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Edition South East Europe

Discover Slovenia

October 2018



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Discover Slovenia

South East Europe

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Slovenia Has Found a Winning Formula

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

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 The economy was highly indebted, in many places outdated, and too slow to respond to changes in demand and the large developmental advances being made elsewhere.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

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

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

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

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

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



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Samo Hribar Milič, Editor in Chief



Photo: slovenia.info

Slovenia

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Official name: Republic of Slovenia
Capital: Ljubljana
Political system: parliamentary republic
Head of state: Borut Pahor (president)
Head of government: Marjan Šarec
Administrative divisions: 212 municipalities, of which 11 have urban status; 12 statistical regions combined into two cohesion regions (Western Slovenia and Eastern Slovenia)
Area: 20,273 km²
Population: 2,067,284 (1 April 2018)




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

Source: Statistical Office of the Republic of Slovenia

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Virtually All of Slovenia's Largest Companies Are Present on the Markets of SE Europe

Slovenia has several competitive advantages in the region due to its shared history, familiarity with business practices and established business contacts, knowledge of languages and brand recognition.

Ana Vučina Vršnak

The countries of South-Eastern Europe, especially the countries of the Western Balkans, which include Croatia, Bosnia and Herzegovina (BiH), Serbia, Montenegro, Kosovo, Macedonia and Albania, are important economic partners of Slovenia. However, these countries' markets cannot be dealt with as a package, as they have different economies, with which Slovenia has been intensively cooperating for many years, according to the Slovenian Ministry of Foreign Affairs. The ministry notes that practically all of Slovenia's larger companies are present on these markets, while recently increasing numbers of micro, small and medium-sized enterprises have been appearing in the marketplace. These smaller companies focus on niche markets and due to competition

are looking for new opportunities to internationalise their production.

According to the foreign ministry, the region is made up of countries in which Slovenia has several competitive advantages due to its shared history, familiarity with business practices, knowledge of languages, and brand recognition and business contacts from the past.

Record Levels of Trade With Croatia

According to statistical data, Slovenia's level of merchandise trade with Croatia is higher than its trade with all of the other countries of the Western Balkans combined.

Trade between Slovenia and Croatia has been marked by a continuous growth trend over the last

Merchandise trade between Slovenia and Croatia 2007–2017 (EUR million)

Year	Total	Exports	Imports	Balance
2007	2,416.55	1,567.52	849.02	718.50
2008	2,526.97	1,694.09	832.86	861.23
2009	1,870.97	1,241.06	629.91	611.15
2010	1,966.32	1,220.77	745.55	475.22
2011	2,238.17	1,375.56	862.6	512.96
2012	2,300.15	1,356.70	943.45	413.25
2013	2,506.28	1,441.50	1,064.78	376.72
2014	2,859.00	1,774.97	1,084.03	690.94
2015	3,241.10	1,870.90	1,370.20	500.70
2016	3,582.96	2,072.27	1,510.27	562.00
2017	3,758.18	2,249.11	1,509.07	740.04
6m 2018	1,999.98	1,226.55	773.42	453.13

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

several years. This applies to both imports and exports, with the only exceptions being 2009 and 2010. Total trade reached EUR 3.5 billion for the first time in 2016 (Table 1), while the trade balance has been in Slovenia's favour throughout.

The two countries generated a record level of merchandise trade of EUR 3.76 billion in 2017, which represents 4.9% growth on the previous year (EUR 3.58 billion). The value of Slovenian exports to Croatia in 2017 was EUR 2.25 billion (8.3% higher than 2016), and the value of imports was EUR 1.51 billion (0.1% higher than 2016).

Total merchandise trade between the two countries continued to grow in the first six months of 2018 and reached EUR 1,999.98 million, a 6.1% increase on the same period in 2017. Slovenian exports reached EUR 1,226.55 million in the first six months of 2018

(index 107.2), and imports EUR 773.42 million (index 104.4). Slovenia's trade surplus thus amounted to EUR 453 million in the first half of this year.

According to SURS data, 2,286 Slovenian companies exported merchandise to Croatia in 2017, and 3,658 Slovenian companies imported merchandise from Croatia.

Other Western Balkan Countries Also Post Growth

According to the foreign ministry, data on economic cooperation with the countries of the Western Balkans not including Croatia show continuous growth in trade after the crisis year of 2009.

