slovenian business environment for a number of years. Foreign investors have singled out quality and qualified employees, production and service efficiency, Slovenia's strategic and geographic location, and its innovation capacities as their most prominent motive for investment.

Ana Vučina Vršnak

According to the figures of the Bank of Slovenia, the value of foreign investments in the country is growing. SPIRIT Slovenia (the Slovenian government's Business Development Agency) cites many reasons for this: a stable business environment and macroeconomic indicators, a supportive (incentive-based) business and investment environment, a healthy and well-functioning legislature; a significant portion of the growth in foreign direct investments in 2020 can be attributed to takeovers and expansions of existing foreign companies. The activities SPIRIT carries out for promotion and for attracting foreign investors have also contributed to this.

A positive trend over the last 10 years has been recorded in demand from potential foreign investors. They explained: "This trend is stable and is proof that even foreign direct investors view Slovenia as a suitable location for the realisation of their investment projects. Most inquiries come from the European

Union, mostly from traditional markets that are inclined toward investments in Slovenia, e.g. Austria, Germany, Italy and others. Most recently there has been growth in demand from Japan, which is likely a result of a few successful investments in recent years.

The global pandemic has slowed investment flows slightly, but the actual decline will only be seen over time."

Interest for Investment in Slovenia will Grow

It is expected that interest in investment in Slovenia will increase even more in the coming years, "not so much due to Slovenia's upgraded credit rating but rather on account of the fact that companies from developed countries strive to shorten their supply chains and thus also focusing on close locations, such as Slovenia." On the other hand, Slovenia is being increasingly recognised from distant markets as an exceptional entry point to the European market.

Slovenia is being increasingly recognised by distant markets as an exceptional entry point to the European market.

A stable business environment and stable macroeconomic indicators, supportive business environment, a healthy and well-functioning legislature. All the above are the strengths of the Slovenian market.

Growth in demand from Japan, which is likely a result of a few successful investments in recent years.

Slovenia offers many opportunities for greenfield and brownfield investments in industries that are highly automated and produce exceptional technological products.

Priority markets and industries for foreign investments: Germany, Austria, Switzerland, Italy, USA and Japan.

More about



What Does Slovenia Offer to Foreign Investors?

Investors are interested in the proximity of certain potential customers, an orderly business environment, the workforce's high levels of competence, strong work morale, technological tradition, and other advantages that can contribute to a successful project, and SPIRIT Slovenia is convinced that investors can find all this in Slovenia.

Slovenia offers many opportunities for greenfield and brownfield investments in industries that are highly automated and produce exceptional technological products, e.g. robotics, medical equipment, biotechnology, electronic devices, composite materials and many others.

SPIRIT emphasises that the Slovenian workforce and engineers 'produce products that have been appreciated for decades in Europe and globally'. They believe that one of Slovenia's main strengths is a creative and very productive workforce and top-notch research and development centres, on account of which Slovenia is often selected by foreign investors for their own research and development centres (primarily in pharmacy, construction materials, biotechnology, chemical industry, and so on).

Some time ago the government began focusing on a system for attracting foreign direct investments from small and medium-sized enterprises in countries that comprise Slovenia's priority markets. The government earmarked a certain amount of financial resources that it earmarked for incentives for foreign investors.

These strengths can be best illustrated through the eyes of foreign investors. SPIRIT Slovenia has been verifying foreign investors' perceptions of the Slovenian business environment among companies

with foreign and mixed capital (study entitled Foreign Investors on the Slovenian Business Environment) for a number of years, also taking a close look at the motives behind selecting Slovenia as the location for their investment.

As their most prominent motive for investment, foreign investors have singled out quality and highly-skilled employees (good command of foreign languages and technical expertise), production and service efficiency, Slovenia's strategic and geographic location (access to the EU and to Eastern Europe), innovation capacities (alongside human resources they also list business partners and competence centres as strengths), labour costs, access to or increasing their existing market share in Slovenia.

One of the main strengths of Slovenia is a creative and very productive workforce, and top-notch research and development centres.

The government adopted an action plan for the internationalisation of the Slovenian economy and foreign direct investments International Challenges 2019–2020, which identifies priority markets and industries for foreign investments. Prioritised markets:

(1) DACH (Germany, Austria, Switzerland), (2) Italy, (3) USA and (4) Japan. On these markets SPIRIT is actively promoting Slovenia as an investment destination for the Slovenian business investors.

The priority sectors are transport and logistics, machinery and electronic equipment, the automotive industry, fabricated metal tools and pharmaceutical products, wood and wood products, and tourism. Otherwise, Slovenia aims to attract foreign investors whose investment projects create high value added, will have positive effects on other corporate sectors, will contribute to raising the Slovenian workforce's competencies, and will positively affect innovation and technological development. ■



Aluminium is the metal of the future



The Lightness of the Future

www.talum.si

I FEEL
SLOVENIA

Empowering business

GREEN.
CREATIVE.
SMART.

SLOVENIA. A LAND OF INFINITE POTENTIAL
FOR YOUR BUSINESS. MAKE THE MOST OF IT.

Slovenia has long recognized the added value of efficient, personalized products made by awarded Slovenian creative industry leaders, who cannot be found anywhere else – from revolutionary boots, inovative folding skies, smart water bottles to personalized books for children ... Slovenia's creative potential is huge. We can help you discover it!

Visit our website www.sloveniabusiness.eu



Slovenian Public Agency
for Entrepreneurship, Internationalization,
Foreign Investments and Technology



SLOVENIAN
BUSINESS
POINT



REPUBLIC OF SLOVENIA



EUROPEAN UNION
EUROPEAN REGIONAL
DEVELOPMENT FUND



High-speed Embedded Vision Cameras

Added value for industrial image processing applications through semi-custom camera solutions

Cutting edge technology for production automation and quality assurance

- Optical survey
- Surface inspection
- Robot guidance
- Artificial intelligence

OPTOMOTIVE

Optomotive Ltd.
Koprska ulica 98
SI-1000 Ljubljana, Slovenia, EU

e: info@optomotive.com
w: www.optomotive.com
t: +386 (0) 1 4292914

Exporters

Despite Challenging Conditions, Slovenian Exporters Are Expanding Their Range of Products and Services

The coronavirus crisis has not stopped the biggest exporters – on the contrary, it has spurred investments in digital transformation and the transition to a circular economy.

Nina Šprohar

Ferročrtalič: Move to the Virtual World Has Taken a Great Deal of Knowledge and Adaptation

For Ferročrtalič, 2020 has been an extremely important year, as they have had to adjust all their planned activities very quickly to the new conditions caused by the epidemic. They were forced to move to the virtual world and invest a large amount of knowledge and additional time, as well as make the necessary adjustments – for example, the assembly and start-up of a robotised line for a customer on the other side of the world. “Virtual trade fairs and the creation of links and opportunities online and from distance have presented a particular challenge,” they add. Nevertheless, they have overcome these challenges and developed, produced and launched a new line of advanced solutions for the surface treatment of some of the most complex 3D-printed objects on the market.

“The Addiblast line is therefore aimed at ‘post processing’ in additive manufacture, and incorporates the key processes required to make 3D-printed objects useful in real-world situations. Printed objects require more treatment procedures, such as depowdering, the removal of support structures, surface treatment, reinforcement and so on,” say the company. According to the company, Addiblast solutions are user-friendly and straightforward, offering at the same time a high level of ergonomics, automation and connectivity.

The company are further strengthening their global presence in the most complex high-tech segments. In the medium-term, they will focus on the markets of North America, Russia, Eastern Europe, India and SE Asia, although they are not ruling out the possibility of operating on other continents as well. In 2020 Ferročrtalič have managed to acquire three major co-financed R&D projects aimed at the development of industrial solutions, which is where its main priority lies. They are also focusing heavily on commercialisation of the new field of wet blasting and the implementation of a digital transformation project.



Photo: Ferročrtalič

Iskraemeco: Building a New Modular Platform

In collaboration with customers and partners, Iskraemeco are developing varied and robust solutions and product portfolios as their teams provide continuous support to and work closely with the largest electricity distributors in Europe, the Middle East and Africa. “We are paying close attention to the technological developments that drive mass supply and to tenders in areas such as NB-IoT and PLC communications. Next-generation software is already being designed, and will likely be launched onto the market at the beginning of 2021,” say the company. They are also building a modular platform that will support the different and varied needs of customers. As they point out, the company are capable of developing high-tech solutions in the field of smart metering, and are also expanding into other fields at the same time.

Their key markets lie in Europe, the Middle East and Africa, where they are one of the leading suppliers of smart metering solutions. They are planning to further expand in the future, and to tackle markets in Latin America, Asia and the Pacific region, including India. “We are a new player on these markets and have been there since 2019. We expect to strengthen

In 2020 Ferročrtalič have produced a new line of advanced solutions for the surface treatment of some of the most complex 3D-printed objects on the market.

Next-generation software is already being designed at Iskraemeco and will likely be launched onto the market at the beginning of 2021.

our position and establish our brands on these markets as well in the near future,” they predict.

Intra Lightning: New Acoustic Lighting That Functions as Ceiling and Light at the Same Time

Intra Lightning launches around ten new product ranges every year, and can also boast a large number of design awards, including Red Dot, Good Design Chicago and Good Design Tokyo among a host of others. “We are doing a lot of work on connecting light and acoustics. At the end of 2020 we are bringing out Black Hole, designer acoustic lighting with an external cylinder that is covered in acoustic material (perforated leather or textile) to absorb sound,” say the company. In 2021 they will launch the Vyko acoustic lamp, which functions as ceiling and light at the same time. How does it work? “Other elements, such as ventilation, sensors, cameras, fire protection systems, etc., are placed into an aesthetically designed ceiling alongside the lighting elements. What makes it stand out is that it is environmentally friendly, being made from ecological materials obtained by recycling waste textiles, wool and polypropylene bottles. This material is also used for acoustic coverings in the car industry as it is able to absorb sound to a high degree,” say the company. They add that the lighting is suitable for all spaces in which noise is a problem.

Intra Lightning have three manufacturing plants, in Slovenia, Croatia and Serbia, as well as nine branch offices: in Slovenia, Croatia, Serbia, Bosnia and Herzegovina, Italy, Germany, the Netherlands and UAE. They have a sales presence on 68 markets on five continents. “In 2021 we will strengthen our presence in Italy, Germany and the US, while in the long term we would like to enter South America and a number of Asian countries.” In the coming years they will invest heavily in manufacturing automation, digital transformation, brand identity and product development.

Intra Lightning can boast a large number of design awards, including Red Dot, Good Design Chicago and Good Design Tokyo.

Other elements, such as ventilation, sensors, cameras and fire protection systems, are placed into an aesthetically designed ceiling alongside the lighting elements.



Photo: Intra Lightning

Predictions on the challenges to be faced in 2021



Robert Devetta, CEO of Intra Lighting Group: “Managing a successful family company is a big challenge in and of itself. While we would like to retain that family feeling within the company, at the same time

we are keen to adapt the structure and operations to its proper dimensions, which are undergoing constant growth and have explicitly international flavour. I will try to further strengthen our position on international markets. We cannot ignore the fact that our lives are currently being dictated by the pandemic, which is having a direct impact on business. Intra Lighting have responded decisively from the beginning and came through the first wave successfully. That said, entering a market during a pandemic remains a major challenge.”



Mojca Andolšek, Ferročrtalič: “Definitely our staff! In these turbulent times, professional, dedicated, and satisfied employees are the key factor for business success and progress, therefore I’m committed to provide a positive and developmentally oriented environment to ensure better conditions for our team.”



Bart Stegeman, Skaza: “Having happy, contented employees is one of our core objectives as a company. During the coronavirus epidemic, when all of us have been faced with serious challenges and a great deal of uncertainty, we have tried our best to remain optimistic. Despite the fact that our company has worked uninterrupted throughout, we have frequently asked ourselves how our employees are feeling within the four walls of home. Thirty per cent of employees have worked from home and cared for children at the same time. How have they managed? Are they worried? Are they battling mental pressure in any way? We have made sure that the atmosphere is positive through small acts of kindness and by setting up calls or video conferences. We are now asking ourselves what will happen in the upcoming period. How the tightening of measures will affect the mental health of our workforce, regardless of whether they work in management or in the manufacturing process itself, and regardless of sex. Yes, it’s a major challenge, but one we will meet with courage and responsibility.”

Skaza: Focusing on Ocean Clean-Up

The latest product from Skaza, the Bokashi Organko 2 Ocean, is a kitchen composter made from recycled fishing nets. It is even more sustainable than its predecessor. It enables the customer to lead a zero-waste lifestyle and garden organically, as it changes waste into a top-quality compost base, an organic fertiliser for plants and a natural drain cleaner. "It reduces the quantity of organic waste by up to 25% and also reduces a household's carbon footprint. It therefore brings the circular economy into users' lives in a simple and straightforward way," say the company, which has been involved in creating waste solutions for many years. To top it off, the company are donating two euros to ocean clean-up for every Bokashi Organko 2 Ocean they sell.

In 2021 they will expand their range of family kitchen composters and accessories. They have succeeded in obtaining European funding for their BioSeedPack project and, as part of this project, will develop further new lines of biocomposite products for the food sector in 2021, launched under their own brand name and based on biopolymer materials. They have a presence on 58 markets, and will focus in 2021 on the US, the Baltic countries, the Middle East and Australia.

"In the last year we have started to transform the company in many areas in terms of products, brands



Photo: Skaza

and market position. In tandem with the development of new products and services, digital transformation is important for productivity, growth and competitiveness, which is why we have decided to overhaul our information and communications technology. Rapid adjustment to the digital world has also partly been brought about by the coronavirus epidemic," they admit. They are also planning more investment in the countries of the former Yugoslavia.

Skaza have obtained European funding for their BioSeedPack project and, as part of this project, will develop further new lines of biocomposite products for the food sector in 2021.

prevent deloza



COMMUNICATION

WiFi, Bluetooth, Xbee, GSM, UHF/UWB
"Rescue-Me" scenario in critical situations



INDOOR LOCATION

Micro position: standing, lying
Visual and audible alarm in critical situations



EXTERNAL SENSORS

Gas, Temperature, Humidity, Air pressure



INTERNAL SENSORS

Temperature, Heartbeat, Breathing, Humidity



ERGONOMIC PROTECTION

No repetition induced injuries



INFORMATION EXCHANGE AND DATA STORAGE

Intervention analysis black box



JUB have been manufacturing paint for 145 years.

They have received a 2020 Product of the Year award for their JUBIN Decor Universal product.

Under the JUBIZOL brand name, they have brought two new plasters to the market: JUBIZOL Aerogel Finish and JUBIZOL CarbonStrong Finish, both of which are equipped with hybrid technology.

JUB: Bringing Out a Home's Individuality with New Colours

"We are becoming more and more aware that our home environments are the most important ones to us, as they are where we leave the stresses of everyday life behind us and can make time for ourselves. How good we feel in a room depends on a variety of factors – indoor climate, temperature, type of heating, air quality and also the colours we choose to put on our walls," say JUB, who have been manufacturing paint for 145 years.

They have recently launched a new image for the JUBIN family of products, which includes high-quality transparent and top coatings for wood and metal with excellent properties. "The products are the fruit of several years' research, and meet all the legal requirements and standards in the field of development of glaze and top coatings," they add. They have even received a 2020 Product of the Year award for their JUBIN Decor Universal product. All the products in this range are water-based, give off no unpleasant odours and come in a wide variety of shades. Under the JUBIZOL brand name, which is synonymous with façade systems, they have brought two new plasters to the market: JUBIZOL Aerogel Finish and JUBIZOL CarbonStrong Finish, both of which are equipped with hybrid technology. "Special innovative hybrid technology that combines the advantages of carbon and basalt fibres gives JUBIZOL Aerogel Finish plaster, which is also enriched with aerogel and special fillers, additional toughness and elasticity. The plaster offers top-quality and long-lasting protection for the most sophisticated JUBIZOL insulated façade system. The enriched micro-reinforced JUBIZOL CarbonStrong Finish plaster provides improved elasticity and resilience, and permanent protection for façade surfaces more exposed to weather and mechanical damage," they explain. Five new quick and easy techniques that follow the latest trends have also been added to the DÉCOR brand range. The company are noticing

that more and more consumers are wanting to bring a bit of brilliance and glamour into their homes, with glittery colours that bring out the home's individuality, becoming increasingly popular. This has led us to develop Jupol Trend Glitter, a transparent coating with a glitter effect.

JUB are already operating across 30 markets in Europe and the rest of the world, and are the leading manufacturer of paints and plasters in SE Europe. "In the last few decades, we have seen constant growth, and our success is down to smart development decisions, an expansion in manufacturing and extensive export activities on international markets, where we generate more than 70% of our annual income. We are carrying out more and more sale activities in Western Europe. We are also interested in Middle Eastern markets and several African countries," they add. ■

DS Smith: Developing Packaging also Suitable for Storing Vaccines

The DS Smith Group is a global concern with a presence in Europe, the US and the Middle East. From its three business units in Slovenia, it exports a large number of products to Italy, the Netherlands, Austria, France, Germany, Hungary and Bosnia and Herzegovina, as well as some to Croatia. Their proudest achievement in 2020 was an innovation that grew out of a collaboration with the Aquapack company, and which has led to the creation of a new sustainable polymer called HydropolTM.

"This innovative solution is the answer to the problem of difficult-to-recycle food packaging. Instead of plastic foils for lamination, it uses a coating for paper surfaces that come into contact with food and similar products," explains the company. There has been significant growth in the online ordering of food deliveries during the coronavirus epidemic, with food mostly being packed in styrofoam. Together with Temperpack, the company has developed sustainable packaging for the delivery of hot meals or temperature-sensitive food, such as meat, dairy and frozen products. It is also suitable for the delivery of drugs that have to be stored at low temperatures, including the eagerly awaited Covid-19 vaccine.

The company's sustainable packaging line also contains ClimaCell, a sustainable thermal insulation barrier and thermal liner made from paper and bio-based materials. The product is therefore very easy to recycle using existing paper-recycling systems. The development of products of this type is part of the company's sustainable strategy for the present and future. With the help of these products, they aim to stimulate the circular economy, provide packaging that is 100% recyclable and suitable for reuse, and replace problematic plastic with more sustainable alternatives.



Photo: DS Smith

Co-creating Safety and Excellence

Slovenian Institute of Quality and Metrology (SIQ) is a professional, independent, and impartial institution providing complete solutions in product testing and certification, management systems assessment, metrology, and training.

SIQ offers significant support to Slovenian exporters. The activities under SIQ's competencies include testing, certification, verification, and control of products, processes, and systems, in short everything that Slovenian exporters need to demonstrate that they meet the requirements of various standards, directives, and regulations around the world. SIQ's true role in the Slovenian economy is demonstrated by the fact that, in the past three years, the institute has provided at least one service to 75 of the 100 largest Slovenian exporters. By using SIQ's comprehensive services, exporters can enter any global market earlier and more affordably, which today is a big competitive advantage and attractive market opportunity.

SIQ is an important partner to some of the biggest global industries, such as medical, automotive, consumer goods, gaming technologies, information technologies, and more. Working closely with clients, SIQ ensures that testing and certification is carried out as quickly as possible, regardless of the end market. SIQ's international recognition and expertise are confirmed by its numerous accreditations and memberships in international certification schemes and associations. Recognized internationally, SIQ is trusted by many foreign customers. Last year alone, SIQ generated more than 50% of its sales revenue in foreign markets. For more than 50 years, SIQ has worked with businesses in their attempts to enter global markets, increase productivity, improve quality, and achieve excellence.



Photo: Milian Kambič



We control the stream

High quality industrial valves
for potable and waste water
from Slovenia

45 years of experience
and development

IMP Armature d.o.o.,
Ljubljanska c. 43, SI-1295 Ivančna Gorica, Slovenia
T: +386 17887 300 | E: info@imp-ta.si

South-East Europe's Leading Logistics Company

The Milšped Group is the market leader in transport and logistics in South-East Europe. The company was founded in Serbia 28 years ago as a customs brokerage.

Today it operates as a multinational group in 12 different countries, and offers individually tailored integrated logistics solutions in the area of road transport (full load, partial load and groupage), customs services, air and maritime transport and warehousing. It employs 2,500 people and has more than 250,000 m² of warehouse space and its own vehicle fleet, and is a recognised supply chain partner for both innovative and sustainable custom solutions. "Innovation and quality of operations are the company's fundamental values, which are reflected in all aspects of our

operations and in all of the major quality certificates," say sources at Milšped.

The Milšped Group's primary focus is the logistics route from Europe through Slovenia to the rest of the Balkans. However, its services are marketed globally. It has two associate companies in the USA (where it also has its own vehicle fleet), and associates in China, Russia, Greece and Albania. The group covers other areas of operation through the activities of its partners.

A Bridge Between Europe and the Balkans

Its company in Slovenia (Milšped Slovenija) is a bridge between Europe and the Balkans. The group carries out all major cross-dock

operations on these routes via its Slovenian affiliate and via the Slovenian transport hub in Grosuplje. From its maritime office in Koper, Milšped Slovenija covers all maritime traffic flows through the Port of Koper, and from its air transport office in Brnik it covers all urgent inflows and outflows for Slovenian manufacturing companies. Milšped Slovenija is also an authorised economic operator with an emphasis on supply chain safety and security (AEO-S).

Global Solutions with a Micro-Enterprise Attitude

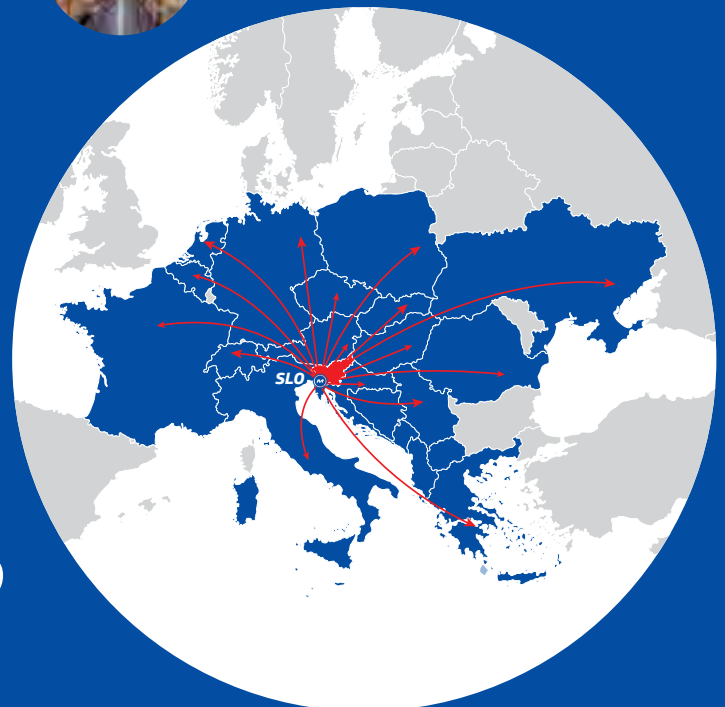
It builds its competitive advantages on its specific relationship with its customers, which is a combination of global solutions and working with a micro-enterprise attitude towards its customers with regard to communications, relationships and understanding needs, and fast and agile operations. It has its own vehicle fleets in Slovenia, Serbia, Russia, the USA and Germany, which allows it to provide its customers with a higher level of security in the performance of its services.

PROMO



MILSPED
GROUP

ALL ROADS LEAD TO YOUR DESTINATION!





Knowledge for **Trust**

SIQ is a **professional, independent, and impartial institution** providing complete testing, assessment, training, certification, and inspection services. We build trust in a safe and responsible society.



Novartis Slovenia

Kick-start or expand your business

State-of-the-art infrastructure, ready and available in Slovenia

Modern multi-floor building available.

An empty watertight building offering high space flexibility, including logistics bay. Newly constructed in 2019 to the highest standards required for the pharmaceutical industry and in accordance with EU regulation. With all site-supporting 'plug-and-play' infrastructure ready for a quick start.

With further potential and possibilities.

A new modular designed building, providing the foundations for further growth activities.

Located in an exclusive geostrategic position, in a green, stable and prospering environment.

Located in Prevalje, Slovenia - on a unique crossroad between Eastern and Western Europe and Northern and Southern Europe. A short distance from three international airports and a main European highway. In the EU, Eurozone, within the Schengen area, and an OECD member state. It is supportive and open to foreign investment, with a stable, predictable and competitive business and investment environment. Slovenia is well known for its distinctive human talent that helps companies gain a competitive edge on the global market.

Explore this great opportunity and lay the foundation for your new future.

For further information, please contact:

Matej Ambrož, Head Site Development Slovenia, Novartis
Phone: +386 (0)51 608 209
e-mail: matej.ambroz@novartis.com



NOVARTIS | Reimagining Medicine

Innovative Slovenia

Golden National Innovation Awards Go to ... Medical Devices, Sport-Related Products, Pharmaceuticals, Foods, Tools, Robotic Cells

Every year, the Chamber of Commerce and Industry of Slovenia gives out awards for the best innovations. A total of 11 innovations earned a national gold medal for innovation in 2020, while special recognition was also given for young enterprises and for the 2020 innovative challenge of linking culturally creative industries and the economy.



Ana Vučina Vršnak

BIA Separations: Development of the Zolgensma gene therapy purification process for the treatment of infants with lethal spinal type 2 muscular atrophy (SMA)

The first 100% effective gene therapy for the treatment of babies with spinal muscular atrophy was approved in May 2019. The company BIA Separations contributed to the development of a purification process for Zolgensma gene therapy with an innovative Slovenian technology, placing Slovenian science at the top on a global scale. Purification technology is one of the key processes in the manufacture of medicines. It is used to separate an active substance from frequently poisonous and even carcinogenic substances. That process accounts for up to 80% of the production costs of a medicine that saves lives.



Photo: BIA Separations



Photo: Domel

Domel and Podkrižnik: E-bike central motor development

If you want to be recognised in sports, you have to go right to the top. This was the guiding principle in the development of a mid-drive system for e-bikes, which is the result of cooperation between Domel and Podkrižnik with their partners Emsiso, the LECAD design lab at the Faculty of Mechanical Engineering in Ljubljana, and the German firm BMZ. They sought the limits of the possible and the commercially acceptable in the development of an e-drive for mountain bikes, which is a fast-developing market with strong competition and numerous opportunities. The result of their development is one of the most powerful e-bike mid-drives available, featuring a highly efficient motor with excellent heat dissipation characteristics and responsiveness, an exceptionally smooth gear drive and a fantastic user experience. Very positive test results in industry journals confirm the quality of the innovation relative to industry leaders.

Incom: LEONE Rose cone

LEONE Rose cones represent an innovative ice cream that charms everyone with its special rose shape and delicious taste.

There are two LEONE Rose cones. The first is a combination of strawberry ice cream and mint with a red-coloured decoration made of white chocolate, and creamy ice cream with a strawberry topping in a green waffle. The second is a combination of vanilla ice cream with a red-coloured decoration made of white chocolate, and hazelnut-chocolate ice cream with a hazelnut-cocoa topping in a black waffle.



Photo: Incom

Krka, Novo mesto: Substitute medicine with triple combination of active ingredients for hypertension therapy

In the pursuit of a healthy life, we have developed a new medicine to treat hypertension that combines three active substances in one tablet: amlodipine, valsartan and hydrochlorothiazide. We have thus provided patients who otherwise take three different medicines an alternative medicine in five, more pleasant doses. We used our own patented active substance valsartan, through which we meet the highest quality standards, and prepared a patented formulation that we successfully launched last year on Krka's key markets as a generic alternative following the expiration of protection of the originator product. The product represents the fourth generation of Krka medicines with valsartan, through which we treat more than three million patients a day.



Photo: Krka

Lek Pharmaceuticals: New Tacrolimus prolonged release capsules for modern immunosuppressive therapy option of transplant patients

Lek, which is part of the Novartis Group, has developed a new generic medicine with the active substance takrolimus in the form of extended-release capsules. This breakthrough provides patients with transplanted organs advanced and safe treatment with a generic medicine.

The medicine is available in five strengths, one of which includes technological and analytical innovations. The supply chain is housed entirely within Lek, from active substance to final product. Sandoz, the generic division of the Novartis Group, has thus strengthened its position as the leading generic pharmaceutical company for transplant medicines.



Photo: Lek Pharmaceuticals

Modularis Teh, Litija: Modular and Multi-functional hydraulic Grapple with synchro and asynchro grip

SMART MULTIFUNCTIONAL GRAPPLES FOR MACHINERY represent the business philosophy and vision of Modularis.

Our solution represents a new development and marketing model, as well as a new upgradable way to use working tools for machinery in agriculture, forestry, construction, public utilities and transport, with currently more than 50 work functions.

The multifunctional hydraulic grapple is the first tool on the global market designed on the basis of bionics. It is both modular and upgradable.

The Modularis concept of maximum reliability includes:

- patented asynchronous functioning;
- the 'Best Grip' gripping jaw design; and
- an environmentally friendly, completely closed housing.

The new Modularis solution is impressing customers in the EU, US, New Zealand and Russia.



Photo: Modularis Teh

Pharsol: CryoHolder - A tool for an easier, faster and safer transfer of frozen cryovials

CryoHolder is a unique laboratory tool that facilitates the fast, safe and above all simple transfer of cryovials in which biological samples are stored at extremely low temperatures of up to -196 °C (cryopreservation method). The product is shaped like a pencil and is made from aluminium, which facilitates use at both low and high temperatures. You simply push the tip of the tool into the cap of a cryovial, transfer it to the desired location and release it by pushing the button on top of the tool. You can also use CryoHolder while wearing laboratory gloves. The time required to transfer frozen vials is more than halved, while there is no risk of the loss of biological materials or chilblains.



Photo: Pharsol



Photo: Roto

Roto: PE multilayer boat - made by rotomoulding technology

The ROTO 450 is a fast and compact multifunctional boat. One of its main advantages is that it is roto-moulded in one single piece and made using 3-layer technology. Despite its low weight, this technology ensures the ROTO 450's exceptional rigidity, high capacity and increased impact resistance. Due to its advanced design and unique manufacturing process, the ROTO 450 is extremely easy to handle and agile. The result of these features is a high degree of security and safety for users. The boat's construction and geometry are innovative, as we developed a unique longitudinal, box-like profile that prevents contortion at high speeds. This manufacturing concept is unique and was first used globally by Roto in the construction of PE boats.

TIK: greencath® urethral catheter with hydrophilic coating and water sachet

TIK is a Slovenian manufacturer with more than 60 years of experience in the development and manufacture of medical devices. The uniqueness of the greencath® catheter developed by TIK lies in the fact that it combines characteristics that are typically mutually exclusive at the competition. It stands out due to its excellent lubrication, with the extended drying time of the coating and minimal residue making use by persons with motoric disabilities easier. The specially designed atraumatic side holes reduce the risk of mucosal injury and urinary tract infections. An additional fluid bag facilitates the aseptic activation of the coating and the increased autonomy of the user. The innovative design of the catheter's soft end and special packaging make use simple and improve the quality of the user's everyday life.



Photo: TIK



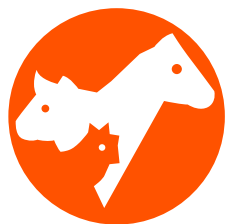
Photo: TPV AUTOMOTIVE

TPV AUTOMOTIVE: Universal robot "BIN PICKING" cell

This innovation brings something entirely new to the global market. We have developed and produced a universal bin picking cell with advanced machine vision capable of recognising and picking 3D objects of complex shapes in a packaging unit. The cell is of modular construction, making it possible to integrate into various systems. Due to the simple import of new objects into the programme, the user can independently adapt the cell to their own needs. The cell can be applied in most industries faced with the problem of moving pieces from a scattered state to an oriented state. The cell is also useful for integration in applications where the operator position is non-ergonomic. For testing purposes, the company has integrated the first cell into a production line for welding seat components.

Innovative solutions for best performance of your animals!

Liquid and water soluble supplements with natural plant extracts and essential oils supporting antibiotic free rearing for healthy animals and people.



lek veterina
passion for animal welfare

Slovenia's most innovative company in animal nutrition for over 40 years with passion to support healthy animals and people.



Lek Veterina d.o.o., α 705 09 003 ☎ : 00 386 (0)2 541 34 00
 Lipovci 251 a, 9231 Beltinci, Slovenija 📠 : 00 386 (0)2 541 34 08
 🌐 www.lek-veterina.si ✉ info@lek-veterina.si

WEILER Abrasives: Cutting and grinding wheels for ultimate fast changing system X-LOCK

The angle grinder has not changed since 1954. The revolutionary X-LOCK quick-changing system (Bosch) was patented in 2017. In addition to a new angle grinder, innovative cutting and grinding discs were required for the functioning of the system. The production of those wheels required the development of a new manufacturing process. Products are manufactured using different flanges and must meet both standard safety requirements and additional safety criteria. This innovation facilitates five-times faster changing and thus ensures the increased productivity of the user and more time for work.

Another advantage of the new system is that no tools are required for changing discs, meaning no lost parts or tools. Still another advantage is that the new products can also be attached to traditional angle grinders.



Photo: WEILER Abrasives



Photo: Deltahub

Special recognition for young company

Deltahub: Carpio – truly ergonomic wrist rest

As one of 1.5 billion computer mouse users, you are exposed to the risk of carpal tunnel syndrome, the sixth most common occupational disease in the world. For that reason, Deltahub, in cooperation with doctors and physiotherapists, developed Carpio, a truly ergonomic wrist rest.

Existing solutions, such as gel mouse pads, do not in the majority of cases bring ergonomic benefit and can even increase risk due to pressure on the lower (carpal) part of the wrist. Carpio redirects that pressure from the wrist to the lower part of the palm, while raising the wrist and reducing the damage caused by extension.

It also impresses with its unique look, and has found its place on the desks of more than 9,000 users from around the world since December 2019.

GO4GOAL: Intelligently designed sports socks GO4GOAL

GO4GOAL are intelligently designed sports socks that through added high-tech fibres ensure the superior management of foot heat and moisture. They fit perfectly to the leg and offer the foot exceptional comfort and excellent support. The precisely designed and carefully placed UltraGrip technology prevents slippage in sports shoes and thus ensures superior control. The protection of individual parts of the foot is ensured by a special, innovative dense-weave fibre.

The socks were invented in Slovenia based on research and the opinions of various experts (orthopaedists, physiotherapists, fabric experts, etc.) and athletes.



Photo: GO4GOAL



Photo: STPS

Special recognition for the 2020 innovative challenge of linking culturally creative industries and the economy

Trbovlje Secondary Technical and Vocational School and the Trbovlje Cultural Centre: Installation with Brain-Computer Interface for Painting with Thoughts

Brain-computer interface (BCI) is intended for the analysis of the functioning of the human brain and the use of such technology for the empowerment of speech- and movement-impaired individuals. Previous BCI solutions are time-consuming, as the individual must precisely define and confirm every movement. Until now, no one in Slovenia has used a BCI device for the purpose of abstract imaging. Our device is based on a virtual keyboard that helps the user select brush strokes with their thoughts through a BCI interface. This innovation has been tested by more than 1,000 users, while recognition of its usefulness is spreading at the international level. ■



KOVIS®

good ideas create future

KOVIS is an internationally innovative company for the development and production of components for the railway industry and various parts for other industrial sectors.

Kovis has established itself internationally with the production of brake discs for all types of railway vehicles: from locomotives, trams, and metro lines to high-speed trains. In addition to the brake discs, Kovis is also the largest manufacturer of axle boxes for freight wagons in Europe.

*Development and innovativeness design our pace and open an increasing number of new business opportunities, therefore we operate according to the slogan – **good ideas create the future.***

Axle boxes

for freight and passenger wagons for the axle load of 22, 5t up to 25t for bogies type Y25/25t. Kovis developed its own axle box type Y25/25t, which can be used for both, 22,5t and 25t axle load. By new 25 ton axle box which is completely interchangeable with the existing axle box BA386.

Brake discs

axle and wheel brake discs of various sizes (in production more than 450 different types) and a variety of quality materials (GJL, GJV, GJS, GS). Production is also possible after the customer's requirement or according to provided specifications.

Other products

for railway vehicles: Multiconsoles, Gearbox housing, Stator housing, Different covers, Flanges, Caps, Brake shoe holders, Holders of brake pads, other holders for bogies.



KOVIS d.o.o. Brezina 102, SI-8250 Brežice, Slovenia, Europe



+386 7 499 11 80



info@kovis-group.com



www.kovis-group.com



For now. And for next.



dssmith.com/nownext

Together we will build a more sustainable world.

Help us. Start now, at dssmith.com/nownext
#ForNowForNext

The Power of Less®





Photo: Depositphotos

Innovative Society

Winning Ideas and Innovations are Born in Slovenia

The innovation trend has really strengthened in Slovenia in recent years, as companies have become increasingly development-oriented. What are innovators' opinions on innovation in the Slovenian corporate sector?

Andreja Šalamun

Even the fight against the epidemic can be an excellent opportunity for innovation, says Barbara Šubic, the head of development and technology at M Sora. "After they cancelled all trade fairs and public presentations abroad we were forced to enter foreign markets through other channels," she explains. This led to them setting up a virtual stand at which people could see their products, walk around and enjoy themselves, just as if they had actually been there in person. The respondent says that they aim to take a further step forward. "We want to ensure that in a virtual world, through augmented reality, customers could more easily relate to how our windows would look in their new homes with all the added details that they had selected," she explained. She adds that a large portion of their innovation focuses on the development of wireless sensors that provide users with security and a high-quality living environment.

Solutions Can Be Verified Quickly in Practice

"It is nice to be part of an innovation team that can verify its solutions very quickly in practice," responds Šubic to the question of what it means to innovate in the private sector. She says that it is extremely exciting to see how ideas, that were on paper just now, come to life in people's homes. "I also like the innovation process itself, the presentation of the problems, the collection of ideas, the singling out of the best one and creating prototypes thereof, etc.," adding that people keep many ideas hidden inside and that knowledge converges from various sources. "Sometimes knowledge gained from a hobby can be crucial to solving a technical issue in a completely different field," she explains. Šubic emphasises that she likes working in Slovenia, as it boasts plenty of knowledge and a supportive environment that facilitates brilliant ideas and innovations. She believes that globally the flow of innovations has now changed,



Photo: personal archive

Sometimes knowledge that someone gains from a hobby is the key to solving a technical problem in a completely different area.

with a lot more process- and product-based digital innovations than real, tangible innovations.

The Key Function of Innovations in the Corporate Sector is the Generation of Profit

Dr Branka Viltušnik, head of research and innovations at Skaza, for whom innovations mean research into new ideas, the creation of utility value and the search for proper channels to launch final solutions onto the market, believes that the state of innovation in certain companies in Slovenia is at a relatively high level, while others still focus more on regular operations and have (still) yet to place increased weight on innovations. "The key function of innovations in the corporate sector is the generation of profit, while all the rest depends on the mission of a particular company. Skaza directs innovation towards solutions that are user-, community- and environmentally-friendly," she adds. She emphasises that she enjoys the world of innovation, particularly as she works for a company where the main focus is on eco-innovations. "I actually get the greatest pleasure from innovation in sustainable development and the introduction of new digital solutions, as you never know what they will bring in the future," she says, adding that she loves the sense of the unknown. "It is true that the path from idea to implementation is planned and pre-determined, but nevertheless full of surprises and new discoveries, which gives me added incentive to be creative," she says.

Willing to Share Examples of Good Practice

It strikes her as very positive that the segment of the corporate sector that supports innovation in Slovenia is willing to share its examples of good practice and raise the awareness of others. "The last year or two one could sense a trend of cooperation and integration between various stakeholders, emphasising the efforts of certain institutions that are responsible for the corporate sector finding the right partner for its inclusion in innovation; regardless of whether this is a research institution, start-up or a competitor operating in the same or similar area. It is precisely these institutions that contributed most to the increasingly improving partnership between the corporate sector and science, also resulting in increasingly advanced innovations," believes Viltušnik.

As a weakness, she highlights the fact that we still do not know how to correctly value domestic investments in Slovenia or to determine their utility value. We are also facing challenges in how to successfully launch innovations onto the market. "Despite the challenges we face, I can state

that progress is slowly showing in this area," she stays optimistic. In the coming year she expects growth in digital innovations, and is also hopeful of there being growth in eco-innovations.

Process of Hard Work and Continuous Reflection

Gregor Smolej, head of innovations at Iskratel, believes that innovation is mostly a process of hard work and continuous reflection, which attempts to reap the rewards of a team's creativity. Smolej warns that in large companies it is more difficult to put this process into place and maintain it than in start-ups, as large companies are generally "burdened" by rigid corporate culture, "by collective actions in a comfort zone, which potentially prevents a proactive thought process or moving away from maximum predictability, which is justifiably required to maximise a company's productivity. However, unpredictability is the foundation on which creativity is built," emphasised Smolej, adding that hunting down internal resources and getting the attention of "top management" are essential but often present a major challenge. He recognises that awareness is gradually changing, not only among directors and management board members, but also among functional managers, who mostly make up the key to success. He adds that innovation is his passion, "not solely to become an innovator but to assist other interested teams with my know-how and experience, helping them achieve a better result more quickly and easily."

Ideal Test Environment for Testing New Ideas

Smolej sees Slovenia as an ideal test environment for new ideas. "It is sufficiently developed in a number of technical and social areas, being also sufficiently small but densely populated enough to establish good ties with one another, thereby facilitating cooperation and learning from one another," he explains. He adds that the relatively small size of our country forces innovators and start-ups into thinking beyond our borders, which enables greater global success for our innovative projects.

Smolej emphasises that Slovenia is above average according to certain indicators of innovativeness, mostly in fields relating to education, basic research and academic activity. However, we lag behind substantially in several other indicators, "as we have yet to become fully aware of the opportunities arising from this increasingly important discipline," he warns. He adds that currently the main focus of innovation in corporate environments is on continuously improving existing products and solutions. "There are insufficient jumps on the next curve. Companies invest insufficient resources in the development of complex ideas, not only as seed capital into start-ups but also into



Photo: Jaka Polutnik

I get the greatest pleasure from innovation in sustainable development and introducing new digital innovations, as you never know what they will bring in the future

Dr Branka Viltušnik.



Photo: Iskratel

The country's relatively small size forces innovators and start-ups into thinking beyond our borders, which enables greater global success for our innovative projects.

Gregor Smolej



their own conceptual projects, which during crisis periods are emerging at an even greater pace among employees,” he cautions. He believes that 2021 will be a year of new opportunities and is convinced that middle managers will recognise their responsibility and the needs that arise from these changed circumstances; more courage and reason.

Increasing Support for the Open Innovation Principle

The innovation trend in Slovenia has really strengthened in recent years, as companies have become increasingly development-oriented, believes Miha Rajh, the managing director of Pharsol, who has been monitoring the innovation situation in Slovenia for a number of years now. “This could also be due to the fact that companies have recognised this as one of the best advantages for market growth, and understand that this gives them an edge over their competitors,” said Rajh. He finds that the open innovation principle, the integration of start-up businesses and corporations and the like are being encouraged, which he believes additionally helps new breakthrough ideas penetrate the market. “There are many products in the areas of information technology, healthcare, automotive industry, as well as innovations in the field of life sciences,” lists Rajh and also emphasises the importance of innovation in research institutes.

For Rajh innovation means “the placement onto the market of a new product or service that will provide a significantly better solution to the problems that end users are currently dealing with. For the company this also means that it understands that only a development-oriented approach can bring constant

market growth,” he says. “The trend in Slovenia is certainly encouraging and pleasing. Innovation is encouraged both in the companies themselves and by the government,” he finds. Due to Slovenia's small size we can quickly find a potential business partner with specific knowledge, with the ensured production capacities being an additional advantage in the opinion of Rajh.

Produced Innovative Laboratory Coats

Currently at Pharsol, which is divided into two pillars, with the first focusing on the distribution of pharmaceutical equipment, while the second is responsible for the development of innovative products. One of these items is CryoHolder, which enables lab

technicians and researchers working with biological material, to transfer in a safe, quick and effective manner frozen cryovials (small plastic containers), storing biological material at extremely low temperatures (-196°C). “This is the result of in-house development. Currently, we are focusing on sales activities and the launch of a new product,” says Rajh.

Soon they will launch another product onto the market, i.e. an innovative and creative laboratory coat. “A

white, monotonous coat brings monotony into a lab, also impairing the safety of its users due to its poor quality. We accordingly developed a new product made from better materials that are also water- and oil-resistant, and significantly more resistant to surface damage. In addition, with the introduction of creative samples we ensured that the coats will bring a fresh and a playful mood into the laboratory, which is key for the satisfaction of workers who use the product on a daily basis,” adds Rajh. ■



Photo: Pharsol

There are many products in information technology, healthcare, automotive industry, as well as innovations in the field of life sciences, etc.

Miha Rajh

Innovative
Slovenia



KOVINSKA
GALANTERIJA

WE ARE ENGAGED IN THE PRODUCTION OF FURNITURE AND BUILDING HARDWARE, AND WE ALSO PRODUCE VARIOUS METAL PRODUCTS UPON CUSTOMERS' ORDER.



KGN Jože Novinc s.p.
Prapreče 3, 8360 Žužemberk - Slovenia
M: +386 41 637 404, E-mail: info@kgn.si

Since 1978

WWW.KGN.SI

TRO Cutting Tools: continuous growth and investment in upgrades

The origins of TRO Cutting Tools date back to 1926, when a file-making shop was established in Prevalje. Today, the company produces industrial knives and tools for a number of industries – the recycling and plastics, wood, metal, paper and metal industries. The products are made of high-quality tool steel, produced in European steelworks, which distinguishes the company from competitors.

More than 20 years of satisfied customers attest to the quality of the company's products. Further proof of its successful operation is the prestigious award for outstanding business and entrepreneurial achievements, awarded by the Chamber of Commerce and Industry of Slovenia, received this year by the company's managing director, Sebastijan Suhovršnik. The award recognises the company's outstanding managerial, technical, marketing and organisational work, and sustainable development. The current director, who has been running the company since 2013, is introducing a participatory approach to management. At the annual strategic conference, the company formulates the "TRO house" document,

outlining its key objectives, which is shared with all employees.

Continuous investment in upgrades and development

Over the years, the company has experienced its fair share of ups and downs. The turning point came in 2013 with the new strategic owner, who is focused on the development and long-term viability of industrial production in Prevalje.

Since then, the company has been wholly owned by CN Industrie-Werkzeug GmbH, Graz. Today, TRO Cutting Tools is among the largest European manufacturers of industrial knives and mini-finger joint cutters. The company is globally recognised, especially among the manufacturers of machines for recycling and processing of raw materials.

As a manufacturer of industrial knives for recycling, the company is part of the circular economy, committed to more efficient waste management. It exports as much as 90% of its output in more than 50 states over the world, mostly to the USA, Germany and Austria, France, Italy, Portugal and Countries of Scandinavia.



The company has been recording steady growth, with sales revenue increasing by more than EUR 6 million in the last five years. It is constantly investing in hardware upgrades, information technology, the development of human capacities, employee training, research and development work, and fostering a climate of innovation. In recent years, it has invested more than EUR 8 million in equipment for the automation and robotisation of production and in new premises. These investments are aimed at supporting new, high added-value products and increased productivity. The company is not only a supplier, but provides comprehensive support and assistance to its customers.