Although the Slovenian economy is predominantly focused on the EU (77% of total international trade, or EUR 21.6 billion), the countries of the Western Balkans

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can be ranked into the second most important group: in 2017, Slovenia's merchandise trade with these countries amounted to EUR 3.1 billion (5.6% of total international trade – a 10.1% increase on the previous year).

Slovenia's trend of increasing trade with the countries of the Western Balkans remained constant through 2016 and 2017. In 2017, exports to the region increased by 6.3%, while imports increased by 17.4%. Slovenian exports reached EUR 2 billion, and imports 1.1 billion. Slovenia has a regional trade surplus, so the import coverage ratio stood at 110.1% in 2017.

With regard to Slovenia's international trade, Croatia naturally ranked first among the countries of SE Europe in 2017, followed by Serbia (EUR 1.34 billion), BiH (EUR 1.25 billion), Macedonia (EUR 289.3 million), Montenegro, Kosovo and Albania. Slovenia exports the most to Serbia (2.9% of total exports) and BiH (2.5% of total exports), followed by Macedonia, Kosovo, Montenegro and Albania.

Increased trade with all of the aforementioned countries was recorded in the first half of 2018. The total figure for the region at the end of June 2018 was EUR 1.6 billion, an increase of 11% over the same

period in the previous year. Total exports amounted to EUR 1.04 billion and imports EUR 650 million.

According to SURS data, in 2017, 3,239 Slovenian companies exported to BiH and 1,289 companies imported from there, 3,162 Slovenian companies exported to Serbia and 2,034 companies imported from there, 1,098 Slovenian companies exported to Montenegro and 116 companies imported from there, 1,437 Slovenian companies exported to Macedonia and 357 companies imported from there, 640 Slovenian companies exported to Kosovo and 62 companies imported from there, and 262 Slovenian companies exported to Albania and 47 companies imported from there.

Services: Travel Predominates Among Service Exports

According to Bank of Slovenia data, in 2017 total trade in services with Croatia amounted to EUR 1.151 billion (EUR 1.06 billion in 2016), which is an increase of 8.5%. Service exports amounted to EUR 514.2 million (EUR 467 million in 2016), and service imports EUR 636.8 million (EUR 591.8 million in 2016).

Slovenian merchandise trade with Western Balkan countries 2009–2017 (EUR million)

Country	2009	2010	2011	2012	2013	2014	2015	2016	2017
Albania	42.4	42.24	40.46	38.18	36.13	34.18	37.48	45.6	53.1
Bosnia and Herzegovina	750.14	886.81	990.25	948.32	908.76	920.72	997.24	1,112.6	1,250.3
Montenegro	108.8	112.53	115.55	111.02	101.88	82.55	85.05	96.6	107.6
Kosovo	91.39	94.9	97.73	90.28	81.84	84.02	90.71	95.2	103.3
Macedonia	187.95	177.36	192.73	190.21	218.89	224.77	236.12	261.9	289.3
Serbia	841.09	970.31	1,046.24	1,018.62	1,076.76	1,073.77	1,143.72	1,249.1	1,343.7
WB total	2,021.75	2,284.15	2,482.95	2,396.62	2,424.25	2,420.01	2,590.30	2,861.2	3,147.5

Source: SURS, March 2018

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Trade in services with the other countries in the region is significantly lower: in 2017 it amounted to a total of EUR 610.4 million (a 6.8% increase over 2016). Exports grew by 9.7% relative to 2016 and reached EUR 312 million, while imports in the same period grew by 3.8% and reached EUR 298.3 million.

The predominant service exports in 2017 were travel, other business services and transport, while the leading service imports were telecommunications, computer and information services, other business services and transport.

Slovenian Foreign Direct Investment in the Region

Croatia was once again in first place in 2017 with respect to Slovenian outward foreign direct investment. According to Bank of Slovenia data, the cumulative value of Slovenian investments in Croatia at the end of 2017 stood at EUR 1,814.70 million (11.6% growth relative to 2016, when it amounted to EUR 1,626.30 million). The share of Slovenian investments in Croatia relative to total Slovenian foreign investment is 30.7%.

In the last decade the majority of countries in the SE Europe region have ranked in the top places among all targeted investment destinations. After

The opportunities for Slovenian companies on the markets of SE Europe are mainly in the areas of:

- energy and renewable energy sources (hydro, wind and solar energy, oil and gas)
- ecological projects (environmental protection, systems for building waste water treatment plants, sewerage, rehabilitation of degraded industrial areas)
- infrastructure (transport connections) and construction, car industry (e.g. the EDISON project)
- agriculture and food service
- tourism (seaside, mountain and historical-cultural tourism)
- trade
- digitalisation of public administration

Croatia comes Serbia, which received EUR 948 million in Slovenian investment in 2017 (16% of all Slovenian outward foreign investment). They are followed by BiH at EUR 473.5 million (8%), Macedonia at EUR 357.5 million (6%), Montenegro and Kosovo.

On the other hand, according to Bank of Slovenia data, in the last few years with the exception of 2015

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According to the foreign ministry, Slovenian outward investment is oriented towards all economic sectors, and is becoming an increasingly important factor in the continuing internationalisation of the Slovenian economy and the expansion of the operations of Slovenian companies on this market, and also serves as a buffer to the trade imbalance.

Who's Who in the Countries of SE Europe

Reference Slovenian companies on the markets of the Western Balkans:

- Croatia: Petrol, Gorenje, Triglav Osiguranje, Impol (TLM Šibenik), Krka, GEN-I, LTH, Calcit, Perutnina Ptuj (Pipo Čakovec), AquafilCRO (subsidiary of AquafilSLO), Interenergo, Helios, Lesnina, Autocommerce, Intereuropa, Frigmat, Jub, Lisca, Sportina, Kras Sežana, Terme Olimia (owned by Terme Tuhelj).
- Serbia: Gorenje, Štark, Impol Seval, Don Don, Perutnina Ptuj, Triglav, NLB Banka and also Mercator, which is still a Slovenian company with foreign capital, and employs the most people of all the »Slovenian« companies.
- Bosnia and Herzegovina: Petrol, Krka, Boxmark Leather, Lek, Goodyear Dunlop Sava Tires, Calex-T, Alpina, Gorenje, Kolektor Sikom, Iskra mehanizmi, Fructal, Mahle Letrika, ADK.
- Macedonia: Zavarovalnica Triglav, Zavarovalnica Sava, NLB Banka, TAB MAK, Gorenje, Krka-Farma, LTH Larnica, KB Prvo penzijsko društvo, Perutnina Ptuj, Intereuropa, Salus, IskraTEL, Iskra, Štubelj, Igea, Podgorka (Celjske mesnine, Celjske mlekarne), Kras, Eta.

we have seen a gradual decline in outward investment by Slovenian companies in the countries of the Western Balkans, and in 2017 the only exception to this was Albania. Thus in 2017 the level of Slovenian outward foreign investment in the Western Balkans region (i.e. all of the countries concerned except Croatia) stood at EUR 2.1 billion, which is a drop of 7.6% relative to 2016, and represents 36.2% of all cumulative Slovenian foreign direct investment.



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Since its founding, Bimex d.o.o. has constantly changed and adapted to the market environment, and has developed the principle that the quality of our products and services is essential to ensuring long-term and stable growth and development. We are a reliable partner. We always try to exceed our customers' expectations.

Managing Director Sabina Klajnšek
Sabina@bimex.si

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Slovenian foreign direct investment by country (EUR million)

Country	2009	2010	2011	2012	2013	2014	2015	2016	2017
Albania	18.2	10.2	5.3	-3.4	-7.6	-0.2	21.2	9.7	18
Bosnia and Herzegovina	669.2	661.3	612.6	577.5	489.6	457.8	480.5	514.8	473.5
Montenegro	155.1	171.4	166.9	118.5	134.4	166.1	156.6	172.8	158.2
Macedonia	360.4	352.1	321.5	355.6	400.8	398.6	396.4	415.5	357.5
Serbia	1,625.2	1,472.3	1,473.8	1,397.2	1,214.7	1,180.5	996.1	1,014.8	948.1
Kosovo	-	-	-	-	-	-	197.5	188.2	183.4
WB total	2,828.1	2,667.3	2,580.1	2,445.4	2,232.4	2,202.6	2,248.3	2,315.9	2,138.7
Overall total	6,143.3	6,097.4	6,048.8	5,709.9	5,178.5	5,314.9	5,460.6	5,713.5	5,909.2

Source: Bank of Slovenia, June 2018

The Business Opportunities Are There, But You Have to Be Ready

Although SE Europe is an important economic region for Slovenian companies, primarily due to geographical proximity, familiarity with the language, competitively priced workforce, free trade agreements, affordable prices of land and real estate, cheaper energy, subsidies, etc., the authorities in charge of economic diplomacy have found that companies also face a considerable number of problems there.