PROMO



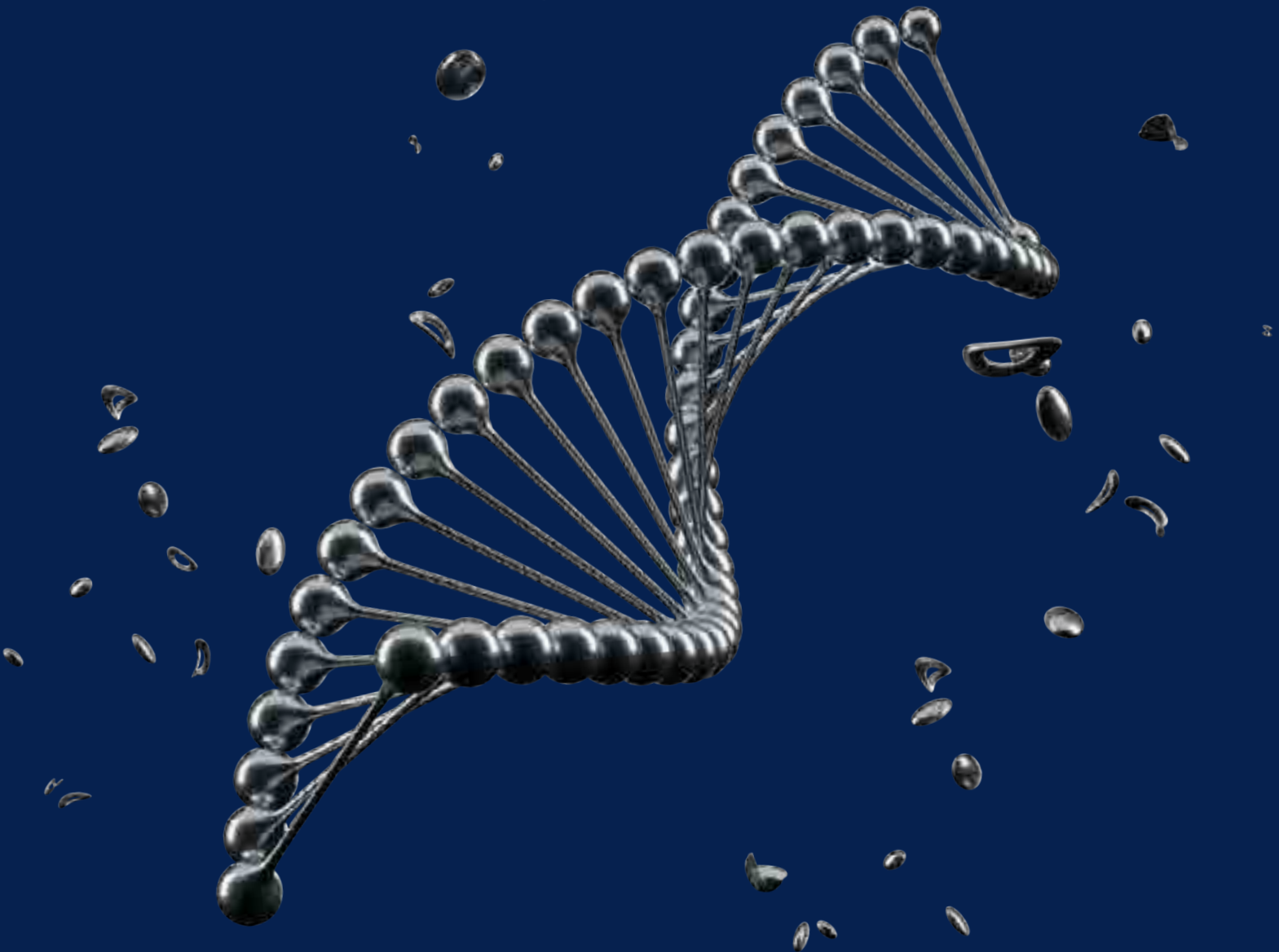
We are expanding our sales team and LOOKING FOR A SALES AGENT,

who will manage our existing and prospective partners in the German market. If you like working in sales, with business partners who use our products in recycling and other global industries, join us and help expand our sales network.

Send your CV with your work experience to: jjuvan@tro.si

WHAT DO WE EXPECT FROM YOU:

- Experience in and knowledge of the waste-recycling industry – knowledge of markets, customers, competition, understanding of factors influencing purchases.
- Sales skills – ability to generate interest, identify the customers' problems and their causes, knowledge of the decision-makers and how to gain access to them.
- A desire for continuous improvement – analytical skills and quick learning ability.
- Excellent communication skills – active, attentive listening, establishing and managing client relationships, identifying what clients value, envisioning solutions.



Aluminium is
in our **DNA**

www.impol.com



HRASTNIK1860

THE BRILLIANCE AND
PERFECTION OF GLASS

www.hrastnik1860.com



Demographics and Qualifications in Slovenia

Ever-Improving Skills and Qualifications

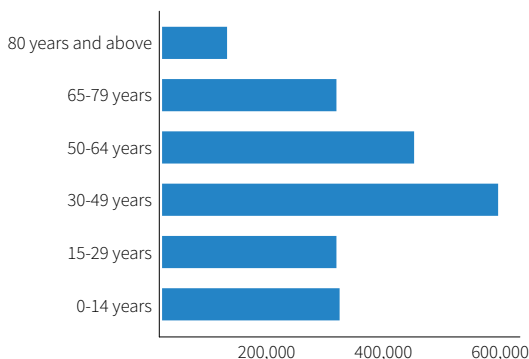
Business and administration, law, and engineering, manufacturing and construction produced the largest numbers of graduates in 2019.

Darja Močnik, Analytical Department, Chamber of Commerce and Industry of Slovenia

Employees' Skills and Qualifications are on the Rise

The average level of qualifications of the Slovenian population aged over 15 is good, and is improving: 24.2% per cent of the population aged over 15 have a tertiary qualification (up from 23.7% in 2018), while 52.8% have secondary or vocational qualifications (52.4% in 2018). It is mainly people in the 25 to 49 age group that have tertiary qualifications (61.5% of everyone in this population group). The largest number of graduates in 2019 were produced in the fields of business and administration, law (2,966 or 18.4% of the total) and engineering, manufacturing and construction (2,843 or 17.7%), while the fields with the smallest numbers of graduates were agriculture, forestry, fisheries and veterinary (504 or 3.1%) and information and communication technologies (674 or 4.2%). The most sought-after people on the labour market are currently those with qualifications in natural sciences and engineering, while there are sufficient numbers of graduates of economics, law and social sciences.

Age structure of inhabitants



Data as of 1H 2020

Data as at Q1 as of 1.1.2019

There are approximately 316,000 people aged under 15 in Slovenia, or 15% of the population, while there are 424,000 people aged over 65 (20% of the population). The largest population group is those aged 30 to 49 (28.5% of the total). According to demographic projections, the proportion of older people will increase, while the solutions for the labour market lie in a longer working life, with various incentives

for remaining active on the labour market for longer, faster inclusion in the labour market, and increased recruitment from the rest of the world in areas where there are shortages.

Slovenia has a population of just over 2.1 million, 92.5% of whom are Slovenian citizens (as at 1 April 2020) and 7.5% of whom are foreign nationals (up from 6.9% in 2018).

Inhabitants



Citizens of Slovenia **1,939,510** Foreign citizens **156,351**

Data as of 1q 2020

Source: Statistical Office of Republic of Slovenia

Proportion of People with Tertiary Qualifications is Rising

Just 22% of people aged 55 to 64 in Slovenia held a tertiary qualification in 2019 (compared with the OECD average of 28% and an EU23 average of 27%), while the figure for the 25 to 34 age group was double at 44%, the same as the EU23 average and 1 percentage point less than the OECD average of 45%. Some 60% of people aged 55 to 64 in Slovenia held a

The most sought-after people on the labour market are currently those with qualifications in natural sciences and engineering.

Some 15% of Slovenia's population are aged under 15, while 20% are aged over 65.



Photo: Depositphotos

Slovenia is ranked at the very top of OECD countries in terms of the proportion of people with a doctorate or comparable qualification.

secondary qualification in 2019 (compared with the OECD average of 42% and an EU23 average of 47%), while the figure for the 25 to 34 age group was 51%, higher than the EU23 average (42%) and the OECD average (40%)..

Slovenia is ranked at the very top of OECD countries in terms of the proportion of people with a doctorate or comparable qualification (ISCED level 8): 4.5% of people aged 25 to 64 held a qualification of this type in 2019, compared with averages of 1.2% in the OECD and the EU23.

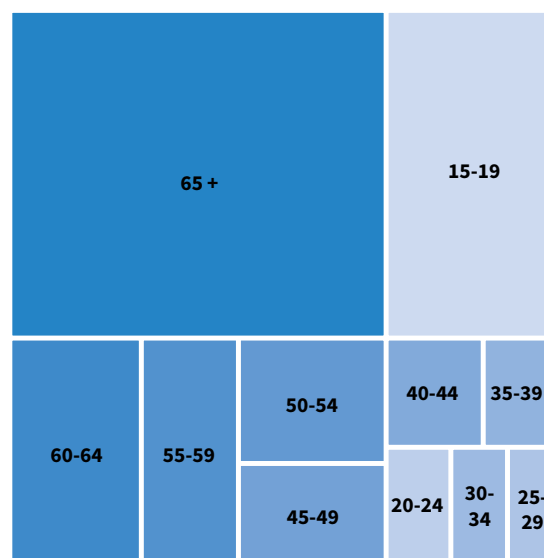
A Rise in Student Numbers from the Previous Academic Year for the First Time in Ten Years

A total of 76,728 students were enrolled in tertiary education in the 2019/20 academic year, up 1% on the previous year. Student numbers had fallen consistently over the previous nine years, by an average of 4,320 each academic year. The most evident increases in student numbers were recorded by doctoral students (up 7%) and professional four-year tertiary students (up 3.2%). ■

Education by age groups (Population aged 15 years or more)

Age as of total	Total	Basic or less	Upper secondary	Tertiary
	1,767,202	406,998	932,871	427,333
	100 %	23.0 %	52.8 %	24.2 %
15-19 years	92,855	74,554	18,301	0
20-24 years	101,940	10,374	76,723	14,843
25-29 years	114,680	7,622	61,949	45,109
30-34 years	137,712	9,126	71,815	56,771
35-39 years	154,185	10,805	81,943	61,437
40-44 years	156,582	14,400	86,584	55,598
45-49 years	147,104	20,448	82,553	44,103
50-54 years	154,102	24,974	92,367	36,761
55-59 years	149,547	29,391	88,450	31,706
60-64 years	145,441	40,432	80,097	24,912
65 + years	413,054	164,872	192,089	56,093

Data as at 2018, Source: Statistical Office of the Republic of Slovenia



The owner "Bodočnost d.o.o. Maribor" is selling an administrative-production complex encompassing an administrative building, two production halls, two warehouses, associated premises and two entrances for trucks and towing vehicles. The area of all recorded and unrecorded premises totals 2,812 m². The complex stands on 12,463 m² of land, which is divided into four cadastral parcels owned by the Republic of Serbia and used by Bodočnost d.o.o. Maribor. The complex is intended for different types of business activities and is located in Mladenovac industrial park.

Advantages:

- Proximity to the Belgrade–Niš–Skopje railway line
- Proximity to the Corridor X motorway (15 km)
- Excellent motorway connection with Belgrade (54 km), regional connections (45 km to Smederevo, 45 km to Velika Plana, 64 km to Kragujevac and 25 km to Arandelovac)
- The complex can be expanded to 9,000 m² based on the urban plans

Price: EUR 450,000.

Subject to negotiation.

Stojana Novakoviča 3, Mladenovac | Tel.: +381 637 712 655





MARMOR HOTAVLJE
stone solutions since 1721

300+

KINGS OF THE STONE AGE

MEGA YACHTS | PRIVATE RESIDENCES | UNIQUE FURNITURE

Marmor Sežana Builds Stone Facade for Gazprom Business Centre

Marmor Sežana, d. d. was part of the construction of Russia's largest development project in Saint Petersburg – the Lakhta Centre, the new commercial headquarters of Russian corporate giant Gazprom.

Marmor Sežana, d. d. has been working in the stone industry for 75 years. It is the largest company in Slovenia specialising in quarrying and processing of natural stone, and one of only a few companies that are introducing technology for underground limestone mining.

The company owns four active quarries with long-term concessions for exploitation of raw Karst limestone. "Using modern technology we are therefore mining four indigenous types of natural stone, Lipica Unito, Lipica Fiorito, Repen and Kopriva, which our customers use for flooring and facades all over the world," says Managing Director Dr Andrej Kos.

Their products, which are the result of Slovenian raw materials and Marmor Sežana's processing technologies, can be seen on building facades, streets and markets in Slovenia, Croatia, Italy, Austria, Hungary and other parts of Europe. Recently, their primary sales regions have been the Near and Far East, the Arabian Peninsula and Russia.



Reaching Agreements Step By Step

During the economic crisis and the crisis in the construction industry, Marmor Sežana, d. d. was forced to search for business opportunities on other markets. "We started attending large international trade fairs in order to promote and grow our brand. That's how we made it to the final selection of bidders in a tender for the construction of the new business centre for the giant Russian corporation Gazprom, which is building its new commercial headquarters, called the Lakhta Centre, in Saint Petersburg," says Kos.

Following a thorough presentation to the developers, the preparation of numerous samples and checking their performance capacities and available stock, Marmor Sežana, d. d. was selected as the main supplier for the stone part of the facade. The stone facade sits at the entrance to the building and the lower floors of the business and commercial section of the otherwise primarily glass tower. "Due to the difficult building conditions and harsh climate, we had to perform testing of all of our materials to ensure compliance with Russian norms and obtain a GOST certificate," says project leader Dimitrij Kukanja.

Basic Data on the Lakhta Centre Project:

Location: Gulf of Finland, Saint Petersburg, Russia

Developer: Gazprom

Principal architect: Tony Kettle, RMJM, Scotland, UK

Project management:

Gorproject, Moscow

Supervision: Samsung C&T Corporation

Main contractor: Renaissance Construction, Russia

Stone facade: Marmor Sežana, d. d., Slovenia

Height of building: 462 m – tallest building in Europe

Technologically and Logistically Complex Project

An agreement was signed in 2017 and the work was completed by the end of 2019. The individual wall elements were made of Lipica Fiorito stone, approximate dimensions 170x60x4 cm, with specially polished edges between interlocking invisible seams. The stone facade was built as a ventilated facade over a steel frame installed by a Turkish subcontractor. The total surface area of the stone facade is nearly 13,000 m², and is composed of almost 25,000 elements that were brought from Sežana on the backs of 64 lorries using specially protected containers.

"So it's not just that this is a significant and technologically complex building; the project logistics were also complex. This was definitely one of the largest projects ever carried out by a Slovene contractor on the Russian market. As is the case in every crisis, with a great deal of effort and determination it is possible to achieve major successes during these times," says Kukanja.



MARMOR
S E Ž A N A d.d.

www.marmorsezana.com





A leading global manufacturer
of equipment used in the
production of ceramic 3D
multi-layer based technologies



Foreign Direct Investment

Two Thirds of Inward FDI to Slovenia from EU Companies

The biggest foreign investors in Slovenia are from Germany, Austria, the USA, Italy and Switzerland. Together these countries account for 55% of all direct foreign investments.

Bojan Ivanc, Chief Economist at the Chamber of Commerce and Industry of Slovenia

In the last few years, the importance of foreign investment in the Slovenian economy has grown considerably, mainly due to takeovers in the manufacturing and financial sectors.

In the last few years the importance of foreign investment in the Slovenian economy has grown considerably, but at a third of GDP it is still lower than in comparable Visegrad countries (median: 55% of GDP), although higher than in more developed Germany (23%). Owing to its small size and integration into value chains, along with the absence of a functioning domestic capital market, the importance of foreign investment can only be expected to grow in Slovenia. On the other hand, the importance of Slovenian FDI abroad finally increased in 2019 (by EUR 600 m), standing at 14% of GDP. This was mainly due to some takeovers in the SEE region.

The stock of inward FDI in Slovenia stood at EUR 16 billion at the end of 2018 (33% of GDP), up by EUR 850 million (5%) compared to the end of 2018. Fresh equity was subscribed in amount of EUR 1.2 billion, while EUR 0.5 billion was reinvested as retained earnings, whereas on the other hand net debt to foreign owners decreased by EUR 0.6 billion. The inflow of equity in 2019 was more than double that in 2018, partly as a result of four major acquisitions of Slovenian firms with a total value of more than EUR 0.5 billion, as opposed to the one acquisition of comparable size made in 2018.

There was an inflow of EUR 5 billion of inward FDI over the last 5 years, which was largely driven by takeovers (brownfield investments) of various manufacturing companies and financial companies (banks and insurance), and in the wholesale and retail trade and repair of motor vehicles and motorcycles. Owing in part to the relatively high valuation of companies, quite a few Slovenian firms opted to be sold to foreign owners, which were the highest bidders. Greenfield investment was limited to a handful of investments in manufacturing, most notably in the automotive value chain.

German-speaking Countries the Biggest Foreign Investors

The complex structures of multinational firms, which are a response to several factors (financing of global production networks, optimisation of the tax burden and other regulatory burdens, etc.), can conceal the

ultimate source of FDI, so we analysed inward FDI in terms of the ultimate country of ownership. This kind of analysis reveals the actual control of investments. While there should be an awareness of the limitations in determining ultimate investing countries, as certain domestic entities do not have the detailed ownership schemes of their owners available, the best possible assessment is used here.

Under this methodology the biggest foreign investors in Slovenia are from Germany, Austria, the USA, Italy and Switzerland. Together these countries account for 55% of all foreign investments. German ultimate investors hold the majority of their indirect investments in Slovenia via Austria in the form of affiliates and branches. Investors from the USA have conducted a large portion of their investments in Slovenia via companies in Luxembourg and Austria. UK investors' largest holdings of FDI in Slovenia were also via affiliates in Luxembourg. Russia as the ultimate investing country was responsible for EUR 415 million in FDI in 2019, with Russian investors holding the majority of their indirect investments in Slovenia via affiliates in Austria and the Netherlands. In terms of the relative importance as the ultimate investing country compared with the immediate partner country, there are also significant advances made by China, mostly via branches in Luxembourg, and Japan, mostly via Austrian branches. Production, trade and financial business are the most popular sectors for foreign investors, since in tandem with their parent companies they can most often offer an appropriate level of economy of scale. German, Austrian, Italian, Swiss and Croatian companies are the most prominent in manufacturing. In finance the most powerful investors are from the USA, Italy and Austria. Croatian, Austrian and German companies occupy an important position in tourism, while in retail trade the big investors are from Germany, Austria, Croatia and Italy.

At the end of 2019 firms with FDI accounted for 1.8% of the entire population of Slovenian firms (excluding financial intermediaries). ROE at firms with FDI stood at 9.6% in 2019, 1.1 percentage points more than at firms without FDI. The most important

Investors from the USA have conducted a large portion of their investments in Slovenia via companies in Luxembourg and Austria.

activity was manufacturing, which in 2019 accounted for 24.3% of all firms with FDI and employed just over half of all employees at firms with foreign capital. The wages per employee paid by firms with FDI were also 9.5% higher than the average wages per employee in Slovenia overall, while their value-added per employee was 7.6% higher. The total exports of goods and services at firms with FDI amounted to EUR 16.2 billion in 2019, up 6.6% on the previous year.

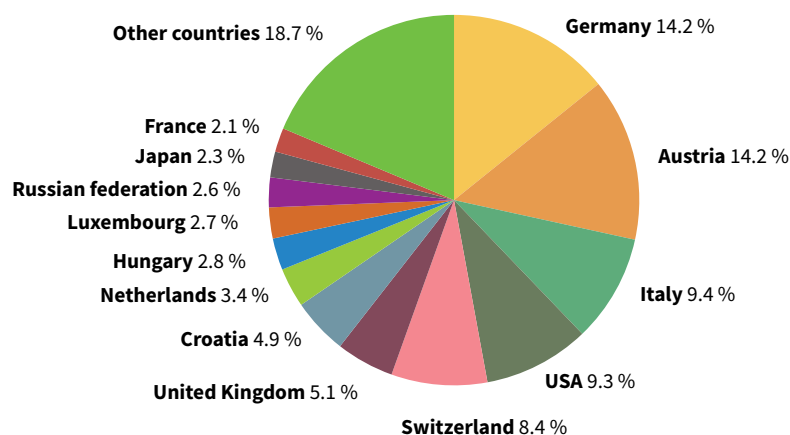
Firms with foreign owners generated their largest profits to date in 2019 (EUR 1.4 billion), and consequently made their largest profit distributions to date (EUR 0.9 billion). Retained (reinvested) earnings amounted to EUR 0.5 billion in 2019, similar to in 2018. A key reason for this was the higher planned investments in the 2020-2021 period. The average return on the average stock of total inward FDI stood at 6% in 2018, up slightly on the average between 2010 and 2018 (5.5%). FDI statistics lends an above average weighting to capital-intensive activities, and less to services, which are also creating a lot of jobs in Slovenia with lower capex needs.

Most Important Ultimate Investing Country for Inward FDI as at 31 December 2019

in EUR millions	
Germany	2,276
Austria	2,275
Italy	1,505
USA	1,484
Switzerland	1,340
UK	811
Croatia	784
Netherlands	552
Hungary	445
Luxembourg	433
Russian Federation	415
Japan	361
France	336

Production, trade and financial business are the most popular sectors for foreign investors.

Stock of Inward FDI by end 2019



Source: Foreign direct investment 2019, Bank of Slovenia, by ultimate investing country

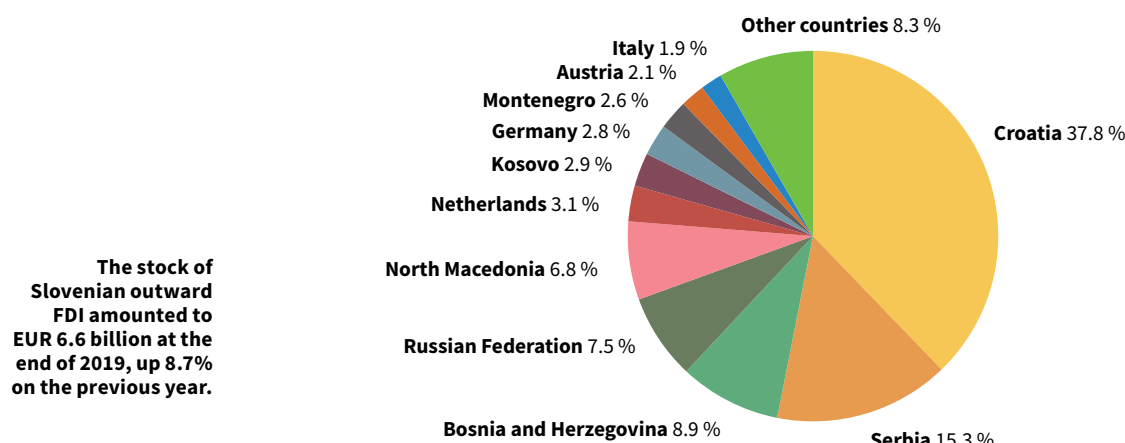
Major Importance of Former Yugoslav Republics for Outward FDI

The stock of Slovenian outward FDI amounted to EUR 6.6 billion at the end of 2019, equivalent to 13.7% of GDP. This was up 8.7% (or EUR 529 million) on the previous year, largely as a result of transactions (inflows) in equity and reinvested earnings (EUR 291 million in total). The latter was positive for the fourth consecutive year, and was up 22.5% on 2018. Average growth in outward FDI was positive between 1994 and 2019 in the amount of 13.9%, but negative between 2010 and 2013 in the amount of 4.1%, although the trend has reversed in the last five years to an average growth of 4.2%.

The stock of equity had reached EUR 5.2 billion by the end of 2019, up 9.1% on the end of the previous year. Slovenian investors contributed net inflows

of equity in the amount of EUR 138 million in 2019, largely as a result of increased equity holdings in the form of mergers and acquisitions of foreign firms in real estate activities and manufacturing, and recapitalisations of foreign manufacturing firms. There were also notable partial withdrawals made by Slovenian investors from firms in manufacturing and in information and communication. Another factor in the net increase in Slovenian outward FDI was other changes in equity, which were positive in the amount of EUR 144 million, as a result of exchange rate differences, revaluations, and differences between the book value and market value of sales and purchases. Equity accounted for 78.2% of total outward FDI (71.5% in firms, and 28.5% in real estate).

Firms with foreign owners generated their largest profits to date in 2019 (EUR 1.4 billion), and consequently made their largest profit distributions to date (EUR 0.9 billion).

Stock of Outward FDI by end 2019

Source: Foreign direct investment 2019, Bank of Slovenia

Most Important Slovenian Outward FDI Destination Countries as at 31 December 2019

	in EUR millions
Croatia	2,291
Serbia	928
Bosnia & Herzegovina	538
Russian Federation	453
North Macedonia	414
Netherlands	189
Kosovo	177
Germany	167
Montenegro	157

Almost half of Slovenian outward FDI was accounted for by EU countries at the end of 2019 (EUR 3.3 billion).

Almost half of Slovenian outward FDI was accounted for by EU countries at the end of 2019 (EUR 3.3 billion), with Croatia standing out (EUR 2.2 billion), followed by the Netherlands (EUR 189 million). Important among the other big investment countries are Serbia (EUR 928 million), Bosnia & Herzegovina (EUR 538 million), and North Macedonia (EUR 414 million). Just how important the regional economies of the former Yugoslavia are for Slovenian companies is demonstrated by the fact that stock of Slovenian outward FDI in Germany (EUR 167 million) was even lower than in Kosovo (EUR 177 million).

Household real estate on the Croatian coast was the biggest Slovenian foreign investment (1/6 of total).

In the segmentation of Slovenian outward foreign direct investments into those that are ultimately domestically owned and those that belong to foreign owners, 27% of the outstanding value was under indirect foreign ownership at the end of 2019 (a typical company would be Mercator, with retail outlets across SEE). This is most pronounced in the manufacturing sector that accounts for 50% of Slovenian outward FDI under foreign control. The largest outward invest-

ments by Slovenian firms under domestic control at the end of 2019 were in manufacturing (EUR 1.2 billion 25.% of the total), financial and insurance activities (EUR 873 million or 18%), and wholesale and retail trade and repair of motor vehicles and motorcycles (EUR 588 million or 12.1%).

Slovenian investors held their largest stock of outward FDI in Croatia at the end of 2019, in the amount of EUR 2.3 billion or 34.5% of total outward FDI, up EUR 340 million on the previous year. The largest stock of FDI in Croatia was held by Slovenian households in the form of real estate (estimated at EUR 1,053 million), while the Slovenian private sector was strong in wholesale and retail trade (28% of Slovenian FDI in Croatia), real estate activities (11%), and manufacturing (11%).

The second largest recipient of Slovenian outward FDI at the end of 2019 was Serbia, its total stock of EUR 928 million accounting for 13.9% of total outward FDI. Slovenian firms held their largest investments in Serbian firms in manufacturing (40%), wholesale and retail trade (32%), financial and insurance activities (14%), and real estate activities (7%).

A total of 444 Slovenian firms held a controlling interest in a total of 1,120 foreign firms in 2019, which together generated sales revenues of EUR 10.8 billion and had 63,341 employees. Of these 444 Slovenian firms, 342 (77% of them) were under ultimate Slovenian ownership, while 102 (23%) were themselves under foreign ownership. The latter firms generated a significant proportion of their revenues via exports, mostly to affiliates, while to an even greater extent their imports of merchandise and materials were mostly from affiliates. ■



cleanroom walls and claddings



walkable and non-walkable ceiling



cleanroom doors



furniture and equipment

Perfection in building cleanrooms

With 18 years of tradition, more than 180.000 m² complete solutions in building cleanrooms and platinum creditworthiness rating Cleangrad is recognised as a reliable partner. Cleangrad offers technologically advanced cleanroom solutions, allowing our customers to increase their competitiveness. Our competent engineering will provide for the 2D or 3D detail design and the carry out of your cleanroom project. 100 % customer satisfaction is our goal. The cleanrooms are made pursuant to our customer demands wherein we follow the complete integration of doors, media and furniture as well as the consistent combination with air conditioning and technologies. Our installation teams are GMP-trained and place great emphasis to the health, safety and cleanliness, in addition we have the SCC** certificate. We support the qualification of the clean rooms in accordance with cGMP, FDA and ISO standards and guarantee the 48-hours service in the entire Europe and supply of spare parts.



The company MONTER DRAVOGRAD d.o.o. was established in the year 1947 and works more than 70 years in the field of manufacturing of steel products. Today the company is active in a field of building and constructing special purpose machinery and devices according to customer documentation and plans. Production program includes manufacturing of welded components, mechanical processing and final assembling (mechanical, electrical assembling, hydraulic assembling and pneumatics) and as well the final paintwork of products.

Working field:

- Machine building
- Mining
- Shipbuilding
- Building industry
- Automotive industry
- Wood processing industry
- Electro industry
- Forklift renovation

TYPE	TOS 1	TOS 2	TOS 3	TOS 4	TOS 5	TOS 6	TOS 7	TOS 8	TOS 9	TOS 10	ŠKODA
CNC TOS											
Table:	1800 x 2200	1800 x 2000	1800 x 2500	1800 x 2500	1400 x 1600	1800 x 2500	1800 x 2500	1400 x 1600	1800 x 2500	2000 x 2500	2000 x 2000
x:	3500	3500	4000	4000	2000	5000	5000	2500	4000	11000	8000
y:	2000	2000	3000	3000	1600	3000	3000	1600	3000	4500	3000
z:	1250	1250	1600	1600	1250	1600	1600	1250	1600	1200	1600
Maximum load	12.000 kg	12.000 kg	20.000 kg	20.000 kg	8000 kg	25.000 kg	25.000 kg	8000 kg	25.000 kg	100.000 kg	65.000 kg
Spindle diameter:	DIA 130 / ISO 50	DIA 130 / ISO 50	DIA 130 / ISO 50	DIA 130 / ISO 50	DIA 125	DIA 130 / ISO 50	DIA 130 / ISO 50	DIA 125	DIA 130 / ISO 50		DIA 160 / ISO 50

OUR REFERENCES:



Company in numbers:

- 240 employees
- Producing products up to a total weight of 64 tons
- 12.000 m² modern equipped halls

In year 2018 we also setup new welding robot FD-V20S-7th axis.

- Tandem welding
- 7 axis



MONTER DRAVOGRAD d.o.o.

Otiški vrh 177

2373 Šentjanž pri Dravogradu

Tel: +386 (0)2 8787 730

Fax: +386 (0)2 8785 002

E-mail: tine.kadis@monter-dravograd.si

www.monter-dravograd.si



Foreign Investments in Slovenia

Record Profit for Firms with Foreign Owners

Firms with foreign owners generated their largest profits in Slovenia to date in 2019 (EUR 1.4 billion).

Darja Kocbek

According to figures from the Bank of Slovenia, there were EUR 16 billion in foreign direct investments in Slovenia in 2019, up 4.9% on 2018. The increase was largely driven by inflows of equity (EUR 1.2 billion) and reinvested earnings (EUR 500 million). Approximately 60% of FDI flows directly via the foreign countries that are home to the ultimate investor, while the remainder flows via conduit countries.

Firms with foreign owners generated their largest profits to date in 2019 (EUR 1.4 billion). As a result the distribution of profit in 2019 was the largest to date (EUR 0.9 billion). The average return on the average stock of total inward FDI stood at 6% in 2019, up slightly on the average between 2010 and 2018 (5.5%), which was revealed by the Bank of Slovenia in its report on direct investments in Slovenia in 2019.

Aquafil Values the Average Qualifications of Slovenes

The Aquafil Group from Italy was one of the first firms that decided to invest in Slovenia. "Our investment goes as far as 1994/95, meaning that we have been in Slovenia for more than 25 years. We came to Slovenia immediately after its independence and have witnessed the economic success it has had during all these years. We consider ourselves as being

Approximately 60% of FDI flows directly via the foreign countries that are home to the ultimate investor.

part of this story hence we are very satisfied with our investment," explained CEO Edi Kraus.

He continued by pointing out Slovenia's competitive advantages: The first one is certainly its geographic position in the heart of Europe; enabling its cultural, social and political ties originating from the previous century, from the time of ex-Yugoslavia, with Croatia, Serbia, Macedonia, Bosnia and Herzegovina; as well as with other Eastern European states, including Russia.

The second advantage is a very high educational level. Slovenia's school system, including universities, is excellent, and can provide qualified personnel in all sectors. Furthermore, it boasts a very innovative social environment, this is reflected also in the economy and helps the transition into new economic models. Then Slovenia has a competitive price of energy, in particular of electricity, and for the time being also the price of work is competitive.

Another aspect is that of the natural environment, which in Slovenia is very orderly and clean, the citizens are motivated to protect it, this attitude is alive also within businesses, many of which have been actively involved in sustainable development for several years.

"It impresses us that Slovenia regardless of its size and number of citizens, has been continuously winning recognition in science, business, art and sports – collective as well as individual," explained Kraus. Regarding the future once the epidemic has been overcome, he added: "We wish that the crisis will end soon, and we are able to resume all our operations and sales as well as keep all the employees."

The Slovenian Steel Group (SIJ) Holds the Management Positions on Niche Steel Markets

The Slovenian Steel Group (SIJ) has been owned by the Zubitskiy family since 2007. "We entered the Slovenian Steel Group in 2007 recognising the major significance of the metal industry for Slovenia. The industry accounts for 8.2% of Slovenia's GSP, with one out of ten Slovenes being employed in the metal



Photo: Aquafil

"It impresses us that Slovenia has been continuously winning recognition in science, in business," says Edi Kraus of Aquafil.

The Aquafil Group from Italy was among the first companies to decide to invest in Slovenia.

SIJ has earmarked more than EUR 620 million since 2007 for modernisation, increase of capacities and development.



Photo: Aquafil



Photo: Bor Dobrin

The Slovenian Steel Group (SIJ) has been owned by the Zubitskiy family since 2007. The family recognises the major significance of the metal industry for Slovenia.

industry chain. A total of 40% of all employees in the metallurgy industry in Slovenia work for the SIJ Group,” explained Andrey Zubitskiy, President of the Management Board.

The Group accounts for just over one quarter of approximately EUR 3 billion in revenues that are generated by all Slovenian metallurgy companies that are strongly export-oriented and 80% of total sales on foreign markets. “Since 2007 SIJ has earmarked more than EUR 620 million for modernisation, increase of capacities and development,” added Zubitskiy.

According to Zubitskiy SIJ is an advanced company that holds leading positions on niche steel markets; it is innovative, pursues technological excellence and operates in accordance with contemporary business standards applied by steel companies. “In that regard we are pleased with the company’s development and our investment,” said Zubitskiy.

Slovenia at the Intersection of European Corridors

Slovenia is a clean, green country, with a good geo-strategic location, at the intersection of European corridors and with quick access to its key export markets. The responsibility for sustainable production and openness in co-existing with the community are also certainly important for the country. “We comply

In the ranking of investments in terms of site of control, the most important countries are Austria and Germany, with almost equal shares, followed by Italy, the US and Switzerland. These five countries control more than half of the inward FDI in Slovenia in value terms. The most important first counterpart countries in 2019 (in terms of the site of the owner) were Austria, Luxembourg, Germany, Switzerland and Italy. In terms of activity, the largest investments were in manufacturing, in financial and insurance activities, and in wholesale and retail trade and repair of motor vehicles and motorcycles, explained the Bank of Slovenia in its report on direct investments in Slovenia in 2019.

with the principles of a circular economy, certainly seeking support from the country in transitioning to a greener economy in accordance with the European Green Deal,” explained Zubitskiy.

The Slovenian steel industry is competing with competitors from environments with lower environmental protection standards, which places the industry in Slovenia and Europe in an uncompetitive position, “despite efforts for progress in the area of reduction of pollution.” Slovenia has a high amount of qualified personnel, but should put more focus on

Business unit Komenda


Potok pri Komendi 12
1218 Komenda, Slovenia



Interexport

Business unit Slovenska Bistrica

Trgovska street 5
2310 Slovenska Bistrica, Slovenia



**Farming and
Forestry machinery**


Distribution, sales and service
Fendt, Valtra, Ponsse, Amazone, Strautmann
for Slovenia, Croatia, BiH and Serbia



Medicine

Radiology: technical solutions
development, representation, service
AGFA Healthcare, Werner, Kabe, Human ...

Laboratory diagnostics: representation,
sales, logistics for Siemens Healthineers



eSpeech

Voice recognition

Your partner for quality and trust!

info@interexport.si
www.interexport.si
T: +386 1834 44 00

lowering income tax for the most skilled experts and income tax in general, and also on the promotion of shortage occupations, so that young people decide more frequently to pursue such professions, added Zubitskiy.

2020 was Record-Breaking for BSH Hišni Aparati Nazarje

The year 2020 was record-breaking for BSH Hišni aparati Nazarje, which is part of the international BSH Home Appliances Group, as it exceeded its business plan by over 10%. More than 8 million small

household appliances have been manufactured at the Nazarje plant. "Similar growth is also planned for 2021," said Director Boštjan Gorjup (also CCIS President).

In early 2020 the plant launched a new investment. They began to build a new agile development centre, FOOD, which spreads over 2600 m² and includes the central agile workspace and a technical section, which comprises a laboratory and an electronics and drives department. It will be opened next year.

"For our plant the addition of this centre means the strengthening of the competence and development centre within the BSH Group, providing us with the opportunity of further development and production, and in addition to maintaining current jobs it also creates new positions and, ultimately, maintains our competitiveness both in the Slovenian business environment and globally. The entire investment amounted to EUR 4 million, accounting for 20% of the total annual investments," explained Gorjup. ■



Photo: BSH

Boštjan Gorjup, the President of the CCIS, is the Director of BSH Hišni aparati. The company is part of the international BSH Home Appliances Group, and manufactured more than 8 million small household appliances at its Nazarje plant in 2020.



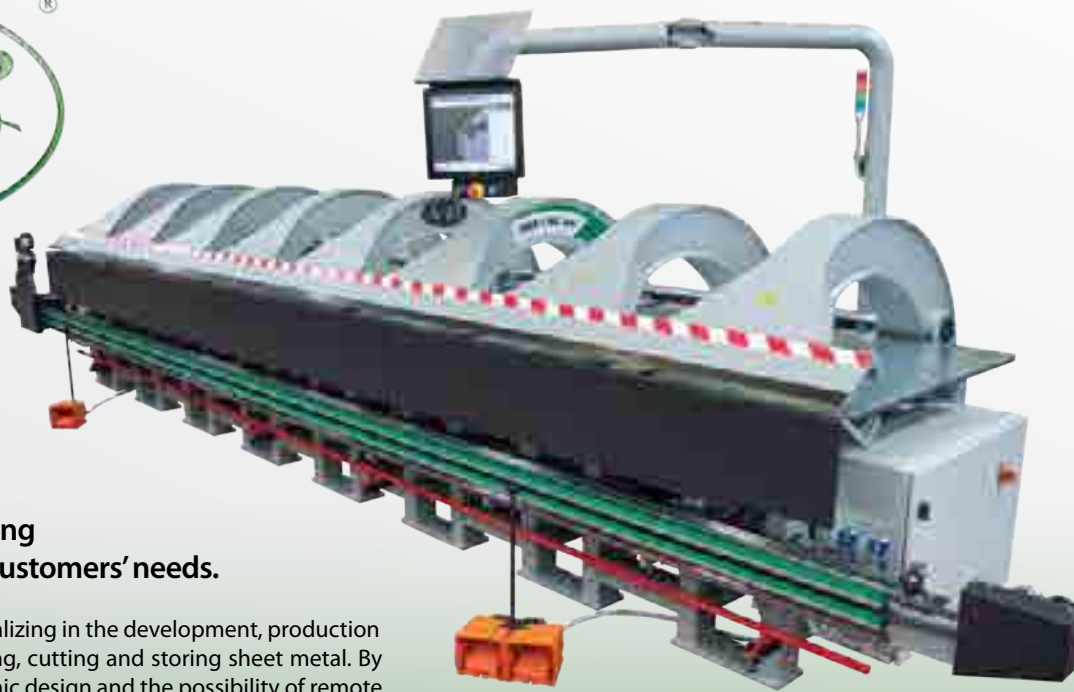
Photo: BSH

Invest Slovenia



Strojgradnja SAS -
a qualitative and reliable
manufacturer of hydraulic
bending machines, following
development trends and customers' needs.

We are a family run business, specializing in the development, production and selling of machines for bending, cutting and storing sheet metal. By fast dynamics of axis motion, graphic design and the possibility of remote controlling and programming, our newest products draw nearer to trends of Industry 4.0. Our main product are hydraulic bending machines, which are the topmost machines for cutting and bending sheet metal.



Proposed project:
Tourist facilities with
accompanying activities



INVESTMENT LAND PLOT ARGOLINA - EXCELENT LOCATION WITH GREAT DEVELOPMENT POTENTIAL IN IZOLA

📏 **20,106 m²** (land plot area) 💰 **Indicative Price: 8,860,000.00 € + TAX**
 📍 **Dantejeva ulica, Izola**

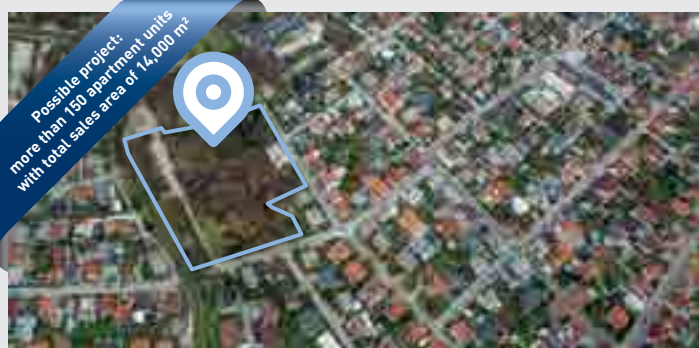
Mostly leased out -
investment opportunity



BUSINESS - COMMERCIAL CENTER NOVA IN VELENJE

📏 **1,577.00 m²** (land plot area) 📅 **2005** (construction year)
 📏 **4,144.00 m²** (B+GF+2F) – 60.86% owned by DUTB (net floor area)
 💰 **Indicative Price: 1,980,000.00 € + TAX** 📍 **Šaleška cesta 21, Velenje**

Possible project:
more than 150 apartment units
with total sales area of 14,000 m²



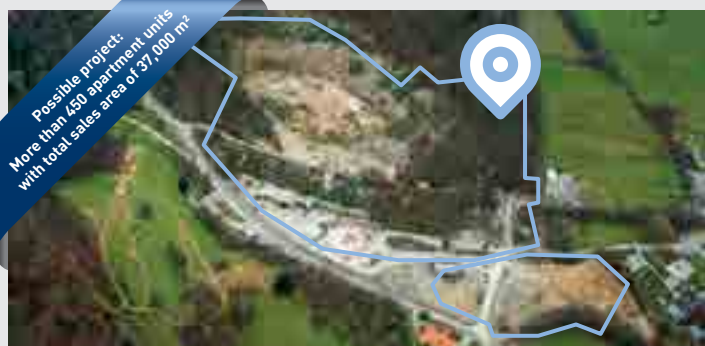
RESIDENTIAL LAND PLOT ON ONE OF THE MOST BEAUTIFUL LOCATIONS IN LJUBLJANA

📏 **16,669.00 m²** (land plot area)
 💰 **Indicative price: 7,000,000.00 € + TAX**
 📍 **Rožna dolina, Ljubljana**

BUSINESS & RETAIL BUILDING IN THE CITY CENTRE OF MARIBOR

📏 **2,883.97 m²** (land plot area) 📏 **9,889.00 m²** (net floor area)
 📅 **1970** (construction year), **2000-2004** (reconstruction and renovation)
 💰 **Indicative Price: 8,823,000.00 € + TAX**
 📍 **Vetrinjska ulica 22 / Trg Leona Štuklja 12, Maribor**

Possible project:
More than 450 apartment units
with total sales area of 37,000 m²



RESIDENTIAL LAND PLOT IN HIGHLY ATTRACTIVE LJUBLJANA SUBURBS

📏 **44,511.00 m²** (land plot area)
 💰 **Indicative price: 6,600,000.00 € + TAX**
 📍 **Podutik, Ljubljana**

Possible project:
up to 12,000 m² of sales area for
apartments and sheltered housing
Senior citizens facility for up to 150 residents



RESIDENTIAL LAND PLOT FOR APARTMENTS AND SENIOR CITIZENS COMPLEX

📏 **18,366.00 m²** (land plot area)
 💰 **Indicative price: 6,000,000.00 € + TAX**
 📍 **Bežigrad, Ljubljana**

Slovenian Industry

High Level of Flexibility and Innovation

Many successful industrial companies operate in Slovenia. What lies behind their success?

Andreja Šalamun

Andrej Megušar, Managing Director, LTH Castings

“The successful and stable operations of LTH Castings are based on the fact that our customers, who include some of the largest and most demanding global manufacturers in the car industry, regard us as a high-quality, reliable and development-minded partner. We have nurtured this reputation for a number of years through continuous investment in the latest technology, sophisticated work processes, and a qualified and well-educated workforce. The state’s role is important here, as no company can succeed unless it operates in an environment that stimulates business. An effective tax policy, flexible labour legislation and properly open paths and incentives for new investment are all very important.”



Photo: ????

Rok Rozman, CEO, Livar

“Slovenia is not a typical industrial country. Nevertheless, in relative terms its industry is successful and well-recognised in a large number of areas. Its small size means that its competitive advantage does not lie in mass or serial production, but mainly in smaller, targeted production, which requires a high degree of flexibility or innovation and, in the most successful cases, both at the same time. If success is to be maintained, Slovenian industry needs to orient itself to the wider European or even global market, which is why continuous work to achieve and maintain competitiveness in an open, export-oriented economy is built into every strategy and even the culture of Slovenia’s successful manufacturers. In a

certain way, Slovenian industry is no longer weighed down by competition. Instead, it accepts it as an indisputable fact and is focusing solely on securing a high profile and an identity that will drive further sales in a markedly competitive environment.

No economy can be successful in the long term unless it is able to operate in a national administrative environment that understands its needs and helps it to achieve competitiveness on the relevant sales market. The state must listen to its business sector and industry, and understand the interconnections and interdependence of the numerous perspectives that make up a successful social environment. Generally speaking, populist solutions that satisfy current short-term political interests do not create a competitive administrative environment in which industry can thrive. Instead, the state must focus on well-planned development, and on realising the long-term strategy of encouraging innovative, flexible and internationally competitive industry.”



Photo: ????

Matjaž Čemažar, Chairman of the Management Board, Domel Holding

“Because of the size of the domestic market, the Slovenian industry is oriented towards export, not only to the traditional German market but increasingly more widely, and even beyond the EU. Innovative solutions are vital if breakthroughs are to be made into global markets. As successful exporters, we therefore invest heavily in research and development, and upgrade our business and manufacturing

processes in order to increase productivity. The wider business environment also plays a decisive role in the competitiveness or otherwise of Slovenian industry. This environment is formed by the state through tax legislation, the education system, research and science infrastructure and, above all, a stable policy of support for investments in development projects.”



Photo: Zare Modic

Iztok Podkrižnik, Managing Director and owner of Podkrižnik

“The Slovenian industry has faced major challenges in recent years, including innovation, Industry 4.0, digital transformation, environmental requirements and changes, new materials, new knowledge, new approaches and so on. The industry must work faster to come to terms with all of these challenges, be bold in doing so, and invest in its own, all-important and

highly innovative solutions and products. We are on the right path. Institutions of knowledge are coming together with the business sector to an increasing degree, which is creating new solutions and, consequently, new products with a higher value added and new home-grown brands. This requires all of us who live in this part of the world to adopt a different mindset, and to finally understand that Slovenia needs high-tech industry, good spatial planning processes and a much better approach to educating the workforce that the industry needs. The sooner we understand this and respond responsibly (this goes for creators of new value as well as those charged with creating the conditions in which industry operates), the easier we will find to survive, satisfy our needs and expectations, and help create the conditions for the future development of everyone who lives in this region and beyond.” ■



Photo: Podkrižnik

NATIONAL INNOVATION AWARDS 2020

INO Brežice: Smart models of Vibrational subsoilers with innovative precision pneumatic fertiliser device in vineyards and orchards.

The company's new innovative two-row vibrational subsoilers with pneumatic fertiliser equipment and electronic devices for precision fertilising help winegrowers and fruit farmers to produce organic grapes and fruit. By adding organic fertilisers under pressure into the soil close to the root structure, we increase the resistance of vines and fruit trees to today's pests, thereby reducing the need for pesticides. With the soil in vineyards and orchards tending to be compacted, the subsoiler enables water to be stored deep in the soil during periods of drought. This operation provides us with a higher-quality crop at higher yield levels in drier years.

QLECTOR: QLECTOR LEAP - production guiding with artificial intelligence

Using artificial intelligence techniques, QLECTOR LEAP automatically constructs a digital “twin” of a manufacturing plant based on data from existing IT systems, such as MES and ERP. The system captures data in real time, analyses it with reference to the digital twin and provides the following functionalities: (1) production of a realistic production plan, (2) monitoring and prediction of realisation of the plan and (3) prediction of stoppages and the provision of information to employees.



DAPZ d.o.o.

IZDELOVANJE ORODIJ IN PRIPRAV

DAPZ d.o.o. – privately-owned company established in 1997, specialists for TOOL and DIE making, with 85% turnover in the automotive industry.

Core business:

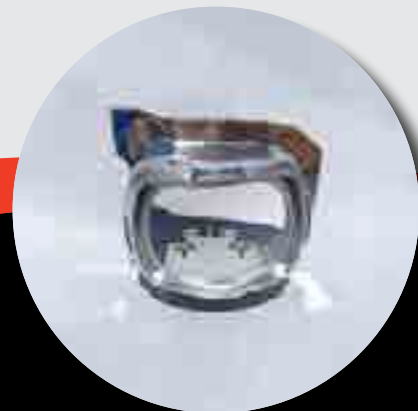
- Tools for automotive lighting (optics, aesthetic parts, technically-demanding parts)
- Tools for technical parts (highest precision)

We are offering comprehensive toolmaking services

- Plastic injection moulds production
 - Tool design
 - CAM processing
 - Tool construction
 - Injection mould sampling
 - Measurements
- Tool processing, repair and maintenance
- Small-series injection moulding
- Measuring
- Polishing
- Mould insert production
- Cooperation with product developments

Modern equipment with the following machines:

- Spotting press up to 1200x1000mm, 7T
- 4 CNC milling machines, 3 axes, 1000x800x500– to 50,000 rpm
- 1 CNC milling machine, 3 axes, 425x340x355, precision milling of optical surfaces with $R_z=0.23\text{ }\mu\text{m}$ – to 42,000 rpm
- 3 CNC milling machines, 5 axes, 1200x800x500– to 80,000 rpm
- 3 CNC EDM machines, 1150x850x500
- 2 CNC WIRE EDM machines, 600x400x310
- 1 coordinate measurement machine, 700x1000x660, 900kg
- +other conventional machines



DAPZ d.o.o.

Veliki Otok 44c, 6230 Postojna, Slovenia

Tel. +386-5-720-24-80 | +386-5-994-95-43

Fax: +386-5-720-24-81

E-mail: info@dapz.si

www.dapz.si

FURNISHING YOUR DREAMS
SINCE 1932



YACHTS

CRUISE

OFFSHORE



www.metalika.si



Photo: Depositphotos

Sport

Slovenian Wunderkind at the Tour de France

An exceptional 22-year-old, who goes by the name of Tadej Pogačar, left every cycling fan open-mouthed this year, snatching one of the most prestigious prizes in the world of bike racing, the Tour de France, from the grasp of compatriot and role model Primož Roglič at the very last minute.

Nina Šprohar

Never Give Up, Never Give In

Although “Pogi”, as he is known to friends and fans, arrived at the Tour as an underdog, this Slovenian wunderkind had been putting together a string of impressive results since the start of the season. He won the Tour of Valencia, was second overall in the UAE Tour and, at the National Championships, won the time trial and was just behind Roglič in the road race. Before the Tour, he came fourth overall in the famous Critérium du Dauphiné.

“Never give up, never give in,” his motto, was never better illustrated than at this year’s Tour de France. In the penultimate stage, he managed to overturn a 57-second deficit and overtake Roglič, who had led the race for 11 straight stages. This ensured that Pogačar would wear the yellow jersey all the way to the Champs-Élysées. Indeed, he would bring home

not just yellow, but also the polka dot jersey as King of the Mountains and the white jersey as Best Young Rider.

Victory Left Him with Mixed Feelings

Speaking afterwards to the Spanish newspaper Marca, Pogačar admitted that his time trial victory, which snatched yellow from Roglič, had left him with mixed feelings. “We both wanted to win. I would have been happy for Primož to win the Tour, but I was also there to win. We have a lot of respect for each other. Primož showed that a small country like Slovenia can win the big races. In the last few years, he has been at the summit of world cycling, so riding alongside him was an incredible experience,” he said.

Tadej Pogačar has donated the Colnago V3RS on which he won the Tour to the bike company’s museum

In the penultimate stage, he managed to overturn a 57-second deficit and overtake Roglič, who had led the race for 11 straight stages.

In 2020 Tadej Pogačar became the second-youngest winner in Tour de France history.

Indeed, he would bring home not just yellow, but also the polka dot jersey as King of the Mountains and the white jersey as Best Young Rider.

in Lombardy, Italy, where it will be put on show alongside bikes ridden by legends such as Eddy Merckx and Johan Museeuw.

His First Love Was Football

Pogi fell in love with football first, only taking up cycling after his ninth birthday. A member of UAE Team Emirates, he made his first appearance as a professional on the 2019 ProTour and immediately grabbed the attention of those in the know. He didn't

have to wait long for his first victory, winning the week-long Volta ao Algarve in February 2019, followed by the Tour of California three months later. He maintained his good form coming into the second part of the season, taking three stages of the Vuelta a España and overall third place. In 2020 the youngster's career took a spectacular turn when he became the second-youngest winner in Tour de France history. ■

NATIONAL INNOVATION AWARD 2020

Alpina: Cross country boots "ELITE 3.0"

The Alpina Elite 3.0 is the lightest and most responsive Nordic ski boot ever produced for elite cross-country athletes. It is the first boot in the world of Nordic skiing to enable air to circulate through it, allowing the sole to remain dry and the athlete to push off with maximum strength and at maximum pace. The boots are also more environmentally friendly as they are first to be manufactured without using PVC materials, which have been replaced by solutions that are kinder to the environment. The Elite 3.0 range is distinguished by excellent fit, stability and lightness, which enables the athlete to optimise energy use and ski speed.



Photo: Alpina


KOLDING
Equipment for
Rolling Mills



Rollers



Spindle

*Rollers for cold-rolling
Cast iron rollers
Coated rollers
Components manufactured
in line with client
specifications and our
specifications
Special hydro-cylinders
Metallurgical equipment
Compound equipment
Engineering / Planning
Forgings / Castings
Mechanical processing
Thermal handling
Quality control*

Metallurgical Equipment

Forged Rollers

Special Rollers

Hydro-cylinders

Cast Iron Rollers

KOLDING d.o.o.
Nicina 12 c | SI-Prevanje | Slovenia
T: +386 2 82 34 340 | F: +386 2 82 34 350
E: kolding@kolding.si

www.kolding.si

**Hydraulic
shears
600T**



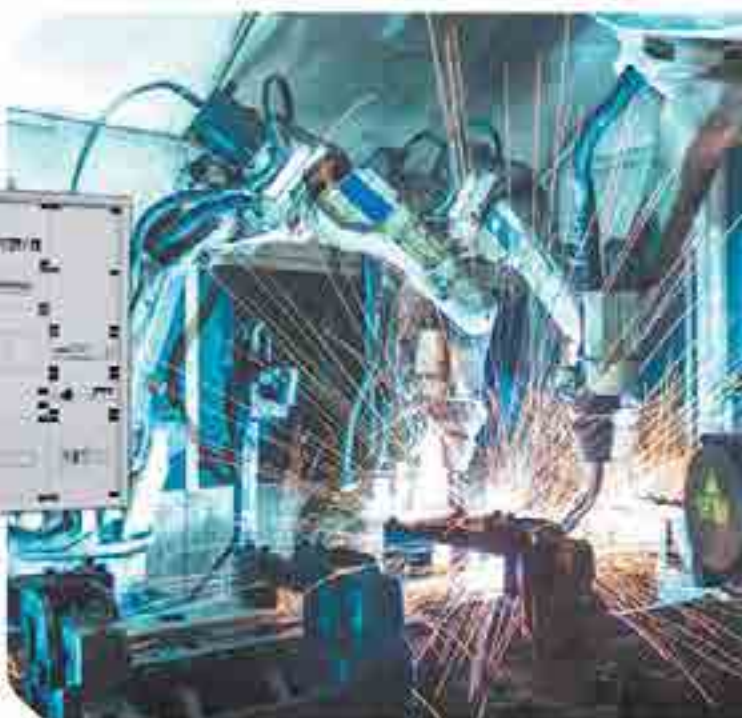
We protect your electrical installations

ETI

Home



Industry



PV systems



www.etigroup.eu

Outstanding Service in Mechanical Assembly and Electrical Installations

In its fourteen years of operation, MOS Servis, d. o. o. has developed into a top-level service provider for mechanical assembly and electrical installations for various types of industrial machinery. The company has established itself in Europe and is expanding to other parts of the world.

“MOS Servis, d. o. o. was founded in 2006 by three like-minded partners. We offer our clients and partners high-quality machine assembly and electrical installation services for various types of industrial machinery in different branches of industry, and we specialise in transport machinery. We can manufacture various elements for machining and mechanical treatment, welded parts of various dimensions and sizes and complete transport and other similar systems,” says Managing Director Peter Volovšek.

Expanding Their Presence from Europe to the Entire World

Their customers are mainly large European suppliers of integrated technological solutions for logistics and warehousing, airports, post offices, the car industry, etc.

MOS Servis, d. o. o. is present practically throughout Europe, including Switzerland, Norway and the UK, and also in the USA and Canada. “We have also gained experience working on projects in Qatar, Indonesia, Panama, Vietnam, Guatemala, Saudi Arabia and South Africa,” says Volovšek.

Full Range, High Quality and On Time Services

Volovšek sees his company's competitive advantages primarily in the provision of as wide a range as possible of high-quality services in a timely manner. He emphasises the advantages of in-house production for mechanical assembly and electrical installations. “We try as much as possible to develop



a professional and partnership-oriented relationship with our clients, based on open and honest communication with mutual respect and the awareness that we are stronger and better together,” says Volovšek.

In the future, MOS Servis, d. o. o. is planning to continue with its current plans, and to monitor and follow current trends. They hope to further improve the level of their services, and in particular will be expanding production and introducing a new product – a technological solution for parking vehicles in areas where there is a lack of space.

One-Stop Shop

In the long term, MOS Servis, d. o. o. hopes to become successful in the area of installation of industrial systems using its own manufacturing capacities, and to offer turnkey services through its network of partners, all so that the client can get everything they need in one place.

The company also aims to expand its operations into other areas, such as continuous maintenance services for corporate clients, environmental protection, alternative energy sources, etc.

The Foundations on which MOS Servis Builds its Success

- They know how to listen to and adapt their operations to their customers' needs. They cultivate and maintain a close relationship with each customer and supplier.
- Their customers know them for their high-quality and full range of services, their honest and reliable attitude and their friendly employees.
- They continuously monitor new technological solutions and introduce them into their services.
- They know that stability and growth can only come from having well-qualified personnel. Therefore their employees are provided with continuous education and training opportunities and a pleasant work environment.



- Conveyor technology
- Steel structures
- Industrial equipment
- Production of conveyor elements
- Robotics

E-Mail: infomos.si Tel. +386 3 819 01 82

SI - Mestinje 2b, 3241 Podplat

www.mos.si

THE ONLY WAY IS UP



Adria Tehnika specialise in base and line aircraft maintenance, in compliance with the requirements of EASA Part-145. AT also hold Part-147 Approval -Training.

AT use 4 heavy maintenance hangars, which allows them to maintain up to 10 narrow body and regional aircrafts at the same time – Airbus A320F and Bombardier CRJ – for which Adria Tehnika are the Authorised Service Facility. AT offer a wide range of services from inspections up to, and including, D checks, as well as heavy structural modifications among many others.

Thanks to their decades of experience and convenient geographical location in the heart of Europe, AT have a very strong position in the European market with over 10,000 square meters of hangars and supporting workshops.

The company employs over 250 highly qualified technicians that annually produce more than 400,000 working hours. AT provide competitive ground time, on-time delivery, flexibility and the highest possible standards of safety, quality and precision. Adria Tehnika have more than 70 customers in three continents, with new customers joining every year.

4
heavy maintenance
hangars

10,000 m²
of hangars and
supporting workshops

400,000
working hours
annually

70
customers
in three continents

Zgornji Brnik 130 D, 4210 Brnik – Aerodrom, Slovenia
T: +386 4 259 40 00, E: office@aateh.si, www.aviaprime.eu

ADRIATEHNIKA
AN AVIAPRIME COMPANY



Interview

Confidence and Trust Can Make Miracles

Ana Vučina Vršnak and Andreja Šalamun, Photo: Barbara Reya

TKK has been producing and marketing polyurethane mounting foams, sealants, adhesives and admixtures for concrete and rehabilitation materials and, this year, its director Uroš Lozar received the award from the Chamber of Commerce and Industry of Slovenia (CCIS) for his extraordinary economic and entrepreneurial achievements. “I remember that, one year after I joined the company, I was given full responsibility for the implementation of an investment worth almost EUR 7 million. This trust presented for me a much more serious obligation than I would have felt if I had been supervised by a group of ten supervisors,” says Lozar and adds that the most important thing is to find the right balance between patience on one hand and audacity on the other.

Almost 90% of production is exported to more than 70 countries and you have five of your own companies and sales representatives in nine countries. What is your recipe for success?

I cannot highlight just a couple of big things because it takes thousands of little ones to achieve success. Even though at first sight it might seem as if my success was achieved spontaneously, this is not so, since we had to have a strong background – with the right management, I was able to encourage the entire team to grow as individuals and as a team. Most of all, we upgraded our relationship with clients and we have become more self-confident than we used to be only a couple of years ago. I am not talking about arrogance

but about expressing uprightness and self-esteem in a respectful manner. And clients as well as employees know how to appreciate that. I find mutual trust extremely important too, namely from the bottom up as well as from top down; this includes the owners as well as the team, co-workers and clients.

I am glad that our owners think more about what the situation will look like after three years rather than in the next quarter. I remember that one year after I came to the company I was given full responsibility for an investment worth almost EUR 7 million. This trust presented for me a much more serious obligation than I would have felt if I had been supervised by a group of ten supervisors. Trust can make miracles.

I find mutual trust extremely important too, namely from the bottom up as well as from top down; this includes the owners as well as the team, co-workers and clients.

You are offering industrial sealing, gluing, and filling solutions – you are thus active in constructional chemistry. What about your projections for the future development of the construction industry here, in Europe and around the world? What are the trends?

Our business really depends on the trends in the construction industry. The measures adopted by the EU to mitigate the crises and the 1,000 billion package make me believe that a substantial part of these funds will be allocated to infrastructure and building projects which will be implemented by 2027. This is an incentive that Europe has not experienced since World War II. On the other hand, the epidemic has definitely had a negative impact on people's purchasing power and thus limits their investments. We need to stay agile and flexible. We do have one advantage, namely the fact that we are all over the world and trends are never entirely the same everywhere. That's why our business is robust. There are some important infrastructural projects expected in Slovenia and I hope we will take part in them. Even though the trend in commercial construction has slowed down slightly, there are some positive changes in housing construction. I am confident that this year and in the coming years we will continue to grow thanks to new customers. In addition, we are constantly looking for new markets. This year, for example, we entered the Australian market together with a local partner. We are also counting on new projects in South and North America. The entire world is our market.

Consolidated revenue in 2019 amounted to EUR 70 million.

As much as 89% of their revenue is generated on foreign markets.

How do you develop your relationship with customers on such diverse markets?

Regardless of latitude and longitude, it is always a matter of relationships between people, which sometimes involve cultural differences. We bridge those cultural differences by employing workers that come from those areas or that have been working there for a long time, which helps us overcome the language barriers as well. Our company knows how to address customers in all global languages, except for eastern Asian languages, where we are not yet selling our products.

How did the coronavirus affect your business?

Directly and indirectly. We have been noticing a decline in sales in areas/regions/countries where strict measures are applied and people cannot do business, or can do so within a limited scope. The indirect impact we noticed is the substantially slower implementation of new projects because customers are cautious or because people are absent from work. However, we do see an opportunity to deepen our relationship with existing customers and with new ones. We struggle together with our customers the most when we use new communication technologies – they are not really new, we just have not used them for these purposes before. Videoconferences are

really a bad approximation of personal contacts. They are cheaper but the outcome is significantly worse.

How do foreign customers look at you being a company from Slovenia? Do they know Slovenia?

Being Slovenian has never given us operational problems or difficulties entering even the most demanding markets. We have a strong presence, for example, in Germany, Italy, Switzerland, the USA, and from this year on also in Australia, etc. Within this industry, we are perceived as a renowned producer and a reliable partner.

Standards in the chemical industry are probably becoming stricter and TTK operates next to the Soča River, our natural pearl. Is this a big challenge for you? How do you take care of the environment and human health?

Slovenia is part of the EU and in some aspects it even has stricter legislation than the EU. There is nothing wrong with that. TTK does not only follow legislation, but we want to be one step ahead of it. The Soča River has a special role in these parts of the country and it has a symbolic meaning – it represents an artery, purity, a pristine habitat. We aim to preserve that and that is exactly why we invest in technology, equipment, new products, knowledge, etc. In this way, we can provide for sustainable operations that are friendly towards the environment and people. In 2020 and 2021 alone, we will invest EUR 0.5 million in the transition to zero emissions of technological waters: we are introducing robotic treatment of mixing containers and a closed cooling system. I am glad that the owners are also supportive of the investment in cleaner technologies.

The epidemic definitely has a negative impact on people's purchasing power and in this way it reduces their investments. We need to stay agile and flexible.

This year we entered the Australian market together with a local partner. We are also counting on new projects in South and North America.



In 2020 and 2021 alone, we will invest EUR 0.5 million in the transition to zero emission of technological waters: we are introducing robotic treatment of mixing containers and a closed cooling system.

The importance of brands has become especially noticeable during the crisis.

Our TKK brand is found in more than 30 markets in Europe, North Africa and on the Arabian Peninsula.

The strategic plan includes tripling our capacities; we are upgrading our infrastructure and we are implementing energy rehabilitation of buildings.

The Belgian, family-owned multinational Soudal became your owner in 2013 and transformed the then joint-stock company into a limited liability company. How did this affect business, or what did this mean for the company's development?

With the arrival of Soudal, which used to be our competitor, we got an owner from the industry who knew exactly how the industry breathes, what could be expected and which market options existed. If we leave the initial measures aside, such as the unification of the procurement chain and similar measures, our owner has always come up with ideas and proposals. They have never appointed a Belgian director and they have always challenged and encouraged us. There were some changes made in the workforce due to which the company's mindset changed, and employees started believing that almost nothing was impossible. When soft skills were applied, small miracles started to appear. The owners trusted us because we have always achieved or even surpassed what we promise. We never hid anything from them and, if we had any problems, they always stood at our side. They did not decide to change the name of the company or the brand. In addition, we kept our development unit and subsidiaries abroad.

They export to more than 70 countries.

The average three-year growth of sales on foreign markets amounts to 15.5%.

In your opinion, how important are the brands? We ask you this because you have quite a few of them.

The importance of brands has become especially noticeable during the crisis. The raw materials crisis in 2016, 2017 and partially in 2018 proved this. The companies with no brands or with worse ones quickly folded because they could not access raw materials. That's when it became clear that in this kind of situation, brands enables a company to access the market and charge higher margins. It is true that we have a lot of brands, the main one being TKK. I cannot imagine business without them. I am confident that it is not possible to make giant leaps and develop without having one's own brand.

What about your experience with Slovenian brands abroad?

Our TKK brand is present in more than 30 markets in Europe, North Africa, and the Arabian Peninsula. The brand inspires confidence; it is a synonym for quality and innovation, and it has proper marketing support. We actually find it the most difficult to enter Austria, but we manage to convince customers on the most demanding markets.

TKK's development strategy was adopted for the 2019-2024 period. Your plans for development and innovation are to annually strengthen the development team. What does your model for boosting the company's innovation look like?

The core of our company's innovation are the development unit and the technology unit, where new products and new mixing and packaging technologies are invented based on our own know-how and information exchange within the group. We are innovative in terms of launching of new products, new product groups, where the innovative process occurs in workshops, where external experts are invited as well. We are also innovative in terms of the production process itself, where we build an atmosphere in which everyone has an opportunity to present and implement a good idea.

Which are your biggest investments?

In addition to the already mentioned investments in environmental protection, we allocate the majority of funds to the expansion of sealant production capacity. According to our strategic plan, we will triple capacities and renew the infrastructure; we are also carrying out renovating our facilities to be more energy efficient and, in the beginning of 2021, we plan to finish the master development plan for our production plant by building a new hall for polyurethane foam.

Every year we also invest a lot in human resources; since 6 years ago when I joined the company we have employed almost 100 new people. There will be 316 of us working in the group by the end of 2020.



Could you point out a moment or a challenge that you have managed to turn into success thanks to your knowledge, experience and wisdom?

Knowledge, experience and wisdom give you the power to openly, sincerely and self-confidently cooperate with partners and build trust. Be it your co-workers, owners, customers, suppliers, the local community. Once again, it is difficult to point out only one moment or challenge. But I would like to stress that we manage to conclude the large majority of our business discussions, meetings and negotiations in a way that enables us to establish long-term successful cooperation.

In 2019, the value added per employee was EUR 72,500.

What does the CCIS Award mean to you?

I was very positively surprised by the CCIS Award. It means a lot to me. At the same time, I am aware that this award is not just mine. This is an award for everyone at TKK; that is for all its 300 employees. I accept this award as a first among equals and it was a great pleasure to take it to the company and place it in an appropriate spot so that everyone can see it.

In your opinion, what is the greatest wisdom that a senior manager can pass on to their successors?

Young people are usually impatient, which is the right thing in a way. I used to sometimes overestimate myself, I was audacious, brave and sometimes crazy. But there is nothing wrong with that, since in the opposite situation I would have stayed on my first step and would have never climbed to the top.

However, patience is important and this is usually a virtue possessed by mature managers. The ability to find the right balance between patience, and audacity, or craziness, is what seems the most important to me and the best thing a manager can pass on to their successor. We perceive TKK as a 73-year old Start-Up. ■

I was very positively surprised by the CCIS Award. It means a lot to me. At the same time, I am aware that this award is not just mine. This is an award for everyone at TKK; that is for all its 300 employees.

Arguments for the CCIS Award:

The company that started in 1947 with digging and drying chalk is today, together with its five subsidiaries, an internationally renowned specialist for high-quality structural chemistry products – polyurethane foams and adhesives, sealants, admixtures for concrete and mortar, etc. Since 2013, the company has been fully owned by the Belgian Soudal Holding NV. Uroš Lozar assumed the function of the chief executive officer in 2014.

The company does not have competitors on the domestic market and it is one of the most successful companies in Slovenia in terms of KPIs such as income growth and added value, net profit, added value per employee, labour costs in value added, EBITDA margin, and indebtedness. The company's long-term strategy is oriented towards high-tech solutions and this is how TKK became a centre of excellence for admixtures for concrete and rehabilitation mortars for the entire holding. In addition to the existing investment in buildings, equipment, employees and services, they plan to expand their production capacities, implement energy rehabilitation of buildings and invest in the IT system. Almost 90% of their products are exported and

exports grow approximately 15% per year. Due to their subsidiaries, they have a strong presence in Southeastern Europe and in Russia, and they are present through other sales networks in a total of 70 countries. They are present on these markets with their own brand TKK, as well as under other foreign brands.

Considering its location in Zgornje Posočje, the company is extremely committed to environmental responsibility and it regularly monitors its activities according to European standards and its obtained POR certificate. The company is a key employer in the local environment and it is aware of its social responsibility since it supports numerous activities that improve the quality of life and development of local initiatives – in sports, culture and education. Under the management of Uroš Lozar, the company also drafted a customer-oriented strategy for the group's development that is based on the company's further transformation, one that is committed to the modernisation of all business processes, protection of the environment and encouragement of employee development.

The right balance between patience and audacity, or craziness, is what seems the most important thing to me and the best thing a manager can pass on to their successor.



HIGH-QUALITY MACHINE ELEMENTS

In nearly three decades of operation in the field of CNC metal machining, ECU d.o.o. has become a leading expert in metal treatment, which includes various steels, non-ferrous metals, aluminium and brass, as well as the treatment of plastic materials if required.

Its production facilities are located in Pesnica pri Mariboru, where the following services are provided: CNC turning with driven tools and 3-axis and 5-axis simultaneous CNC milling; internal and external grinding; internal, external, straight and oblique cutting or manufacture of gears and sprockets; and the manufacture and assembly of small reduction gears.

From planning to galvanising

ECU d.o.o. offers the complete manufacture of machine elements, including machining, hardening, nitration, galvanisation and anodising. The company manufactures elements according to the client's drawings and helps with the construction – depending on the client's wishes, and also creates technical drawings that match the client's ideas or sample.

Only 5 percent of its production is sold domestically

"At ECU, which employs nearly twenty highly qualified experts in metal treatment, we are export oriented, since we sell as much as 95 percent our production on the EU market. Our products can therefore be found across almost the whole of Europe. The majority of our products are produced for the German market and for clients in Austria, Finland and Ireland, while we are also seeking to break into the Swiss and Dutch markets.

We produce approximately 3,000 different machine elements per year – from shafts, bushes, gears, and sprockets to other elements for mechanical power transmission. As the number of orders and production volume have been growing year after year, we have increased our production capacities. Last year we finished the construction of our new, modern production facilities, to which we moved our production process," an ECU representative stated.



In 2019, ECU d.o.o. moved to new, modern production facilities.



Services offered by ECU d.o.o.

- CNC turning, universal turning
- CNC milling
- Internal and external grinding
- Internal, external, straight and oblique cutting
- Manufacture of reduction gears



ECU_{d.o.o.} CNC

www.ecu.si

ECU d.o.o. / Pesnica pri Mariboru 32 B, 2211 Pesnica pri Mariboru
T: +386 2 654 35 17 / GSM: +386 41 719 688 / E: info@ecu.si



SLD (Slovenska logistična družba or "Slovenian Logistics Company") is a newcomer in the logistics sector in Slovenia. The company is built on the rich experience of a team of professionals with expertise in various fields of logistics, commerce and finance who today wish to share that expertise with existing and future customers. Our made-to-measure logistics solutions are based on traditional transport services which we contract from reliable operators throughout Slovenia, while at the same time we aim to take the fullest possible advantage of Slovenia's favourable geostrategic position with a hub in the port of Koper and in this way offer our customers an economical, rapid and, above all, reliable logistics experience that will always put them a step ahead of the competition.

Our location in Koper enables us to supervise logistics operations directly, including port services. We also aim to exploit hinterland transport infrastructure to the fullest extent, optimising the logistics process and providing customers with a reliable service at the highest level, without "hidden costs". Our proximity to the border, our team's language skills and our extensive business network also allow us to offer cross-border services in Trieste (Italy) and Rijeka (Croatia), since we also have reliable business partners in these ports. We collaborate directly and regularly with the port community, the customs administration, hinterland terminals and transport operators, since we believe that this is the key to smooth operations and the rapid provision of logistics support to our customers, strengthening their confidence in what we do for them and on their behalf every day, to our mutual advantage.

Alongside an excellent location, our main strength lies in the fact that we are a close-knit team of colleagues and external partners with the ability to communicate openly among ourselves and with our customers and be always available when needed. We and our partners would be very happy to have the opportunity to work with you.

Because the challenges and opportunities of the industry in which we operate are constantly bringing new demands for innovative approaches, we have taken the decision with our partners from Egypt to develop, in the form of an autonomous business called MTC Adria (also based in

Koper), a marketing platform for customers at both ends of the logistics chain, which will facilitate, along with sales chain implementation, the advertising and direct sales of products, in this way freeing them from the constant search for a "better option" (in terms of both costs and time), since in return for a fair price we provide a fair service that represents the optimal solution in a given moment.

Send us an enquiry and we will be happy to prepare an offer for you. We provide services in such a way as to liberate the customer as far as possible from the need to think about logistics operations and communication within the supply chain, enabling them to focus fully on their core activity. So if you are looking to establish long-term business partnerships, the SLD team will be more than happy to come to your aid in aspects such as long-term planning, costs projection and the preparation of a range of marketing scenarios for your products - or "simply" to provide logistics support.

SLD/MTC Adria team





Customs warehousing - new in 2021

By sea, air, rail or road - for many years we have been solving our customers' logistical needs on a global level, making sure that your goods arrive at the destination quickly and affordably.

Our premises are located on the Slovenian–Croatian border, which allows our business partners to clear goods 24/7. RCM provides comprehensive support in customs services, transport services and customs warehousing.

RCM's advantages are in digitalised business processes, with business units located in key strategic positions, which provide our business partners with optimal transport routes, and thus optimise their transport costs.

RCM Slovenia is located right by the Port of Koper, the fastest connection between Asia and Central Europe, and just a step away from the Suez Canal. However, the location's popularity comes with two drawbacks:

- Nearby warehouses are always full and
- Storage prices are unacceptable!

But this is about to change!

With our modern capacities in the Hrpolje industrial zone in Kozina, we will take a giant leap forward in solving your logistical challenges. Our modern logistics centre covers more than 20,000 m². Of this, as much as 5,000 m² of closed storage space is intended specifically for the needs of customs warehousing.

Our outdoor facilities are dedicated to all types of goods that can be stored outside.

The Kozina storage centre offers several advantages:

- We are located very close to major ports, highways and railways (Koper, Rijeka, Trieste);
- We hold customs permits, which relieve you of duties payments on import. Because of the customs warehouse permit, our business partners will not pay duties upon import, but only upon release of goods from the customs warehouse. This kind of storage has a significant impact on your company's cash flow.
- Using this type of service makes it easier to manage your own stock and space constraints.
- The customs warehouse is located in a single facility, ensuring easier organisation and management.
- The entire distribution chain will be ensured from acceptance at the location (Koper, Rijeka, Trieste) to handling, customs clearance, transport, storage, etc.

All of this makes it easier for you to manage your own funds and thus affects your company's cash flow.

**Great, isn't it?
We invest because we understand your logistics needs.**

RCM
— d.o.o. —

For more information, contact us at:
info@rcm.si | www.skladisci.si | www.rcm.si



LIMITLESS POSSIBILITIES!

YOU NAME IT, WE DELIVER IT.



We are logistics company that provides sea, road, rail and air transport. We understand the need for perfection and we always try to deliver it to our customers. Our goal is to deepen the network of direct connections, because it is the only way to provide excellent service and lower costs of transport.

In unity, we link the globe!

A large white semi-truck is being escorted by a white Volkswagen van with blue stripes on a multi-lane highway. The scene is set during dusk or dawn, with other vehicles visible in the distance.

Oversized and complex cargoes transported all over the world

BOUTIQUE LOGISTICS

Comark specialises in the transport of large, heavy, valuable, urgent and sensitive cargoes, functioning as a boutique logistics provider.

VEHICLES, ROUTES AND PEOPLE

To provide its high-quality services, the company makes use of specialised vehicles, customised routes and – most importantly – personnel with knowledge and experience in the project logistics field.

PACKAGING FOR EXTREME CONDITIONS

If a special cargo is to survive different modes of transport undamaged, including overseas transport, it has to be suitably protected. Special overseas packaging under the Paklog brand has been developed to guarantee 100% protection even in the most extreme conditions.

THE ADRIATIC AS A WINDOW ON THE WORLD

Comark mainly carries out transport via the ports of Koper, Rijeka and Trieste. The company is also present in the project cargo sector in other Adriatic ports.



Organisation of intermodal transport (land/sea/air)
Organisation of permits for special transport and escort services
Port assistance and warehousing logistics
(specialising in Koper, Rijeka and Trieste)
Packaging for overseas cargoes
Relocation and assembly – RAL
Transport for the state and the defence sector



Photo: Depositphotos

Strategic Logistics

E-Commerce Stimulates Growth of Logistics Companies

Slovenia's position in international goods flows, especially between Asia and Europe and between the Middle East and Europe, gives the country exceptional geostrategic potential.

Andreja Šalamun

Due in part to the country's exceptional location, logistics is one of the fastest growing sectors in Slovenia. According to sources at the Port of Koper, several private logistics centres have been built in Slovenia in the last few years, which testifies to the increased demand for logistics and transport services. "We are currently lagging behind in railway connections and infrastructure, which is still not at the level of the Western European countries. However, it should be noted that in the last few years Slovenia has invested substantially in new railway infrastructure and upgrading the entire network," say sources at the Port of Koper. They add that Slovenia's position in international goods flows, especially between Asia and Europe and between the Middle East and Europe, gives the country exceptional geostrategic potential. They also note that additional development, particu-

larly of the rail network, will be of key importance for the development of the port and logistics activities in general. "The company will be using the next few years to increase the port's capacities. By increasing the number of berths, the amount of warehouse space and the road and railway infrastructure within the port, and through projects in the area of digital transformation, we will be ready for the port's new double-track rail connection to the interior. Therefore we are planning to invest EUR 500 million in port capacities by 2025," say sources at the Port of Koper.

Competitive Solution Needed for the Maritime and Overland Sections of Logistics Routes

The core activities of the Port of Koper are port and logistics services. But as the port operator, it also oversees the connecting of all of the stakeholders

According to sources at the Port of Koper, several private logistics centres have been built in Slovenia in the last few years, which testifies to the increased demand for logistics and transport services.

The Port of Koper's business model, which combines the duties of harbour management and terminal operation under one roof, allows them to be both reliable and flexible.

Globelink Slovenija is a logistics company that transports goods to Koper in groupage containers and then delivers them to e-commerce warehouses.

Groupage transports from the Far East by rail have allowed them to cut the transit time from the main hubs in China nearly in half, from 30 days by sea to just 18 days by rail.

in the logistics chain, since the people at the Port of Koper know that customers are looking for integrated solutions for moving goods from point A to point B, i.e. a competitive solution for the maritime and overland parts of the transport route.

Their business model, which combines the duties of harbour management and terminal operation under one roof, allows them to be both reliable and flexible, which in their opinion is a key competitive advantage. "The port is still underserved by railway connections, but we are developing them with our partners and connecting Koper with industrial centres throughout central and eastern Europe every day. In comparison with the neighbouring ports, Koper also has the (long-term) possibility of further expansion of activities into the adjacent interior land, in accordance with the national spatial plan," say sources at Slovenia's only port.

Shipping Companies Offering Integrated Logistics

Logistics depends greatly on the global economic situation. Major changes have occurred in global logistics in recent years, particularly vertical integration of logistics services. "Nowadays, shipping companies, for example, offer integrated logistics services, from maritime transport to ground transportation, to the final destination. Ports are just one of the links in this chain, and they have to have good connections to the interior that allow vertically integrated providers to make the most effective use of their capacities," say sources at the Port of Koper. They note the challenges that shipping companies face, such as IMO regulations on reducing emissions and use of cleaner fuels. The delivery of increasingly large container ships is also a challenge for shipping companies, which have to fill those ships as much as possible, and a challenge for ports, which have to adapt their infrastructure to trends in the shipping industry.

Major changes have occurred in global logistics in recent years, particularly vertical integration of logistics services.



Photo: Pošta Slovenije

Growth of E-Commerce

The company Globelink Slovenija has seen a great deal of growth in e-commerce in 2020. "More and more customers are choosing to make purchases via the internet, and therefore companies that offer e-commerce, for instance Amazon and many other suppliers, are growing quickly," says Dare Radojević, Managing Director of Globelink Slovenija, a logistics company that transports goods to Koper in groupage containers and then delivers them to e-commerce warehouses. Globelink Slovenija's volume of operations has increased considerably, and despite the coronavirus crisis in 2020 will post growth of around 15% relative to 2019. The company generates more than 90% of its revenues abroad.

Transport Trend Moving from Sea to Rail

Radojević notes that his company's main competitive advantage is undoubtedly digitalisation of operations. "In the last few years we have established a platform where customers can obtain all the data they need. We have also established connections with all of the major suppliers, and have thus completed the circle," he says, and adds that Globelink Slovenija is among the leading providers of maritime groupage. "Nowadays, groupage transport is very fast and allows customers to have smaller quantities of goods delivered from point A to point B. We have direct routes to Koper from all of the major trading hubs. We bring goods to Slovenia on 17 routes from the Far East, and we have a direct route from New York and some routes from the Near East," says Radojević. They have added courier services and become an agent for SkyNet, one of the leading providers of small parcel delivery services. Since the speed of delivery depends on transport costs, the company began making groupage transports from the Far East by rail, thereby cutting the transit time from the main hubs in China nearly in half, from 30 days by sea to just 18 days by rail. They currently have regular routes from Xian, Chengdu, Tianjin (Xingang) and Shanghai. Demand for groupage (rapid) transport is very high, and Radojević believes that the trend is for maritime transport to be rerouted to rail transport.



Photo: Intereuropa

Counting on Investments in Transport Infrastructure

"In the area of logistics we need investments in railway infrastructure, which needs to be modernised and upgraded here and there, for instance the building of the second track from Koper," say sources at Intereuropa. They add that as a logistics operator, investment in the transport infrastructure would be very important for them, and from a national perspective the construction of the second track from Koper to Divača would allow the rerouting of various goods flows from northern European ports to the ports in the northern Adriatic. They believe that rail is clearly the key decision-making element for shipping companies and cargo owners, as it concerns cargo that has to be transported out of the port by rail.

Intereuropa can take advantage of Slovenia's geostrategic position and the building of logistics terminals and warehousing capacities along with transport infrastructure.

They emphasise that the development of their own warehouse, transport and logistics infrastructure in all of the major trade hubs is a competitive advantage.

"The Intereuropa Group, with its competitive advantages such as its own logistics infrastructure, network of subsidiaries in the Western Balkans and strong network of partners, looks for the best solutions for its customers." They add that they offer customers integrated logistics solutions throughout the supply chain and provide high-quality logistics services and logistical support for all logistics products in the area of ground and intercontinental transport and logistics services. "Intereuropa follows trends in logistics that dictate specialisation in various areas, along with the parallel use of various logistics products and the computerisation of logistics procedures, connections between logistics operators and cost- and operations optimisation of logistics processes."

Development and use of sustainable fuels and drive systems, and the best possible functioning of multimodal logistical chains, are becoming increasingly important.

From Standard Products to Higher Value Added Services

According to sources at Intereuropa, they offer a wide range of logistics services through the sale of products in all three areas: intercontinental transport, ground transport and logistics solutions. They continuously adapt to the needs of their customers, and their operations have been reoriented from a

Intereuropa can take advantage of Slovenia's geostrategic position and the building of logistics terminals and warehousing capacities along with transport infrastructure.

They specialise in project management and integrated inbound and outbound logistics for various goods classes according to customer demand.

www.luka-kp.si

KOPER / SLOVENIA

**ONE POINT,
MANY ADVANTAGES.**

Container leader in Adriatic.

Among largest car terminals in Europe.

Regular shipping services with Mediterranean and Far East with short transit times.

Daily intermodal connections with Central & Eastern Europe.

High level of flexibility and readiness to assist customer's particular needs.

 **LUKA KOPER**
Port of Koper



Photo: Depositphotos

Certain segments, such as medical accessories, food products and various other products intended for general consumption, have even posted logistics growth during the epidemic.

Pošta Slovenije has recorded more than 30-percent growth in parcel deliveries in 2020, and it is still growing.

range of standard products to a range of logistics services with higher value added, such as specialised transport, logistics supply for cold chains and e-commerce. "One of the most important areas, which we are planning to expand further, is project transport. We specialise in project management and integrated inbound and outbound logistics for various goods classes according to customer demand," say sources at Intereuropa. They note that B2C and e-commerce business models have stood out recently. "Simple storage of goods, which means taking up space for a certain amount of time, is increasingly moving towards a range of integrated logistics services for inbound and outbound chains." They add that in using the project approach, they analyse all of the customer's business cases together with the customer, and formulate long-term and optimal logistics solutions that include warehousing, distribution, customs brokerage, additional value added services, etc.

Transport Becoming Increasingly Energy Efficient

According to sources at Intereuropa, trends in global logistics are developing in the direction of increased energy efficiency of vehicles for all types of transport. The development and use of sustainable fuels and drive systems is also becoming increasingly important, as well as the best possible functioning of multimodal logistical chains, including greater use of more resource-efficient modes of transport where other technological innovations might be inadequate (e.g. long-distance freight transport). They pay a great deal of attention to more efficient management of traffic and infrastructure through the use of improved traffic management systems and information systems.

Impact on Car Industry and Tourism Activities

The logistics industry has suffered a blow in 2020 due to Covid-19, particularly in the transport segment, and most particularly in air and bus transport, say

sources at Pošta Slovenije. They say that looking at the industry as a whole, logistics has been strongly affected in relation to the car industry and the tourism sector. There has also been a drop in throughput from the Asian markets, but it is probably too early to say that this is a trend that should be expected in the long term. "The trade war between the USA and China incentivised nearshoring, that is, selecting suppliers outside of Asia and moving European multinationals' production capacities back to Europe, and this was further reinforced by Covid-19. Therefore, companies are adopting measures to stabilise their supply chains, such as removal of goods from quarantine zones near ports, provision of capacities and delivery services by Tier-2 and Tier-3 suppliers, advance procurement of goods in short supply (adjustment of inventory policy), air transport as a substitute for shipping (shortening delivery times), activation of substitute input materials and parts, etc., all of which affects the logistics industry," say sources at Pošta Slovenije.

However, certain segments have not been affected by the epidemic, or have even grown, such as medical accessories, food products and various other products intended for general consumption.

Small but Well-Developed and Competitive Parcel Delivery Market

The Slovenian parcel delivery market is small by European standards, but it is exceptionally well-developed and competitive, according to

Pošta Slovenije. "This means that the existing players on the market in normal circumstances are able to cover the increasingly demanding parcel delivery needs of our customers without difficulty," they say, adding that the volume of parcel shipments is growing faster in Slovenia than in certain other European

countries where they are more used to online shopping, and there is also a general trend of an increase in direct to consumer (B2C) parcel deliveries. "The current situation in logistics in Slovenia and around the world has been heavily impacted by the Covid-19 epidemic. Supply chain trends are already showing development in the direction of remote support,

There is a general increasing trend of direct delivery of parcels to consumers (B2C).



Photo: Depositphotos

contactless scanning, disinfection, machine loading robots and automated warehouses.”

Pošta Slovenije has recorded more than 30-per-cent growth in parcel deliveries in 2020, and it is still growing. Consumers adjusted their purchasing habits during the first wave of the pandemic, and are in general making more purchases online from e-tailers in Slovenia and abroad. Pošta Slovenije are also seeing increased volumes of shipments posted by retailers for whom online sales was not previously their primary sales channel. They anticipate that due to the increasing trend of online shopping and in view of the second wave of the epidemic, the growth in parcel shipments will continue in the future.

Fast Service Due to the Country's Compactness

Slovenia lies very close to countries that are important markets for Pošta Slovenije – Austria, Germany and Croatia. Furthermore, they have found that in comparison with those other countries, Slovenia is compact and has a well-developed infrastructure, and is therefore able to provide fast service and a good balance between high quality and price. “In the logistics segment we take advantage of the position

Due to its well-developed infrastructure, Slovenia is able to offer fast service and to balance high quality with price.

of the Port of Koper and our good connections with the countries of Southeast Europe. The volume of logistics and parcel services is increasing in the region and we are expecting similar trends in the future. It is important for future development that we complete the second track from Koper as soon as possible, before an alternative solution is put into place, e.g. via Austria or Croatia,” they warn.

Pošta Slovenije's main business activities are oriented towards integrated logistics solutions for the most demanding customers, as they combine the knowledge and experience of the entire group. “Our key competitive advantage over other logistics operators lies in the fact that we are capable of delivering (in one day or the same day)

large quantities of letters and parcels, oversized parcels, pallets and goods at the same level of quality to different customers throughout Slovenia,” say sources at Pošta Slovenije, who add that their two parcel sorting machines (in Ljubljana and Maribor) allow them to machine process and sort large quantities of parcels even during peak times. “In addition to our branch network (461 owned and contracted post offices throughout Slovenia), we also have a network of 24 parcel machines, two 24/7 self-service units, and

“In the logistics segment we take advantage of the position of the Port of Koper and our good connections with the countries of Southeast Europe,” say sources at Pošta Slovenije.

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

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

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

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

Primary Services

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

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

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

Advantages of TPG Logistics

- Offers maximum flexibility, providing customers with quick decisions and rapid responses
- A successful company with a steady annual growth rate, trusted by an increasing number of customers
- In relation to container throughput, one of the Slovenia's leading logistics enterprises
- Global presence through its partnerships with logistics service providers world-wide
- Providing excellence, guaranteed through certification:
 - Authorised Economic Operator (AEO Certificate SIAEOCSI001000201131967)



www.tpg.si

Comark specialises in logistics for specialised cargo – heavy, oversized, military, dangerous (e.g. explosives), hard-to-access and high-value cargo.

The Port of Koper, which is an export and import window to several European countries, is crucial to the development of project cargo logistics.

Comark – Specialising in Project Cargo Logistics

Comark is not a traditional forwarding company, says the company's head of project cargo transport, Valdi Pincin. The company specialises in logistics for specialised cargo – heavy, oversized, military, dangerous (e.g. explosives), hard-to-access and high-value cargo, or project cargo, as it is called in the industry. "In practice, this means that we have project teams that move the cargo from point A to point B using the same approach as an engineering company. For example: the Slovenian nuclear power plant wants to buy a new evaporator. It finds a supplier in the USA, but the shipment is outside the standard dimensions and weighs 300 tonnes. We analyse the logistics options (sea, air, road), develop a plan, provide consultancy, obtain rulings and permits, and then provide the transport at the end. In addition, we offer protective overseas packing services via our affiliated company Paklog," says Pincin.

Platforms to Take Over Large Part of the Work

"Slovenian logistics is heading in the direction of optimisation and platforms that could do or are already doing everything that a traditional forwarding company does today," says Comark's commercial director Klemen Butala. He believes that companies that do not specialise and do something that a programme can't do are destined to fail. He thinks there are too many variables in the project cargo industry at this moment to make it possible to streamline the processes. "The rules for specialised, military and dangerous cargo vary from country to country, and the conditions in the field and with regard to infrastructure are different every day. If we manage to streamline these processes someday, I'm sure we'll be there," he says optimistically. He notes that the Port of Koper, which is an export and import window to several European countries, is crucial to the development of project cargo logistics.

The company's key advantage is "familiarity with the entire project cargo transport chain under one roof," says Butala. "With us, an exporter that wants to sell its project cargo on another continent gets everything they need to get the cargo to the customer quickly and safely." Another key to the company's progress is its mix of young employees with ideas on one hand and experienced professionals on the other. "Our customers want high-quality turnkey service and quick feedback, and they want to rest assured. And that is what they get, so they keep coming back," says Butala.