The problems are diverse, from administrative obstacles to complications in legal procedures, and Slovenian companies are sometimes poorly prepared for them. You have to check the credentials of your foreign partner and not operate »home style«, i.e. informally, following the old customs.

More than 1,500 Slovenian companies are registered in Serbia alone (both majority Slovenian-owned or with Slovenian capital – including minority interests), which is by far the highest among all foreign investors in Serbia, and Slovenian companies employ around 25,000 people there. The situation is similar in BiH, where Slovenian companies employ approximately 15,000 people.

There are opportunities for expanding cooperation with the countries of SE Europe in all areas of cooperation, and the region will become even more attractive for investment in the coming years, as economic growth and increased purchasing power will offer new and unexploited potentials, such as e.g. in the fields of insurance, energy, infrastructure projects and environmental protection. Future European integration processes will undoubtedly also be a key factor.


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*vitamins,
amino acids,
essential oils*


JUB, a company with a 143-year tradition

JUB is located in Dol pri Ljubljani and has a 143-year tradition of manufacturing wall paint, making it the oldest such company in Slovenia. It has a reputation as a manufacturer of high-quality wall paint and external wall thermal insulation systems, and it strives for energy-saving and sustainable solutions in the building industry by developing new and environmentally friendly products and services. It has two plants, one in Slovenia and the other one in Serbia. Long-term development is assured with modern production assets and skilled staff for product development as well as with the obtained quality certificates. As one of the first companies in the local market to obtain these certificates, JUB complies with all the highest European standards and technical requirements. JUB boasts energy-saving and sustainable solutions in the building industry and is very proud of its high technology and productivity.

JUB is a Slovenian, modern and internationally established manufacturing company with its own brands. It is present in more than thirty markets, including Italy, Austria, Slovakia, Germany, Norway, United Kingdom, Russia, Romania, Bulgaria, Greece and is one of the top ten international companies in Slovenia. The local market represents about a quarter of its sales, and other major markets are Croatia, Bosnia and Herzegovina, Serbia, Hungary and the Czech Republic. More than 90 per cent of the products are sold as JUB brands, the two most prominent ones being JUPOL, internal paint that will celebrate 50 years of its existence next year, and JUBIZOL, external wall insulation systems which provide energy savings and improve living conditions.

Quality Certification

Quality, safety and environment are all integral parts of JUB's business policy and organisational culture. To realise these objectives, the company follows an integrated management system with the standard certificates it has obtained.

Most of JUB products have certificates of conformity with European quality standards and national technical regulations. Here are some of the more important ones. JUBIZOL external wall insulation systems have an ETA certificate, a BBA certificate for the UK market, and a SINTEF certificate for the Scandinavian markets. The German TÜV SÜD certificate assures quality control and the protection of human health for interior wall paints. JUPOL Junior paint with its EU Ecolabel provides a more vibrant living space and a cleaner environment for children. JUPOL Classic has obtained an A+ certificate which means that the product has very low volatile organic components emissions and that it is an environmentally and user-friendly product. JUPOL Bio Silicate paint does not contain any allergens, which is confirmed by the ECARF certificate.

JUB has been socially responsible for decades by supporting several humanitarian projects by local associations, local communities and individuals in their neighbourhoods for the public good.



Top Business Linked Data

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

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

1st

(out of 190) Trading Across Borders (WEF)

10th

(out of 63) Prices (IMD)

10th

(out of 190) Resolving Insolvency (DB)

12th

(out of 28) Innovation Union Scoreboard

19th

(out of 190) Getting electricity (DB)

24th

(out of 137) Higher Education (WEF)

34th

(out of 63) IMD World Digital Competitiveness Ranking

35th

(out of 137) Innovations (WEF)

35th

(out of 137) Technological Readiness (WEF)

39th

(out of 137) Infrastructure (WEF)

50th

(out of 160) Logistics Performance Index



Photo: Depositphotos

Slovenia, the European Union's Current Star Performer

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

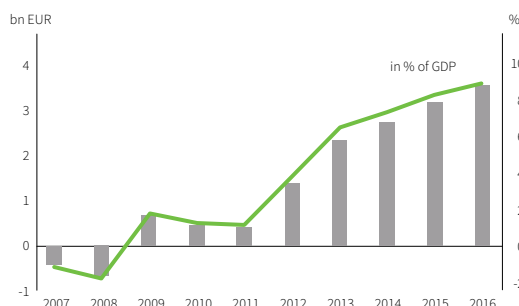
Bojan Ivanc, Analytical Department, Chamber of Commerce and Industry of Slovenia