Hoping to Set Up a Logistics Centre

They have noticed that demand for warehousing services for project cargo is increasing in the vicinity of the northern Adriatic ports (Rijeka, Koper, Trieste), and therefore they are leaning towards establishing a logistics centre in which they would be able to manipulate, pack, and load such cargo into containers, etc. "We work closely with subcontractors (ports, road carriers, shipping companies, customs officers, logistics associations) to develop new products and logistics routes, in order to help importers and exporters transport their goods," says Pincin.

He notes that current global trends in logistics have been focused on large container shipping companies. "There have been a lot of mergers in the last few years, since oil prices were high and shipping rates were low, and they were on the verge of bankruptcy. They have now taken a step forward, and in addition to traditional forwarding from port to port they now offer ground transport, customs brokerage, warehousing and other forwarding services," says Pincin, who adds that this has not been great news for forwarders, as they are trying to steal their business. Of course, logistics as a whole is trending towards digitalisation of services through the use of platforms for sales and purchasing, transport services, ordering, shipment tracking and notifications, new data transport technologies (e.g. blockchain), etc., in short, in IT optimisation. Pincin expects the number of providers of standard logistics services to continue to fall over the coming years.



parcel acceptance and handover points at Petrol and Mol service stations and the Direct4.me network of parcel delivery boxes. This network currently includes 382 parcel delivery boxes at 92 locations.”

Improving the User Experience for Senders and Recipients

Their development activities are focused on user experience – for senders (making it easier to prepare shipments for posting) and for recipients (delivery to a selected location, delivery at a specific time), the introduction of new value added services, changing the goods return process (ERS – Easy Return Solution), establishing conditions for optimisation of transport and delivery, increasing the parcel acceptance rate through the introduction of automated receiving systems (DWS – dimension weight scanning), etc.

According to sources at Pošta Slovenije, their key areas for growth and success are parcel and logistics services, both in Slovenia and in the region, including the delivery of spare parts for the car industry. New activities are planned in the area of logistics services (warehousing, goods commissioning, expansion to new sectors, etc.), and supply chains.

“Following the purchase of Intereuropa, the Pošta Slovenije Group is integrating the Intereuropa Group, and is becoming one of the largest logistics compa-



Photo: Comark

nies in Slovenia, with the aim of become a leading provider of integrated logistics services across the wider Southeast Europe region,” say sources at Pošta Slovenije. Aside from the integration of Pošta Slovenije and Intereuropa, key projects are focused on expanding spatial and transport capacities for parcels and logistics operations, computerising operations, overhauling the services portfolio (parcels,

FINING D.O.O. | Ferrarska 17, SI-6000 Koper, Slovenia | T +386 5 630 3100 | E fining@fining.si | www.fining.si



FINING

• Customs brokerage:

- Import customs clearance
- Export customs clearance
- Transit customs clearance
- Simplified procedures (pre-clearance, 24/7 service on demand)
- Reporting cargo customs status, clearance procedures, assistance during inspections
- Fiscal clearance
- Intrastat reporting

• Fiscal representation:

- VAT reporting

• Port handling:

- Providing for in- & outbound port documentation for: cnts, trucks, trains, vessels
- Providing for cargo superintendence (QC, lashing certificate, laboratory analysis...)
- Organizing stripping/stuffing, lashing, weighing, counting, sealing, labeling...
- Assisting with pre- and on-carriage
- Stock reporting, feedback, advising
- Containers port handling
- Stripping/stuffing assistance
- Special cargo handling
- Project cargo handling
- Ship supply handling



freight forwarders
and customers brokers





range of products at post offices and IT systems), automation and digitalisation of operations.

Expanding Capacities

Sources at Pošta Slovenije say that the company is increasingly seen as a reliable partner for distribution of goods to customers' homes. They are aware that the trend of online sales will continue to grow in the future, and they are adapting or expanding their capacities in order to accommodate this shift. In 2020 they built logistical post offices in Koroška, Celje and Ptuj, and are building logistical post offices in Murska Sobota and Koper and a more than 5,000 m² facility in Ljubljana. Along with the boom in online sales and the growth of parcel delivery services in the past few years, primarily international, they will continue to increase the capacities of the logistics network, by transforming the logistics network and by increasing the size of various delivery post offices and adding throughput capacity. They will also be increasing productivity by increasing the level of automation and digitalisation, through investing in additional logistics equipment and adding transport capacity, as well as a substantial number of e-vehicles. They believe that all of these investments will be sufficient to cover all needs for parcel and goods distribution in Slovenia, but they are aware that the competition will not be resting.

Following the purchase of Intereuropa, the Pošta Slovenije Group is integrating the Intereuropa Group, and is becoming one of the largest logistics companies in Slovenia.



Branko Kolenc s.p., Logistika-transport, gostinstvo nepremičnine in trgovina
Gaji 46, 3000 Celje, Slovenia
Tel.: +386 34254-300; -302; -308
Fax: + 386 34254-303
E-mail: prevozi.kolenc@siol.net
logistika@kolenc.si
www.transport-kolenc.si



34 YEARS
LOGISTICS AND TRANSPORT ACTIVITIES

The logistics and transport firm BRANKO KOLENC S.P. is a family operation established in 1986. The company offers the following services:

- logistics, storage, transhipment and transport of goods by lorry and refrigerated lorry, serving mainly the following countries: Austria, Germany, Italy, Belgium, Netherlands, France, Greece, Croatia and Slovenia
- logistics services, transport, transhipment and storage of goods, EXCLUSIVE for Greece
- catering and trade
- building construction

Responsiveness, flexibility, reliability and accuracy are the bridge that connects us with our partners. Thank you for your trust.



In the coming years they will be focusing their resources in the area of new technologies on modern parcel sorting equipment, including robots for transporting shipments, sensors and RFID technology for tracking shipments, modern warehouse equipment, the parcel machine and parcel delivery box network, advanced analytics, the continued computerisation of logistics processes, digital interaction with customers and e-mobility (e-vehicles and charging stations).

Increased Diversification

Due to the pandemic and the consequences of the coronavirus crisis, postal operators are opting for further diversification in the direction of parcel, logistics, financial and IT services and more intensive automation and digitalisation of operations, say sources at Pošta Slovenije. "For example, DPDHL is increasingly incorporating the trends of globalisation, e-trade, digitalisation and sustainability into its operations, and the telling fact is that they will be investing a full EUR 2 billion in their digital future to 2025. In view of the global growth of parcel operations, the majority of postal and logistics companies such as DPDHL, DPD, UPS, Swiss Post, Australia Post, Sing Post, etc. are also increasing their parcel sorting capacities," they add. ■



Photo: Depositphotos



PRESENTATION OF THE COMPANY

We are a group of two companies with almost fifty years of tradition and experience in the field of international freight transport. We employ more than 120 experienced and motivated employees, who, with the help of the latest technology, provide continuous transport services of the highest quality throughout Western Europe. Most of our vehicles are of the MERCEDES brand, with emission class EURO 6. All vehicles have a built-in GPS system that allows us to check where a particular shipment is located at any time. Our first-class business is evidenced by our triple-A credit rating for the financial years 2017, 2018 and 2019.

OUR SERVICES:

- Transport of complete shipments to and from Austria, Germany, Switzerland, Belgium, Luxembourg, the Czech Republic and Italy

- Transport of groupage and partial shipments to and from France, Germany, Belgium and the Netherlands
- Transport of paper according to the JOLODA system
- Transport of coil sheets according to the COIL MULDA system
- Transport of ADR shipments
- Transport of shipments up to 2.55 m wide with extendable trailers

We are known for our responsiveness, punctuality, flexibility and experienced staff who guarantee top quality services.

We are looking forward to your inquiry.

Employees of JERMAN TRANSPORT and LOGISTIKA JERMAN ML.



JERMAN TRANSPORT d.o.o.
Zapoge 40, 1217 VODICE, Slovenia

LOGISTIKA JERMAN, ML d.o.o.
Zapoge 40 A, 1217 VODICE, Slovenia



NAVIGO

SHIPPING AGENCY & CHARTERING



You name it **We ship it**

Navigo Logistika d.o.o., based in Koper, offering ship agency service and world wide chartering since its founding in 2006.

In addition, we provide supporting logistics services, such as arranging land transport, preparing import/export documents for customs brokerage, organising and advising on the throughput and storage of all types of goods, and other accompanying forwarding services.





Photo: Depositphotos

Advanced Mobility

Today's Utopian Idea Will Be Tomorrow's Reality

Innovations that are not limited to technology, but that will also take into account social and sociological aspects will play a very important role in the development of advanced mobility.

Andreja Šalamun

“The use of environmentally friendly vehicles is only one of the trends that is gradually taking hold around the world in the area of advanced mobility,” noted Dr Danilo Rojko, Managing Director of the company TBP. In addition, an increasing amount of effort is being focused on reducing the number of vehicles on the road every day, on promoting the use of high-speed railways and futuristic systems for transporting people between large cities, on linking airports and seaports with city centres, etc. “The types of drive we use will not change in the future; rather new materials that will replace environmentally harmful materials will be used in development and production,” believes Dr Rojko. He warns that ‘out-of-the-box’ thinking must be used in the development of new solutions. “What today we deem illogical, even utopian thinking, will be reality tomorrow,” says Dr Rojko. He believes that the habits of people and their way of

thinking will change, particularly amongst younger people, and that we must adapt to this. Innovations will play a very important role in the development of advanced mobility, but they will not be limited to technology alone, but will also take into account the social aspect, believes Dr Rojko.

COVID-19 Stimulates Development

Dr Iztok Seljak, Managing Director of Hidria Holding, warns that COVID-19 has been recognised around the world as a protracted crisis that further fuels the need to ensure sustainability, and thus increases pressure to reduce emissions and protect the environment. “It is promoting green solutions, cleaner internal combustion engines and a path through hybrid solutions to the electrification of the vehicle fleet, and is also linked to a large spike in the development of autonomous driving, which will be electric,” he says.

Innovations will play a very important role in the development of advanced mobility, but they will not be limited to technology alone; they will also take into account the social aspect.

COVID-19 is fuelling the need to ensure sustainability and thus increasing pressure to reduce emissions and protect the environment.

Given its geostrategic location, size and geographic diversity, Slovenia can become a prime example of green advanced mobility in Europe and across the globe.

It will be important to accelerate the development of mechatronic assemblies that will become increasingly widespread and sought after due to the development of autonomous vehicles, say representatives of TBP.

He added that the need for safety and the ageing population is also driving demand for autonomous vehicles. "The fact is that the current coronavirus crisis is further raising the already rapid pace of those changes. Some content that wouldn't be developed over the next ten years will be available in a year or two," Dr Seljak predicts.

Slovenia Can Become a Natural Laboratory of Green Mobility

According to Dr Seljak, the assessment of the situation in the area of advanced mobility depends on what we specifically perceive as advanced mobility. "The level of public transport by bus and rail, the quality of the infrastructure to facilitate advanced mobility, the rate of electrification of the vehicle fleet and the level of pollution, development projects to make autonomous driving a reality, the number and scope of car sharing services – the sharing economy in the area of mobility and the associated effects, innovation and the development of the automotive supply industry? There are a tremendous number of areas," he notes. Given its geostrategic location, size and geographic diversity, he believes that Slovenia fulfils all of the conditions to become a prime example of a so-called natural laboratory of green advanced mobility in Europe and across the globe. "Unfortunately, we haven't yet taken advantage of that. There is still time through a clear national advanced mobility vision and strategy to define and specify our objective to become an example of green advanced mobility in Europe and across the world, a so-called hub or epicentre for the creation, testing and mass use of new solutions," advises Dr Seljak.

The development of autonomous vehicles will change the habits of people, particularly the habits of the younger population.

Developing a New Model for Creating Links and Partnerships

He believes that an integral element of such thinking could, on the one hand, be complex projects for a new wireless inductive charging infrastructure for electric vehicles (initially for public transport buses) using the road while driving, as a global innovation (the Edison WINCI project in cooperation with the Ministry of Economic Development and Technology) and, on the other hand, innovative, breakthrough projects at production companies for the development of new green mobility solutions of the future, such as those being developed at Hidria, and innovative technologies already developed as key elements of the electric drive motors of various advanced vehicles and vehicles of the future.

"To that end, we are preparing, together with colleagues from the automotive supply industry, a new model for creating links and partnerships in the development and production of new technologies, based on which we will facilitate the more rapid development of breakthrough solutions in close cooperation between industry and science and education," says Dr Seljak, who added that they are counting heavily on government support.

Accelerating the Development of Mechatronic Assemblies

TBP's programme is currently linked to vehicles with traditional drive motors and to electric vehicles. The share accounted for by the latter is still not high, but Dr Rojko says that it will increase over the years. "Most important will be accelerating the development of mechatronic assemblies that will become increasingly widespread and sought after due to the development of autonomous vehicles, as they are inextricably linked to them. This where our company sees an opportunity, although we don't currently produce components of drive units for electric vehicles," admits Dr Rojko. He believes that the development of autonomous vehicles will change the habits of people, particularly the habits of the younger people who do not perceive cars as personal property; they do not cultivate any special feelings for cars, which for them represent nothing more than means of mobility for driving comfortably and safely from point A to point B, while taking in the latest news from the internet.

We Must Ensure That We Don't Fall Behind

We live in a period of extraordinary and exceptionally rapid changes, during the intensive transition to a carbon-free economy and the society of the future, driven forward by the extraordinary opportunities offered by digitalisation, notes Dr Seljak. "It is crucial that we don't get left behind again in this epochal transition, this changing paradigm. The only way to avoid getting left behind is to stay continuously out front, to open new horizons and to creatively innovate," Dr Seljak believes. Hidria's strengths are built



on the in-depth understanding of megatrends and their impact on the industry in which the company operates, on future trends in the movement of people and goods and, on that basis, discovering how the company will co-create the advanced mobility of the future through creative and innovative solutions. We search for competitive advantages by staying a step ahead of others and by being the first to bring those solutions to the market and actual mass use," emphasises Dr Seljak. The company develops innovations aimed at radically improving the existing technology of internal combustion engines, and innovations relating to technologies and processes in the area of hybrid and electric drive motors. Employing digital solutions, the company reduced the emissions of the latest generation of clean green diesel motors by 30% through the Hidria Optymus PSG system with an innovative cold start system and pressure sensor.

"The same holds true for the hybridisation and electrification of powertrains in vehicles, supported by the Hidria Bond system of bonding and laminating stators and rotors for electric drive motors, a field that is expanding quickly. We are searching for new solutions and innovative advances in the process of producing electric drive motors, with the aim of radically reducing the costs thereof while increasing their efficiency," says Dr Seljak. He added that the



Photo: Depositphotos

company is also developing innovations in the field of pressure, temperature and torque sensors, and continuing to improve processes for hybrid and electric drive motors.

A Fast Response to Customers' Demands is Crucial

TBP's customer base and portfolio of products is quite broad. "Our products are built into vehicles of all classes, from low to mid-range, to luxury and sport

Hidria's strengths are built on the in-depth understanding of megatrends and their impact on industry.



Magneti Ljubljana, d.d. is one of the leading European producers of permanent metallic system and polymer bonded magnets.

We support our customers with innovative solutions already in the design phase of the project.

We supply leading companies in the automotive, railway, electric motor and relay industry such as Alstom Transport, Bosch, Continental.

The company is certified according to ISO 9001:2015, ISO 14001:2015, IATF 16949 and ISO 45001:2018.

In the field of sustainable development we cooperate with European research institutions and our partners in the industry to develop recycling technologies and sustainable production processes, while at the same time increasing the competitiveness of the value chain.

Our magnets are used in the following fields:

- Automotive
- Electric motor
- Railway
- Low and high voltage products
- Measuring instruments



BUREAU
VERITAS
ISO 9001
IATF 16949



SI
ISO 14001
ISO 45001



TBP's competitive advantage relative to others is good cooperation with customers – the company is their developmental supplier – and a rapid response to customers' development requirements and challenges.

cars. A portion of our programme also focuses on commercial vehicles,” explains Dr Rojko, who believes that the company’s competitive advantage relative to others is good cooperation with customers – the company is their developmental supplier – and a rapid response to customers’ development requirements and challenges. “The latter is crucial and highly valued in a period of the development of advanced mobility, which includes the development of electric vehicles,” he says. He explains that car manufacturers must catch up to and even surpass their competitors.

Co-creating a Carbon-free Society

Dr Rojko believes that advanced mobility includes development and technology, the social aspect and a wide range of different data that must be analysed and assessed in technological and sociological terms. “For this reason and in order to adapt to new market

demands in the scope of advanced mobility, we have increased development resources in this segment. Employees monitor trends and develop new solutions together with our customers and respond rapidly to their demands.”

Even before the epidemic, the company tested certain development solutions and presented them at specialised trade fairs in the area of sustainable mobility, both in Europe and outside of its borders. As Dr Rojko says, these solutions are aimed at creating a carbon-free society in the area of the rapid and simple delivery and transport of packages to the very heart of major cities. “Without causing harmful emissions and noise, and without taking up living space, which is at a premium, in city centres, which we would like to bring back to life,” Dr Rojko added. ■

NATIONAL INNOVATION AWARDS 2020

Adria Mobil: Adria Astella, luxury caravan

Astella is a new line that offers a true luxury vacation experience. It is a unique and innovative vacation caravan – in fact, it’s a caravan and mobile house in one. It is distinguished by the clean lines of both its interior and exterior. The latter is also characterised by wind profiles that ensure good aerodynamics. It boasts unique panoramic doors patented by Adria that facilitate connected living, as the interior is linked at all times with nature. Astella offers a luxurious experience with large elegant spaces. It is available in three models, ranging from 7 to 9 meters in length.

BIJOL: Multi Fire Truck 6x6

The Multi Fire Truck (MFT) 6x6 represents an innovative solution for fighting fires in nature and handling the consequences of other natural disasters. The machine’s mulcher produces anti-fire mulch to prevent the spread of a fire. Its raised water cannon ensures safer and easier fire extinguishing, while the vehicle maintains its primary purpose of removing obstacles. The vehicle can be upgraded with firefighting equipment, including a tank with a capacity of up to 10,000 litres, a self-fire-extinguishing system and two 11.5-tonne winches. The MFT can be operated by remote control, while individual components can be upgraded and switched quickly.

Kolektor Group: Electric drive for oil mist separators

This innovation represents a compact version of the electric oil separator drive intended for use in internal combustion engines for cars. The stator of the brushless motor and the control electronics are encapsulated in thermoset, which also acts as a housing with all mounting components, bearing bed, bearing seal, etc. The control electronics are adapted to the demanding conditions in which internal combustion engines operate and to the composite injection process. The built-in software was developed in accordance with Automotive SPICE (Level 2) processes. The product is the first developed internally by the group for the mass production of cars.





Household
appliances



LED lighting



Automotive

Reduce time to market with the local PCB manufacturer

- 55 years of work & experience
- High volume production in the centre of Europe
- Flexibility and quick response
- Motivated and highly qualified team
- Technical consulting for your solutions
- Environmentally friendly processes



AKA PCB d.o.o. ■ Rožna dolina 54 ■ SI-4248 Lesce ■ Slovenia
+386 0 4 537 87 00 ■ aka@aka-pcb.si ■ www.aka-pcb.si

I FEEL
SLOVENIA

– VIPAVA VALLEY, SLOVENIA –

The Paradise Valley is Real

Fascinating landscape

Diverse terrain and Mediterranean flora, charming stone houses and bell towers paint a dream rustic imagery. Reminiscent of Tuscany perhaps, though the steep slopes and many clear water springs give it a special vibe. The climate, too is distinctive and gentle. All year round.

Wine and cuisine for the gods

The wine region impresses with its indigenous old varieties and award-winning natural wines. The tables of its restaurants and agritourism farms are filled with seasonal dishes based on home produce. Likewise, local haute cuisine with its modern interpretations of tradition has been winning over some of the world's most prestigious publications. A heaven for foodies and wine lovers!

Thrilling outdoor adventures

There's plenty of hiking and cycling trails, great conditions for hang gliding and paragliding, climbing, paddling the river, horse riding, fishing and more, countless activities to please the hearts and minds of nature lovers. True adventures are provided by the local guides, spicing up your perfect day outdoors with hidden treats and surprises.



Photo: Vid Ponikvar

Tourism

Slovenia Is Developing Sustainable and Responsible Tourism

The Green Scheme of Slovenian Tourism unites all efforts for the sustainable development of tourism in Slovenia under the umbrella brand SLOVENIA GREEN.

Darja Kocbek

Slovenia is globally recognised as an example of good practice in the promotion of the development of sustainable tourism at the national level. Its efforts in this direction have already been rewarded by numerous accolades. It is the first country to receive the prestigious title of Green Destination – for the entire country! At this year's Sustainable Top 100 Destination Awards it won the Best of Europe 2020 award. Slovenia is developing sustainable tourism for boutique, five-star experiences, which also include gastronomy. The awarding of the country's first Michelin stars in 2020 confirmed that Slovenia belongs at the very pinnacle of world gastronomy. In October 2018 it was chosen as European Region of Gastronomy 2021, an accolade that covers the country in its entirety.

The Green Scheme of Slovenian Tourism is an instrument, or rather a certification scheme, at the national level that brings all efforts in the direction of the sustainable development of tourism in Slovenia under the umbrella of the SLOVENIA GREEN brand.

Under this brand, more than 100 tourist destinations and tourism providers already meet the criteria of the Green Destinations Standard prescribed by the Global Sustainable Tourism Council (GSTC). Slovenia is building responsible and safe tourism. The commitment to create conditions for a safe stay is being implemented by the Slovenian Tourist Board (STO) with the introduction of the Green & Safe symbol.

Slovenia was in fact one of the first countries in the world to receive the Safe Travels stamp from the World Travel and Tourism Council (WTTC). This stamp confirms that Slovenia's health and hygiene standards are in line with the standardised global hygiene protocols of safe travel.

A gastronomic story "from garden to plate"

One of the key products of Slovenian tourism and the main theme of the current two-year period is gastronomy. STO is conducting a range of activities for the development and promotion of gastronomy,

Slovenia won the Best of Europe 2020 accolade at this year's Sustainable Top 100 Destination Awards.

Slovenia was one of the first countries in the world to receive the Safe Travels stamp from the World Travel and Tourism Council (WTTC).

In 2020 STO created the website Taste Slovenia (www.tasteslovenia.si), where the gastronomic story of Slovenia is presented in all its richness.

Michelin says that “thanks to talented chefs who transform ingredients of the finest quality into unique culinary creations, Slovenia is a ‘must go’ destination.”

“Our food is just like Slovenia: diverse, colourful and interesting. Welcome to the European Region of Gastronomy 2021!” says Ana Roš.

including the creation in 2020 of the website Taste Slovenia (www.tasteslovenia.si), where the gastronomic story of Slovenia is presented in all its richness. This story is based on the “garden to plate” philosophy, local suppliers, top-quality ingredients and tradition, while Slovenia’s chefs build on these elements with their own contemporary approaches to authentic gastronomic experiences.

The website, which presents the complete gastronomic story of Slovenia in both Slovene and English, devotes particular attention to the sustainable orientation of Slovenian tourism and presents Slovenia as a destination for unique culinary experiences. A special section of the website is dedicated to boutique stories that logically connect and present some of these unique experiences.

“The website is an important contribution to the further positioning of Slovenia as a destination that highlights, even in the field of gastronomy, sustainable and responsible development, uniqueness, quality, creativity, innovation and excellence,” explains STO Director Maja Pak.

Marko Pavčnik, chef of the Pavus restaurant at Tabor Castle in Laško and member of international young chefs and restaurateurs association JRE, who was also a member of the expert team responsible for creating the website, adds that they tried to take into account a number of different guides and rankings, since every guide has its own strengths and weaknesses. By taking this approach, they aimed to avoid mistakes and actually highlight those chefs and restaurants who are genuinely working well and helping create the gastronomic image of Slovenia. The development of the Taste Slovenia website is a long-term process that places lovers of gastronomy very much in the foreground and encourages them to visit Slovenia, says Pavčnik.

Slovenian chefs typically spend a great deal of time every day shopping for and sourcing fresh ingredients.

First Michelin stars

The year 2020 was a turning point for Slovenia as a gastronomic destination, not least because this was the year that the first chefs and restaurants in the country received Michelin stars. Michelin officially announced its arrival in Slovenia in November 2019, saying that “the quality of Slovenian gastronomy is no surprise” and that “thanks to talented chefs who transform ingredients of the finest quality into unique culinary creations, Slovenia is a ‘must go’ destination.” Michelin’s inspectors were enthusiastic both

about Slovenia as a tourist destination and about Slovenian gastronomy. They were surprised at the emphasis on sustainable development, which is something they particularly emphasised at the launch of the first Michelin guide to Slovenia on 16 June.

One Michelin star was awarded to Hiša Denk and Gregor Vračko, Gostilna pri Lojzetu–Dvorec Zemono and Tomaž Kavčič, Vila Podvin and Uroš Štefelin, Dam and Uroš Fakuč, and Atelje and Jorg Zupan. Two Michelin stars went to Hiša Franko and Ana Roš.

In October 2020 Slovenia was the only foreign country at the Food and Travel Italia 2020 Reader Awards, where its excellence in food and wine was recognised and it received the prestigious “Nation of the Year” award. Chef Ana Roš was named International Chef of the Year, while Marjan Simčič and Leonardo Simčič won awards in the wine category.

“The four accolades awarded to Slovenia by a prestigious and high-profile gastronomic magazine that reaches more than 600,000 readers around the world make us very happy, since this enhances Slovenia’s identity as a gastronomic destination”, says Maja Pak. “These prestigious awards represent a confirmation of the excellence of Slovenian gastronomy and the increasing attention being focused on Slovenia by the media, the hospitality industry and the general public.”

Slovenian chefs typically spend a great deal of time every day shopping for and sourcing fresh ingredients, either at their nearest market or by visiting local farms and specialist shops. They also spend a lot of time tasting new ingredients from which to create new menus that will continue to delight and indulge their customers.

Slovenia is the European Region of Gastronomy 2021

In the gastronomic tourism sector, Slovenia is aiming to achieve greater recognisability and position itself as a top gastronomic region of Europe. To do so, it will also be able to take advantage of the title European Region of Gastronomy 2021. In the course of its candidacy for the title, it submitted its bid book Taste Slovenia, edited by the ethnologist Janez Bogataj, to the awarding organisation, the International Institute of Gastronomy, Culture, Arts and Tourism (IGCAT).

In this book, Slovenia is defined as a crossroads of gastronomic diversity and local flavours. The book



Photo: Dean Dujaković



Photo: Dean Duboković

presents the development of gastronomy in Slovenia, the country's gastronomic strategy, the protection of foodstuffs and dishes, local and regional culinary and gastronomic trademarks, viticulture, winemaking and brewing. Particular mention is made of Slovenian Food Day and the Traditional Slovenian Breakfast event, while individual sections are dedicated to bee-keeping and bee products, gastronomy and tourism, and culinary and gastronomic events.

"Our food is just like Slovenia: diverse, colourful and interesting. Welcome to the European Region of Gastronomy 2021!" says Ana Roš, who was named the world's best female chef in 2017 and is an ambassador of the European Region of Gastronomy 2021.

Slovenia's endless diversity and variety mean that visitors can sample specialities from mountain pastures in Alpine Slovenia, taste sea salt from traditional saltworks in Mediterranean Slovenia and savour cured meat products that are hung to dry in the Bora wind blowing across the Karst plateau. As well as health-giving spa waters, Thermal Pannonian Slovenia offers a wide variety of flour-based dishes and breads, while Central Slovenia (with Ljubljana) has original dishes with cosmopolitan influences.

IGCAT president Diane Dodd, who is also the co-founder of the European Region of Gastronomy expert panel, says that the European Region of Gastronomy focuses on six main areas. In Slovenia the members of the expert panel were particularly drawn by the urban and rural environment. "Slovenia is interesting because the 'farm to fork' philosophy, to which everyone else in Europe would very much like to return, is still a way of life there. I believe that the rest of Europe still has a lot to learn from Slovenia with regard to short food chains. Without local, fresh and organically produced ingredients, there is no excellent food. Many restaurants in Slovenia have their own gardens or local suppliers – which means that the guest knows they will always get good-quality, fresh food," explains Dr Dodd.

Sustainable models of tourism are at the forefront in Slovenia.

"By using all the edible parts of plants and animals, we are following a 'zero-waste cuisine' philosophy," explains Bine Volčič, the chef of the Monstera bistro in Ljubljana.

Taste Slovenia



**BLEJSKI
GRAD**
BLED CASTLE
SLOVENIJA



UNIQUE LOCATION FOR YOUR VISIT

www.blejski-grad.si
info@zkbled.si
+386 (0)4 572 97 00



Photo: Jošt Gantar

Slovenia Unique Experiences

In November 2020 Slovenia presented itself as a destination of excellent gastronomic and active five-star experiences at the virtual edition of the global travel trade show World Travel Market. "A visit to our fish farm is a unique and genuine experience that introduces visitors to the sea with an emphasis on sustainability and operating in harmony with nature," explained Irena Fonda, director of the Fonda fish farm, which alongside its core activity offers a tourism experience called Day at the Fonda Fish Farm, a recipient of the Slovenia Unique Experiences label that distinguishes unique five-star experiences in Slovenia.

Together with its accredited partner, "sustainable tourism factory" GoodPlace, STO received a Best of Europe 2020 award for the introduction of sustainable models in tourism at the national level within the Green Scheme of Slovenian Tourism programme and for examples of good practices developed in Bohinj, Maribor, Miren Kras and Idrija, and at the Monstera bistro in

Various outdoor products, providers, destinations and, of course, experiences can be found on the website www.slovenia-outdoor.com.

Slovenia
Outdoor



In 2020 travel guide Lonely Planet placed Slovenian destination Bled at number 6 on its list of the top ten must-see destinations that guarantee visitors unforgettable experiences.

Ljubljana. "By using all the edible parts of plants and animals, we are following a 'zero-waste cuisine' philosophy," explains Monstera's chef Bine Volčič. "We try to act as a good example to other food establishments of how to achieve creative cuisine with a minimal impact on natural resources."

Lonely Planet and unforgettable experiences

In 2020 travel guide Lonely Planet placed Slovenian destination Bled at number 6 on its list of the top ten must-see destinations that guarantee visitors unforgettable experiences, describing it as a destination of natural beauty, featuring a unique island with a church. It particularly recommends discovering sustainably oriented providers such as Garden Village Bled. "The placing of Bled in the list of the top ten destinations recommended for unforgettable experiences by one of the world's most prominent travel media is a great honour for Bled and Slovenia," says Maja Pak. "It is particularly gratifying that, when drawing up the current list of the most attractive destinations, Lonely Planet gave special weight to the sustainable management of destinations, which for Bled, a recipient of the Slovenia Green Destination

gold label, is a further incentive to continue its sustainable development."

The Strategy for the Sustainable Growth of Slovenian Tourism 2017–2021 defines ten leading (primary) tourism products at the national level, which are also the main products in individual experiential macro-destinations. These include a "mountain holidays and outdoor" product. The latter is defined as a main product in the macro-destination Alpine Slovenia and as a secondary or supporting product in the other three macro destinations: Mediterranean Slovenia, Thermal Pannonian Slovenia and Central Slovenia.

Various outdoor products, providers, destinations and, of course, experiences can be found on the website www.slovenia-outdoor.com.

"Tourism is one of the most important sectors of Slovenia's economy, with effects that represent a significant, 10% share of GDP," explains Simon Zajc, State Secretary at the Ministry of Economic Development and Technology. ■



Photo: Dragan Štader

"Slovenia is a safe, green destination that offers numerous unique and authentic active experiences far away from mass tourism, which in present conditions is becoming increasingly important," adds Ana Savšek, STO's head of Digital Content Marketing. "More than ever before, tourists today are seeking tourism that guarantees them a safe stay and a chance to boost their health and their immune system in genuine contact with unspoiled nature. These are exactly the experiences that an active break in Slovenia offers."



Mercator-Emba
Proizvodnja hrane d.d.

TRADITION AND DEVELOPMENT

Mercator-Emba, d.d. is a company with over 60 years of tradition in the production of cocoa instant products (standard and fine granulation), dessert toppings, syrups and fruit preparations. By continually investing in knowledge, development and modernization of the production plant Mercator-Emba, d.d. has become one of the leading manufacturers of confectionary products in the region as well as an established and important supplier to some of the world's biggest companies.

COCOA INSTANT PRODUCTS BENQUICK BRAND

BenQuick brand includes a wide range of instant cocoa products and hot chocolates. In the light of modern development and world trends we are the first to bring an instant cocoa product with 30% less sugar to the market.



PRIVATE LABEL

Instant cocoa products are manufactured also for private labels. For many years we have been providing European retailers with top-quality products, best suited for the consumer needs. We offer tailor-made products that come in various packaging possibilities.



DESSERT TOPPINGS SLADKI GREH BRAND

Sladki greh dessert topping offers a wide selection of flavours, which can be used to sweeten all kinds of desserts and ice creams.



PRIVATE LABEL

In addition to our own brand Sladki greh, dessert topping are also manufactured and sold under a private label. They come in a variety of flavours that are produced according to our buyers' wishes/expectations.



B2B

TOPPINGS, FRUIT PREPARATIONS, SYRUPS

An important part of our production represent toppings, syrups and fillings, which are manufactured for dairy, ice cream and bakery industry and known for their high-quality ingredients. On top of that, our great asset is our own development department, which enables us to fully adapt the final product to customers' needs.



A WIDE VARIETY OF FLAVOURS

In addition to a wide variety of flavours our selection of toppings, syrups, fillings and fruit preparations boasts itself with numerous other possibilities, such as: vegan, reduced sugar, without sugar, high protein, dairy free, gluten free, free of artificial flavours and colours, lactose free, preservative free and so on.

CONTACT

KATERINA TURK

Head of Sales and Marketing

✉ katerina.turk@mercator-emba.si

☎ + 386 1 759 84 06

MERCATOR EMBA d.d.

Tržaška cesta 2c, 1370 Logatec
Slovenija EU

www.mercator-emba.si



ACHIEVMENTS

OUR IMPROVEMENT IN DEVELOPMENT HAS WON US IN 2020 TWO PRESTIGIOUS AWARDS:

Product of the Year 2020 award for Benquick cacao with 30% less sugar as well as Innovation of the Year 2020 award for Benquick cacao with 30% less sugar and Sladki greh chocolate topping without sugar.

QUALITY



Leone

YOUR NUMBER ONE PARTNER IN ICE CREAM

Innovations



leone ice cream



#leone_icecream

→ www.leone.com



Photo: Tomo Jeseničnik

Good Food

Slovenia's Food Industry Is a Valued Exporter of Food Products

For two decades I have been following the development of the Slovenian food industry, and it seems to me that companies have entered a stage that could be described as: bold, developmental, inspiring, fierce, upright and adaptable.

Dr. Tatjana Zagorc, Director, CCIS - Chamber of Agricultural and Food Enterprises

My thoughts are being confirmed or even proven by the awards won by the food industry. These are prizes that for a long time were reserved for other distinguished sectors. The Ljubljanske mlekarne dairy company became "Factory of the Year 2019", and this year they received the "Vključi.Vse" (Include Everything) award for a balanced management structure. Atlantic Droga Kolinska also boasts at least two prestigious titles, with Enzo Smrekar being selected as Manager of the Year 2020 and Nataša Bazjak Cristini as HR Manager of the Year 2019. And of course we should also mention the various awards for innovations on the national level, which represent confirmation for the innovative achievements of Slovenian companies. Here we should mention the many other awards for achievements in the assessments of food products at fairs in Slovenia and abroad, as well as awards that touch on the areas of environmental protection, packaging and energy efficiency.

The awards from the Chamber of Commerce and Industry of Slovenia (CCIS) also point to the realisation that the food industry is being noticed. Nor are farming and food production being ignored in the Chamber's strategic document, which bears the encouraging title "New economic impetus for Slovenia 5.0", where investments in the areas of agriculture, the food production industry and food self-sufficiency are one of six priorities.

More Than 20% of Operating Revenues from Foreign Markets

After some turbulent years of ownership transformation, the sector is stabilising. The management in food industry companies is generating a positive connotation, and changes are also noticeable in relations within the agri-food chain. Of course the situation is still sometimes tense, especially due to a lack of understanding in one or another link in the chain (farmer, manufacturer, retailer), but still some

The biggest exporters of food and beverages are Atlantic Droga Kolinska, Perutnina Ptuj, Ljubljanske mlekarne, Žito, Incom and Pivovarna Laško Union.

The Ljubljanske mlekarne dairy company became "Factory of the Year 2019", and this year they received the "Vključi.Vse" (Include Everything) award for a balanced management structure.

Atlantic Droga Kolinska boasts at least two prestigious titles, with Enzo Smrekar being selected as Manager of the Year 2020 and Nataša Bazjak Cristini as HR Manager of the Year 2019.

Exceptionally well-developed cooperation in milk production is enjoyed by all the dairies, and this ensures for them one of the highest levels of milk quality in Europe.

Today the fruit-growing tradition, enhanced by modern approaches, is being continued by companies such as Evrosad, Mirozan, Meja Šentjur, Slom and other major Slovenian fruit producers.

agri-food chains have shown that they are more resilient if the links in the chain cooperate, respect and try to understand each other, so that they can respond to challenges together. Particularly during this time of epidemic, cooperation and the prompt resolving of difficulties and challenges by agreement are important for the flow of raw materials and products not to be halted. The changed purchasing habits of consumers and closed hotels, restaurants and public institutions have changed the flow of final food products not just in Slovenia, but across Europe and the entire world, so market uncertainty is what most concerns us now. Nevertheless companies are trying to adapt by seeking new markets and customers. Numerous features will help them in this. The Slovenian food industry is already a valued exporter of food products, with more than 20% of revenues being generated in foreign markets.

Slovenian food companies, in tandem with agriculture companies, are a major regional employer, and link together producers and other suppliers of equipment, materials and services. The latest calculations of the multiplier effect exercised by the farming and food sectors place these sectors at the top of the ladder.

There were 297 registered agricultural companies in Slovenia in 2019, employing 1,790 people. In 2019 agricultural companies generated EUR 69 million in value added and EUR 189 million in net income from sales. In the food and beverage production sectors there were 755 companies registered in 2019, with 14,125 employees. The largest single number of employees (4,515) worked for bakery companies. Companies involved in food and beverage production generated EUR 549 million in value added. They earned EUR 2.2 billion in net income from sales, of which EUR 627 million came from foreign markets, accounting for 28.5% of total sales. The biggest

exporters of food and beverages are Atlantic Droga Kolinska, Perutnina Ptuj, Ljubljanske mlekarne, Žito, Incom and Pivovarna Laško Union.

Quality Both of Raw Materials and Final Products

Vertically integrated production from farm to fork provides the urgently needed stability for the Slovenian production system, especially in terms of safety and quality, both of the raw materials and the final products. This is the mode of operation for quite a few large agri-food companies such as Perutnina Ptuj and Skupina Panvita. Exceptionally well-developed cooperation in milk production is enjoyed by all the dairies, and this ensures for them one of the highest levels of milk quality in Europe. The ability to graze cattle in Alpine pastures and feed them hay are advantages that are the envy of those people who live in the world's metropolises.

Fruit growing has a very important place in Slovenia and great potential for further development. Apples are still the main type of fruit, with Slovenia producing around 90,000 tons. The quality of Slovenian apples was recognised far back in history, with Slovenian fruit growers supplying the royal courts of Europe. Today the fruit-growing tradition, enhanced by modern approaches, is being continued by companies such as Evrosad, Mirozan, Meja Šentjur, Slom and other major Slovenian fruit producers.

Selected wines from the three Slovenian wine-growing regions rank among the best in the world for their quality. Due to the differences in the land, climate and methods of cellaring, each wine region has its own selection of varieties. Slovenian vineyards lie in the very centre of the European vineyard belt. Not everyone knows that the Slovenian wine-growing regions share an ideal geographical grapevine band with areas such as Burgundy in France. There are increasing numbers of boutique wine-producers who put all their energy into their wines, along with leading large-scale wine cellars. Their work is often repaid in both Slovenian and international prizes. At the 2020 Decanter World Wine Awards, which is regarded as the biggest and most influential wine competition, they had record results. We should of course note Slovenia's biggest wine cellars such as Radgonske gorice, Puklavec Family Wines, Klet Goriška brda, Vinakoper and Vinakras, as well as some smaller but highly recognisable names such as Vinska klet Marof, Ščurek, Marjan Simčič and Movia.

A fascinating story about the development of this whole sector is told by Slovenia's microbrewers (Pivovarne Vizir, BYRA, Lobik, Time brewery, Racon, Green Gold, Baril, Savinjska pivovarna, Mariborska pivovarna, Loo-bla-nah, Strele BV, Tovarna pivovarna, Haler and more), which in recent years have blazed a trail both at home and in foreign markets. They

Not everyone knows that the Slovenian wine-growing regions share an ideal geographical grapevine band with areas such as Burgundy in France. There are increasing numbers of boutique wine-producers who put all their energy into their wines, along with leading large-scale wine cellars.



produce innovative, diverse and aromatic beers. For many of them, their hobby or a natural abundance (of hops) led to a professional business. The natural abundance is certainly enhanced by the fact that Slovenia ranks among the biggest producers of hops in the world. The CCIS also brings together hop traders, including Styhop, Hmezad, Slohops and Hoppris. As someone wrote, "Slovenian microbrewers have moved more into the punk waters of brewing, while some see themselves as metal guys and others as distinctly experimental. Each in their own way, but convincingly." In the professional and promotional areas they collaborate very well with major brewer Pivovarna Laško Union, which also plays an important part in supporting the merging of brewing interests.

Strict Food Safety

Viewed historically, Slovenia has one of the strictest approaches to ensuring the safety of food. Authenticity of origin is important, and in recent times the ability to prove this has been helped by new methods of detecting the provenance of products. Cooperation between Slovenian farmers and food production operations can also be seen in the strategic development and innovation partnership "Sustainable Food Production". This is evolving into a dynamic community of farm holdings, companies, associations, R&D institutions, investors and other



Photo: Celjske mesnine

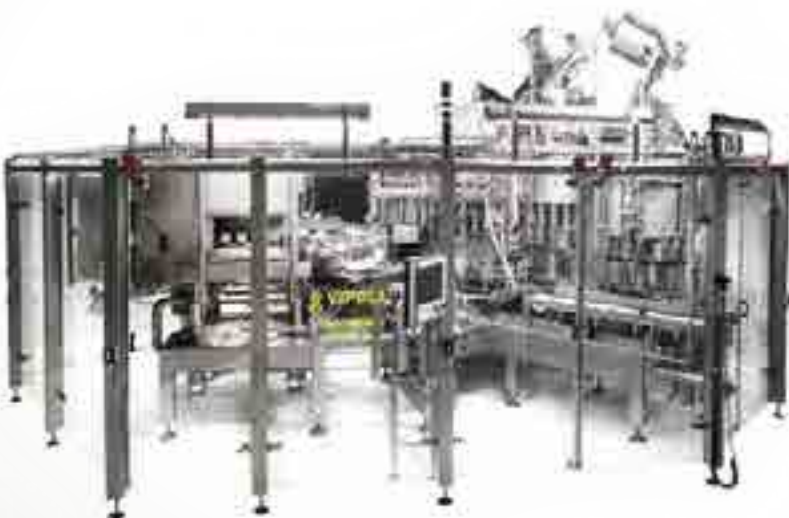
stakeholders whose attention is focused on the targeted intensification of research and development for the needs of the industry, where production meets science. At a time of ever increasing competition, cooperation with various institutes and universities is essential.

Self-Regulation of Companies in the Non-Alcoholic Beverage, Dairy and Bakery Sectors

So how does the Slovenian food industry differ from others? And where does it do best in Europe? Certainly new ground is being broken with the self-regulation initiative of companies in the non-alcoholic beverage, dairy and bakery sectors. The Slovenian food industry

Slovenian microbrewers produce innovative, diverse and aromatic beers. Pivovarna Laško Union also plays an important part in supporting the merging of brewing interests.

HOW ARE YOU FILLING TODAY?



FILLING

Glass
PET
Can
ALL IN ONE
Rinsing
Capping

CONVEYORS

PROCESS EQUIPMENT

Cleaning in place
CSD mixing and carbonization system
Water deaerating utility
HGB Beer processing
Flash pasteurizer

ENGINEERING AND TURNKEY PROJECTS

The average energy output of a non-alcoholic beverage has fallen in four years by 1 kcal to 100 ml, and the average content of added sugar in dairy products has fallen in just two years by 0.4 g to 100 g.

is a sufficiently small and transparent sector for activities such as commitments to responsibility to function very well.

The producers of non-alcoholic drinks that have signed commitments (Costella, Dana, Atlantic Droga Kolinska, Fructal, Nektar Natura, Pivovarna Laško Union, Radenska, Vipi, Vital Mestinje) offer consumers a good number of less sweet, low or calorie-free versions of non-alcoholic beverages. The signatories of commitments have also been joined by Coca-Cola HBC Slovenija, which operates in the Slovenian market. They have made a commitment not to advertise products in the non-alcoholic beverages category to children under 12, to act responsibly in schools and respect their non-commercial nature, to provide clear information to consumers about calories on the front of packaging on their own brands, to offer consumers various products of various nutritional values (regarding calories and/or sugar content) and also to promote a healthy lifestyle among their own employees and society in general. At the same time there is clearly a more diverse range of dairy products on offer with less added sugar. The average energy output of a non-alcoholic beverage has thus fallen in four years by 1 kcal to 100 ml, and the average content of added sugar in dairy products has fallen in just two years by 0.4 g to 100 g.

Seven signatory companies (Ekolat, Ljubljanske mlekarne, Loška mlekarina, Mlekarna Celeia, Mlekarna Krepko, Mlekarna Planika, Pomurske mlekarne) have

At a time of ever increasing competition, cooperation with various institutes and universities is essential.

We expect bread to be less salty in future in the Slovenian market, while the range of whole grain products will expand.

committed to improving the composition of certain categories of dairy products, especially those that contain added sugar. They are seeking to reach the target of reduced added sugar content in selected categories of dairy products, specifically by

10% by the end of 2020. Furthermore, in line with the commitments to responsibility to the consumer they have been offering and promoting products of diverse nutritional composition, especially products with lower added sugar.

But companies are not just developing new products, they are also improving the composition of existing brands. The range of products on offer

with improved ingredients has increased in the non-alcoholic beverage sector by 48% in four years, and in the dairy product sector by 27% in two years. The majority of such products in the market are also additionally labelled with information on their calorie and/or nutrient composition right on the front of the

packaging. In this way the Slovenian food processing industry is striving to provide consumers not just with a wide variety of products, but also all the information they need about food. The commitments to responsibility therefore reflect the conviction of the food processing industry that well-informed consumers are able to choose for themselves the most suitable foods based on their own lifestyle. Each

of us is striving to maintain a balanced diet, to make choices among the wide and diverse range of foods in the market and to care for our health.

We also expect bread to be less salty in future in the Slovenian market, while the range of whole grain products will expand, including bread, bakery products and products in categories where it makes sense to increase the content of dietary fibre by adding whole grain ingredients. This will be pursued by the companies that have signed commitments – Don Don, Hlebček, Mercator IP, Mlinopek, Mlinotest, Pekarna Pečjak, Spar Slovenija and Žito.

WholEUGrain European Project after the Danish Model

Activities intended to expand the range of food products with improved composition are in progress both on the national and European levels. Despite the fact that dietary habits (selection and frequency of consuming food, method of preparing food, frequency of taking meals) differs by individual country, all countries have a common goal – to improve people's dietary habits and thereby contribute to a healthier lifestyle. In order to achieve this goal it is important to be familiar with and spread the good practices of other countries that have already been shown to be effective in achieving changes in consumer dietary habits. Here we should highlight in particular Denmark, which by means of establishing a public-private partnership between manufacturers and

Slovenia is participating in the European WholEUGrain project, in which it is seeking to establish a long-term partnership for producing bakery goods with increased whole grain ingredients.



institutions succeeded in increasing the consumption of whole-grain products among consumers and thereby raising the intake of dietary fibre. Since the European Commission is seeking to spread the example of best practice in Denmark to other countries, the three-year project WholeGrain was launched in 2019. As part of this project, Slovenia is also seeking to establish a long-term partnership for producing bakery goods with increased whole grain ingredients.

The commitments to responsibility reflect the conviction of the food processing industry that well-informed consumers are able to choose for themselves the most suitable foods based on their own lifestyle.

Important Contact Point

The Chamber of Agricultural and Food Enterprises, which operates under the aegis of the Chamber of Commerce and Industry of Slovenia, is the largest representative association of the sector, and in recent years has been increasing its membership, which now already stands at 230 companies. We support

all the stated activities and are the contact point for seeking out relevant suppliers and for spreading information where this is needed. We bring together

the biggest and smallest enterprises in farming, food production and other related activities, and represent their interests through seven sections, four associations and seven committees. We represent the views of individual sectors both on the national and European levels, and we have membership in a full 10 sectoral and one umbrella European association of food and beverage producers. The mission of

the Chamber of Agricultural and Food Enterprises is to actively support members, and its vision is to improve the competitiveness of the Slovenian agri-food industry, which is the focus of all our activities. ■

The Chamber of Agricultural and Food Enterprises, which operates under the aegis of the Chamber of Commerce and Industry of Slovenia, is the contact point for seeking out relevant suppliers and for spreading information where this is needed.

NATIONAL INNOVATION AWARDS 2020

BSH Hišni aparati, Nazarje

Fully automatic coffee machine EQ.500

The EQ.500 coffee maker is an inspiration with its simple controls, quiet operation, attractive design and exceptional coffee flavour. Making coffee has never been easier. The device is controlled by touch via an intuitive user interface with a colour digital screen. Innovative components, ingeniously linked into a harmonised system, ensure a wide selection, optimal preparation and the full flavour of coffee beverages. The automatic cleaning function ensures full hygiene of the coffee-milk system in the device. The coffee maker is compatible with the Home Connect system, and you can also operate it via your smart phone.



MUM5 Scale

The MUM5 device with scales has made it easier for users of kitchen robots to prepare desserts, bread dough, smoothies and other dishes, and has enhanced the user experience. The basic tasks of kitchen robots remain kneading, mixing and beating, along with slicing, chopping, grating and so forth, using the relevant attachments. Weighing ingredients is one of the necessary accompanying tasks that users perform separately. But BSH has built scales into the device, and enabled the function of weighing to be always available to users, so ingredients can be added directly into the bowl without shaking and transferring from bowl to bowl. The innovation also comes complete with a timer to further enhance the functionality of the device, providing the user with complete control and a pleasant experience in preparing food.



Paradajz: Bag from stems of LUŠT tomato plant

The bag, made of LUŠT tomato plant stems, represents an innovative re-use of waste material. The company has set up a circular economy cycle, by taking the generated biomass which usually ends up as agricultural waste in compost, and re-including it in the added value cycle. The tomato packaging has an attractive appearance, and is able to actively absorb and give off moisture, which extends the shelf life of the fruit in a natural way, and is comparatively resistant to tearing. After use the consumer can recycle it in the home compost or include it in waste paper packaging.





PRODUCTS

- Balers
- Conveyor systems
- Sorting cabins
- Reel splitter
- PET perforators
- Sorting systems
- Alternative fuel production – RDF, SRF
- Composting
- CUTTING SYSTEMS – unbeatable quality



YOUR PARTNER IN RECYCLING SOLUTIONS FOR OVER 25 YEARS

We specialize in the design and construction of equipment for waste management. Our goal is to provide the best solutions for our customers and for their business needs and requests, including the conceptual design itself, the implementation, and after sales service.

RIKO  **EKOS**

d.o.o.

Mali log 2a, SI-1318 Loški Potok

T: +386 (1) 83 67 056
E: info@riko-ekos.si
W: <http://www.riko-ekos.si>



Photo: Depositphotos

Energy Transition – Green Technologies

Green Technologies Still on Track Despite Pandemic

A focus on reducing carbon dioxide emissions, renewable energy sources, a low-carbon society and sustainable development offers a lot of opportunities for Slovenian companies.

Andreja Šalamun and Nina Šprohar

“Photovoltaics have really become a worldwide phenomenon, particularly in the last few years. The most important factor has definitely been the steady and steep drop in prices – more than 80% in the last decade,” says Dag Kralj, member of the management board of the Bisol Group. He says that this was made possible by increased yields, increased efficiency of materials, and most of all by economies of scale. This has allowed the sector to shed its dependence on state initiatives and subsidies throughout a large part of the world, and to become significantly more stable.

According to Kralj, the situation in the sector is encouraging. In his opinion, the coronavirus epidemic will result in global solar capacity in 2020 remaining near its 2019 level, but he says that high, two-figure annual growth can be expected to reappear in the coming years. “In addition to the globalisation of the sector and the drastic decrease in the price of installing solar power plants, we have also seen various trends on the most developed markets (in terms of photovoltaics) in the past decade, and particularly

in the last few years, including a move from large to smaller installations, a move from ground-level installations to rooftop installations, and a move from feeding the electricity back into the grid to maximising consumption on-site.”

Bisol Breaking Records

Kralj says that during the present crisis, Bisol is reaping the rewards of having established a well-branched global customer network over its 15 years of operation. The sales figures for the first nine months of 2020 have broken the record set in the same period in 2019 by nearly twenty percent, while growth in revenues was slightly lower due to a slight decrease in the price of panels. “The forecasts to the end of 2020 are similarly optimistic, which is respectable given the turbulence we have encountered in 2020. Our biggest challenge was to provide a stable health environment so that production could proceed unobstructed seven days a week,” says Kralj.

Bisol is reaping the rewards of having established a well-branched global customer network over its 15 years of operation.



Photo: Kronoterm

Bisol's sales figures for the first nine months of 2020 have broken the record set in the same period in 2019 by nearly twenty percent, and the forecasts to the end of the year are similarly optimistic.

Despite the unusual situation on the market, Kronoterm has managed to obtain large, multi-year projects, which has allowed them to continue to grow in these uncertain times.

Even faster growth is predicted for 2021, as well as consolidation of market shares on the most important Western European markets (Benelux, France, Italy, the UK, Scandinavia, Switzerland and Austria), and the opening up of markets in Eastern Europe (the Baltics, Poland, Hungary) and South-East Europe (the countries of former Yugoslavia and Albania), where photovoltaics are becoming more and more established. In addition to these countries, they will also be focusing on the G20 countries, where "economic growth is dynamic, energy deficiency is chronic, and there is often lots of sunshine".

Kralj says that they will continue to work on establishing the company's new global innovation, which they rolled out in the spring of 2020 – a module with 100-percent guaranteed power output, and they are also developing new products with high efficiency or high nominal power, and will continue to expand and update their production capacities. They will also be re-focusing on investments in solar power plants.

New Projects Despite the Uncertain Times

The year 2020 has also been exceptional in all respects for Kronoterm. Despite the difficult situation on the market, they have managed to obtain large, multi-year projects, which have allowed them to continue to grow in these uncertain times. "As a developer and manufacturer, we have a major market advantage and therefore we are trusted by the major global players. As a result, we hired more people in 2020, and invested hugely in digitalisation of operations and process optimisation. This will have a long-term effect on our operations on the market and our work with business partners both in Slovenia and abroad," say sources at Kronoterm.

They say that in view of the current situation, the conditions in the construction sector are fairly positive. "The timeframes are also longer, so we

are expecting to see the first signs of stagnation or shrinkage in 2021." Nevertheless, they have big plans for 2021. "We are planning to present new designs and to continue the digitalisation of processes and operations, and will be placing an even greater emphasis on increasing the competences of both our employees and our business partners."

New Heat Pump Design Coming Soon

Kronoterm is a development-oriented company that continuously develops new designs and systems. "In the next few months we will be introducing our new flexible low-power air/water heat pump design for new construction and apartments. All of the advantages of our Adapt line will be combined in a small device that will be suitable for both interior use in plant rooms, in attics with outside air intakes, and for exterior applications." They add that its size and flexibility will also allow it to be used in individual heating applications and as a bathroom hot water heater for individual apartments in blocks of flats. "We primarily developed it for the Dutch market, but I believe that Slovenian customers will also enjoy these unique designs," says head of marketing Suzana Guček.

At the moment their most important market is Slovenia, but they also do a lot of business in Italy, Austria, Switzerland, Ireland, Denmark and other countries. "We will be particularly focusing on the Italian market, since that country provides major government subsidies for replacing your heating system, which represents a great growth opportunity."

A Nearly Energy Self-Sufficient Village

The Petrol company is also aware that renewable energy sources (RES) are crucial to meeting the growing energy requirements of modern society. According to Petrol, technologies for obtaining energy from RES are developing very rapidly, which they see among other things as an opportunity to decarbonise local energy systems, such as those in isolated settlements and villages that lack the appropriate infrastructure for electricity distribution. The company is therefore offering comprehensive solutions in the area of energy, infrastructure, buildings, the



Photo: Depositphotos

INES

d.o.o.

30 years of tradition

since 1990

40+ employees



30.000 square meters



More than 40 machines



Our Capacities:

- 4x water jet machines 4x2 meters
- 1x flame cutting 6x2 metres
- Welding
- 10x milling (NC or CNC) up to 20 t (4x2.5x1.5 m)
- 10x turning (lathe or CNC) up to 5 t, 6 m length and Ø 600 mm
- Machine refurbishment (ALU casting machines)
- Special mechanical engineering projects
- Hydraulic cylinders, patented for die casting tools
- Hydraulic hose lines & customer service
- Sales: GATES, EATON, PONAR, CEJN



EATON
Powering Business Worldwide

CEJN The Quick Connect
Solution Provider

PONAR
welding



Kidričeva c. 58, 4220 Škofja Loka, Slovenia
T: +386 4 515 60 30 | **F:** +386 4 515 60 31
E: info@ines.si | **W:** www.ines.si



**Visit our website and watch
our advertising film!**

INES – Your reliable partner for long-term cooperation



Intralogistics systems

Conveyors, shuttles storage retrieval machines and other transporting devices for high bay warehouses up to 38m high can handle loads from 20kg up to 10t in boxes, trays, palletes, coils or air-cargo containers.

Machines are energy efficient and adjusted to fit their environment.

In-house mechanical design, electrical design, and software development of warehouse control systems guarantees flexibility for customer specific needs.



Complete and customised solutions

Idea. Design. Production. Assembly. Commissioning. Handover.



www.gp-sistemi.com



Energetics

Combined heat and power plants based on bubbling fluidized bed combustion technology designed for combustion of sustainable fuels such as waste wood, combustible part of residual waste or sewage sludge.

Systems tailored to customer needs turn waste problems into opportunities to generate energy.



environment and mobility, investing in energy efficiency and renewable energy resources projects, and creating conditions for energy savings.

The people of the village of Luče in northern Slovenia have always had to deal with an inadequate electricity network. But with the help of the project partners – Elektro Celje and the Faculty of Electrical Engineering at the University of Ljubljana – they carried out the Compile project, which allows them to be totally energy self-sufficient over certain time periods. The micro energy community is managed by Petrol.

Pandemic Has Limited Petrol's Operations

Despite its innovation and commitment in the areas of RES and energy efficiency, Petrol has been hamstrung by the pandemic and the measures associated with it. The operations of the Petrol Group are carried out in two highly competitive fields: energy and trade; however, in addition to trends in the energy field and trends in retail, the group's operations are also affected by many other, often interconnected factors. Among the most significant are fluctuations in energy prices and changes in the US dollar exchange rate, which is a reflection of global economic developments. "In addition, the local economic conditions on the markets on which the Petrol Group operates (economic growth, inflation, growth of consumption and production) also have a significant impact," say sources at Petrol.

Although the Petrol Group's operations in the first two months of 2020 went smoothly and according to plan (planned EUR 6.4 billion EUR in sales revenues (EUR 5.3 billion excluding excise duty), net profit of EUR 110 million), the business environment has been substantially constrained since the outbreak of the pandemic. According to sources at Petrol, the results that they planned for 2020 will not be achieved. In the first nine months of this year the group generated sales revenues of EUR 2.29 billion, which is 30% down on the same period in 2019. Net profit fell by fifty percent, to EUR 40.5 million. The numerous measures adopted by the government to control the epidemic caused a drop in economic activity and restricted mobility, which has a highly adverse impact on sales in the Petrol Group.

New Operating Strategy Being Developed

According to company sources, they are responding to the crisis holistically. "In the first phase the activities were focused on ensuring business continuity in the changing circumstances, and identifying and managing risks. Further activities were aimed at the long term, so that the Petrol Group could continue to operate in a very different business environment." They are currently finalising the draft of a new Petrol Group Strategy 2021-2025, in which all of the com-



Photo: Petrol

pany's main strategic business orientations will be presented, including those on other markets where the group has a presence.

Danfoss Trata: New Intelligent Air Pressure and Flow Regulators for District Heating and Cooling Systems

Danfoss Trata manufacture regulation systems for district heating and cooling systems, and are present on all European markets, as well as China, Russia, the Near East and Asia. "In the future we will continue to develop integrated solutions for regulating district heating and cooling, where the use of artificial intelligence is becoming increasingly important," say company sources. They also do not want to

neglect their existing sales range, which is becoming more digitalised every year.

They pay a great deal of attention to and make significant investments in automation and digitalisation of production. "We are already a fairly automated company, with a sound and long-term IT architecture in place in production, which allows us to continuously improve our processes," they add.

Their latest innovation, the Virtus project, for which they received an award from the Chamber of Commerce and Industry of Slovenia (CCIS), is a new line of

intelligent air pressure and flow regulators for district heating and cooling. Along with this, Danfoss Trata are continuously developing solutions that offer savings, efficiency and comfort, and solutions such as AB-QM, heat exchangers, NovoCon digital drives, etc. "In connection with our Enspire, Energis, Mentor Planner and Leanhit optimisation software, we can also provide up to 50-percent savings in energy consumption," say company sources. The Danfoss Group aims to become carbon neutral by 2030. "We have more than 150 carbon neutrality projects underway at 80 locations around the world," they note. ■

Petrol manages the micro energy community as part of the Compile project, which allows the village to be completely energy self-sufficient over certain time periods.



Photo: Danfoss Trata

Danfoss Trata's new innovation, the Virtus project, involves intelligent air pressure and flow regulators for district heating and cooling systems.

NATIONAL INNOVATION AWARDS 2020

Evegreen: Sustainable Candle Housing

This nature-friendly ECO candle is made from 100-percent renewable resources and organic residuals (agricultural by-products), and has a much smaller carbon footprint than traditional plastics. The ECO candles are biodegradable in industrial compost within four months and do not leach harmful substances into the environment, as demonstrated through testing according to the ISO 14885-1 standard.



Izoelektro: RAM-1 smart device for remote supervision of the electrical grids

RAM-1 is a smart IoT device for remote control of electrical grids, and is the first of its kind in the world. It is the result of Slovenian know-how. It allows wireless data transfer using LTE-M1, NB-IoT, 5G and LoRaWAN technologies. It provides global connectivity and allows the remote exchange of the mobile operator. RAM-1 measures:

- the Ohmic component of the leakage current of a surge arrester
- number of strikes
- temperature
- presence of current by phases
- unexpected deviations
- location

The installed machine learning technology allows advanced and detailed analytical measurements and efficient low-energy operation. RAM-1 significantly reduces maintenance costs and increases the safety of the operation of the entire electrical grid.



Kronoterm: Adapt – silent, adaptive, smart, efficient and friendly heat pump

Kronoterm's new Adapt air/water heat pump is one of the quietest heat pumps on the market. Its noiseless internal unit allows it to run more quietly than a computer. It does not emit any sounds, and becomes part of the environment rather than disturbing it. Its exceptional efficiency and smart flexibility have helped it achieve the highest seasonal energy efficiency ratio in Europe. This new and efficient heating system uses the energy of the outside air as an energy source. Kronoterm also cares about the environment, so they used environment-friendly elements that blend smoothly into the surroundings. The new insulated housing provides exceptionally quiet, nearly silent operation in all conditions and locations, 20 times quieter than the limits set out in European directives governing noise emissions of heat pumps.



Hrastnik Glassworks: Energy Management System for providing energy in glass industry

A systemic solution for flexible energy management in the glassmaking industry, designed to manage dispersed production sources and adjustable loads. The product innovation is an innovative solution for the optimisation and aggregation of local production sources, an electrolyser, a solar power plant and a diesel generator in order to provide savings and reduce the ecological footprint of the glassmaking industry. The software solution comprises a set of communications and control units located at individual production sources and adjustable loads, and an application that collects, aggregates, forecasts and optimises all of the connected production sources and adjustable loads, automatically or at the user's command, which uses machine learning and moving linear regression to develop advanced optimisation and forecasting models.



NIROSTEEL

When you put your **TRUST** in NIRO STEEL,
you are choosing the **EXPERTISE** of a company,
where product **QUALITY**, **CUSTOMER** satisfaction
and well-being of **EMPLOYEES** are of great importance.



**Over 25 years
of experience**



**More than 40.000
products**



**Trust of more than
150 customers**



40 employees

WHY NIRO STEEL?

- High quality products
- Possibility of small batch production
- Responsiveness and flexibility
- Short lead times
- Loyal partner
- Environmental awareness

WHAT we can do for you?

- Custom made CNC-products
- Flanges according to EN, DIN, ANSI, JIS,...
- Products certified by TÜV, DNVGL, BV, LR, ABS,...
- Products with required Liquid Penetrant Testing

Follow us on



NIRO STEEL d.o.o.

HOW to get in touch with us?

info@nirosteel.si

+386 4 584 1790/-91

www.nirosteel.si



RIHTER



TREAT YOURSELF TO COMFORT THAT REFLECTS
YOUR UNIQUE TASTE.

Rihter specialises in zero-energy and plus-energy buildings, built to the highest energy standards. Our houses are constructed with excellent insulation to ensure minimal energy consumption and maximum living comfort. Working with and for you, we create homes that you can enjoy all year round.



www.rihter.eu



Loke 40, 3333 Ljubno ob Savinji, Slovenia



+386 (0)3 839 04 30



info@rihter.si



Photo: Rihter

Energy Transition – Green Buildings

Slovenian Companies' Objective Is a Home that Is Both Green and Smart

In the residential sector, Slovenian companies offer everything from complete, sustainably constructed buildings that meet the latest environmental requirements to fittings and innovative solutions that can turn green homes into smart ones.

Nina Šprohar

Marles: A Vision of Fully Energy Self-Sufficient Buildings

In 2019, the Marles company broke ground on several prestigious individual projects, mostly abroad, but some in Slovenia as well. They recently completed their second project of luxury residential units for a German partner, for which they received a Deutscher Holzbau Preis in 2017 – one of Germany's most prestigious prizes in wood-processing and prefabricated wood construction. Marles has been focusing on the concept of the Zero Energy Home for years, in response to trends that demand the complete energy self-sufficiency of the majority of their buildings. In order to provide energy self-sufficiency, they are currently developing a new concept, through which they aim to provide the highest level of comfort and environmental friendliness through the use of sustainable natural materials. They export nearly two thirds of their buildings, and growth in exports has

been the defining quality of their operations over the last few years.

"Our biggest export markets are Switzerland, Austria, Italy and Germany, where we are also planning to export the largest share of our buildings in the future. These are markets where we are already established and recognised, and are considered an exceptionally high-quality company that attracts customers through its high quality products, flexibility and reasonable prices," say sources at Marles. On certain markets they use their own brand via subsidiaries (e.g. in Austria, Italy and Croatia), while elsewhere their products are sold under the marques of reliable business partners (e.g. in Germany, Switzerland, England and France).

They would like to consolidate their presence on the Benelux and Scandinavian markets, as they believe that they can meet those countries' high standard of living requirements by adhering to stand-



Photo: Marles

Marles has been focusing on the concept of the Zero Energy Home for years.

Marles' Managing Director Matej Vukmanič

In the future they would like to consolidate their presence on the Benelux and Scandinavian markets.

ards and providing high levels of energy efficiency. They are open to cooperating with new business partners, even on markets where they already have a strong presence. They recently opened their fourth model home in Austria, built according to the Marles Zero Energy Home concept, which incorporates the idea of leaving the main living space open to nature, state-of-the-art technology and verified functionalities. “As always, Marles’ vision is the complete energy self-sufficiency of our buildings,” says Managing Director Matej Vukmanič, who adds: “We achieve this through additional measures to reduce energy losses on the one hand and the use of devices that collect energy from the environment on the other.”



Photo: Lumar

Lumar: Houses Connected to the Car, Energy and Information Industries

The Lumar company develops and connects various sectors and technologies in the area of sustainable construction in Slovenia. Their standard products and sustainable solutions, developed through numerous pilot projects, offer a holistic approach to sustainable living and take account of the key criteria of sustainable construction – comfort, energy efficiency and impacts on the environment. They market these solutions under the concept of Lumar Zero Emission Living. “By optimising the technologies, developing energy solutions and adding certain details, we are already offering, at a base level, houses whose buyers will never have to pay electricity bills, since they produce all of the energy they need themselves, and energy surpluses can be used for sustainable mobility. By adding an energy storage unit, the building can be made completely energy self-sufficient,” say sources at Lumar. Along with developing integrated sustainable building concepts, they are also developing new lines of houses. Their latest concept, GreenLine, is a line of family houses that transcend the residential framework of the house and offer a new dimension of connectedness with nature, but at the same time offer practical and rational solutions that make people’s everyday lives easier and better. “The houses come in various sizes, and their roofs and floor plans can be adjusted to the customer’s needs and wishes and the construction conditions at the site,” they add.

Owners of Lumar houses never have to pay electricity bills (Lumar Zero Emission Living).

The REM company’s development orientation in 2020 was primarily aimed at improving their buildings’ fire safety, soundproofing and energy efficiency.

They say that their houses have a lifetime of at least 100 years, so their main challenges involve how to connect houses as closely as possible with other industries, particularly the car, energy and information industries, and the intensive inclusion of modern disruptive technologies in the sustainable building process. “Houses and buildings are hubs of various technologies, and they can only achieve their maximum effects if they are interconnected,” say company sources.

REM: Improving Fire Safety, Soundproofing and Energy Efficiency

The REM company, which manufactures high-end modular pre-fabricated buildings, have updated their product range with quite a few technological improvements in 2020. “Our development orientation was focused primarily on increasing our buildings’ fire safety, soundproofing and energy efficiency. We have made a major advance with regard to energy efficiency, as we have developed an airtight seal between modules, which allows us to meet the highest standards for energy efficiency in buildings,” say company sources. They are currently moving into a new commercial and manufacturing facility, and in 2021 they will be completing a few major investments in technology equipment, which will further improve their work process and the quality of their final products. “We are also continuing to develop technological improvements for both of our modular systems – REM module and REM module PLUS,” they add. REM’s most important markets are Germany, Austria, Switzerland and Hungary, and they are trying to penetrate the UK market and increase their presence on the Scandinavian and Benelux markets.



Photo: REM

Trimo: New Wall System with Aluminium Honeycomb Core

Trimo is best known for its designs incorporating mineral wool; they were the first in the world to introduce continuous production of fire-retardant sandwich panels with mineral wool, and their Qbiss One prefabricated wall system puts them amongst the world’s top manufacturers. In the last year they have developed another new product, a highly innovative ventilated wall with a special aluminium honeycomb core, which is both aesthetically pleasing

I FEEL
SLOVENIA

Empowering business

**GREEN.
CREATIVE.
SMART.**

**SLOVENIA. A LAND OF INFINITE POTENTIAL
FOR YOUR BUSINESS. MAKE THE MOST OF IT.**

In the past few years Slovenia has become a flagship in sustainable development, due to technological innovations and niche market leaders, who are just waiting to impress you. Sustainable zero-emission houses, solid wood walls and non invasive sustainable construction engineering, integrated into the natural environment ... The list of outstanding green solutions is very long. We can help you discover it!

Visit our website **www.sloveniabusiness.eu**



Slovenian Public Agency
for Entrepreneurship, Internationalization,
Foreign Investments and Technology



SLOVENIAN
BUSINESS
POINT



REPUBLIC OF SLOVENIA



EUROPEAN UNION
EUROPEAN REGIONAL
DEVELOPMENT FUND



MEBOR

COMPLETE SOLUTIONS FOR THE SAWMILLING INDUSTRY

www.mebor.eu

MEBOR has been designing, developing and producing sawmilling machinery since 1982. The company supplies **complete solutions for sawmills**, therefore all machines needed for the primary sawing of wood, joined into **complete sawing lines**. Moreover, these are completely adjusted to the needs of each customer.

Mebor is one of the fastest growing companies in Slovenia. It has been among companies worldwide with the most **intense innovation** and presents **new products** in the sawmilling field.



MEBOR d.o.o., Češnjica 48 B, 4228 Železniki, Slovenia / T: +386 4 510 32 00 / E: mebor@mebor.eu

and durable. They pay a lot of attention to trends in modern business and residential life, and to environmental policy. They believe that during planning, it is important to take account of the fact that climate change is occurring. "This is important with regard to both protecting the environment and ensuring human safety, energy efficiency, the development of highly durable materials, aesthetics and also design," they add. Since the field is suffering from a labour shortfall, they also look for solutions that allow them to achieve the same efficiency with fewer workers.

They are present on more than 100 markets worldwide, with their main focus on the countries of Western Europe, especially Germany, the UK, France and Benelux, where they hope to further consolidate their position. They also have a strong presence in the Balkan region, where they have their own factory in Serbia. "Our ambition is definitely to expand onto new markets, but we are moving forward carefully and with long-term objectives." Their product portfolio is continuously developing, as they follow the needs of their customers, developments on the market and trends. They offer a wide range of innovative products and solutions for building facades, roof systems and modular spatial solutions. "We are proud of our designs, which are the result of in-house development and innovation, while the global market, with its demands and acceptances, gives them their true value," say company sources.

Inotherm: Doors that Can Be Opened with a Reader, a Numerical Code or a Smart Phone

Inotherm produces more than 30,000 unique custom-made doors per year, which they sell via more than 1000 business partners in 15 different countries. In the last few years, through annual sales growth the company has been the largest manufacturer of aluminium entrance doors in Europe. In addition to their doors' unique designs, in 2020 they also introduced a new smart door opening system – INOSMART. This modern system for unlocking doors using a fingerprint reader combines three ways of opening doors in a single system: the door can be opened with a reader, a numerical code or a smart phone. This gives every member of the family a safe and above all convenient method of entry into the house and eliminates



Photo: Trimo

worries about forgotten or lost keys. "The system already includes built-in LED lighting of the doors, and certain models have an integrated bell with wireless connection to an internal unit. The entire INOSMART system can be managed and controlled via an app on your smart phone," say company sources.

What's coming? "At the beginning of 2021 we hope to offer our partners and customers additional improvements to the design of the doors, through which we will achieve an even higher level of innovation in heat insulation and soundproofing, improved structural stability and exceptional burglary protection," they say. A profile system that they also developed in-house will be manufactured for them by the German manufacturer Schüho. They sell only around 6% of their doors in Slovenia, as their primary markets are in Western Europe, particularly Germany, Austria and Switzerland. They hope to consolidate their position on these markets in 2021, while in the medium term to penetrate the markets of Central and Eastern Europe, and other parts of the world where the building components market is developing rapidly.

M Sora: Smart Windows that Make Life Easier and Extend Product Lifetimes

M Sora develops special, non-standard solutions for oversize and panoramic windows, and for complex structures. They have also recently developed a design for oversize windows, nearly 6 metres tall, that involves the installation of hidden reinforcements. The solution was arrived at through the use of computer modelling. "Due to the immense weight of the window, the glass has to be stronger, so we also included a mechanical opening system in our product. We presented the design at the most recent BAU trade fair in Munich," say company sources.

They are also working on several development projects, both in Slovenia and in other parts of the EU. They invest a great deal in sustainable development, where they are working on several projects involving the re-use of wood. "Raw materials inventories are limited, even of wood, which it is possible that we in Slovenia are not sufficiently aware of. Together with



Photo: Klemen Razinger

Trimo pay a lot of attention to trends in modern business and residential life, and to environmental policies.

Božo Černila, Trimo CEO

The entire INOSMART system can be managed and controlled via an app on your smart phone.

Over the last few years, Inotherm has been Europe's largest manufacturer of aluminium entrance doors.



Photo: Inotherm

M Sora have developed a system for oversize windows that are almost six metres high.

They invest a great deal in sustainable development, where they are working on several projects involving the re-use of wood.

Merkur believes that the future winners in retail will be those that are able to combine brick and mortar stores with online sales.

various experts, similarly-minded companies and institutes, we are researching the possibilities for re-using wood,” they explain.

The company’s second focus is smart windows, equipped with sensors and mechanisms, that make life easier and extend the lifetimes of the products. They are aware that digitalisation is the key to the future, and they also want to use it to improve communication with customers.

In addition to Slovenia, their most important markets are Austria, France and Italy, and they are increasing their presence in Switzerland and Benelux, and also have regular customers in the UK, the USA and Canada. Their aim is to increase sales in Germany, and they have therefore joined with various Slovenian partners in the construction industry in order to establish a co-marketing venture. They are also seeking business partners in Germany, especially those that already have teams of qualified window installers.

Merkur: VR Headsets Allow Customers to See What Their New Bathroom Will Look Like

Merkur has recently renovated and expanded some of its stores, improved its departments, introduced advanced services and new forms of cooperation with business partners and suppliers. “At the forefront of the renovation of our retail centres is the awareness that the modern customer has no time to spare, so we have designed the entire concept of the store so that everything can be found immediately. These new features have also made our employees’ work easier,” say company sources. The home improvement retailer, which offers products ranging from household furnishings to DIY products, electronics, metal products, construction and professional technical products, is aware that customer habits are changing. They have therefore moved part of their operations online and introduced a new Click&Pick feature for picking up online purchases in person, and for those who prefer to pick up their merchandise outside of working hours or without entering the stores, they



Photo: M Sora

have installed parcel pickup boxes outside eight of their sales centres, where ordered goods can be picked up 24 hours a day, 7 days a week.

Customers who visit their brick and mortar stores can receive advice from the “Project Office”. Consultants study each case thoroughly and provide the customer with the best solution, which they can now view using virtual reality headsets – so that they can for instance see how their new bathroom will look after the renovation. “The Project Office offers customers a one-stop shop: from materials and cost estimates to skilled work and even the final appearance,” they add. Merkur believes that the future winners in retail will be those that are able to combine the advantages of brick and mortar stores (location, space, products) with an online approach. “Those that are only online or only in stores will not be able to completely satisfy the needs of the modern customer,” they say.

Adria Dom: Outlook for Next Year Good Despite Epidemic

Adria Dom is one of the few companies in the industry to continue operating without interruption throughout the time of the coronavirus epidemic, though they were forced to postpone various projects due to the limitations. “But despite these limitations, the unpredictability of the situation and the bleak scenarios forecast for the tourism industry, to which our company is tied, we are entering the 2021 season highly motivated,” say company sources.

They have rolled out their new series of XLine mobile homes, upgraded their MLine series, which have become the highest selling homes in their class, and refreshed their entry-level SLine series. They have also made upgrades and improvements in other



Photo: IntraLighting

product classes. “We improved the floor layouts of our popular Safari and Safari Loft series mobile tents. In modular homes we refreshed the interior design of our Alpline house, while in floating homes we are developing a model with a panoramic terrace on the roof,” say company sources. The outlook for the 2021 season is currently very positive, as they already have orders sufficient to keep production running at full capacity for the first half of the coming year, and are continually obtaining new customers, which allows them to work on various projects, from Scandinavia to the Persian Gulf and the capital of the United Arab Emirates, Abu Dhabi. They are also hoping to establish a presence on other markets, particularly the US, the UK and China.

Glamping Tents Selling Worldwide due to Innovative Design

Since they are entering new markets, their new product development activities are in full swing, and they have recently added to their portfolio with modular homes and mobile homes for year-round living – their Alpline and Aurora homes have already been introduced in Austria, the Netherlands and Sweden. They say they are currently developing special modular models for a well-known buyer, and they believe there will be even more interest in them in the near future. “Part of our strategy is to introduce niche products for living, through which we hope to consolidate our position as one of the leading European manufacturers in the industry,” they add. Due to their innovative design, which allowed them to reduce costs of shipping to distant markets, they are selling their glamping tents all over the world. “We already have installations in the Philippines and in Japan, and we are just completing a project in the USA,” they note. In contrast, the shipping costs for mobile homes are very high, and therefore they will be introducing their new ICH modular homes and units in the near future. The ICH units are designed to be transported in a standard shipping container, and arrive at the customer’s address fully equipped. “This product has a very wide range of applications, from office spaces to residential units or even hospitals. The ICH modular units were basically designed so that customers can combine the units in various ways depending on their needs,” say company sources.

“Our biggest challenge in 2021 will undoubtedly be managing product diversity and introducing lean management culture and digitalisation into our processes in order to ensure on-time delivery of products that are high-quality, innovative and have high value added. But we will have to take account of the risks in these difficult economic circumstances. It will also be a challenge to keep our employees’ motivation and commitment at a high level so that we can get through these difficult times. But in view of our latest survey of our company’s organisational climate, I have no doubt that we will. We ourselves are our greatest asset; our commitment, knowledge, ability to continually grow and learn, our flexibility, courage and perseverance.”



Photo: Adria Dom

Rihter Homes: From Design to Building and Maintenance Throughout the Home’s Life Cycle

Rihter specialises in the construction of individual prefabricated zero-energy and plus-energy buildings, and they offer a full range of support services. Therefore they provide advice to their customers already during the planning stage, design the house and build it so that it is ready for occupancy, and then also offer optional maintenance throughout the house’s entire life cycle.

They do not rely on classical design approaches, models and tools, but use Building Information Modelling (BIM) technology. This allows their customers to view a 3D visualisation on their home computer and walk through and around their house, in order to get as detailed as possible a look at their dream home. They are also investing a great deal in the development of new digitalised processes, through which they plan on improving their customer services and simplify doing business. They have a strong presence in Italy, Switzerland, Austria, Croatia, France, Germany and the United Kingdom. “We are trying to add more markets; we are already engaged in talks with some foreign partners, so we expect that we will soon be expanding onto a few new markets,” say company sources. ■

Adria Dom have rolled out their new series of XLine mobile homes, upgraded their MLine series, which have become the highest selling homes in their class.



Photo: Rihter

Rihter use Building Information Modelling (BIM) technology that allows their customers to view a 3D visualisation on their home computer.

Janez Rihter of Rihter Homes

NATIONAL INNOVATION AWARDS 2020

Ekstera: Concrete pavers with added used foundry sands

The production of eco-friendly concrete pavers using waste foundry sand and foundry dust is an example of an ideal circular economy, where knowledge, capacities and resources are combined in the local environment. The innovation allows Ekstera to preserve jobs, reduce environmental loads and increase the competitiveness of the local economy. By processing and reusing secondary raw materials in an innovative manner, they are able to reduce their carbon footprint.



Ledinek Engineering: Z-Press – Edge gluing press for fast assembly bonding of solid wood laminations

The Z-Press is designed for edge joining of wood planks for the manufacture of edge glued solid wood panels. The prefabricated single-layer sheets can be used in advanced and high-capacity manufacturing of cross-laminated timber and related products. Characteristics of the Z-Press: fast gluing with easy handling of adhesive, warped, twisted or cracked boards can be led through the entire process, flexible edge joint, segmented rack and pinion press, start-up when ready for workpiece, automatic loading and emptying of press, fast and automated changing of dimensions, simple glue applicator maintenance and simple adhesive storage.



Lumil: PICK AND BUILD. I CAN BE. ANYTHING.

Pick & Build is an innovative building system based on an online configurator that allows the customer to easily design any building and order it quickly online. All of the standard elements are always in stock, and are delivered to the customer's address in a few days. The component parts of the building are of manageable dimensions and lightweight, allowing them to be transported on the global market. The systemic solutions, using the simple supplied tools, guarantee fast and high-quality construction without professional know-how or assistance. The buildings can be modified, expanded, reduced, taken apart and rebuilt without damaging the individual elements.



REM: An airtight connection of modular units

The air-tightness of the building envelope is an important component of buildings' energy efficiency. Therefore, REM have developed an innovative system for sealing the joints between modular units, which allows the units to be joined quickly, without any major additional work at the construction site. The system includes a purpose-designed EPDM seal installed around the rim of the module, which is pressed into the corners using formed corner elements. The sealing system, for which a European patent has been applied, was designed to be installed in their highly energy efficient REM module PLUS.



Titus Technologies: Machine for Ultrasonic fastening of cabinets

The ModulR-Powered by Titusonic cabinet fastening machine allows the company to use an innovative business model that reduces the time between the planning and installation of custom-designed kitchens to less than a week. Using Titusonic ultrasonic technology, cabinets are joined in a few seconds and can be shipped immediately, without drying. The machine is modular, and can be set easily for any size cabinets, so that an entire set of kitchen cabinets can be prepared in just a few hours. Their product range also includes a selection of fronts, mouldings, handles and other components, providing a one-stop shop for specialised kitchen suppliers. This allows custom kitchen suppliers, which are usually small cabinetry shops, to focus on communication with their customers and installation, and reduces their share of in-house production, which reduces their costs and risks and increases profitability.



Smart luminaires

Lumenova CCL ALL IN ONE

Luminaires with universal modular upgrade system



SMART LINK

★★★★★

WORLDWIDE N°1

ALL-IN-ONE

MODULAR SYSTEM

ARGON GAS FILLED

UV resistant cover with integrated lenses



Hermetically sealed housing

IP67

Waterproof



The air is pressed out

Air



Radar

Video and audio surveillance of traffic (static and dynamic)



WiFi, GPRS

Ar

Filled with argon gas
Prevents the oxidation and discoloration of the LED.



LED lifespan > 100.000 hours



No condensation



For extreme climatic conditions

LumaVibe

Measuring the stability of masts
LUMAVIBE WARNS YOU BEFORE THE POLE WILL BE BROKEN

For installation in the luminaire



Vibration measurements

Unique SOLAR SMART technology

Solar LED Street luminaires CCL



PV MODULI

Modular design for incredible flexibility (300Wp - 800Wp).
PV modules installed in a special frame.



Street light control and management system



Full autonomy

Designed for 1 or 2 days autonomy. No electrical grid connection needed.



Low power consumption

High security of supply. Suitable for lighting in urban areas and in areas without electricity supply.

Light for life

Light has to grow with the challenges

TODAY

Start with CLASSIC luminaire

TOMORROW

Upgrade to SMART luminaire

ANYTIME

Upgrade with camera, sensors, solar, e-car charging, 5G autonomous driving, public WiFi

Luminaire for today and tomorrow.
Be ready for tomorrow's challenges. Be LUMENOVA!



Lumenova Solutions GmbH
Oberaustraße 34
D-83026 Rosenheim
Germany
+49 (0)8031 29078 10

Lumenova AG
Gewerbestrasse 5
CH-6330 Cham
Switzerland
+41 (0)41 798 1000

Lumenova d.o.o.
Pod brezami 1
SI-1218 Komenda
Slovenia
+386 (0)1 2005 270



member of VIP-VIRANT group®
Lumenova
new ideas for light

info@lumenova.net
www.lumenova.net



Timber harvesting and forwarding | Purchase and sale of wood | Forest management | Organizing the Auction of the most valuable timber assortments in Slovenia



Auction 2020

The biggest log auction in
Central Europe, 6.969 m³,
6.620 logs, 865 owners

Healthcare

Revolutionising e-Prescribing

Digital technologies are transforming healthcare and Better is there to help.

Barbara Perko

The Better company is transforming healthcare organisations with the Better Platform, the market-leading open data platform, the Better Meds electronic prescribing (OPENeP was re-branded as Better Meds on 1 December 2020) and medication administration (ePMA) solution, the award-winning Pathfinder chronic disease management system, and the Better Clinical Portal. The company is putting organisations in control of their data, workflows, and transformation plans, all with the aim of simplifying the work of care teams to improve lives.

In the last three decades, Better has provided solutions for more than 150 clients in 15 countries around the world, and the Better Platform securely supports over 22 million patients.

Oxford Health to integrate the system with its existing electronic patient records

In November 2020, Oxford Health NHS Foundation Trust, the UK's second Global Digital Exemplar, chose Better Meds to revolutionise their e-prescribing service. Oxford Health will integrate the system with its existing electronic patient records. It has also decided to implement the Better Clinical Portal and the Better Allergies Module, so clinicians can more easily access information about their patients and maximise the use of this data.

To support its digital transformation and the creation of a digitally enabled workforce, the Trust will be enrolled in the Better Innovation Programme to explore, learn, and test new digital services for adult mental health. Once complete, the system will enable staff to electronically prescribe and order medica-



Photo: Better

tion, access knowledge and decision support, and will be backed by a complete audit trail. Ultimately, it will replace all hand-written prescriptions and drug charts.

Oxford Health NHS Foundation Trust has joined the South London and Maudsley NHS Foundation Trust, University Hospitals Plymouth NHS Trust, Somerset NHS Foundation Trust, Wye Valley NHS Trust, Dartford and Gravesham NHS Trust and South Tees NHS Foundation Trust which have opted for Better Meds as their ePMA solution. Better Meds will help the trusts improve patient safety by reducing prescribing and administration errors that could result in adverse drug incidents. It will also improve communication between pharmacists, doctors, and nurses, enable work prioritisation, enhance reporting, and optimise existing workflows.

During the pandemic, the possibility to avoid hand-written prescriptions and drug charts has additional positive effects since unnecessary physical contact is avoided and therefore the possibility of the virus transmission is significantly reduced.

Better partners with Liverpool John Moores University

In addition, Better has partnered with Liverpool John Moores University to train students in electronic prescribing and medication administration with Better Meds. The solution is continuously improved through input from clinical staff. As it is easy to use, the system is popular among users. Nonetheless, the system does require some training, which was the main reason for Better to focus not only on the user experience, but also the knowledge transfer process. ■

The company is putting health organisations in control of their data, workflows, and transformation plans, all with the aim of simplifying the work of care teams to improve lives.

Better provides solutions for more than 150 clients in 15 countries around the world.

Oxford Health NHS Foundation Trust has decided to implement the Better Clinical Portal and the Better Allergies Module.



Tomaž Gornik, Better CEO: "We foresee a bright future for companies in health IT as the pandemic accelerates the digitalisation of healthcare and countries increase investment."

The pandemic has also elevated the importance of health data, which plays to our strengths. As our product portfolio is well suited to solving the critical issues healthcare is facing now and in the future, we can be optimistic about our business in the coming years. We are preparing for significant growth as we invest in expanding our global reach – we have opened an office in the UK and are set to open one in Germany next year."

Photo: JemelLastic

Healthcare

On a Mission to Simplify Diagnostics and Help Discover Diseases Earlier

MESI is an innovative company that develops and produces medical devices for diagnostics purposes.

Ana Vučina Vršnak

The MESI mTABLET offers healthcare professionals a wide range of advanced solutions for early diagnostics that addresses the needs of all modern medical practices.

Due to the wireless design of the MESI mTABLET, it can collect all the necessary diagnostic measurements from a safe distance – even from the next room.

MESI's latest product – the MESI mTABLET – is a comprehensive system of diagnostic modules, patient records and medical apps, all in one system. It offers healthcare professionals a wide range of advanced solutions for early diagnostics that addresses the needs of all modern medical practices. The system is easy to use and can be effortlessly introduced into any medical practice. The MESI mTABLET is also the first certified medical tablet that is specifically designed for use in medical environments.

The MESI mTABLET product portfolio includes wireless modules for the following measurements:

- electrocardiography (ECG)
- blood pressure (BP)
- ankle-brachial index (ABI)
- toe-brachial index (TBI)
- pulse oximetry (SPO2)
- spirometry (SPIRO)

MESI products are currently used in more than 50 countries around the world, with the headquarters and production unit located in Slovenia and regional sales offices in Germany, France, and Spain. MESI has 60 employees working in development, production, operations, sales, and marketing.



Jakob Šušterič, MESI co-founder:

“In comparison with other European countries, primary healthcare is quite well developed in Slovenia. This is partly due to the fact that it is in the public domain. MESI generates very little revenue in Slovenia due to the exceptionally small size of the market in comparison with other countries, but despite that it is still our most important market. We learn the most here, and work together with healthcare professionals on development, clinical testing and validation. Everything we learn here is used to develop our strategy for appearing on larger foreign markets.”

Photo: Barbara Reya

Solving problems in the current pandemic

In light of the current COVID-19 situation, which presents the healthcare community with new challenges, the MESI mTABLET solves those caused by the proximity between patients and healthcare professionals. It enables them to provide the care that patients need while limiting their exposure to the virus. Due to the wireless design of the MESI mTABLET, they can collect all the necessary diagnostic measurements from a safe distance – even from the next room.

Holistic and comprehensive user experience

Although MESI is a development and production company, they are always focused on solving the challenges of modern medical practices by creating an excellent, holistic and comprehensive user experience.

MESI's plans for 2021 are to continue developing medical devices and solutions with the aim to make the work of nurses and doctors safer and easier, enabling them to focus on their patients and detect diseases earlier. ■



Photo: MESI

NATIONAL INNOVATION AWARD 2020**Kofein Dizajn: Eli, web assistant for people with dementia**

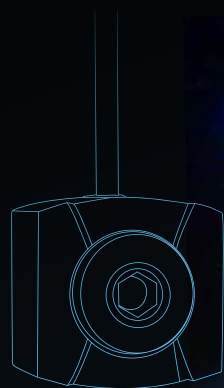
Every third elderly person suffers from memory disorders. As we age it becomes increasingly harder to use technology, and the great majority of user interfaces are not designed for less technologically skilled demographic groups. ELI software allows people with dementia to use online services, when learning how to navigate the web is too difficult for them. The project's long-term goals also include approaching how to use technology to overcome not just physical distances between people, but also generation gaps, loneliness and social marginalisation.



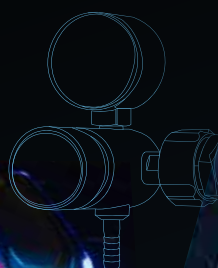
Photo: Kofein Dizajn

Medicop®
EQUIPMENT SPECIALIST

MEDICAL
EQUIPMENT



AMBULANCES &
SPECIAL VEHICLES



WE CREATE MOVEMENT, SAVING LIVES WORLDWIDE.



www.medicop.eu



A Passion for Engineering, a Love for Fasteners and a Commitment to Quality

Special fasteners allow critical parts of equipment to operate smoothly. The reliable and safe operation of systems that use Blaj Fasteners is important, as these systems have a major impact on the environment and human safety.

“You have to love fasteners,” says company founder Anton Blaj, who adds: “When you look at them, they have to be flawless. You can produce a high-quality product if you have love for it.” His daughter Petra adds that she has inherited her father’s philosophy of constant improvement, growth and development.

The Blaj Fasteners company has been a certified manufacturer of special fasteners for half a century. **Their fasteners can be found in the nuclear, shipbuilding, railway, hydropower and machining industries.** Their customer are large multinationals such as Wärtsilä, Rolls Royce, GNS, INNIO, Andritz, Siemens, etc.

Today they develop and manufacture precision-engineered fasteners. Over the past decade, rate of non-conformities has been measured in promilles, which testifies to the exceptional quality of their products. In order to ensure quality, they perform more than 40,000 stress tests per year.

Their customers recognise their passion for fasteners, and rely on them not just as a manufacturer, but also for development assistance. Their know-how and ability to meet the most rigorous demands allow them to develop solutions that are tailored to the needs of their customers.



Pioneers of Sustainable Development

Blaj Fasteners is one of the first group of ten companies selected by the Spirit Slovenia national promotional agency for the development of sustainable strategies. A sustainable company strategy is a commitment by the owners, management and key professionals to achieving sustainable success. Therefore, Blaj Fasteners invests in technological upgrades to production, the development of its employees’ professional knowledge, and optimisation of processes. “We started thinking and acting differently, and transforming our value system. Sustainable operation proved to be a competitive advantage. The feeling that we can do something to make the world a better place gives me a lot of motivation to work,” says Petra Blaj. They have also established a system for transferring responsibility and authorisations to the younger generation, who are the mainstays of the company’s operations and a guarantee of the stable continuation of the tradition of the family-owned business.

Delivery On Time in >96% of Cases

The main advantage of a family-owned business is that the family members are willing to put everything into it. “What pleases me the most is when we obtain a new customer or develop a new product; when I can see that the things that we put so much investment into are showing results,” says Petra. The

company has received an AAA Golden Creditworthiness Certificate of Excellence for three years in a row, and in 2013 it received an Award of Excellence from General Electric. Last year, it was named Supplier of the Year 2019 by Reifenhäuser.

Download the app and see where Blaj fasteners are installed in 3D augmented reality.

HOW DO I ENTER THE 3D WORLD?

- Scan the QR code and download the app, or search for it in the Google Play or App stores under “Blaj”.
- Visit the website www.blaj-fasteners.si and look for the “Sectors in 3D” tab.
- Open the app on your phone and focus it on the six images. It will show you the images in 3D.
- Follow the instructions for the app and explore the interiors of a ship, a train, a hydroelectric station and an electrical power station.




IOS



ANDROID





www.aplast.si

We are one of the leading companies providing a wide variety of different types of rotational moulding (processing of plastic masses) in Slovenia and its immediate vicinity.



RAINWATER TREATMENT PLANTS

Production of high quality tanks for rain-, waste- and drinking water.



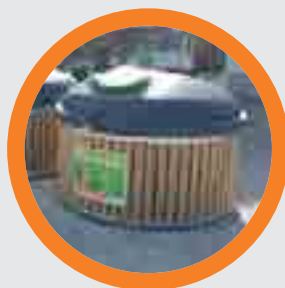
WASTEWATER TREATMENT PLANTS

Production of biological wastewater treatment plants.



SEWAGE SYSTEMS

Production of sewage inspection chambers, cable chambers for power and telecommunication networks and water meter chambers.



WASTE COLLECTION MANAGEMENT

Development of ECOdip containers for deep collection of waste.



CARAVAN

Tanks for waste and clean water supplied to all the leading manufacturers in the caravan industry.



DREDGING FLOATERS

Production of floats for dredging.

Our partners are European companies searching for complete service from R&D (turning an idea into a product), tool development and production, using latest technology and innovative techniques.



APLAST d.o.o., Ložnica pri Žalcu 37,
3310 Žalec, Slovenia
www.aplast.si | info@aplast.si



TOP QUALITY



SAFETY



EFFICIENCY



Secure. Hygienic. **Contactless.**

Improve safety and well-being of your employees.
Save time, money, space and help the environment.

Be smart, user-oriented and future-proof.



Photo: Skratel

Digital Transition – Smart Electronics

Creativity, Innovation and Flexibility Are Crucial

In order for companies to adapt to rapidly changing market conditions and keep up with global trends, they have to have innovation and flexibility written into their DNA.

Andreja Šalamun

Despite the less than encouraging times and the numerous challenges, Slovenian companies are clearly facing up to them. Elrad, which operates in the EMS segment (Electronic Manufacturing Services – manufacturing of electronic assemblies and regulators), which in global terms is worth USD 460 billion and which is maintaining its size despite the pandemic, will slightly exceed their planned sales in 2020, and in 2021 they are expecting sales revenues at least equal to the 2020 level. “The forecast is for the entire EMS industry to grow by 5% on average over the next three years, and the power tools and garden tools segment, in which Elrad generates 70% of its sales revenues, is projected to grow by 10% on average,” say company sources.

They say that they will be increasing their in-house development capacities, as this will allow them to

continue to grow their operations in a high-quality manner. They will improve their customer support and product quality, and introduce best practices in administrative services and automation and robotisation in production processes. They note that they are very active in the area of development. “We are finalising approvals for processes and products with the buyers at our new plant in Mexico, which is the basis for starting batch production there. We are continuing to invest in automation and robotisation in order to improve cost-effectiveness and quality.

The Elrad Group has undergone reorganisation, and in 2021 the role of the parent company will be assumed by Elrad International, while at our subsidiaries we will strengthen our business functions relating to customers and suppliers,” say company sources. Europe is the group’s most important

Elrad will slightly surpass their planned sales in 2020, and in 2021 they are expecting sales revenues at least at the level of 2020.

They are finalising approvals for processes and products with the buyers at their plant in Mexico, which is the basis for starting batch production there. With the new factory, they are planning on having a presence in both North and South America.



Photo: Elrad

Iskraemeco see a great deal of opportunities in trends such as the energy IoT, digitalisation, automation, robotisation, and industry 4.0, and in particular the transformation of industry into smart infrastructure.

In the last few years, Iskraemeco has reduced its carbon footprint by 70 percent.

The staff at ETI Elektroelement, which will generate higher sales revenue growth at the group level in 2020 relative to 2019, are also optimistic.

market, where it generates more than two thirds of its profits, while the remainder is generated in China. Group sales last year amounted to EUR 150 million. With their new factory in Mexico they are planning to enter the market in both North and South America, as their customers' brands (e.g. Stihl, Bosch, etc.), particularly in the US, are synonymous with high quality and offer an opportunity for sales growth.

Effectively Adapting to Market Trends

The Iskraemeco company works in the area of energy infrastructure, which is continuing to operate without major disruptions and is somewhat sheltered from the current conditions and changes. They say that during the epidemic they have experienced a few minor hiccups in their supply chain, which they have managed to stabilise. "One of our advantages is that we are a part of the B2B industry, which has received at least partial support from government measures on several occasions. Since we are currently selling our products in more than 50 countries, we have been able to distribute our operational risks," say company sources.

They see great opportunities in trends such as the energy IoT, digitalisation, automation, robotisation, and industry 4.0, and in particular the transformation of industry into smart infrastructure. They consider 2020 to have been a successful year, as the coronavirus pandemic has had little impact on company revenues and profits. "Creativity, flexibility and innovation, which are a part of our DNA, help us adjust quickly and efficiently to global market changes, and we are keeping up with global trends," they say, adding that their IT department has been a great help, as it quickly and efficiently provided their employees with a hybrid working environment.

One of Iskraemeco's most important business orientations is their sustainable development strategy, which is harmonised with EU targets. "In the last few years we have managed to reduce our carbon footprint by a full 70 percent. We are aware that there are several levels to our responsibility – we

develop in-house processes and solutions in line with sustainability principles, and at the same time we make it possible for our customers, partners and consequently also countries to manage their resources more effectively and reduce their carbon footprint," say sources at Iskraemeco.

ETI to Invest Heavily in Technology

The staff at ETI Elektroelement are also optimistic. They believe that group sales revenues will grow at a faster rate in 2020 relative to 2019. "The conditions in 2020 were truly unique. In the first quarter our operations were simply fantastic, but in the second quarter (especially in April and May) we began to feel the strong impacts of the epidemic, while in the third quarter we again posted growth in sales revenues relative to 2019," say company sources, who add that in their experience the conditions have worsened the most in Western Europe, to which ETI have responded by increasing activities on solar and other projects, expanding their sales portfolio and actively recruiting new customers.

They say that at this moment it is pointless to forecast how the situation regarding Covid-19 will unfold and when we can expect the situation to return to normal. "At ETI we are also prepared for the worst-case scenarios, but we are continuing to follow our planned guidelines," say company sources. In 2021 they will be making another large investment in technology; the largest share of the investment will go to a new automated production line for ETIMAT circuit breakers. They also pay a lot of attention to digitalisation and automation of business processes, and are also developing new services and additional support for users of their products.

Without Development You Cannot Survive

At ETI they are aware that without continuous development and product and process upgrades, it is practically impossible for companies in the modern world to survive. Therefore they do not rest on their



Photo: ETI

I FEEL
SLOVENIA

Empowering business

GREEN.
CREATIVE.
SMART.

SLOVENIA. A LAND OF INFINITE POTENTIAL
FOR YOUR BUSINESS. MAKE THE MOST OF IT.

With 2% of GDP allocated to research and development, Slovenia strives to develop breakthrough digital solutions that transform how businesses and people operate. From smart measuring systems, leading European mobile LED signs to next-gen digital transaction management tools it disrupts the known with their know-how. We can help you discover, how big it really is!

Visit our website www.sloveniabusiness.eu



Slovenian Public Agency
for Entrepreneurship, Internationalization,
Foreign Investments and Technology



SLOVENIAN
BUSINESS
POINT



REPUBLIC OF SLOVENIA



EUROPEAN UNION
EUROPEAN REGIONAL
DEVELOPMENT FUND

Management of the whole telephone communication via touch screen display, NOVT4000 also allows control of doors, lights, lock gates and other equipment.

Functionalities:

- Manageable working area
- Simple and logical functions
- Quick buttons
- Call queue control
- Priority numbers (VIP)
- Quick conference calls
- Group functioning
- Integrated browser
- Touch screen display
- Review of calling history and recordings
- Phone book import
- Automatic group notifications



Course of action during ASK communication:



Application for informing, alerting and dynamic communication + MONITORING

- For communication in closed groups
- Excellent service for your smartphone
- Our users: firefighters, rescue teams, hospitals, large companies...

NEW VERSION



What does ASK enable you to do?

- The user may simply simultaneously inform the selected group of people about a particular event from a mobile or fixed-line telephone
- Management and direction is carried out from a single place, and is controlled by means of statistics
- You may view the statistics at any time via the internet, a new monitoring function is also added, with which it is possible to monitor the response of the recipients about a particular event in real time
- We can also add an announcement



ASK
alarm
sms
conference

development. “Like every year, our employees have again received the CCIS’s highest awards for innovation,” they say, adding that they put the most effort into the development of fuses for use in the area of renewable resources, such as cylindrical and blade gPV fuses to protect electrical installations in photovoltaic systems with a very high, 1,500 V nominal voltage, or special fuses to protect PV inverters. “We also put a lot of resources into the development of specialty switches, such as the new AFDD, which is a combination of a residual current device (EFI), a surge protector (ETIMAT) and an arc detector and an eV EFI, designed to protect charging stations for electric vehicles,” say company sources.

Their most important markets are Poland and Germany, but they are present on several others. They are not planning to expand into any new markets in the coming year, but will concentrate on having a more intensive presence on their target markets, where they are planning to increase revenues through acquiring new customers, expanding their sales portfolio and a proactive marketing approach.

Digitalisation and Virtualisation the Key Trends

The Iskratel Group operates in the ICT industry, in which rapid changes in both technology and the market are a constant. “Covid has further accelerated these changes, especially with regard to digitalisation, which in addition to virtualisation will remain one of the key technological trends in the future,” says Iskratel CEO Željko Puljić. Due to Covid-19, the entire world has been put to the test in 2020 of how to minimise the economic and subsequent social crisis while at the same time caring for public health and safety.

“Organisations’ ability to adjust quickly and their ability to withstand changes have become the key factors of success. Identifying risks, recognising opportunities on time and responding quickly and appropriately to the given circumstances – this is a major challenge and at the same time the responsibility of managers in the current situation,” says Puljić.

He adds that despite this, during the first wave of the epidemic, after a year-long structured search for a strategic partner, Iskratel signed an agreement with the global technology company S&T AG, based in Linz, Austria, which has more than 5,000 employees in more than 30 countries around the world.

“The agreement was formally concluded in October 2020, which I consider a major success. As a part of the S&T Group, we have an opportunity, using the synergies we have identified, to realise our very clear and ambitious business strategy much more quickly and efficiently,” says Puljić, who adds that through its joint appearance with a strategic partner, Iskratel, which forms the communications division within the global technology group S&T, is

Iskratel Group see growth opportunities in areas such as the industrial internet of things (IIoT), smart and safe communities, the virtualisation of access and communications networks, ...



Photo: Iskratel

also becoming better able to withstand the constant changes in the technological and market conditions. Iskratel are responding to these changing conditions by adjusting their logistics and supply chains, reinforcing their sales network, particularly in Western Europe, by adjusting their portfolio of products, solutions and electronics manufacturing services, and also through the digitalisation of processes within the company. In synergy with their strategic partners they are also making a more intensive appearance on German-speaking markets (the DACH region) and the markets of Western Europe, while they are hoping to consolidate their position on their traditional markets of the Balkans, Russia and the CIS.

Many Opportunities for Growth

They see growth opportunities particularly in the areas of the industrial internet of things (IIoT), smart and safe communities, the virtualisation of access and communications networks, 5G solutions and the expansion of their electronics manufacturing services (EMS) to new areas and markets.

Together with Telekom Slovenije, they established the first industrial 5G network in Slovenia at their production facility in Kranj in the middle of 2020, which, according to company sources, provides a platform for the development of new business models and testing smart 5G infrastructure for numerous purpose-designed networks for various business and industrial verticals, including smart factories. “This

provides increased employee safety and at the same time allows more efficient and sustainable operation of our electronics manufacturing services (EMS), which, as we have already mentioned, are being expanded into new areas such as medical accessories and renewable resources, and new markets, particularly the German-speaking market (the DACH region),” says Puljić.

In 2021 they will be making another large investment in technology; the largest share of the investment will go to a new automated production line for ETIMAT circuit breakers.

“Identifying risks, recognising opportunities on time and responding quickly and appropriately to the given circumstances – this is a major challenge and at the same time the responsibility of managers in the current situation,” says the CEO of Iskratel.

During the first wave of the epidemic, after a year-long search for a strategic partner, Iskratel signed an agreement with the global technology company S&T AG, based in Linz, Austria.



speed bumps that are activated only when drivers exceed a certain speed, and in Belgrade, Serbia, whose population is 1.7 million, they have shortened travel times and reduced traffic jams by integrating the different traffic signalling systems in more than 200 of the city's most heavily used intersections.

Data Collection Using Their Own Digital Platform

Puljić says that all of this is made possible by their own SHAPE digital IoT platform, which collects data from various sources (systems, sensors, measurements, notifications, etc.) and then normalises it and stores it in a data lake. "All of this in order to display the status and provide support for the forecasting of various events, e.g. accidents, breakdowns, etc. These types of solutions for smart cities provide increased safety and quality of life for the inhabitants and at the same time increased efficiency of municipal services and more sustainable operations. The establishment of a reliable and higher capacity 5G network will only increase the potential of these types of solutions," says Puljić.

He mentions the 5G Security project, which Iskratel is heading up as the lead partner and coordinator together with its consortium partners, using advanced ICT and operational technologies based on 5G networks, for critical infrastructure, services and applications.

Hygienic and Contactless Locker Use

Metra is a manufacturer of secure, maintenance-free and eco-friendly smart locking system for lockers. Metra locking systems are known as being the world's most reliable, functioning in even harsh conditions, like the freezing temperatures of ski resorts, or the hot and humid environments of resorts in the Middle East and Australia. Metra locker systems can be found in over 60 countries worldwide, and are used by global

In synergy with its strategic partner S&T they are further strengthening their presence on Western European markets in the field of broadband optical access. "We provide telecommunications operators with state-of-the-art and environmentally-friendly equipment for ultra fast broadband optical access networks (XGS-PON and GPON), as well as modern equipment for end users (CPE)," says Puljić, who notes that their Innbox Mesh Wi-Fi innovation, which received an award from the CCIS, provides users with a stable home wireless network that covers the entire house. "This is very important during this time of mass working at home," he says, adding that the development of solutions in the area of access is also significantly affected by virtualisation, which is providing revolutionary and more cost-effective solutions for operators.

Virtualisation is having a significant effect on the development of solutions in the area of access, as it is providing operators with revolutionary and cost-effective solutions.

Experience with Complex Digitalisation Projects

Digitalisation is the foundation for the development of smart and safe communities. Iskratel already has experience in the implementation of complex digitalisation projects in foreign cities with populations in the millions. "With the 112 telecommunications solution we provide safe emergency calls and fast response from the operations and control centres for more than 40 million people in the Russian Federation. This solution was also the basis for upgrading Russian cities with populations in the millions into smart and safe cities. Among others Omsk, where we optimised the operations of the municipal government through the integration of several systems in a single management point, and Kaliningrad, where our system is used for flood and fire alarms," says Puljić. In the city of Rostov they have set up a smart railway station with centralised supervision and management. In Skopje, North Macedonia they have installed a traffic calming solution using smart



Iskratel established the first industrial 5G network in Slovenia at their production facility in Kranj in the middle of 2020, with Telekom Slovenije.

Iskratel CEO Željko Puljić

With the 112 telecommunications solution, they provide safe emergency calls and fast response from the operations and control centres for more than 40 million people in the Russian Federation.



companies, prestige resorts, hospitals and other companies and organisations.

Metra's electro-motor-powered smart locks are produced from non-corrosive and easily recyclable materials and parts. The locks are fully concealed, enabling fully clean-line locker doors, which are easier to clean. Other than battery-powered locks, they are powered by low-voltage electricity, thus helping to protect the environment and reducing clients' CO2 footprints. Any RFID access card, various mobile apps, biometric or other data can be used as locker "keys". With the Metra mobile app a locker can be opened from virtually anywhere in the world.

It is important to note that Metra smart locking solutions provide contactless and hygienic locker use, which is of utmost importance in the current pandemic environment. Moreover, due to the coronavirus pandemic, more B2B customers are choosing smart locker system to provide a smarter and safer working environment. The global market and interest in Metra locker systems are growing, and the company expects growth to continue in 2021. ■



Photo: Metra

Metra locker systems can be found in over 60 countries worldwide.



Slovenian excellence for global brands

Designed, developed and manufactured in the EU, Eurel electromechanical parts and finished products have been a go-to choice of some of the leading brands for over two decades.

It is the high quality of our products, reliability of services and flexibility of our solutions that makes us a trusted partner to companies across different industries.

www.eurel.si
+386 2 621 73 00
info@eurel.si



NATIONAL INNOVATION AWARDS 2020

ETI Elektroelement: NH DC fuse for large battery electric vehicles

The new NHS2/102 EV fuse is designed to protect battery-powered systems in electric vehicles. The product is required to perform reliably under standard loads without any unexplained interruptions. Using an innovative approach, we developed a method for predicting the product lifetime, and by changing the design we exceeded our target of 90,000 hours. The method includes the development of a virtual model and a simulation, determination of the fatigue points and destruction and confirmation of the results through measurement. In addition to its direct advantages, the project also indicates significant indirect financial benefits.



ETI Elektroelement, RC Nela: New generation of residual current circuit breakers EFI-P

EFI-P differential circuit breakers provide additional protection against high voltage and are an important element in electrical installations. The main advantages of the new generation of circuit breakers is the design of the contact system, which allows lower use of materials and lower power loss, and uses a two-way switching mechanism that is triggered with significantly less force, but has a larger dynamic range. The design of the product allows for automated installation in both subassemblies and final products.

Due to improvements in the technical characteristics and lower production costs, the new product is more competitive while providing increased safety.



Iskratel: Inbox Mesh operator solution for Mesh network

The system provides full coverage of your home with Wi-Fi signals using a lower number of access points. It sets up a mesh network automatically, without the need for manual settings, and provides the operator with remote control, settings and diagnostics, and all system management is connected to an auto-configuration system and integrated into the local broadband access points (i.e. modems). The system allows operators to lower operating costs, as they can optimise the functioning of the network and eliminate potential problems before users are even aware of them. Users can monitor the home wireless network and adjust the network settings using a user-friendly mobile app.



Primož pri Šentjurju 24c,
3230 Šentjur, Slovenia
+386 3 74 90 740
vojko.arzenek@adheziv.si
www.adheziv.si

Adheziv d.o.o. is a company with more than 30 years of tradition, a Slovenian market leader in comprehensive product marking and industrial traceability systems, ranging from small manufacturers to large companies, as well as serialisation and aggregation solutions for pharmaceutical companies. Through its subsidiaries and partner companies, Adheziv is also active in Croatia, Serbia, Bosnia and Herzegovina, North Macedonia, and Slovakia.

The company provides comprehensive marking solutions from design to implementation, launching, training of operators, and turnkey delivery, while ensuring full, long-term customer support with a permanent stock of consumables, and repair and maintenance services.

We specialise in:

- LEIBINGER industrial inkjet (CIJ) printers
- MARKOPRINT industrial thermal (TIJ) inkjet printers
- Print & Verify systems for pharmaceutical industry
- SOLARIS industrial laser printers
- Labelling systems
- ZANASI industrial LCP (DOD) printers
- Handheld inkjet and desktop thermal transfer printers





Integral components - smart solutions



PRECISE INJECTION
MOULD CONSTRUCTION



FLEXIBLE
PLASTICS INJECTION MOULDING



INDIVIDUAL
COIL DEVELOPMENT



ELECTROMECHANICAL
COMPONENTS



RODEX
MECHATRONICS

Rodex d.o.o.
Ljubljanska 24a, SI-4000 Kranj
Tel +386 4 28 098 80, Fax +386 4 28 098 81
Mail: info@rodex-mechatronics.com, www.rodex-mechatronics.com



REPRESENTATION D-A-CH
Rodex d.o.o., Steinbeisstrasse 12, DE – 73037 Göppingen
Mobil: +49 (0)171 830 17 16, Tel: +49 (0)7161 507 07 23
Mail: roman.zitnik@rodex-mechatronics.com

PURO TEHNIKA

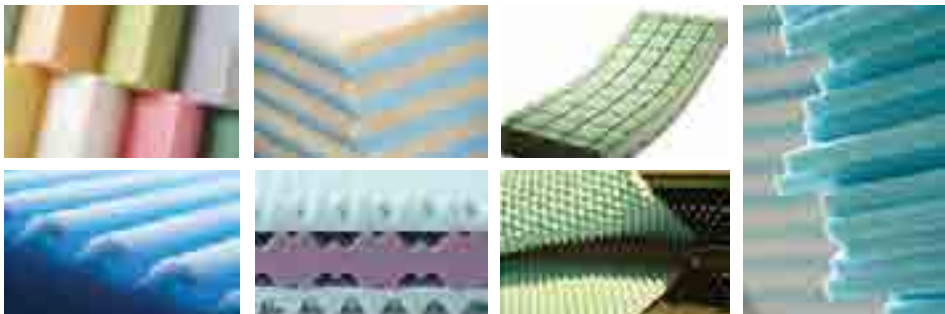
Puro tehnika d. o. o.,

Pod gradom 2a 2380 Slovenj Gradec, Slovenia

+386 288 390 00 | www.purotehnika.si

Foam production

- For furniture industry, mattresses, automotive industry, camping trailers, caravans, ships, packing, filling material for toys, acoustic and vibration isolation, gym mats ...
- Cutting horizontal, vertical, bevel cut, profiling, contour cutting, milling, punching, bonding, white upholstery ...
- High precision and best quality with the help of modern technology.
- SGS certification, ISO 9001



Mats from animal hair and plant fibres

- for furniture industry, mattresses, automotive industry, plant protection, erosion control, acoustic isolation, heat insulation, packing ...
- most suitable are coir fibres, sisal fibres, seagrass, hemp, flax, jute fibres, abaca, horsehair, cashmere wool, sheep wool, alpaca and llama wool, camel hair ...



Only the best of what nature can offer.

All our products are certified according to ÖKO-TEX Standard 100 and are produced to comply with ISO 14001 and ISO 9001.

The company KO-SI received the 2016 Company of the Year Award and carries the AAA Highest Creditworthiness Rating Label.

KO-SI d. o. o., Pod gradom 2a 2380 Slovenj Gradec, Slovenia
+386 288 390 20 | www.ko-si.si

KO-SI



A Number of New Solutions Developed in 2020

Darja Kocbek

**It innovates
advanced software
solutions for marina
owners, managers,
employees and
customers, yacht
clubs and harbours.**



Photo: XLAB

XLAB put together a new group XLAB Insights, which through a data analysis helps firms convert large amounts of raw data into intelligible information.

“We were active in developing in-house solutions and joined three new European research projects relating to cyber security,” said an XLAB representative.

With their intention to control electronic business, companies mostly require a good system for the exchange, confirmation, traceability and control of documents.

and anywhere. The Marina Master OneTwoThree© automates marinas' entire booking (reservation) processes in only a few steps: online reservation, mooring fees, entrance into the marina, services at the marina, final departure from the marina and much more. For the IBI Master©, IRM is working on solutions directed at the increased process optimisation through automation and digitalisation.

The Marina Master© cloud solutions are based on individual requirements for marinas, their owners, managers, employees and customers. “The all-in-one solution is designed specifically for marinas and provides an overview of all current data, past activities and future plans, reporting according to requirements, the control of vessel movement, accounting integration, integration with payment systems and more,” explains Britovšek. According to him, the IRM team is a group of experts in economics, mathematics and information science. The consultancy and education that the team provides customers is complemented by best practices and experience in supporting marina management globally, and is also reflected in the Marina Master Academy, which currently holds free educational webinars on managing marinas from home and remotely.

IRM's key markets for the Marina Master product are Australia, USA, Europe, Asia and other parts of the world, as the company currently operates on all continents. Its key segments are marinas, yacht clubs and harbours all around the world. Current customers for the IBI Master are in the local market in Slovenia, but there are also opportunities for expansion to foreign markets. Despite the epidemic, 2020 was more or less equally successful as last year.

XLAB Assists in Setting Up Work from Home

Recently XLAB has mostly focused on the development of the XLAB Steampunk solutions for the automation and transparent management of infrastructure and the promotion of the use of European public funds associated therewith, as well as on the ISL Online software solution for remote support

service. At XLAB they put together a new group XLAB Insights, which uses data analysis to help firms convert large amounts of raw data into intelligible information that can optimise their operations. They are rapidly developing their xOpera orchestration tool, which enables the complete management of a program's life cycle.

“We are most proud of the fact that during the epidemic we managed to assist a number of businesses and organisations worldwide with the ISL Online service in setting up their work from home. ISL Online is reliable and safe software that enables instant connection to your company computer from your home PC so you can operate it from home, as if you were sitting behind your desk in your office,” explains the co-founder of XLAB Jure Pompe.

The 2020 financial year was again a very successful one for XLAB in all respects. It brought the company significant growth in revenue, as the recorded demand for the ISL Online solution was record-breaking due to increased work from home. In March 2020, it recorded 65% more revenue than in March 2019. “We were active in developing in-house solutions and joined three new European research projects relating to cyber security. We ourselves were faced with temporary work from home for the entire company, but this transition was not difficult for us, as we already had effective tools for remote cooperation prior to this development. During this period we also hired new employees and strengthened our team,” explained Pompe.

Its key markets are the US, EU and Japan, as these are the most technologically-developed markets where demand for the services of XLAB is the highest. “ISL Online is one of the leading providers of tools for access to a remote desktop in Japan, which is the result of a long-standing successful partnership with our Japanese business partner, OceanBridge Inc. XLAB has an important partnership in the US with Red Hat, the leading global provider of open-source services,” explains Pompe.



Photo: Nicelabel

Datalab Highlights the Digitalisation of Operations

Datalab is proud that an increasing amount of companies throughout the entire SE Europe region where they operate recognise the significance of introducing a business programme that digitalises operations on multiple levels. "Personally I am proud of the whole team, which has quickly and effectively adapted to the new manner of work and through its high level of motivation each day strives to achieve and exceed the set objectives," says Director Andrej Mertelj.

He believes that it was demonstrated during the epidemic that companies in their desire to control electronic business companies mostly require a good system for document exchange, validation, traceability. Many people work from home and in addition to a high-performance business programme therefore also require a document system linked to business processes that raises the level of the company's organisation and employee productivity, but mainly improves the management of documents and their storage. It monitors workflows, manages e-documents, e-bookings and e-invoices, and through appropriate integration helps eliminate the high volume of manual work. As a result, there are also fewer document-related errors connected. Together with digitalisation, the introduction of industry

4.0 solutions, meaning advanced mechanisms for the digitalisation of companies, is also important. "Increasing priority is given to solutions that combine advanced connectivity at all levels of business, ensuring that the entire business process is supported digitally," explains Mertelj.

Mertelj believes that 2020 can be described as a catalyst of changes to digitalisation at companies. "We experienced first-hand that it is most important that a company develops a clear organisational structure and operates digitally as much as possible. In that sense Covid-19 was welcome, as it eliminated our 'hesitations', and companies focused on what they had to accomplish," explains Mertelj. "Corona" brought a revelation in our way of thinking; we must no longer be intimidated by the unknown, as we cannot avoid the change, he adds.

Key markets for Datalab are in SE Europe: in addition to Slovenia, it also operates in Croatia, Serbia, Bosnia and Herzegovina, Macedonia, Montenegro, Kosovo and Albania. Our advantage is that the PANTHEON business programme is localised, linguistically and legally, in these countries. More than 62,000 people use our programme, in addition to many companies still operating on all these markets and seeking a single program that they can use at all their subsidiaries in the region," said Mertelj.



Photo: Datalab

"Priority is given to solutions that combine advanced connectivity at all levels of business, ensuring that the entire business process is supported digitally," explains Andrej Mertelj from Datalab.



SHOT BLASTING MACHINE EXPERT

STEM d.o.o. company has a 30 years long tradition in shot blasting technology with the unique aim to develop and produce shot blasting machines with top quality solutions for the purposes of surface treatment (cleaning, matting, shot peening, stress peening, roughening and others).

The company's global reputation derives from its turbine shot blasting machines which are used for the most challenging work process. For instance, STEM provides special machinery for the automotive and aircraft industries as well as the most technologically demanding peening processes.

Some of the world's most prestigious companies – including ABB, Voith, Siemens, Škoda Auto, Linde, Bobcat, Mahle- use STEM custom made shotblasting machines.

STEM company will continue to pursue the set objectives in the sense of highest quality and technological advanced improvement of shotblasting machines.



STEM d.o.o.
Vipavska cesta 67
5000 Nova Gorica
Slovenija

tel.: +386 5 33 52 100
fax: +386 5 30 01 558
e-mail: info@stem.si
www.stem.si





is a new edition of Label Cloud, our globally unique multi-tenant cloud labelling software-as-a-service (SaaS) solution, which allows users to centrally manage label design, product data and quality control, with third parties, suppliers and partners able to access that information in the cloud and print their own labels locally,” explained Matej Košmrlj, Managing Director of Euro Plus, NiceLabel Group's parent company.

The new Label Cloud Compliance solution is mostly intended for companies engaged in pharmaceuticals, biotechnology, chemistry and production of medical devices. This is the first solution in the world that includes everything required for simple compliance with various international regulations that govern labelling. “Our solution helps companies of all sizes from these industries to manage labelling in ‘regulated environments’,” says Košmrlj.

Because of the pandemic, 2020 was also a special year for NiceLabel. Since their processes and tools for remote collaboration were already well established beforehand, the entire organization was able to switch seamlessly to working remote. They were also satisfied with their business results, as they recorded more than 10% growth over the previous year.

The most important markets for NiceLabel are North America, Western and Central Europe and Southeast Asia. “As these regions have a strong manufacturing sector with highly developed IT and logistics processes, they have major market potential for our solutions. As a result, most of our partner companies that sell our standard products are located in these regions. We also operate in a number of other countries as we strive to bring our solutions to companies around the world, to help them respond more quickly to changing market conditions and requirements, get products to market faster and compete more effectively in the sectors where they do business,” explained Košmrlj regarding their plans. ■

In November 2020, the NiceLabel Group presented to the global market an upgraded line (2019.3.) of software solutions for barcode labelling.

The new Label Cloud Compliance solution is mostly intended for companies working in pharmaceuticals, biotechnology, chemistry and production of medical devices.

He believes that Southeastern Europe precisely is a key market for Datalab for the post-crisis period, when new customer acquisition will be impaired, and economic activity and the establishment of new companies are likely to slow significantly. Datalab's strategy is to provide an increasing amount of digital services to its current users, thereby expanding the market and increasing its revenue per user.

NiceLabel Encourages Cloud-Based Labelling Solutions

In November 2020, NiceLabel presented to the global market a new, 2019.3 version of its product portfolio that enables organizations to use a single platform for designing and printing their labels and supply chain documents, thereby saving them time and costs and streamlining their whole production process.

“We are particularly proud of Label Cloud Compliance, the world's first, public, validation-ready cloud labelling solution that helps organizations of all sizes manage labelling in a regulated environment. It

NATIONAL INNOVATION AWARD 2020

Robotina: SafeGate/4S, Safe gate and smart, safe, secure spaces

The SafeGate/4S innovative solution brings a completely new dimension of security and flexibility to premises and building management. The solution ensures the permanent on-site security while providing complete flexibility, as well as the data and infrastructure required for digital transformation and continuous improvement of operations that rely on information and a digital core. The solution is flexible and enables responses to the normal requirements of operations and extraordinary situations, and evolves together with the business entity, providing the best possible user experience. This is the first “natively digital” solution in this area.





ING KLAN

**ING.KLAN D.O.O.
CONSTRUCTION
ENGINEERING FOR
RENOVATIONS**

Linhartova 18,
SI-2000 Maribor,
Slovenia

International innovator:
IVAN S. KLANEČEK, BSc,
+386 41 655 417

35 Years. 500 Buildings.

**Application of Research of Sick Buildings • Based on Diagnosis Results •
Repairs and Sustainable Renovation • Protection •**

KNOW-HOW: 19 patents, 12 models, 40 brands.

INTERNATIONAL COMPETITIONS: 64 awards, 64 professional articles.

HORIZONTAL WATERPROOFING

- wacker technological system -
ING.KLAN, with siliconisation,
- with chrome plate embossing,
- with electro-osmosis.

REINFORCED CONCRETE REPAIR

- mechanical removal and cleaning
of worn-out concrete,
- concrete and reinforcement sandblasting,
- preservation of concrete reinforcement,
- concrete finishing.

SPECIAL REPAIR FORMULATIONS

- KLAN® stop mould and fungus,
- KLAN® stop salt, nitrate and sulphates,
- KLAN® lime bio colours in 122 colour
tones and levelling compounds.

KLAN VERTICAL HIDROISOLATION®

- mineral PP plasters for K/T,
- BIO KLAN® lime plasters,
- plasters for the interiors and facades,
- nanotechnological mineral protection.

POOL WATERPROOFING TECHNOLOGY

- aqua mineral technological system,
- concrete and reinforcement sandblasting,
- aqua mineral sealant,
- aqua mineral reinforcement preservation,
- aqua mineral waterproofing finishing layers.

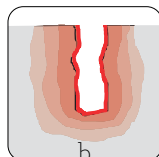
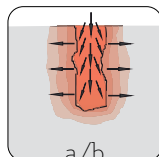
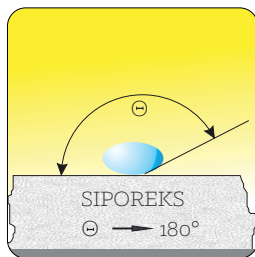
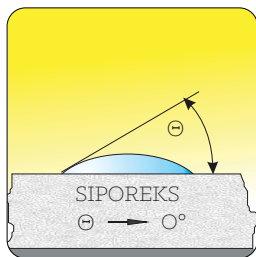
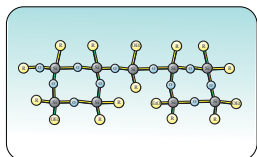
SPECIAL REPAIRS

- installation of horizontal and
vertical expansion joints,
- installation of mineral sealants,
- sandstone repair and hydrophobic coating,
- nanotechnological repair.



**ING.KLAN
D.O.O. AND THE
INVENTOR
ARE PROUD TO
TRANSFER THE
INVENTIONS
AND
KNOW-HOW,
AS A NEW
MINERAL
SUSTAINABLE
TECHNOLOGY,
TO A NEW
OWNER UNDER
CERTAIN
CONDITIONS.**

**101
inventions,
64
international
awards.**



povšemetal



POVŠE METAL d.o.o. is a reliable business partner in the area of sheet metal parts and assemblies. Our business operates with the latest high-tech technologies and serves as a supplier for various industries. We offer close cooperation with partners, fast response times and services based on client needs.

We provide complex products and components using the following technologies:

- Laser cutting
- Punching
- Deburring
- Panel bending
- Robot bending
- Steel and stainless steel welding
- Robot welding
- Stud welding
- Turning
- Milling
- Surface finishing
- Component assembly
- Product development
- Design modelling
- Prototype and serial production

Thanks to our wide range of technologies, we can ensure the highest quality and cost efficiency to meet the latest challenges.



POVŠE METAL d.o.o.
Prelesje 35, 8232 Šentrupert
SLOVENIA

tel.: +386 7 30 40 400
fax: +386 7 30 40 401

www.povse.si
info@povse.si



Photo: Depositphotos

Special Materials

Pandemic Hindered Development of New Materials

Due to the significant reduction in the number of orders and the level of demand, the development of new materials has slowed somewhat, even though now is the best time for making breakthroughs and identifying competitive advantages.

Andreja Šalamun

The staff at SRIP MATPRO (Strategic Research and Innovation Partnership MATERIALS as end PRODUCTS) are currently focusing on technologies and materials where they see potential for Slovenian companies. "In the area of metals this includes the development of higher purity materials, high-hardness materials and maximum recyclability. Our main focus is on sustainable development, reduction of environmental impacts (recycling, reduction of CO2 emissions) and increasing the energy efficiency of materials production and processing," says Bojan Podgornik of SRIP MATRO. He adds that SRIP MATPRO is helping the Slovenian metals and metalworking industry preserve its tradition and global position among producers of high-quality specialty materials.

Expecting Improvement in 2021

The Seven Refractories company is tied to global production in key industries, all of whose manufacturing output decreased in 2020. "Business in our industry has more or less stalled at a low level, but improvements are forecast for 2021," say sources at the company, which grew by an average of 20% or more annually in its first decade of operation and

continually increased its market share. Sales revenues in 2020 will be approximately the same as in 2019, but they say that their market share will increase dramatically again in 2020, as the fire-resistant materials market has shrunk by a quarter. They are glad that they have managed to keep their operations running smoothly despite all of the measures implemented to curb the spread of the virus, and they are regularly delivering products to customers while providing their employees with safe working conditions.

Market Share Had To Be Chipped Away From Others

In order to obtain a share of this relatively stable market, they had to be continuously innovative, offer different solutions than the others that were available, and to chip market share away from other operators. "In 2019 we developed, and in 2020 began to sell our new technology for fire-resistant coatings for steel ladles. Ladles, which are an important part of every steel mill, have a fire-resistant layer. In the past this was made of bricks or poured like a concrete wall. We have developed a technology for a fire-resistant spray coating, which is both easier and cheaper.

"Business in our industry has more or less stalled at a low level, but improvements are forecast for 2021," say sources at Seven Refractories.

In 2020 Seven Refractories launched sales of a new technology – "steel ladle shotcreting", a fire-resistant treatment for steel ladles.

The aluminium industry experienced a drop in the price of aluminium on the London Metal Exchange at the beginning of 2020, and the coronavirus pandemic further exacerbated conditions.

The people at Talum expect that production and sales figures in 2021 will remain at the 2020 level, i.e. 115,000 tonnes.

Talum are focusing on the following projects: 'High-end products from recycled aluminium', 'High-tech manufacturing of aluminium castings', 'Special carbon materials' and 'Electrolysis 4.0'.

The technology, called "steel ladle shotcreting", will be a significant help to us in maintaining our sales revenues at last year's level," say sources at Seven Refractories. They also refer to their most popular and eco-friendly product – environmentally friendly taphole clays. These are fire-resistant plugs made of special compounds that are used in the largest and most modern blast furnaces. They note that they are continuously upgrading their products and technologies, as it is not enough "to put completely new concepts on the market every so often; you have to continually improve your already established concepts if you want to hold on to your customers."

The potential for Slovenian companies in the area of metals lies in the development of higher purity materials, high-hardness materials and maximum recyclability.

Russia Their Primary Market

The company sells its products in more than 40 countries around the world. Their primary market, where they generate 38% of their revenues, is Russia, followed by the EU at 30%, with countries like Turkey, Kazakhstan, India, Ukraine and the USA accounting for the remaining 32%. In 2020 they began operations on a new continent, as they successfully performed their first tests in Australia, and were also focused on the French market.

What are they expecting in 2021? "The virus is strongly affecting our behaviour and thoughts. It is difficult to negotiate major strategic projects in these conditions, and travel will be complicated for at least a few more months. Luckily, we completed our main investment projects before the pandemic, so we will be able to start the year more cautiously and focus on our core business. We hope that we will start being able to breathe fresh air again in the second half of the year and start tackling new challenges," say company sources.

Talum Adhering to Strategic Guidelines

The aluminium industry experienced a drop in the price of aluminium on the London Metal Exchange

(LME) and pressure on sales premiums right from the beginning of 2020, say sources at Talum. The coronavirus pandemic further exacerbated conditions, and Europe was faced with the reality of short supply chains and relying on their own material resources. "But in these unpredictable circumstances it's hard to forecast sales volumes for the coming month, much less the coming year. Talum is adhering to its strategic guidelines and restructuring programmes, and our main focus remains increasing the value added of our products. We expect that in 2021 we will be able to maintain production and sales figures at the 2020 level, which is 115,000 tonnes," say sources at the company, whose primary markets are the EU, the UK, South America and North Africa.

The first half of 2020 was marked by the emergency operating conditions upon the announcement of the coronavirus pandemic, the reduced volume of orders and the adjustment of production and all other processes to it. Business was slow during the summer, which is normal in this sector, according to sources at Talum, while the number of orders picked up a bit in September.

"The deterioration of the epidemiological situation throughout Europe in November was not reflected in a decrease in our buyers' forecast quantities, but we are dealing with very short-term orders, which makes production planning more difficult and requires that our production process be significantly more flexible," say sources at Talum. They note that aluminium production is carried out 24/7, 365 days a year, and therefore in difficult health conditions it is crucial to maintain employees' health so that they can keep the manufacturing process running without interruption.

Hoping to Help Lower the Aluminium Industry's Carbon Footprint

Based on the Talum Group Development Strategy, they have developed projects for the medium and long term through which they hope to provide sustainable solutions in the area of circular economy, and thereby make a significant contribution to reducing the aluminium industry's carbon footprint. "The projects are related to the development and manufacturing of primary aluminium, rods, rondelles and castings. These projects include: 'High-end products from recycled aluminium', 'High-tech manufacturing of aluminium castings', 'Special carbon materials' and 'Electrolysis 4.0'" say sources at Talum. They say that their main development projects in the area of rondelles, where they achieve their highest value added, will be focused on the needs of their customers, and they are introducing new alloys and increasing the percentage of recycled aluminium, and improving the cost efficiency of processes (wider conveyor belt on the cutting line). Their subsidiary Talum Izparilniki, which manufactures evaporators and which currently



Photo: Seven Refractories



Photo: Skoda

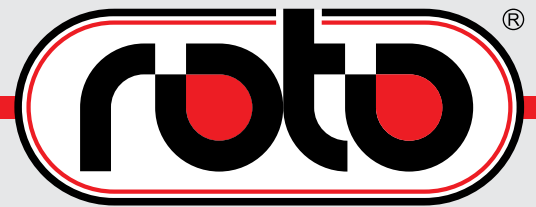
generates the largest share of its revenues in the appliances segment, is focusing on solar and on the auto industry, in the electric vehicles segment. “We see an opportunity for us here, since our products generally increase the efficiency of the devices they are built into, and allow the use of more environmentally friendly gases in cooling systems. We see growth potential in the area of cooling fins for electric vehicle and vessel batteries,” say sources at Talum.

Epidemic Period Used for Testing

The company has taken advantage of the epidemic period and the loss of orders to conduct various research and testing in the area of R&D. In rondelle production, they were able to expand their portfolio of alloys for the packaging industry, and conducted the initial testing of the production of alloys for the packaging industry using 100% recycled materials from rondelle buyers. “Our customers are already reaping the benefits of this research,” say company sources. They add that they have also introduced a process for processing smelting waste produced in the manufacture of castings, and have managed to process up to 50% of the smelting waste from their own production processes. “We have already concluded agreements with certain clients for the coming medium-term period,” say sources at Talum.

In the production of primary aluminium, they researched and tested the synthesis of alloys in an electrolytic cell and demonstrated that it is possible to make aluminium alloys using electrolysis. “This opens up new possibilities and opportunities in the area of carbon materials, where we are making agreements for new services for baking and manufacture of specialty carbon materials,” say company sources. They are also participating in a consortium for the publicly co-financed project MARTIN (modelling of thermo-mechanical processing of aluminium alloys for high-end products) in the area of development of aluminium alloys or characteristics of aluminium alloys.

“In the future, activities in the areas of circular economy, low carbon, shortening supply chains and implementation of sustainable solutions will receive increasing priority. At Talum we are successfully following our plan, and using our know-how in the aluminium industry to offer solutions in the construction, machinery manufacturing, packaging and e-mobility industries,” say company sources.



Intelligent plastic products for all the World

ROTO is European leading manufacturer of rotational moulding plastic products, a great example of a family business from Slovenia that has thrived in the global economy.

ROTO manufactures more than 4,000 different products. The company's main production segments are products for agriculture, ecology and gardening like water tanks, sewage-treatment equipment, oil and grease separators, wine barrels, wheelbarrows, silos etc. Using plastics composites and the latest production technologies, ROTO also manufactures moto boats, kayaks, canoes and high-performance sailing boats.



Manufacturing as a custom molder, ROTO serves a wide variety of industry sectors, including construction, automotive, nautical, logistics, aquaculture and agricultural machinery like fuel and water tanks for motorcycles, tractors, trucks, sailing boats and motorboats, caravans and motorhomes, and components for many different machines.



The company offers a complete range of services from 3D computer-aided design (CAD) through to tooling project management as 3D printing of prototypes and sand molds for alu-casting or CNC machining. ROTO is also very keen on innovation.

22 engineers at Roto R&D department invent 2 new products a week.



ROTO | t: +386 2 52 52 168

eco@roto.si | www.roto-group.eu



Photo: ITER

Due to its focus on niche steel markets, the SIJ Group was able to withstand the crisis caused by the coronavirus for a relatively long period of time.



Photo: Bor Dobrin

“We are working on the development of a tokamak reactor, a new way of generating electricity, within the framework of the high-visibility ITER project.”

Tibor Šimonka, SIJ Group

They are looking for business connections primarily with end users of high-quality tools and specialty and stainless steel on the European, American and Asian markets.

Nearly 19% Less Cast Steel in the EU in First Half 2020

The steel market is also operating under the powerful influence of the circumstances related to the coronavirus, and increased imports of steel from non-European countries. “Due to the trade wars and the drop in the auto sector, the market was already under considerable pressure at the beginning of 2020, which has only been exacerbated by the coronavirus epidemic and increased steel imports from non-European countries,” says Tibor Šimonka, Senior Vice-President of the management board of the SIJ Group. He adds that the European Steel Association recorded 18.7% less cast steel in the EU in the first six months of 2020, while the steelmaking industry is expected to recover in the second quarter of 2021.

Due to its focus on niche steel markets, the SIJ Group was able to withstand the crisis caused by the coronavirus for a relatively long period of time. “We generate most of our revenues on the European market, and we are now already seeing impacts on our operations and a drop in the total volume of orders. In the last quarter of 2020 we are seeing increased optimism and stable demand for thick stainless steel plate, where we have the leading market share in the EU, and we even increased our sales of welding materials relative to 2019,” says Šimonka. He notes that the biggest challenges in 2020 were ensuring employee safety and health, continuity of production processes, which did not stop, and supplying customers.

Planned Strategic Investments to Increase Efficiency

If no new closures occur due to the coronavirus, they are expecting the economy to recover in 2021, and industrial activity along with it. “At our largest companies we are planning to make various strategic investments in increasing efficiency, modernising and automation of production facilities and green investments,” says Šimonka. In 2021, SIJ Metal Ravne will be completing a new production line for heat treatment of forged metal in the forging shop, and at the end of the year the foundry will be putting its fourth electric melting furnace for smelting under slag

into operation, and will continue the modernisation and automation of the welding shop. SIJ Metal Ravne will also be making a significant investment in dust removal equipment. SIJ Acroni is now upgrading their leaching room for thick stainless steel plate, and is also investing in more stable operation of their electric arc furnace. After the successful upgrade to their production line for welding rods, SIJ Elektrode Jesenice will be modernising its production of welding rods.

Entry into the Aviation Industry

SIJ Metal Ravne have acquired an EN 9100 certificate – an international quality standard that opens the doors to the aviation industry. “We are working on the development of a tokamak reactor, a new way of generating electricity, within the framework of the high-visibility ITER project. In 2020, with the strategic transformation of the company Ravne Steel Center into RSC Holding, we have begun to establish a leading centre for support of toolmaking in the region, and at the same time, eight smaller companies have joined the SIJ Group,” says Šimonka.

The group’s products are sold in 74 countries. The majority are still sold in EU countries. Their most important markets are Slovenia, Germany and Italy, as well as the USA, Poland, Hungary and the Czech Republic. Their sales volume figures in the USA, Hungary and Russia have increased over 2019. According to Šimonka, they are looking for business connections primarily with end users of high-quality tools and specialty and stainless steel on the European, American and Asian markets. In 2021 they are hoping to make inroads in Africa, which has well-developed mining and energy industries that generate demand for specialty, wear-resistant, high hardness and stainless steels.

Stem Expecting Increased Orders

The auto industry, a significant consumer of Stem sandblasting machines, was already experiencing a minor crisis even before the Covid-19 epidemic impacted the industry in 2020. According to Uroš Saksida, Managing Director at Stem, in order to be cautious they slowed down their investment cycle,

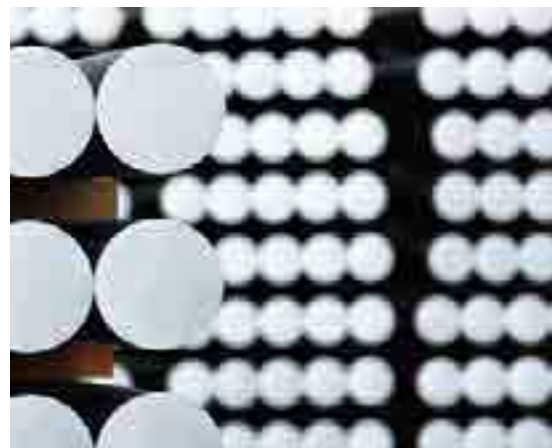


Photo: Talum

and demand on global markets decreased during the spring. "After a brief slowdown, demand started to increase, and from the summer on this was followed by increased orders. This trend is continuing during the winter," says Saksida, who adds that investments in industrial equipment will probably still be somewhat limited in 2021, but he believes that the number of orders will begin to rise.

Contacts with Customers a Major Challenge

2020 has been a successful year for Stem, despite a slight increase in costs due to the increased activities required in order to adjust to the new conditions. Their production facilities, in which they are providing safe working conditions, have been operating at full capacity all year. "Contact with customers has been a very big challenge, particularly with regard to supply and start-up of our machinery. However, we were ready for this, as we have local service teams on all of our main markets, who are able to start up our new machines and repair the existing machinery themselves. This has proved to be a major advantage over our competitors who do not have this option," says Saksida. He believes that this advantage will be even more important in 2021, "since customers are aware that equipment start-ups and repairs that are not sourced locally can be problematic during the epidemic due to restrictions on mobility. The

epidemic has otherwise accelerated our activities in this area, so that in 2020 we were able to provide high-quality local services on various other markets," says Saksida, who adds that in the near future he would like to establish local sales and service teams in every country in Europe.

Investments Still On Track Despite Pandemic

Saksida expects investments in the industry to grow in 2021. "We have signed contracts for several projects, mainly complex and large ones. We acquired all of these orders from the summer on, which shows that major multi-year investments are not stopping despite the pandemic," says the CEO optimistically. The company is also currently engaged in several development projects, including in the segment of new, specialty materials.

"We are currently testing materials that will offer our customers significant savings in operating costs. We are also setting up our own production facilities in order to support this," says Saksida, who adds that their sandblasting machines are usually tailor-made according to the specific requirements of their customers, in order to find the right technical and technological solutions. "We see a major advantage here, as our engineers work together with our customers as development teams in order to find the optimal solutions to our customers' requirements

2020 will be a fairly successful year for Stem, as their production facilities, in which they are providing safe working conditions, have been operating at full capacity all year.



BLISK CASTING, founded in 1985, is specialized in high-pressure aluminium die-casting. Over the years, the company expanded and became one of the largest aluminum die casting foundries in Slovenia.

We produce high-pressure aluminium die-casting parts but we are also equipped to design and produce prototype and serial tooling with a continuously growing machine park composed of high pressure die casting machines and CNC machines for milling and drilling operations.



Through investments, we conducted research and development to modernize our process and keep up with new technologies, thus enabling us to increase our competitiveness on the European market. We offer complete services thanks to our team's experience and knowledge.

Our company is certified in accordance with ISO TS 16949, ISO 14001 and ISO 9001 standards, which demonstrates the high quality of our products and services.



Our customers appreciate our capacity to adapt to their needs and our flexibility. We earned the trust of numerous customers from various industries such as:

- automotive,
- electronics,
- electrical,
- lightning
- heat and cooling
- interior
- mechanical projects,
- special projects, and much more.



Blisk Casting

Laze 20, 4000 Kranj, Slovenia
Tel +386 4 231 30 40
Fax +386 4 231 30 41

Blisk Casting Sales & Marketing
Tel: +32 476 351 404
E: tana.medic@blisk.biz

w: blisk.biz

Tecos and its partners are currently developing a system for monitoring plastic injection moulding processes, and are also very active in the area of development of new biomaterials.

Tecos are currently establishing themselves on the German market, where it takes a long time for customers to recognise your advantages, and particularly to gain their trust.

SRIP MATPRO



with respect to their technology,” he explains. They will be developing and supplying new sandblasting machines next year, including turbine blasting of oversized welded parts, special machines for blasting specialty materials, large batch surface fastening machines, etc.

Next Few Months Will Be Marked By Uncertainty

“The majority of companies with which we do business are operating smoothly at the moment, but all have experienced a significant drop in new demand, so nobody knows what things will look like in a month or two. The situation is worse in the auto industry, which has been seeing shrinking quantities of orders throughout the entire year,” says Dr Aleš Hančič, Managing Director of Tecos. This has also slightly impacted Tecos, whose turnover will not be significantly lower in 2020, but which will not be hitting its planned growth targets. “We are expecting the situation to calm down and operations to stabilise in 2021. Our main focus will be increasing the share of sales on foreign markets and increasing the share of production in our services,” says Hančič. He believes that foreign markets are the area where they have the greatest growth potential, and he sees production potentials as a major resource.

Tecos and its partners are currently developing a system for monitoring plastic injection moulding processes, and are also very active in the area of development of new biomaterials, through which they are hoping to enter the circular economy market. In the near future they will be launching a new plastic material on the market, made of recycled plastic and recycled paper, a new material that includes citrus waste and a new biomaterial that uses hop waste.

Germany Main Focus Among Foreign Countries

Slovenia remains Tecos’ primary market, but their exports of services are also on the rise, particularly within the EU, and mainly in Germany. Hančič says that they are hoping to consolidate their sales on these markets. “We are currently in the phase of establishing ourselves on the German market, where it takes a long time for customers to recognise your advantages, and particularly to gain their trust so that you start to obtain more orders,” he says frankly. He says that they are currently putting all of their efforts into that market, and therefore they do not currently have the resources for long-lasting promotional campaigns on other markets. “In our experience, brief flirtations with new foreign markets without having a worked-out strategy and a financial investment do not bear fruit,” adds Hančič. ■

Recycled Steel from Štore Steel



ŠTORE STEEL

Železarska c. 3, 3220 Štore, Slovenia
www.store-steel.si

NATIONAL INNOVATION AWARDS 2020

Numip: Automated welding workcell for pipe spool prefabrication

Numip have developed a purpose-designed, high-output rotating welder RSWM 65/4 for welding prefabricated pipe segments, primarily of thick-walled pipes made of alloyed steel. By using a combination of TIG and MIG/MAG welding they combine the advantages of both, which allows them to manufacture welds in accordance with the highest quality standards, provides repeatability and significantly reduces welding times. The welder's key advantages are that it is simple to use and programmable, its advanced power sources, integrated shielding gas supply system and large working area. The welder shortens welding times by up to five times in comparison with manual TIG welding.



Radeče Papir Nova: Optimized instalation of special paper planchettes

Radeče Papir Nova, with its many years of tradition, advanced tech team and wealth of experience in the paper industry have invented an advanced method for inclusion of special paper planchettes (small coloured paper particles added to paper during papermaking), and offer the end user invaluable verification and protection against the counterfeiting of security paper and printed matter. Their tech team made up of innovators has therefore invented an advanced implementation and dosing system, based on an established method, which is a major step forward for the company in terms of both technological advancement and annual savings.



SIJ Acroni and RC Jesenice: Technological development of heat and surface treatment on duplex and super duplex stainless steels Sinox 4462 and Sinox 4410

Heat treatment line (HTL) technology allows the high-quality and time-optimised production of special thickness carbon steel plate from their regular product range. This has given them the opportunity to develop new, more demanding, boutique types of steel with high value added, and opens the doors to new niche sales markets such as the aviation and oil industries. The innovation involves the technological development of heat and surface treatment of SINOXX 4462 and SINOXX 4410 duplex and superduplex stainless steel. The development of the new technological platform was carried out on a new heat treatment line (HTL), which combines heat treatment with a combination of surface treatment and chemical pickling. The development breakthrough has allowed them to increase quality and productivity while lowering manufacturing costs and environmental loads.



SIJ Metal Ravne: Special stainless steel for the nuclear industry

SIJ Metal Ravne intends to become a strategic supplier for nuclear power plants. Their award-winning recent innovation will play a big role in the realisation of this objective. They have developed two entirely new types of stainless steel, SINOXX E790 and SINOXX E880, for building new and repairing existing nuclear power plants, which are distinguished by their excellent corrosion resistance and good mechanical properties. Their already established SINOXX 4541, SINOXX 4057, SINOXX 4313 and SINOXX 4401 steels have been developed to the point where they meet the strictest standards of the nuclear industry for use in Russian nuclear reactors. Only a handful of manufacturers around the world are able to produce steels to such demanding specifications.



SIJ Ravne Systems: Development of new generation of 3% Cr steel for cold rolling

The development of SIHARD S247 steel as a solution for difficult rolling conditions at cold rolling mills is the result of the combined efforts of the development teams from SIJ Ravne Systems and SIJ Metal Ravne and the University of Ljubljana's Faculty of Natural Sciences and Engineering. By altering the chemical composition they improved the durability, strength and depth of the tempered layers, and also slightly lowered manufacturing costs. In 2018, 2019 and 2020 they therefore received orders for 800 tonnes, which represents 25 percent of their sheet production volume. Customers report less wear and significantly fewer incidents, which increases both companies' market advantage and their share of the market for metal sheets for cold rolling.



Photo: SIJ Ravne Systems



GLOBAL STEEL SUPPLIER

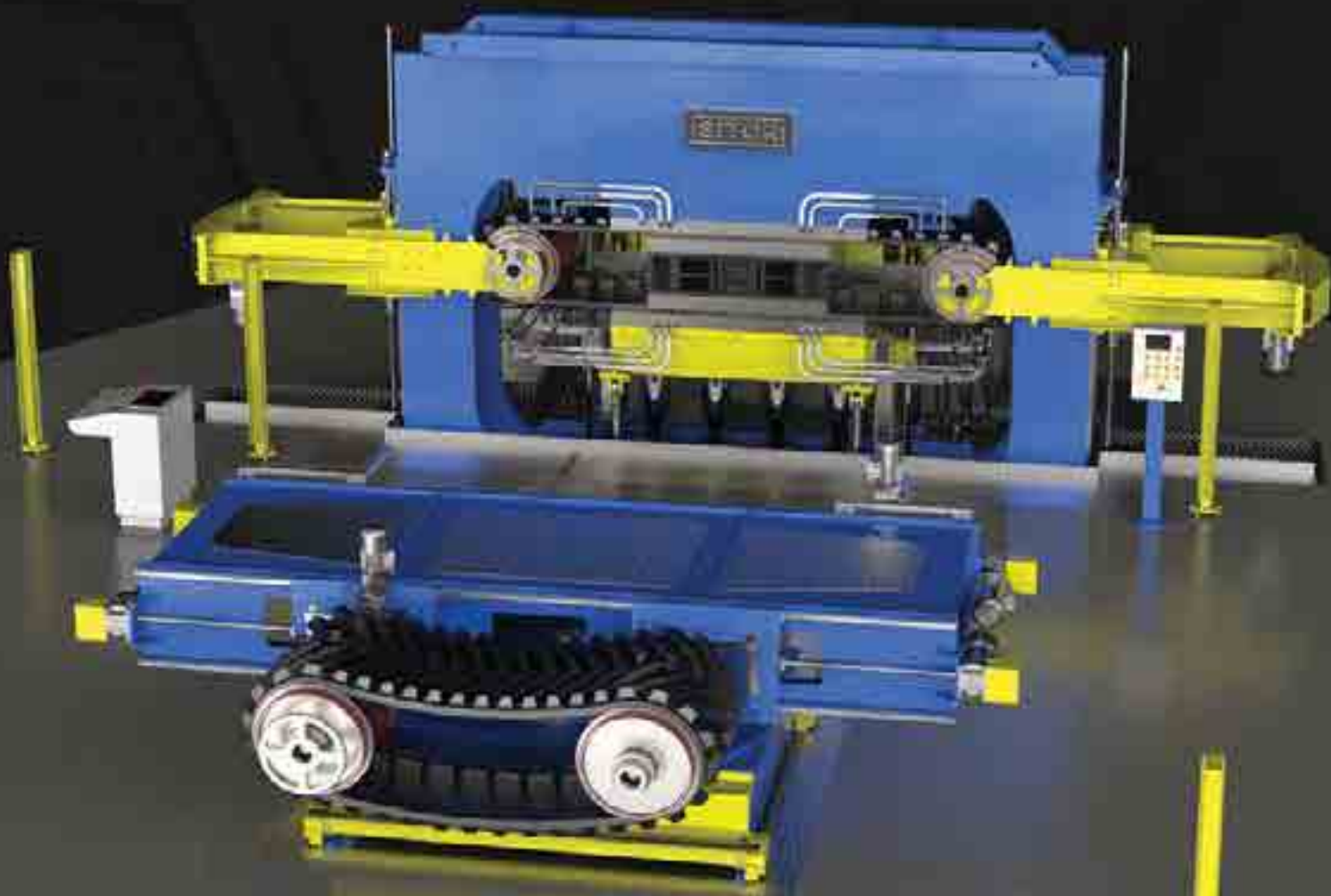


IMPAKTA METAL d.o.o.
Cesta v Gorice 34c, SI-1000 Ljubljana, Slovenia
T: + 386 1 58 67 500, E: info@impaktametal.si
www.impaktametal.si



Need a Hydraulic Press?

*With more than **40** years of experience in custom-made machinery, we are the right partner for you.*



SiTOR is highly specialized in the design and manufacture of hydraulic presses for processing:

- Rubber
- Plastic
- Wood



LOCATION

Snežniška cesta 19, 6257 Pivka
Slovenia



REQUEST

info@sitor.si



CALL US

+ 386 (0)5 72 10 650



ONLINE

sitor.si/en



N a t u r a l - C e r t i f i e d

Farmakem was founded in 2015 and won the Public tender for Cannabidiol API. We specialise in R&D, production, supply, distribution and commercialisation of the **pharmaceutical/ medical cannabis & API industry**.

Quality

Active ingredient
complies with
highest standards

Safety

Favorable
profile after
72 weeks

Efficacy

Clinically proven
in the treatment
of rare and severe
forms of epilepsy



cebexan[®]
CBD - PHYTOCANNABIDIOL

Cebexan[™] is a **GMP pharmaceutical grade phyto-cannabidiol (CBD)**, isolate of **natural origin**, compliant with **DAC/NRF** specifications and following general provisions of European Pharmacopoeia. **Cebexan[™]** is used for preparation of extemporaneously prepared medicines in hospitals and pharmacies (for human and veterinary use).



Photo: Krka

Pharmaceuticals

Pharmaceutical Companies Among Slovenia's Leading Innovators

Novartis – Lek focuses on the development of innovative biological drugs, and was the first company in Slovenia to begin production of innovative biological active pharmaceutical ingredients. The innovative generics manufacturer Krka has been allocating 10% of its revenues for research and development for several years.

Darja Kocbek

The pharmaceutical industry is one of Slovenia's most developed sectors. The leading companies are Krka and Novartis – Lek. Both companies rank among Slovenia's most successful, and among its largest exporters. They also rank among the largest investors in R&D. Krka places around 20 new generic products on the market every year. Over the last 17 years, Novartis has invested EUR 2.5 billion in Slovenia, of which more than half was earmarked for R&D. In 2020 both companies received Golden National Innovation Awards given by the CCIS: Krka for an alternative medicine with a triple combination of active substances to treat hypertension, and Lek for its new tacrolimus extended release capsules for the advanced immunosuppressive treatment of organ transplant patients. Krka also received a silver Innovation Award for

improvements to the manufacturing process for the active ingredient valsartan and increasing batch size.

Krka – an Innovative Generics Company

“The pharmaceuticals industry is exceptionally competitive and requires continuous investment in research and development. This is the only way we can offer new products on the market every year and ensure that our products are high-quality, safe and effective. In order to achieve this, for several years Krka has been allocating 10% of its revenues for research and development, which involves more than 700 of Krka's professionals, and we also collaborate with numerous faculties and institutions,” says member of the Krka management board David Bratož.



Photo: Krka

The Krka Group uses vertical integration to manage the entire process, from development of active ingredients to marketing and sales of finished products.

An investment project to expand production capacities is underway at the Krka RUS company in the Russian Federation, and they are also expanding capacities at a partner firm in China.



Photo: Barbara Zajc

Sandoz Development Centre Slovenia includes a fully automated analytical laboratory, the largest of its type at Novartis.

*Robert Ljoljo,
president of the Lek
management board
and president of
Novartis in Slovenia.*

Novartis - Lek was able to respond successfully to the conditions brought on by the epidemic in 2020.

The Krka Group uses vertical integration to manage the entire process, from development of active ingredients and finished products to various manufacturing and logistics phases, and finally to marketing and sales.

As an innovative generics company, it is able to offer its customers modern, technologically demanding pharmaceutical products, such as combination drugs with two or three active ingredients, extended release tablets, orodispersible tablets, new strengths and many other innovative forms.

The majority of Krka's investments are earmarked for research and development capacities, quality assurance and production capacities. An investment project to expand production capacities is underway at the Krka RUS company in the Russian Federation, and they are also expanding capacities at their largest plant for manufacturing solid dosage forms, the Noto 2 plant in Novo mesto, which was awarded the title of factory of the year in 2018.

In cooperation with a partner in China they are expanding production capacities for the manufacture of drugs that are currently sold on European markets, but whose future production will be directed at the Chinese market. "Since in-house development and quality control are the keys to long-term success, our investment projects in the future will continue to be aimed at this area, and at the same time we will continuously invest in the expansion and modernisation of our production capacities," says Bratož.

The Krka Group sell products on more than 70 markets around the world, which are divided into 6 sales regions. They also have production facilities in certain countries. One of these is the Russian Federation, where local production covers more than 80% of demand on the Russian market, and the company has the status of a domestic manufacturer. "Our three most important markets are the Russian Federation, Poland and Germany. Other key markets include Slovenia, Croatia, Romania, Ukraine, Czechia, Slovakia, Hungary and Western Europe. We are also hoping to incorporate some of the markets in the

overseas region among our key markets by 2024," says Bratož. Krka finished the first half of 2020 with record sales and record profits for the entire 66-year history of the firm.

Slovenia Is One of Novartis' Major Global Development Centres

Novartis initiated a company-wide transformation several years ago, and this has also brought changes in Slovenia. "In order to continue along this path, we are investing in new technologies that will support the continuous development of Novartis' portfolio and the forecast future demand. Slovenia is consolidating its role as the home of one of Novartis' major global development facilities," says Robert Ljoljo, president of the Lek management board and president of Novartis in Slovenia.

In Slovenia, Novartis - Lek will focus on the development and manufacture of innovative biological and biosimilar drugs, generic drugs with high added value and innovative drugs. Slovenia is already an important services centre for Novartis, and has established a Global Operations Centre that will provide global services for Novartis' entire production range, such as supply chain management, purchasing, engineering, manufacturing science and technology, and quality assurance.

Novartis is continuing to invest in Slovenia. The new facilities in Mengeš have expanded Lek's biotechnology research and development capacities, and they were the first in Slovenia to begin production of innovative biological active ingredients. At their Ljubljana location they manufacture and package solid dosage forms for patients all over the world. They have implemented various innovative new technologies and have received a NOSSCE certificate. In its ten years of operation, the Solids Lendava unit has become the largest strategic packaging centre within Novartis Technical Operations. From Lendava, they supply the European and global markets with generic and innovative drugs from Novartis factories all over the world.

At Sandoz Development Centre Slovenia, new development laboratories and the first fully automated analytical laboratory, the largest laboratory of its type at Novartis, were opened in 2018. "Since becoming part of Novartis, Lek's products, developed or manufactured in Slovenia, have been marketed throughout the world via Sandoz and Novartis' extensive sales network. Some of our key products also contain active ingredients developed and manufactured by Lek," says Ljoljo.

Due to its extremely well-organised business processes and exceptionally dedicated staff, Novartis - Lek was able to respond successfully to the conditions brought on by the epidemic in 2020. In Slovenia, they are continuing all of their development activities. "Through outstanding work in development, manufacturing and services we make a significant contribution to the success of Novartis' operations at the global level," says Ljoljo. ■



Photo: Krka

Cosylab Focusing on Cancer Treatment



Cosylab, which participates in the most advanced research projects in the world, is becoming an increasingly important company in the area of cancer treatment using proton and heavy-ion therapy. This is bringing them into increasingly close contact with patients, hospitals and doctors. Cosylab is also becoming a provider of specialised solutions that allow the comprehensive management of proton therapy, and is a promoter

of development partnerships for the next generation of proton therapy. It is the initiator and a leading company in a group of institutions and firms developing real-time adaptive dose-delivery proton therapy.

"We develop methods and solutions that allow real-time monitoring of tissue motion and the simultaneous changes that occur within the body. The patient lies on the treatment couch from 3 to 5 minutes, and everything that's happening in the

body has to be detected during that time. These are the things that we are really focused on and also where we see the future of Cosylab," say company sources.

The company's key markets are Europe and China, as well as the US and Japan. Cosylab has a company in Silicon Valley that works with the SLAC National Accelerator Laboratory at Stanford University, which among other things has helped them upgrade their accelerator. Their company in Japan is not just a branch, but a registered company, which makes it easier to work within the scientific community there. In Russia, where they also have a registered company, Cosylab is negotiating with a large Russian firm to establish a joint venture for radiation therapy in cancer treatment.

With regard to 2020 and the global pandemic, at Cosylab they see the fact that they have companies all over the world as an advantage. If they did not have them, it would be very difficult to communicate remotely with customers in China, Switzerland, the USA and other countries. Their plan for 2021 already includes some promising new partnerships and product sales agreements.

Photo: Cosylab

Excellency in Drug testing, Research and Development



A fully certified GMP and FDA Contract Research Laboratory
for generic pharmaceutical, bio pharmaceutical and gene therapies.

Labena Ltd.

Verovškova ulica 64, 1000 Ljubljana, SLOVENIA tel: +386 1 360 2300 www.biasepartionscro.com info@biasepartionscro.com

NATIONAL INNOVATION AWARD 2020**Krka: Improving the process of manufacturing the active substance valsartan and scale-up of production**

Krka has optimised all three phases of the synthesis of the active ingredient valsartan. This innovation has significantly increased production capacities for synthesis of the active ingredient, improved the quality of the finished product, increased the process yield and optimised the regeneration of organic solvents, thereby reducing adverse impacts on the environment. They have achieved this by using innovative approaches during the laboratory optimisation phase, following the principles of experiment design and using CFD simulation and a professional approach to bringing the technology to industrial scale.



Photo: Krka

PEOPLE'S PAIN IS OUR CARE. OUR MEDICINES ARE THEIR SOLUTION.

GET RID OF THE PAIN, NATURALLY

Trusted and high quality Consumer Health medicinal products that follow the latest health trends are available for **commercialisation worldwide**.

For everyone who wants natural, yet effective and medically supported relief without putting a strain on their body.

**Rosacta® cream**

Relief of minor muscular and articular pain



Minor peripheral circulatory disorders (e.g. cold, heavy and tired legs)

**Ladiva® capsules**

Relief of minor menstrual cramps



Allowing women to continue with their everyday activities naturally



The best novel solutions in the category, ready to be brought to your market.

Strengthen your portfolio with innovations. Contact us:

✉ commercialization@medis.si

Rosacta® cream contains rosemary essential oil. The posology of Rosacta® cream is 2 to 3 times daily.
Ladiva® capsules contain extract from raspberry leaf. The posology of Ladiva® is 1 capsule up to 3 to 4 times daily.

Before use, carefully read the instructions! Consult to your doctor or pharmacist about the risks and side effects.

Rosacta® and Ladiva® are traditional herbal medicinal products for use in the specified indication exclusively based upon long-standing use.

SAFETY IS NO ACCIDENT

Yarns with ARAMID fibres




- outstanding strength-to-weight properties with para-aramid fibres for stability in a variety of high-temperature applications
- a wide range of applications: personal protective clothing for workers, firefighters and other flame-retardant fibres such as modacrylic, viscose FR and/or aramid
- comfortable and very pleasant smooth-surfaced fabrics

Litija tech

SUSTAINABLE HI-TECH

ENSURED QUALITY FULL PERFORMANCE

Recycled aramid yarns



The blend consists of 100% recycled para-aramid fibres (Kevlar®) and 10% recycled polyester (PET) fibres.

Approximate features:

- flame retardant
- chemically resistant
- resistant to chemicals

High-grade quality and full performance:

- resistance
- durability
- comfort

Highly resistant to heat and fire.

Highly resistant to heat and fire.

Litija

ANTIVIRAL

60% PyroTex® 40% Polyester

for contract textiles - products for the hospitality and accommodation textiles, for general protective clothing and for textiles for medical use



ANTIVIRAL and ANTIBACTERIAL

PyroTex® has achieved a rating of 99.99% (99.999%) after 10 minutes against the SARS-CoV-2 virus. The PyroTex® has been certified by an independent, ISO certified laboratory according to ISO 15189:2013, Annex 10, dated 10/01/2021. The PyroTex® is also certified for use in the medical industry by the German Medical Association (BfArM) and the European Medical Association (EMA).

PyroTex® has a smooth surface, which prevents bacteria and viruses from multiplying on their surface. To ensure surface contact, it has been developed for specific applications in contract and home textiles. It is also suitable for general protective clothing and for medical use.

A SUSTAINABLE alternative to disposable materials

The material is produced with an active principle that allows the product to be reused several times. It is also suitable for use in the medical industry. The PyroTex® is also suitable and suitable for general protective clothing and for medical use.

COMFORTABLE

PyroTex® is lightweight and highly breathable, which makes it ideal for use in the medical industry. It is also suitable and suitable for general protective clothing and for medical use.

SAFE and DURABLE

PyroTex® is certified by the German Medical Association (BfArM) and the European Medical Association (EMA). It is also suitable and suitable for general protective clothing and for medical use.

Litija

SAFE, RELIABLE AND RESISTANT

Yarns with MODACRYLIC fibres



- high flame resistance (FR), durability and resistance to the heat
- soft, strong, resistant and dimensionally stable yarns that can be easily dyed, have good pilling and shrink resistance, are easy to care, have outstanding resistance to chemicals and solvents, and are non-allergic
- a wide range of applications, not only in terms of protective clothing for various industries, but also for furnishings, draperies and outdoor fabrics

Litija tech

ANTISTATIC

Yarns with Bekinox stainless steel fibres



- safe discharge of static electricity which could otherwise lead to explosions or damage electronic equipment
- superior abrasion resistance
- a wide range of applications: electrostatic discharge (ESD) protective clothing, anti-static (ESD) and electromagnetic shielding (EMF) shielding fabrics and resistant against resistance for personal protective clothing (PPE)

Litija tech

MISSION READY YARNS

for CORDURA® NYCO fabrics



- functionality combined with comfort and durability
- exceptional abrasion resistance, comfort, and durability, lightweight and strong
- lightweight and resistant

Litija tech

ACTIVE PROTECTION AGAINST INSECTS

Yarns with Cell Solution® PROTECTION fibres



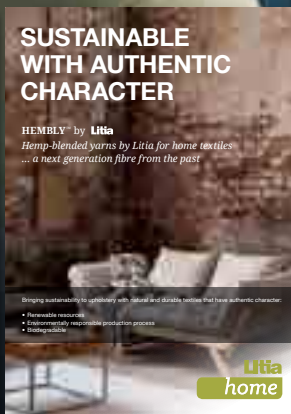
- natural cotton fibres
- protection against insects
- moisture resistant
- wide range of application

Litija tech

SUSTAINABLE WITH AUTHENTIC CHARACTER

HEMBLY® by Litija

Hemp-blended yarns by Litija for home textiles ... a next generation fibre from the past



- Renewable resources
- Environmentally responsible production process
- Biodegradable

Litija home

Litija is one of leading European Spinners serving the technical and home textiles markets with an extensive range of high performance yarns from natural and man-made fibers.

Our diverse range of yarns include yarns for textiles with different levels of flame retardant properties, abrasion resistance and durability, optimal comfort and additional functional properties like thermoregulation, moisture management, antistatic and antibacterial properties.

We deliver value to textiles with our unique blend of efficiency, flexibility and innovation in spinning and blending fibers to achieve desired combination of properties in the end-product.

The special yarn qualities we deliver ensure that end-products from our yarns can meet the most demanding standards of functionality, performance, comfort and aesthetic appeal.

We are proud to work with some of the world leaders in textile innovation and take active part in development of sustainable textile solutions.

To find out more visit us at www.litija.com



Kidričeva cesta 1, 1270 Litija
+386 1 89 90 200
sales@litija.com
www.litija.com



VALHALLA

Knowledge & Engineering
matters.

MIDGARD 230

Remote Control Weapon Station (30mm x 113)



info@valhalla-turrets.com

www.valhalla-turrets.com

Valhalla Turrets d.o.o. | Pot za brdom 102 | SI-1000 Ljubljana



Photo: CETIS

Security

Helping Countries Modernise

Slovenian CETIS is one of Europe's leading companies in security and commercial printing solutions.

Barbara Perko

CETIS provides travel, personal and other security printing documents (such as biometric passports, identity cards, visas, birth & other civil status certificates, driving and vehicle licences), as well as comprehensive turnkey solutions for identity management and document issuance (including data enrolment and data management, AFIS, personalisation, PKI and central population registers). "In commercial printing solutions and flexible packaging, CETIS also provides bags and pouches, labels, sleeves, wrap-around labels, and various brand protection solutions for the food, beverage, pharmaceutical, and cosmetics industries," says the company.

With over 200 years of experience in printing, CETIS is a reliable strategic partner to companies and governments on four continents, promising high quality, flexibility, customised solutions, short lead times and a high level of support. International

certificates guarantee that their products and services conform to the most demanding international security and quality standards.

Their focus in security printing solutions is on the further development of comprehensive turnkey solutions for identity management and document issuance, which help governments:

- modernise their country's identity system in accordance with the latest standards
- manage identity and document issuance securely and effectively
- enable and control data exchange among authorities and different registers with complete transparency
- enable control for all authorities (police, immigration, inspection, border control) easily.

"In commercial printing solutions and flexible packaging we will continue to provide innovative, safe and environmentally friendly solu-

Their focus in security printing solutions is on comprehensive turnkey solutions for identity management and document issuance.

Commercial printing solutions and flexible packaging include the food and drink industry, and the pharmaceutical and cosmetics industries.

International certificates guarantee that their products and services conform to the most demanding international security and quality standards.

“The current state of emergency will certainly have a major long-term impact on people’s lives, as well as on the global economy.”

In commercial printing, they increased their revenue in the first half of the year primarily in the domestic market, while sales of certain products also increased in the Netherlands and Germany.

tions for the food and drink industry, as well as the pharmaceutical and cosmetics industries, in order to increase the value and recognisability of products,” the company says about its future plans.

“Maintaining our leading position in Slovenia and the market share in the Balkans of security printing solutions, we focus on the EU, and particularly on global markets (Africa, Central America and the Middle East). Apart from our domestic market in Slovenia, we also have target markets in commercial printing solutions and flexible packaging in Western and Central Europe, particularly Austria, Germany and France, where our customers appreciate our competitive advantages such as innovative solutions with higher added value, a strong developmental and advisory role, reliability, and uncompromising quality.”

It Is Important to Adapt to the Current Situation

The epidemic has also significantly hampered access to markets for the CETIS Group – both on the sales side and in regard to supply. “We are constantly adapting to the situation and looking for new, effective paths to our partners. We are making the effort together to protect the health of our employees and business partners alike, and to stem the spread of the coronavirus, while also looking to continue regular production and meet all orders to the highest possible extent, so that our buyers can continue their operations and ensure the company’s stable operation in the long run. The current state of emergency will certainly have a major long-term impact on people’s lives, as well as on the global economy. How strongly and for how long we will feel the consequences will depend on our ability to adapt and on the duration of the crisis,” they emphasise.

Since the outbreak of the epidemic, they have been noticing delays in orders in security printing solutions, which are mostly a consequence of limited global mobility. The negative consequences have been reflected in particular in the closure of borders in Asia, Africa and Central America.

In commercial printing, they increased their revenue in the first half of the year primarily in the domestic market, while sales of certain products also increased in the Netherlands and Germany. The lower sales in foreign markets are a result of a drop in sales in the beverage industry as a consequence of the coronavirus, along with a large reduction due to the closure of the entire Italian market. “The market is otherwise slowly picking up, although the negative impact of decreased beverage sales due to the closure of restaurants and bars will also certainly be felt in the coming months,” they believe. ■



Photo: CETIS

PRODUCT RANGE

ANIMAL FEED

Solutions for various problems that occur in modern livestock rearing.

BIOMASS PRODUCTS

Biomass products for use in specific branches of industry.

WINEMAKING

Tannin extracts for enhancement of wine and spirits.

TEXTILES AND LEATHER

For creating the unique properties of leather and textile.



Tanin Sevnica d.d. Hermanova cesta 1, 8290 Sevnica, Slovenia, www.tanin.si





SeanTech
process engineering

SeanTech process engineering,
solving modern technological
challenges



SeanTech process engineering Ltd. is a Slovenian company with the Gostol process equipment brand present on international markets and focuses on the development and implementation of comprehensive process equipment solutions tailored to customer technology in accordance with the ATEX directive for the implementation of equipment in potentially explosive atmospheres, GAMP, 21 CFR Part 11 and EU standards.

Through the development and manufacturing of customised process equipment, its implementation in the customer's production, start-up and training of the personnel, as well as after-sales activities including maintenance and provision of spare parts, SeanTech Ltd. provides solutions to technological and technical challenges the customers face in their industry.

SeanTech Ltd. sales programme offers specially devised solutions for single machines and automated industrial, pilot or laboratory lines in Ex-environments and other industrial applications. It consists of various types of mixers, mixer kneaders, hydraulic presses, two roll mills, extruders, cutting machines, mills, shredder-mills, mixer granulators, winding machines for GRP pipes and other solutions for the rubber, foundry, pharmaceutical, food, chemical and dedicated industries, production of GRP composite pipes, technical ceramics and other products. The goal is providing customers with efficient, automated and controlled processes of mixing, kneading, homogenizing, pressing, rolling, extruding, cutting, milling-crushing, shredding, drying, granulating, sieving, coating, winding and others.

SeanTech, process engineering Ltd.

Phone: + 386 (0)5 33 11 700, Fax: + 386 (0)5 33 11 709
e-mail: info@seantech.eu, website: www.seantech.eu
Headq.: Mekinčeva ul. 15, SI-1000 Ljubljana
Branch: Prvomajska ul. 37, SI-5000 Nova Gorica
Office: Kidričeva ulica 9a, SI-5000 Nova Gorica, Slovenia, EU



The enduring precision of C-ASTRAL aerospace unmanned systems

C-ASTRAL Aerospace is a global leader in Small Unmanned Aircraft System (sUAS) production and integration. Besides unmanned systems, the company manufactures communications and command and control hardware and software as well as data processing systems and subsystems. At the moment, C-ASTRAL is also initiating the development of space based hardware subsystems and components under the ASTRAL DYNAMIK brand together with local Slovenian partners.

The company was founded in 2007 as a result of a multi year research and development effort centered on autonomous and remote sensing systems and their analysis and reflection. In 2004 the first prototype, SYSTEM-77CCR was unveiled and in 2005 the first Slovenian unmanned system, Spectral System performed its maiden flight. In 2020, more than 400 C-ASTRAL built systems are flying in more than 70 countries by scientific, commercial, governmental and non-governmental operators.

C-ASTRAL systems achieved many firsts in the sUAS world, such as the first successful mapping flights above high altitude mines in Chile in 2012 (4500m ASL) as well as the first official fixed wing BVLOS flight in the Canadian airspace in 2017. C-ASTRAL systems are flying commercial missions in Afghanistan, mapping missions in Australia and railroad planning missions in Africa and are operating in the



most demanding conditions in the Arctic as part of local partnerships.

C-ASTRAL is active in the Unmanned Traffic Management research and development initiatives (it was partner in 3 Single European Sky Air Traffic Management Research i.e. SESAR projects) and is supporting the fielding of beyond visual line of sight operations with small UAS in Europe, Asia, Africa, Oceania the Americas and Antarctica.

The company is currently manufacturing systems for remote sensing and aerophotogrammetry (BRAMOR ppX, ATLAS ppX), video based observation and surveillance (BRAMOR C4EYE, ATLAS C4EYE) and specialized systems for search and rescue (BRAMOR sAR) as well as hyperspectral remote sensing (BRAMOR gHY) and specialized SIGINT and biochemical sensors equipped systems. At the moment, C-ASTRAL is developing several new generations of systems that will be market ready in the next two years.

One of the distinctive advantages of C-ASTRAL systems is a unified



command and control software suite that is called C3P which is designed around an open architecture for maximum interoperability and integration in larger networked systems.

The company has sold systems to 5 NATO and large number of allied countries and has successfully demonstrated its systems as part of the Expeditionary Tactical Airborne Intelligence program to US Special Operations Command.

The research and development activities of C-ASTRAL are supported by the European Defense Agency, European Commission as well as local and international research partnerships.

C-ASTRAL is a member of the Japan based TERRA DRONE CORPORATION, one of the major unmanned systems services company in the world.





Photo: C-ASTRAL

Defence

A Wide Range of Slovenian Products and Services in the Defence, Security and Protection Sectors

The Slovenian Defence Industry Cluster Economic Interest Grouping (GIZ GOIS) serves as the main organisational and information link between Slovenian industry, scientific research institutions and the state.

Ana Vučina Vršnak

Members of the GIZ GOIS – of which there are currently 40, with more than 3,000 employees – offer a wide range of products and services.

“The advantage these companies have, in terms of their production and service programmes, is that the majority of them operate in both the defence and civil sectors. Their risk management and their flexibility in executing business transactions or acquiring new business reflect this fact,” explains Ante Milevoj, Director of GIZ GOIS.

Half a Billion Euros in Revenue

The Cluster is a voluntary and independent interest grouping of providers in the defence, security and protection sectors. The companies integrated in the Cluster have an annual turnover of around EUR 500 million, 75% of which is in exports. The value added per employee among members of the Cluster is EUR 57,000, which is 25% more than the national average, Milevoj stresses.

Linking of National Defence Agencies and Clusters Provides New Opportunities

GOIS serves as the main organisational and information link between Slovenian industry, scientific

research institutions and the state. In addition, GOIS is involved in international networks, assisting its members with business development tasks, networking, holding trade fairs, and creating business opportunities.

Since trade fairs have been temporarily suspended due to the current epidemiological situation, GOIS is focusing on working with its members through the use of virtual tools, conducting topical seminars and international networking sessions, and participating in European Defence Agency projects. At the EU level, national defence agencies and clusters are being integrated. “We expect new opportunities for the Slovenian defence industry to emerge from these developments,” Milevoj says.

Next Year's Trade Fairs

GOIS members have high expectations regarding IDEX (International Defence Exhibition), which is scheduled to take place in Abu Dhabi between 21 and 25 February 2021, and is one of the most high-profile defence fairs after Eurosatory in Paris. “GOIS members will participate, both as part of a group stand staged by the SPIRIT Slovenia agency, as well as with independent stands,” Milevoj says, adding that most

Forty GIZ GOIS member companies employ 3,000 people.

The value added per employee among members of the Cluster is EUR 57,000.

At the EU level, national defence agencies and clusters are being integrated, and the Cluster expects new opportunities for the Slovenian defence industry to emerge.

GOIS members have high expectations regarding IDEX (International Defence Exhibition), which is scheduled to take place in Abu Dhabi between 21 and 25 February 2021.

defence industry companies are also planning to participate in the International Fair of Defence, Security, Protection and Rescue (SOBRA) in Gornja Radgona between 23 and 25 September 2021. Since this will take place during Slovenia's EU presidency, GOIS members expect that participating in the fair and the accompanying programme will create additional synergies, Milevoj believes.

Cooperation at the EU Level

In mid-September, members of the GIZ GOIS met with the Foreign Affairs Minister Anže Logar and foreign ambassadors. The members of the Cluster had the opportunity to present their solutions to NATO member states' ambassadors.

As an EU Member State, Slovenia joined the Permanent Structured Cooperation (PESCO), which is a framework for deepening defence cooperation between EU Member States. It allows Member States to jointly develop defence capabilities, invest in joint projects, and enhance the operational readiness and contribution of their armed forces.

At the EU level, there is also the European Defence Agency (EDA), which allows Member States to focus on developing defence capabilities and research to be considered by the European Commission when setting EU priorities. Consortia of Slovenian companies and scientific research institutions have also been successful in the selection of defence research projects, amounting to EUR 500 million, which is in the final phase.

In recent years, Slovenian companies have supplied the Slovenian armed forces with drones, tactical pistols, drill ammunition of various calibres, engineering machines, simulators and trainers for anti-armour weapons systems, foldable touring skis, etc.

Mil Sistemika Can Compete with the World's Largest Companies

According to Tomaž Grad from Mil Sistemika, the company's C4I command and control system is intended for armed forces, but can also be used in

civil protection and rescue operations. The system was developed in accordance with NATO standards and offers a continuous chain of command from the highest level of operational planning to the level of individuals on the ground.

"With its technical expertise, domain knowledge and market position Mil Sistemika and its partners develop products that can compete with the world's largest companies in command and control systems and civilian crisis response systems," Grad says.

Dewesoft Is Taking Part in EDA Programmes Through Its Subsidiaries

Dewesoft develops and manufactures instruments for data acquisition and measurement, control and regulation, used by developers in the most advanced labs all over the world. Their products are used in the development of new technological solutions in virtually all industries, from automotive, aerospace, aviation, construction, and transportation to the energy sector. They are indispensable in the development of rockets and satellites ensuring fast communication, safer and more environmentally friendly vehicles, safer bridges and viaducts, green energy systems, and various other products that are improving our daily lives, the company explains.

While Dewesoft has several years of excellent collaboration with the European Space Agency (ESA), it is currently also focusing on working directly with the EDA. The company's next step, however, will likely involve linking with NATO's development departments and suppliers. "Dewesoft is capable of this and we believe our equipment can support quicker and better development. We recently launched two new lines of instruments and added new features to the DewesoftX software," says Andrej Orožen, CEO and co-founder of Dewesoft.

While Dewesoft already participates in EDA programmes through its subsidiaries and system integrators who are building systems and providing solutions for EDA, the company's GOIS membership will increase opportunities for cooperation and access to other EDA suppliers, Orožen says.

The company exports 99% of its products. By the end of September 2020, Dewesoft generated more than EUR 22 million in revenues, which is up 21% on the same period last year.

Guardiaris Works with the Swiss and Austrian Armed Forces

Panna Plus is a supplier and representative of leading defence companies, such as Rafael, Nexter Group, Northrop Grumman and SAAB. The company operates throughout the former Yugoslavian countries, in particular in NATO member states. For several years, the company has been investing its profits in Guardiaris, a spin-off company that brings together dedicated engineers and software developers.

From its base in Ljubljana, Guardiaris operates in 14 countries in Europe, Middle East, Far East, and South America. The company has excellent references

Mil Sistemika is one of the global leaders in the field of command and control systems and civilian crisis response systems.

Dewesoft has several years of excellent collaboration with the European Space Agency (ESA), and is currently focusing on working directly with the EDA, as well as with NATO.

From its base in Ljubljana, Guardiaris operates in 14 countries in Europe, Middle East, Far East, and South America.

C-ASTRAL's unmanned aircraft systems fly in 70 countries on all continents.



Photo: Guardiaris

in the field of simulators from the Swiss Armed Forces, its biggest client, and has recently signed a contract with the Austrian Armed Forces, which recognised the company's unique approach to military simulation technology. The company invests heavily in display technologies, patents, and design.

C-ASTRAL Has Built More than 400 Unmanned Aircraft Systems

C-ASTRAL is one of the global market leaders in research and development, design, production and integration of small unmanned aircraft systems (UAS) and related hardware, communications and software equipment. The company was founded in 2007 in Ajdovščina and its founders have been working on aerospace and aircraft technologies, and their applications since the 1990s.

Their first prototypes were created in 2004; in 2005, Spectral System, the first Slovenian unmanned aircraft system, had its test flight in Ajdovščina. Since its founding, the company has built more than 400 systems, which are flying in 70 countries on all continents and are used by both private and public operators. The company's systems have set several unofficial records, for instance in high-altitude operations (above 4500 m a.s.l.), operations in the Arctic and Antarctic, as well as in Beyond Visual Line of Sight (BVLOS) operations.

C-ASTRAL participates in research and development projects supported by the European Commission and the European Defence Agency. One of their cutting-edge projects concerns drone "swarm" operation and manoeuvring, while another one focuses on radiological, biological and chemical defence.

25th Anniversary of Arex, Renamed Arex Defense

2020 is a big year for Arex, as they are celebrating their 25th anniversary. They have a new logo and have changed their name to Arex Defense due to the merger between Arex and Rex Firearms. "We believe in independence in order to control the quality of both our products and our logistics. This is why we still make our own tools, and even our production lines are designed and built in-house. In fact, some of our ammunition manufacturing lines were designed so well that they are now being sold and installed around the world as a separate item," say sources at the company. They offer a complete range of services, from fast and precise production of their existing parts, to the full cycle, including preproject – design – engineering – prototyping – documentation – verification – production.

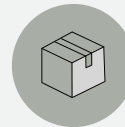
"We are a trusted name within Europe's defence industry," say company sources. They have worked with nearly all of Europe's leading names in the ammunition industry, and are now also establishing partnerships in both North and South America. Nearly 50% of their products are manufactured for third-party defence companies. ■

IZOP-K

OUR SERVICES



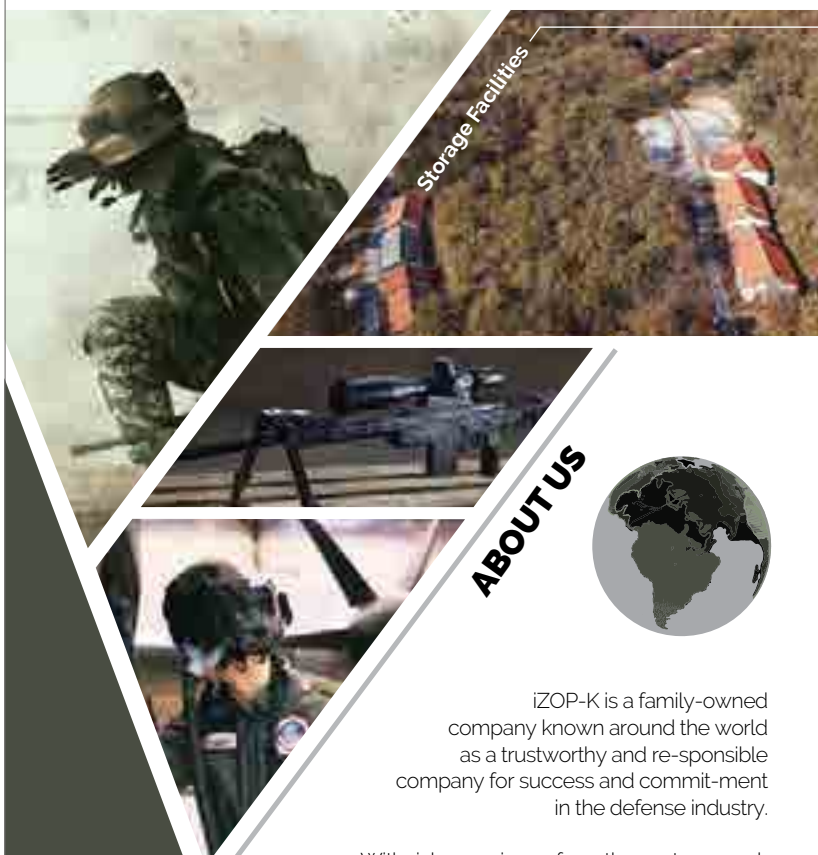
TRADING



LOGISTICS & STORAGE



SNIPER MANUFACTURING



ABOUT US



iZOP-K is a family-owned company known around the world as a trustworthy and re-sponsible company for success and commitment in the defense industry.

With rich experience from the past, we work for the future. The specialty of iZOP-K is our warehouse, featuring the following services:

storage and handling of explosives, ammunition, weapons of all kinds; production of defense industry components; demilitarization and recycling of ammunition and airbags.

Our values and advantages:

personal contact
trustworthy partnerships
committed to the best quality
worldwide cooperation
own secure warehouses
family tradition

CONTACT

Headquarters Hrašče 23,
5272 Podnanos,
Slovenia
Business unit:
Potok pri Komendi 14,
1218 Komenda, Slovenia
Mobile: 059025597
E-mail info@izop.si
www.izop-k.com

Our partners





GUARDIARIS

Train The Brain.

Novel Solutions for the Perfect Training Ground



Guardiaris provides the defence industry, law enforcement and civil sectors with innovative and custom-built training and simulation products. The company's innovative approach ensures boosting of cognitive abilities, proficiency-based learning, and individual evaluation.

Guardiaris' simulators facilitate the widest range of training needs.

Compatible with NATO standards and protocols, Guardiaris systems can either form a network of interconnected trainers or be seamlessly integrated with other interoperable simulation systems.

GUARD: Simulation Software for Effective Training

GUARD ranks among the most advanced 3D graphics engines in the training and simulation industry. Through highly realistic environments, vast real geodata terrains, dynamic weather, artificial intelligence, true-to-life vehicle dynamics, accurate weapon ballistics, and full HLA interoperability, GUARD ensures superb immersion into training environments.

SAS Module: Shooter Analyses in Unprecedented Detail

Mounted on the picatinny rail of any modified real weapon or weapon replica, or installed inside a weapon replica, the SAS module ensures total weapon agnostics throughout Guardiaris training systems.

This patented and only non-laser-based solution gathers shooter data at an incredible level of efficiency and speed. The SAS module allows full freedom of movement, determines exact weapon position and orientation, shooter's movements, and precise shot and recoil detection in real-time. All this for a large number of devices simultaneously. Data is instantly available for qualitative analysis, resulting in rapid adaptation and personalisation of training plans.

Small Arms Tactical Trainer (SATT): For Constant Mission Readiness

SATT is a fully modular, multipurpose small arms indoor trainer that can be set up in any facility of appropriate size.



SATT's Projection Area, which consists of curved screen modules, is easily assembled into a projection wall of up to 300°. A five-screen shooting range for marksmanship, cylindrical layout for tactical training, or set up in shooting-house for special forces training. SATT is the perfect solution for limitless training diversity.

High-fidelity visual and aural feedback, coupled with a special sound floor that emulates physical shock factors of real battlefield situations, present shooters with unmatched realism and immersion.

Supplying Ground-Breaking Simulation Solutions

Guardiaris' equipment is used by armed forces on virtually every continent. Guardiaris acts as an OEM partner to some of the world's largest military corporations and as a direct supplier to a growing number of armies worldwide. The long list of customers and partners also includes high-tech companies that use Guardiaris products for various forms of skill-acquisition training.

Guardiaris Has Your Back Every Step of the Way

Guardiaris employs 70 dedicated professionals. The combination of proprietary software, hardware solutions, and a well-attuned team, allows Guardiaris to provide its customers with turn-key solutions in extremely short time-to-market.

Guardiaris' holistic approach to specific customer needs comes with comprehensive after-sales support. Guardiaris does not just meet your demands, we become your trusted partner.

Upgrade your training needs with our turn-key solutions.

CONTACT US

sales@guardiaris.com
+386 41 779 777
www.guardiaris.com

EXPERIENCE GUARDIARIS TRAINING SYSTEMS IN ACTION

Book a live online demonstration:

live@guardiaris.com



The Door of Our Chamber Is Open to You

The Chamber of Commerce and Industry of Slovenia (CCIS) is the largest independent, voluntary, non-profit association of companies in Slovenia. It was founded in 1851 and today boasts more than 6,000 member companies of all shapes, sizes, branches, and regional backgrounds. Our member companies contribute about 50% of gross value added of the Slovenian economy and generate 2/3 of sales in foreign markets. Business in Slovenia starts here!

What Can We Do for You?

The CCIS is the ideal **local partner** for foreign investors and business professionals. It can support and facilitate your entrance into the Slovenian market. It can help you search for **new contacts** and provide you with a wide range of useful business information.

If you are interested in doing business in Slovenia, the CCIS offers you **services** developed especially for your needs.

Looking for Partners in Slovenia?

The International Relations Department is the perfect contact point for anyone interested in working with Slovenian companies. Along with providing information on the Slovenian market, it also provides support to foreign enterprises and institutions in finding new partners. It is responsive, creative, and tirelessly modern. At the same time it makes sure that all its partners are treated as individuals, on a case by case basis.



What do you gain by knocking on the door of Slovenia's Chamber of Commerce and Industry?

1.
The most powerful representative of the Slovenian private sector

2.
A partner who stands by your side as you enter the Slovenian market

3.
A networking megahub, where best practices are freely exchanged

Market Intelligence

The CCIS provides a wide range of insightfully discerning information on the economic situation in Slovenia. This includes everything from economic indicators and trend forecasts to information on companies' credit ratings. You also get access to contacts for potential business partners.

The International Relations Department of the CCIS presents its activities and services for foreign companies on its website <https://businessslovenia.gzs.si/> and publishes a newsletter highlighting interesting sectors and groundbreaking business solutions in the Slovenian economy and offering the possibility of advertising for foreign and domestic companies.

Take advantage of the best business opportunities in Slovenia – make an offer or find a supplier. Foreign companies can register and search for trade inquiries through our special inquiry database BORZA (www.borza.org), where you can find both Slovenian and international business partners.

Go International

The CCIS is the primary meeting hub for Slovenian development and export-oriented enterprises, which are the very engine driving the core of development and innovation in the Slovenian economy. Our continuous interaction with foreign enterprises, institutions, and experts is converted into engaging activities like business delegations, educational and other major events, and B2Bs. It is our mission to provide you with our assembled information about inquiries on international markets, assistance in connecting Slovenian and foreign enterprises, and making your business experience here as productive and lucrative as possible.



**go international
slovenia**

Legal Framework

The CCIS can provide you with information about Slovenian legislation or offer you legal consulting on Commercial, Corporate, Property, Enforcement, and Labour Law, as well as information on public procurement and insolvency procedures.

SloExport: All Major Slovenian Companies in One Place

SloExport is a database catalogue containing information on more than 6,500 Slovenian exporters. It is a tool that will be of great assistance in seeking information on individual Slovenian companies.



Excellent SME Certification

In conjunction with the renowned global credit insurer COFACE, the Chamber of Commerce and Industry of Slovenia is issuing Excellent SME certificates to Slovenia's most successful small and medium-sized enterprises.

This certificate enables potential investors or business partners to verify a company's existence, its actual web address, and, most importantly, its creditworthiness.



Ljubljana Arbitration Centre

The Ljubljana Arbitration Centre is an autonomous and independent arbitration centre providing administrative services for the resolution of disputes between parties through arbitration, mediation, conciliation, and alternative forms of dispute resolution.



Promotion and Advertising

The CCIS offers several packages of promotional opportunities and advertising also to foreign partners to increase their visibility on the Slovenian market.



Environmental Protection

The CCIS can provide information on new and existing environmental legislation, and other environmental aspects, including exchanges of best practice and benchmarking through conferences, training activities, and individual consultations.

4.

An ecosystem of talented and capable professionals in Slovenia and abroad

5.

World-class consultants with vast knowledge and experience

6.

Priceless opportunities for data mining with access to countless databases

7.

Relevant, high-quality business information on markets and actors



Photo: CCIS

Business – Conference Centre

Our premises feature multipurpose halls, classrooms, and council rooms of all sizes and purpose, as well as an event hall with a view to Ljubljana Castle. All of them are equipped with state-of-the-art and user-friendly equipment, and can be rented by the hour, day, week, or even month. The same goes for offices with all necessary infrastructure.

Chamber of Commerce and Industry of Slovenia

www.gzs.si

info@gzs.si

+386 1 5898 000



Total Disinfectants

Iza Effect disinfectants are designed for total disinfection, are not classified as harmful disinfectants and are biodegradable. Their Decon Classic and Decon Mini portable sanitisers can disinfect the entire room they are located in.

Total disinfection means that Iza, d. o. o.'s product range includes items that can be used to disinfect skin and a wide range of different types of surfaces, and to disinfect entire rooms using cold fogging. The products are designed for personal use (disinfection of skin and elimination of mould) and use in public spaces (healthcare, tourism, wellness, sport, caravanning, boating, educational institutions, passenger and freight transport vehicles, private houses – bedrooms, baths, farming, agriculture, viticulture, etc.), and in industry.

Iza Effect disinfectants are not classified as harmful disinfectants and are biodegradable. They neutralise unpleasant organic odours, and are colourless and odourless. The company continually updates their formula and seeks new ways of satisfying user needs. Iza Effect

disinfectants have demonstrated their effectiveness in tests on bacteria, fungus, mould, spores and viruses. They particularly focus on elimination of indoor moulds, which in addition to bacteria and viruses is the most common cause of human malaise.

Iza Effect – Decon Classic and Decon Mini Aerosol Room Sanitisers

The Decon 250 and Decon Mini portable room sanitisers are ergonomically designed devices that produce a disinfectant spray capable of disinfecting the room where the device is located. Due to their simplicity and small size, the Decon 250 and Decon Mini can be used for disinfection of spaces in pharmacy, healthcare, hotels, food service establishments, senior living facilities, commercial buildings, cars, rescue vehicles, trains, airplanes, farming, agriculture, viticulture, and industrial facilities where adequate microbiological hygiene is required.

The device produces a disinfectant spray by pumping disinfectant through specially designed nozzles. The key to



effective disinfection of a room is the distribution of the disinfectant throughout the room. The device has an excellent aerosol system with an appropriate spray angle and the optimal disinfectant droplet size, which provides good homogenisation of the space. The device's key advantages are optimal disinfectant distribution, high efficiency, ergonomic design, stainless construction, wet-sanded metal surfaces, silent operation, damage resistance and ease of operation.

+386 51 308 358
info@izaeffect.si
www.izaeffect.si



Use biocides safely. Always read the label and product information before use.

NEW BUSINESS? ALL ARRANGED.



Merkur is a leading DIY retailer in Slovenia with more than 230 mio annual revenue, welcomes its customers in 23 stores, employs 1400 people and gathers 125 years of experience in connecting Europe's best suppliers and world-known brands. In order to keep striving for highest business standards we are always open for cooperation with new potential partner. Make the first step in expanding your business and don't hesitate to contact us.

www.merkur.si info@merkur.si

MERKUR

KOROŠKA

REGION OF TRADITION
REGION OF THE FUTURE



Koroška is one of the 12 Slovenian regions and covers 5,15% of the whole Slovenia. Koroška has 70,000 inhabitants and it is considered as one of the oldest industrial regions. The main advantages of the Koroška region are: the development of tourism, well - developed corporate sector and some processing companies.

The vicinity of the Austrian border gives a great opportunity for the economy, entrepreneurship and cross border cooperation.

Why choose and invest in the Koroška region?

Great geostrategic position:

- located in the heart of Europe;
- bordering Austria;
- the vicinity of motorway (AT Koroška);
- the vicinity of airports.

High quality of living:

- unspoiled nature;
- Koroška is often compared to Switzerland and Austria;
- low living costs;
- one of the safest regions in Europe.

Leading areas:

- metalworking, machine engineering, and tool industry;
- forestry and wood industry;
- tourism.



Excellent business locations:

- the purchase price for developed land starts at EUR 25.00 /m²;
- the price for renting manufacturing incubator starts at EUR 0.80 /m²/month;
- the price for renting office incubator starts at EUR 1.00 /m²/month;
- a portal with commercial property listings with updated information on locations.

Active support from local communities and other business entities:

- free and updated information for potential investors;
- proactive help with documentation;
- assistance in finding additional sources of funding and subsidies;
- a vast network of business partners and support institutions.



RRAKOROŠKA

REGIONALNA RAZVOJNA AGENCIJA ZA KOROŠKO

Foto: Tomo Jeseničnik | Arhiv RRA Koroška | 123rf.com | pixabay.com

RRA Koroška d.o.o.
Meža 10
2370 Dravograd
Slovenia

T: +386 (0)59 085 190
E: info@rra-koroska.si
E: info@investkoroska.si
I: www.investkoroska.si

List

100 Biggest Exporters of Manufacturing Goods

Ranking	Company	Sales in EUR million	% of sales on foreign markets	Number of employees	Net profit/loss for financial year, EUR m
1	REVOZ D.D.	1.799,1	98,4	3.212	24,2
2	LEK GROUP	1.518,6	97,2	4.994	127,0
3	KRKA GROUP	1.493,4	93,8	11.484	244,3
4	GORENJE GROUP	1.230,8	90,6	11.098	-56,0
5	SIJ GROUP	767,4	84,6	3.800	44,9
6	IMPOL 2000 GROUP	683,2	94,2	2.393	23,8
7	KOLEKTOR HOLDING GROUP	817,2	60,9	5.494	22,4
8	ADRIA MOBIL GROUP	476,5	95,4	1.875	44,8
9	HELLA SATURNUS SLOVENIJA D.O.O.	403,3	97,3	1.908	29,4
10	TAB GROUP	337,9	96,7	1.557	25,9
11	BSH HIŠNI APARATI D.O.O. NAZARJE	339,3	91,5	1.138	13,1
12	LTH CASTINGS GROUP	307,2	99,6	3.149	39,9
13	HELIOS GROUP	322,7	88,8	1.741	23,7
14	TALUM GROUP	317,0	84,1	1.530	0,7
15	MAHLE ELECTRIC DRIVES SLOVENIJA D.O.O.	253,4	95,6	1.926	-23,4
16	HIDRIA HOLDING GROUP	261,8	90,4	2.010	10,7
17	UNIOR GROUP	256,0	85,2	3.018	10,4
18	AQUAFILSLO D.O.O.	217,6	99,8	876	2,9
19	ODELO SLOVENIJA D.O.O.	207,1	99,8	1.365	7,8
20	CARTHAGO D.O.O.	205,7	100,0	775	5,2
21	PERUTNINA PTUJ GROUP	285,0	67,8	3.578	25,4
22	GOODYEAR DUNLOP SAVA TIRES D.O.O.	225,9	83,6	1.575	8,0
23	CIMOS D.D.	184,9	96,0	719	-1,0
24	CABLEX GROUP	167,3	95,2	3.037	9,9
25	KOLIČEVO KARTON, D.O.O.	170,7	92,1	394	19,6
26	CINKARNA CELJE, D.D.	172,6	89,1	875	21,4
27	BOXMARK LEATHER D.O.O.	149,0	99,7	1.468	-4,8
28	ISKRAEMECO GROUP	150,0	95,8	743	6,7
29	CONTITECH SLOVENIJA GROUP	136,7	99,6	680	12,3
30	DOMEL HOLDING GROUP	144,1	91,8	1.302	6,3
31	ADK D.O.O.	130,5	98,7	655	8,6

Ranking	Company	Sales in EUR million	% of sales on foreign markets	Number of employees	Net profit/loss for financial year, EUR m
32	AKRAPOVIČ GROUP	129,2	98,9	1.116	17,2
33	RASTODER GROUP	193,8	65,6	479	11,1
34	ETI GROUP	134,0	92,0	1.614	6,8
35	PALFINGER D.O.O.	121,3	95,8	680	3,6
36	CALCIT GROUP D.O.O.	124,9	92,0	241	10,4
37	PLASTA GROUP	168,2	67,4	922	13,6
38	DANFOSS TRATA, D.O.O.	118,9	93,8	496	7,8
39	ATLANTIC DROGA KOLINSKA D.O.O.	171,0	63,9	465	23,5
40	GKN DRIVELINE SLOVENIJA, D.O.O.	107,6	96,3	413	5,1
41	TRELLEBORG SLOVENIJA, D.O.O.	112,9	91,5	817	11,4
42	NOVEM CAR INTERIOR DESIGN D.O.O.	100,3	99,9	848	0,2
43	ELRAD INTERNATIONAL D.O.O.	109,1	91,1	537	8,6
44	TRIMO GROUP	108,7	89,1	471	4,8
45	VIPAP GROUP	102,5	90,4	466	-2,1
46	ADIENT SLOVENJ GRADEC D.O.O.	93,9	98,4	666	3,4



Mlinska ulica 5, 9220 Lendava, Slovenia

info@nafta-strojna.si

tel: +386 2577 22 06

www.nafta-strojna.si

NAFTA Strojna specialises in the design, manufacture, installation and maintenance of equipment in the energy, oil, chemical and pharmaceutical industries.



The company boasts many references in its field and holds the following certificates:

- HPO and AD 2000 for pressure vessels
- SIST EN 1090-1:2009
- ISO 3834-2
- Welding Procedure Qualification Record according to SIST EN ISO 15614-1 and EU directive 97/23/EU
- Welders certificates according to SIST EN ISO 9606-1, SIST EN ISO 14732 and AD 2000 MERKBLATT HP 0
- ISO 9001; ISO 45001
- Installation and maintenance of Ex equipment in accordance with the ATEX directive 2014/34/EU



Ranking	Company	Sales in EUR million	% of sales on foreign markets	Number of employees	Net profit/loss for financial year, EUR m
47	PAPIRNICA VEVČE D.O.O.	102,4	90,1	34	0,4
48	ELAN GROUP	95,1	92,7	755	1,5
49	INTERBLOCK GROUP	93,2	93,7	411	4,5
50	TPV GROUP	149,9	56,7	1.169	3,1
51	ISKRATEL GROUP	116,5	72,6	860	4,2
52	ISKRA MEHANIZMI HOLDING GROUP	91,5	90,6	774	2,5
53	FILC D.O.O.	87,6	92,9	371	10,6
54	ISKRA GROUP	116,4	69,0	1.244	10,6
55	FRUTAROM ETOL GROUP	90,7	87,8	342	16,2
56	JUB GROUP	113,2	69,7	784	6,5
57	DON DON GROUP	108,2	70,9	1.685	2,6
58	ŠTORE STEEL D.O.O.	112,8	67,1	529	2,9
59	WEILER ABRASIVES GROUP	78,6	93,0	777	0,5
60	ARCONT D.D.	72,2	99,1	662	2,3
61	STARKOM D.O.O.	71,4	98,3	294	0,3

your speciality paper
partner of choice

www.goricane.si



GORIČANE, TOVARNA PAPIRJA MEDVODE, D. D.
LADJA 10, SI-1215 MEDVODE

T +386 1 58 23 400
F +386 1 36 12 804
E goricane@goricane.si
W www.goricane.si



Ranking	Company	Sales in EUR million	% of sales on foreign markets	Number of employees	Net profit/loss for financial year, EUR m
62	EBM-PAPST SLOVENIJA D.O.O.	70,6	98,9	415	1,5
63	G4 GROUP	141,1	47,8	872	13,4
64	LJUBLJANSKE MLEKARNE D.O.O.	175,6	37,9	606	8,1
65	PALOMA GROUP	80,6	82,3	560	1,6
66	PAPIRUS GROUP	74,2	88,4	212	1,2
67	SILKEM PLUS GROUP	69,5	92,1	237	4,9
68	STEKLARNA HRASTNIK GROUP	64,9	96,8	630	7,4
69	TBP TOVARNA BOVDENOV IN PLASTIKE GROUP	66,0	93,3	1.059	2,2
70	ITW APPLIANCE COMPONENTS D.O.O.	73,2	83,6	288	9,4
71	INCOM D.O.O.	65,4	90,4	396	4,2
72	RIKO, D.O.O.	95,0	62,0	135	0,1
73	SILIKO D.O.O.	70,0	84,0	387	4,4
74	TKK D.O.O.	65,7	88,5	233	6,6
75	DANI AFC D.O.O.	57,7	99,8	390	0,2



www.makop.si

With our help, you get the plastic product tailored to suit you.



Injection molding of plastic

- For the automotive industry
- For the electrical appliance industry
- For the household appliance industry
- Manufacture of injection molds
- Project management

We offer you an end-to-end solution. You send us the drawing and we take all necessary steps that your product can be mass-produced.

We offer you:

- o Thermoplastic injection molds
- o Assembly or completion of components
- o Manufacture of injection molds

We are specialized in injection molding of:

- Sophisticated measuring products
- Products with inserts (metal, sensors)
- Aesthetically appealing products

We as well can install injection molded products during the process or complete them into individual components.

We mostly use the following materials: PA, PBT, SAN, POM, PP, TPE, PC, ABS, PMMA. Our manufacturing process makes the traceability of products possible and guarantees the high quality of injection molded products. Measuring of the products takes place in our own measuring laboratory. Our tool manufacture developed through the manufacturing of tools for our own use and for external customers.

Company

- o We process plastics since 1984
- o 4000 m² production area at two locations
Domžale branch, Kozje branch
- o Modern machine park; 26 injection molding machines with clamping forces of 50t to 550t
- o In-house tool manufacture
- o Fireproof tool storage
- o Injection molding of more than 500 different products
- o ISO 9001:2015

Our yearlong tradition and rich experience and expertise make us a reliable partner for our customers who at all times can expect rapid response, flexibility and high-quality service from us.

Ranking	Company	Sales in EUR million	% of sales on foreign markets	Number of employees	Net profit/loss for financial year, EUR m
76	INOTHERM D.O.O.	60,8	93,4	240	9,8
77	FOTONA GROUP	55,0	98,9	301	11,6
78	SOGEFI FILTRATION D.O.O.	52,6	99,8	329	1,8
79	MSIN GROUP	100,1	51,6	898	19,3
80	LESONIT D.O.O.	50,0	95,2	136	3,3
81	SEVEN REFRACTORIES D.O.O.	47,5	98,7	84	2,7
82	COMTRADE LJUBLJANA GROUP	70,5	65,0	651	10,4
83	WALSTEAD LEYKAM TISKARNA D.O.O.	50,8	89,8	103	1,3
84	SALONIT ANHOVO GROUP	86,6	52,6	350	14,9
85	GRAMMER AUTOMOTIVE SLOVENIJA PROIZVODNJA DELOV NOTRANJE OPREME D.O.O.	45,2	100,0	259	1,0
86	VIP VIRANT, D.O.O.	45,8	98,3	124	0,1
87	ETA D.O.O. CERKNO	44,7	97,5	805	2,1
88	INTERSOCKS D.O.O., KOČEVJE	45,1	95,1	140	2,4
89	GEBERIT PROIZVODNJA D.O.O.	43,3	99,2	269	4,9



OMCO Metals Slovenia is a leading supplier of castings for the glass industry worldwide and manufactures technical castings for various industries and in a wide variety of alloys. We are proud to be part of the OMCO Group with 9 factories in 8 countries and over 2.100 employees.



OMCO Metals Slovenia d.o.o.

Cesta Žalskega tabora 10
SI-3310 Žalec, Slovenia

T +386 37 131 300
F +386 35 717 292

E sales@omcometals.com
S www.omcometals.com



Always moving forth.

Ranking	Company	Sales in EUR million	% of sales on foreign markets	Number of employees	Net profit/loss for financial year, EUR m
90	KLS LJUBNO D.O.O.	45,5	94,3	246	10,8
91	MELAMIN D.D. KOČEVJE	49,4	86,3	178	3,2
92	FINIKS GROUP	42,7	99,7	483	0,3
93	STEKLARNA ROGAŠKA D.O.O.	44,4	95,4	790	1,3
94	MAKSIM GROUP	55,4	76,5	354	7,6
95	KOVIS D.O.O.	43,2	96,3	151	3,4
96	FARMTECH D.O.O.	47,4	86,0	338	0,8
97	JUTEKS D.O.O.	42,4	96,0	159	4,5
98	PIVOVARNA LAŠKO UNION D.O.O.	156,5	25,9	605	24,4
99	BRINOX D.O.O.	49,4	81,9	232	2,2
100	LIVAR, D.D.	49,8	80,1	544	-2,8

Data source: audited and consolidated annual companies' and groups' reports for 2019, AJPES, database

Ranking methodology: by sales revenues generated on foreign markets in 2019. Companies and groups that are parts of larger groups were excluded. We also excluded certain holding companies that do not represent the real economy. Retail, energy, telecommunications and transport sector's companies/groups were also excluded.

Aluminium Kety Emmi d.o.o.

"For aluminium with glance!"



aluminium kety
emmi

The German market, along with the Austrian market, is of great importance to Aluminium Kety Emmi d.o.o., as well as for the entire Grupa Kety. We already supply many companies, including industry leaders, with visible aluminium components and assemblies, with sophisticated surface treatments and in combination with other materials. We offer our customers a wide range of support and expertise, from the development phase of their end product to reliable, punctual and high-quality supply of series production. Market proximity and electronic data exchange contribute to the prompt clarification of the challenges and supply according to their production.

Production of numerous and diverse semi-finished products, assemblies elements and products manufactured through

- mechanical and surface treatment (own anodising plant) of extruded aluminium profiles,
- assembly of aluminium components with other materials (metal, plastic, wooden elements, glass) and
- cold forming - profiling of thin-walled aluminium, steel and copper belts.

Supply of companies of diverse industrial branches:

**HOUSEHOLD
APPLIANCE INDUSTRY,**

**MEDICAL ENGINEERING AND
EQUIPMENT INDUSTRY,**

**FURNITURE
INDUSTRY,**

- Kitchen furniture
- Office furniture
- Bathroom furniture
- Garden furniture

ELECTRICAL INDUSTRY,

**AUTOMOTIVE INDUSTRY
AND VEHICLE INDUSTRY,**

CONSTRUCTION INDUSTRY, ETC.





MORE THAN
1000 DIFFERENT
PRODUCTS IN STOCK

**Are you looking for standard technical parts or
special solutions for various use?**

We offer you an extensive, across sectors standard range of technical plastic and hybrid products (metal, plastic).

PLASTIC INJECTION MOLDING

YOUR RELIABLE, FLEXIBLE AND INNOVATIVE PARTNER FOR TECHNICAL PRODUCTS THAT MATTER.

40th

Competence and more than 40 years of experience in the production of technical plastic items using the injection molding process.



alpos alu

Serial and project-based manufacturer of aluminium products

Tradition and knowledge – our basic advantages

ALPOS ALU aluminium products are manufactured in accordance with the European standards regularly approved and reviewed by European organisations. ALPOS ALU-branded products are renowned for being synonymous with quality and customer satisfaction.



ALPOS ALU d.o.o.
Cesta Kozjanskega odreda 29b
SI-3230 Šentjur
SLOVENIA

T: +386 3 74 62 750
F: +386 3 74 62 770
E: info@alpos.si
www.alpos.si

List

50 Fastest-Growing Exporters of Manufacturing Goods and Services

Ranking	Company	Growth index of net sales on foreign markets (2019/2014), %	Sales in EUR million	% of sales on foreign markets	Number of employees	Net profit/loss for financial year, EUR m
1	BRINOX D.O.O.	560	49,4	81,9	232	2,2
2	PERUTNINA PTUJ GROUP	533	285,0	67,8	3.578	25,4
3	COMITA D.D.	423	37,4	100,0	22	2,4
4	SIJ RAVNE SYSTEMS D.O.O.	391	46,9	68,9	518	-0,9
5	BELIMED D.O.O.	375	40,7	96,6	223	0,7
6	REM D.O.O.	317	36,0	71,7	178	3,3
7	MDM D.O.O.	307	56,8	44,0	121	2,1
8	MAROVIT D.O.O.	307	30,9	95,6	262	1,3
9	PLASTA GROUP	306	168,2	67,4	922	13,6
10	CETIS GROUP	300	66,4	45,5	610	4,5
11	PLASTOFORM GROUP	282	141,1	47,8	872	13,4
12	ROSENBAUER, D.O.O.	281	26,1	78,1	138	2,5
13	STILLES D.O.O.	276	32,6	86,9	283	0,8
14	NEKTAR NATURA D.O.O.	272	25,1	65,6	100	5,2
15	PIRNAR D.O.O.	259	34,6	87,5	91	1,7
16	ELRAD INTERNATIONAL D.O.O.	253	109,1	91,1	537	8,6
17	VARIS LENDAVA D.O.O.	252	31,4	99,5	226	2,3
18	TOMPLAST, D.O.O.	251	52,4	59,7	354	1,8
19	REVOZ D.D.	240	1.799,1	98,4	3.212	24,2
20	MAKSIM GROUP	239	55,4	76,5	354	7,6
21	INCOM D.O.O.	238	65,4	90,4	396	4,2
22	NOVEM CAR INTERIOR DESIGN D.O.O.	235	100,3	99,9	848	0,2
23	POČKAJ D.O.O.	232	22,0	99,7	112	0,4
24	ISKRAEMECO GROUP	231	150,0	95,8	743	6,7
25	SEVEN REFRACTORIES D.O.O.	231	47,5	98,7	84	2,7
26	INTRA LIGHTING D.O.O.	225	33,5	88,0	120	3,3
27	TEHNOS D.O.O. ŽALEC	225	16,4	81,8	98	0,7

Ranking	Company	Growth index of net sales on foreign markets (2019/2014), %	Sales in EUR million	% of sales on foreign markets	Number of employees	Net profit/loss for financial year, EUR m
28	SYSTEMAIR D.O.O.	224	22,7	62,5	137	2,1
29	OMEGA AIR D.O.O. LJUBLJANA	224	25,3	73,8	268	0,1
30	VITIVA D.D.	223	18,3	96,0	90	2,0
31	GEA D.O.O.	222	30,6	43,7	94	0,8
32	SILIKO D.O.O.	222	70,0	84,0	387	4,4
33	PIVOVARNA LAŠKO UNION D.O.O.	221	156,5	25,9	605	24,4
34	ADRIA TEHNIKA, D.O.O.	218	32,1	85,3	247	-0,7
35	INTERBLOCK GROUP	213	93,2	93,7	411	4,5
36	CARTHAGO D.O.O.	213	205,7	100,0	775	5,2
37	SIP, D.D. ŠEMPETER V SAVINJSKI DOLINI	212	33,6	81,4	238	3,5
38	ETI GROUP	209	134,0	92,0	1.614	6,8
39	ISKRA ISD GROUP	209	43,2	65,8	530	2,2
40	ADRIA DOM D.O.O.	208	35,9	92,0	239	4,1

Valuable support for the Slovenian and international tool industry



Since its foundation in 2006, our company produces a wide range of customizable tool frames and plates. We also offer our customers additional services such as CNC machined tool plates.

We are the market leader in Slovenia and, due to our rapid growth in recent years, have been awarded several times for the fastest growing company as the "Gazelle of the Primorsko-notranjska Region" and in 2015 as the "Bronze Gazelle of Slovenia". Since 2017, we are also holder of the Platinum Creditworthiness AAA Certificate of Business Credibility issued by the international company Bisnode.

Our goal is to remain the leading supplier of tool plates in the Slovenian market and to emerge as one of the main suppliers in the tool manufacturing industry in Europe.

Our main product line includes

- Custom-made tool plates of non-standard dimensions up to dimension 3000 x 2000 mm and weight up to 10 tons
- Standard tool plates (A-B-C program)
- CNC machined tool frames for all tool types up to the size 3000 x 2000 mm for
 - plastic injection
 - aluminium die-casting
 - rubber injection
 - bending tools
 - cutting tools
 - deep drawing
 - machine building



Ranking	Company	Growth index of net sales on foreign markets (2019/2014), %	Sales in EUR million	% of sales on foreign markets	Number of employees	Net profit/loss for financial year, EUR m
41	GOSTOL-GOPAN D.O.O. NOVA GORICA	204	26,3	98,3	199	1,3
42	AREX D.O.O. ŠENTJERNEJ	199	16,1	77,6	113	1,2
43	TERMIT D.D.	198	20,2	71,2	252	0,0
44	ILMEST D.O.O. NOVA GORICA	198	22,8	99,4	155	0,3
45	KOVIS-LIVARNA D.O.O.	192	25,5	65,9	217	1,2
46	RLS MERILNA TEHNIKA, D.O.O.	190	24,4	94,2	200	3,5
47	FOTONA D.O.O.	190	55,0	98,9	279	11,6
48	ADRIA MOBIL, D.O.O. NOVO MESTO	190	406,5	98,5	1.085	35,8
49	K.K. KRAS KABINE D.O.O.	188	16,0	98,6	42	0,0
50	TEM ČATEŽ, D.O.O.	187	16,7	66,5	134	2,3

Source of data: audited and consolidated annual companies and group' reports for 2019 and 2014, AJPEŠ, database

Ranking methodology: by relative growth of sales on foreign markets in 2019 compared to 2014. Initial minimum of sales on foreign markets at EUR 5 m in 2014. Companies and groups that are parts of larger groups were excluded as well as certain holding companies that do not represent the real economy. Retail, energy, telecommunications and transport sector's companies/groups were also excluded.



LINKINBUSINESS

We are a chemical trading company that understands your needs. In today's world of quick changes we provide more than just products. We bring in new thinking, creativity and numerous business opportunities.

Lukem has partners across the globe so while analysing global happenings our services incorporate in-depth knowledge of regional markets. The above reflects in a first-class business experience our clients enjoy.

We are specialized in raw materials for:

- Paint Industry
- Synthetic Resins
- Detergent Industry
- Fibreglass Industry
- Food Industry / others



LUKEM d.o.o. Phone: +386 1 244 32 91-3
 Tiranova ulica 38 Fax: +386 1 244 32 96
 1000 Ljubljana, Slovenia e-mail: lukem@siol.net



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 regular monitoring from COFACE Adriatic. In parallel, the SafeSigned™ website technology prevents copying the "Excellent SME" quality seal and use on any other website.

Main results

Until now, over 2000 companies were certified as Excellent SMEs, in Slovenia, Serbia, Montenegro, Romania, Hungary, North Macedonia and Bulgaria.

www.excellentsme.com



GZS
go international
slovenia

BUSINESS WORLD AT A GLANCE

Our services. Your trip to success

- Individual meetings made just for your company
- Organization of events for various target groups
- Seminars, workshops and business delegations
- Expertize in several fields
- Consultation
- Finding selected contacts and new business partners
- Strengthen your export

**YOUR BEST
ENTRY POINT
FOR DOING
BUSINESS
WITH SLOVENIA**

Index

A

Adria Dom 130, 131
Adria Mobil 102
Alpina 76
Aquafil 67
Arex 179
Atlantic Droga Kolinska 111, 112, 114

B

Bank of Slovenia 68
Baril 112
Better 135
BIA Separations 45
BIJOL 102
Bisol 117, 118
BMZ 45
Bosch 142
BSH Hišni aparati Nazarje 69, 115
BYRA 112

C

C-ASTRAL 179

CETIS 173, 174

Chamber of Agricultural and Food Enterprises 111, 115
Chamber of Commerce and Industry of Slovenia 29, 45, 111, 115, 182, 183
Coca-Cola HBC 114
Comark 94
Costella 114
Cosylab 169

D

Dana 114
Danfoss Trata 121
Datalab 153, 154
Deltahub 48
Dewesoft 178
Domel 45, 71
Don Don 114
DS Smith 40
Dubai EXPO 30
Duol 28

E

Ekolat 114
Ekstera 132
Elrad 141
Emsiso 45
ETI 142, 148
Euro Plus 154
Evergreen 122
Evrosad 112

F

Faculty of Mechanical Engineering 45
FerroČrtalič 37, 38
Fructal 114

G

Garden Village Bled 108
GIZ GOIS 177, 178
Globelink 90
GO4GOAL 48
GoodPlace 108
Green Gold 112
Guardiaris 178

H

Haler 112
Hidria 99, 101
Hlebček 114
Hmezad 113
Hoppris 113
Hrastnik Glassworks 122

I

Incom 45, 112
INO Brežice 72
Inotherm 129
Intereuropa 91
International Institute of Gastronomy, Culture, Arts and Tourism 106
International Relations Department 29, 30
Intra Lightning 38
IRM 151, 152
Iskraemeco 37, 142
Iskratel 52, 145, 146, 148
Izoelektro 122
Izvozno Okno 27

J

JUB 40

K

Klet Goriška brda 112
Kofein Dizajn 137
Kolektor 102
Krka 46, 167, 168, 170
Kronoterm 118, 122
Kuehne + Nagel Group 29

L

LECAD design lab 45
Ledinek Engineering 132
Lek 167, 168
Lek Pharmaceuticals 46
Livar 71
Liverpool John Moores University 135
Ljubljanske mlekarne 112, 114
Lobik 112
Lonely Planet 108
Loo-bla-nah 112



Professional Metal Products Since 1988

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

Holding ISO 9001-2015 certification, the Tržič-based MALI-E-TIKO manufactures components for, amongst others, the electronics and car industries, as well as elements for commercial vehicles and construction equipment.

Electronics

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

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

Heavy-duty Equipment

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

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

Product Development

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

Partners in Germany, Austria and Italy

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

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

Loška mlekarna 114
LTH Castings 71
Lumar 126
Lumil 132

M

Mariborska pivovarna 112
Marjan Simčič 112
Marles 125, 126
Meja Šentjur 112
Mercator IP 114
Merkur 130
MESI 136
Metra 146, 147
Michelin 106
Mil Sistemika 178
Ministry of Economic Development and Technology 108
Ministry of Foreign Affairs 27, 28
Mirosan 112
Mlekarna Celeia 114
Mlekarna Krepko 114
Mlekarna Planika 114
Mlinopek 114
Mlinotest 114
Modularis Teh 46

Mol 95
Movia 112
M Sora 51, 129, 130

N

Nektar Natura 114
NiceLabel 154
Novartis 46, 167, 168
Numip 163

O

Oxford Health 135

P

Panvita 112
Paradajz 115
Pekarna Pečjak 114
Perutnina Ptuj 112
Petrol 95, 118, 121
Pharsol 46, 53
Pivovarna Laško Union 112, 113, 114
Pivovarne Vizir 112
Podkrižnik 45, 72
Pomurske mlekarnice 114
Port of Koper 89, 90, 93
Pošta Slovenije 92, 93, 95, 96

Puklavec Family Wines 112

Q

QLECTOR 72

R

Racon 112
Radeče Papir Nova 163
Radenska 114
Radgonske gorice 112
RC Jesenice 163
RC Nela 148
Red Dot 38
REM 126, 132
Rihter Homes 131
Robotina 154
Roto 47

S

Sandoz 46, 168
Savinjska pivovarna 112
Ščurek 112
Seven Refractories 157
SIJ 160
SIJ Acroni 163
SIJ Metal Ravne 160, 163
SIJ Ravne Systems 164
SIQ 41

Skaza 38, 39, 52
SkyNet 90
Slohops 113
Slom 112
Slovenian Steel Group 67, 68
Slovenian Tourist Board 105
Spar Slovenija 114
SPIRIT Slovenia 33, 34
SRIP MATPRO 157
Stem 161
S&T Group 145
Stihl 142
Strele BV 112
Styrhop 113

T

Talum 158, 159
Taste Slovenia 106
TBP 99, 101
Tecos 162
Telekom Slovenije 145
TIK 47
Time brewery 112
Titus Technologies 132
TKK 80, 82, 83
Tour de France 75

Tovarna pivovarna 112
TPV AUTOMOTIVE 47
Trbovlje Cultural Centre 48
Trbovlje Secondary Technical and Vocational School 48
Trimmo 126, 129

V

Vinakoper 112
Vinakras 112
Vinska klet Marof 112
Vipi 114
Vital Mestinje 114

W

WEILER Abrasives 48
World Travel and Tourism Council 105
World Travel Market 108

X

XLAB 152

Z

Žito 112, 114

LIMOS

SLAUGHTER AND PROCESSING LINES / DESIGN AND PRODUCTION

www.limos.si

Limos has built its reputation based on individual approach, through machine design, construction and line automation, including installation, training and maintenance of slaughterhouse equipment in the Balkans, Eastern Europe and Eurasia.

Backed by vast experience and its own R&D Limos can offer competitive solutions adjusted to market specifics on turnkey basis. Targeting expansion to new markets we are looking for new partners for a long term cooperation in meat industry.



LIMOS d.o.o., Kidričeva c. 51, 4220 Škofja Loka, Slovenia, Tel.: +386 4 513 43 33, E-mail: info@limos.si



DOING BUSINESS IN SLOVENIA?

GET YOUR **BUSINESS INTELLIGENCE** FROM OFFICIAL SOURCES.



Business public records



One-stop shop for business



Annual reports



Financial data

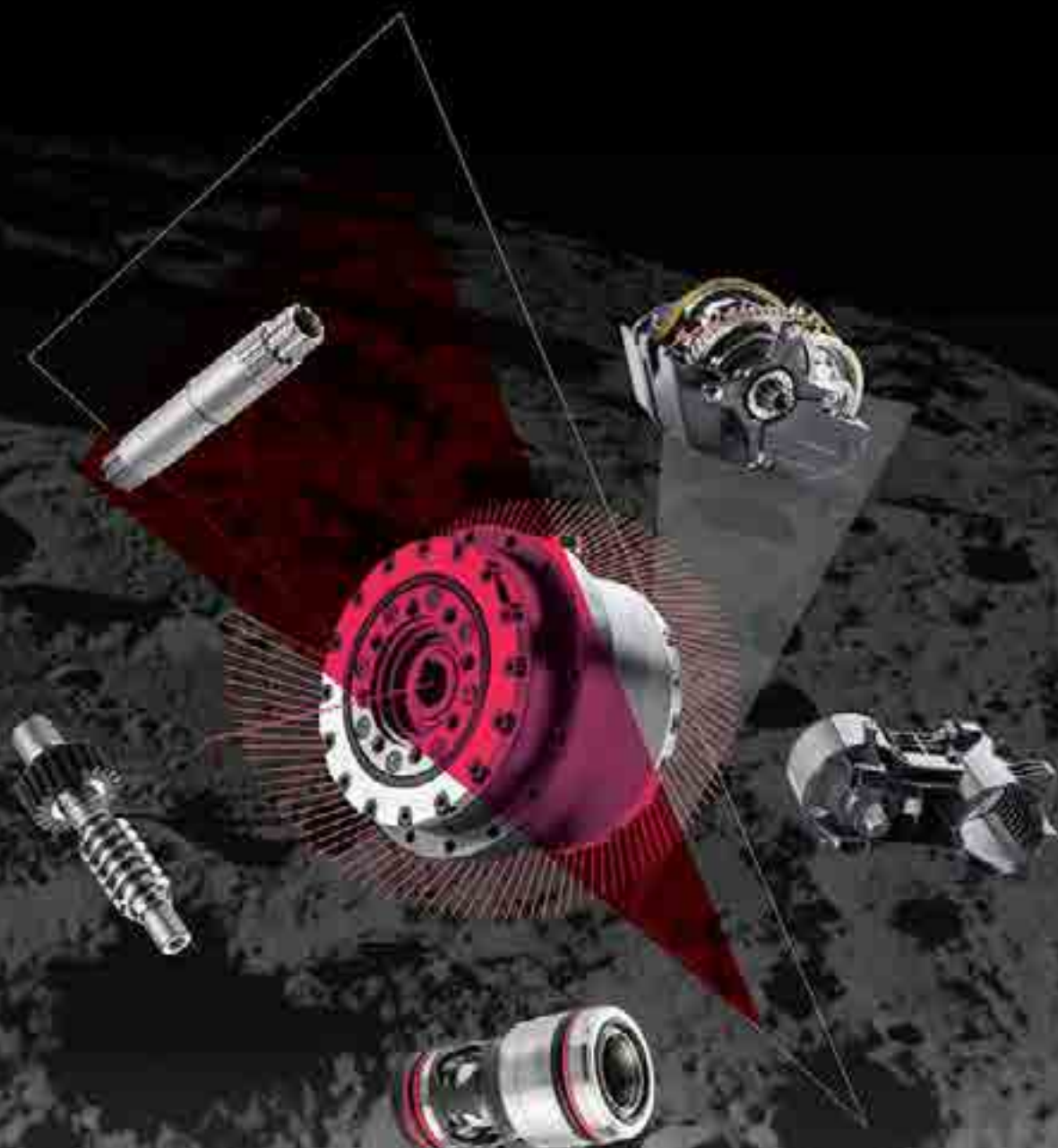


S.BON Credit ratings



LEI

We build knowledge for the future.



www.podkriznik.si



PODKRIŽNIK
group

INTELLIGENT **DRIVE
SOLUTIONS**

PODKRIŽNIK D.O.O. | Loke 33 | SI-3333 Ljubno ob Savinji | Slovenia
Tel.: +386 3 839 15 30 | E-mail: info@podkriznik.si



I FEEL
SLOVENIA

SLOVENIA. MY WAY OF GETTING INSPIRED.

Slovenia is one of the greenest countries in the world. Getting up-close and personal with nature doesn't get any better than this. Everywhere you go, green forests, charming meadows, pure waters or pristine mountains are just a few steps away.

#ifeelsLOVEnia
#myway

www.slovenia.info