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

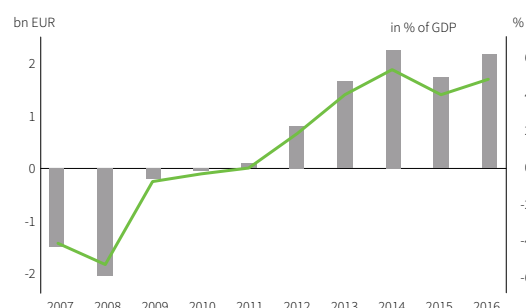
The Slovenian economy has been strengthening over the last four and a half years. Real economic growth stood at 4.6% in the first half of 2018 (seasonally and calendar adjusted), which is double the long-term growth assessment. This growth is double the average for the EU-28 (2.3%) and the third highest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

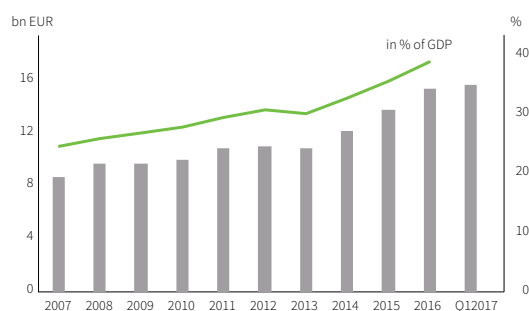
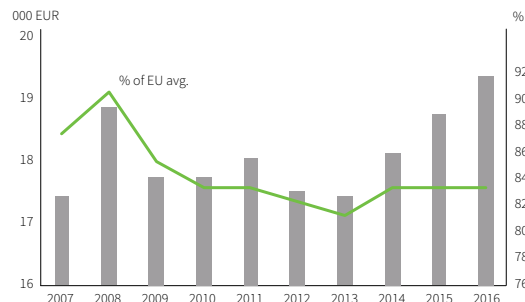
the development level of 2008. Following the growth in consumption, only investments in fixed assets remain below the pre-crisis level (a third lower, in real terms, than ten years ago, when Slovenia was in the midst of a construction boom). According to the most recent current forecasts by Eastern European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

Trade balance (goods & services)



Current account balance



FDI (stock)**GDP per capita**

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

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

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

Export Growth Double that of the EU Overall

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

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

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

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

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

Consumers Have Woken Up

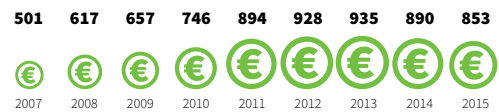
After a two-year lag relative to the EU overall, domestic consumption in Slovenia is again strengthening, which is primarily and definitively attributable to more favourable dynamics on the labour market. According to survey figures, the workforce in employment was up 3% in the first half of 2018, the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

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

GDP growth



R&D expenditure (million EUR)



Wage Growth Increasing, Real Estate Prices Rising

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

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

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

Government Deficit Successfully Reduced

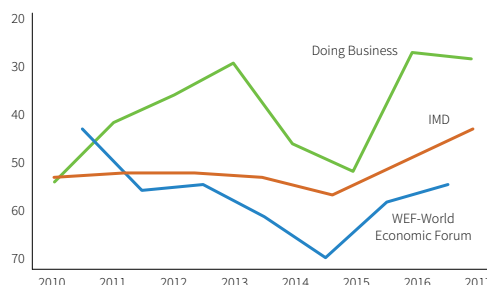
The Slovenian state budget deficit is narrowing faster than previously forecast on account of the rapid nominal growth in GDP. According to the Ministry of Finance's second estimate, the surplus stood at EUR 13 million in 2017 – and is even expected to increase further this year to EUR 163 million (0.4%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

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

Trade War an Indirect Threat

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

Ranking



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

HETA ASSET RESOLUTION

FOR SALE

Production Building in Maribor

Location:	Cesta k Tamu 55, Maribor
Type of use:	Industrial
Land:	3,225 m ²
Year of construction:	1960
Renovated:	2007
Floors:	GF and partly 1 st floor
Net useable area:	2,553 m ²
- two production halls:	2,158 m ²
- office premises:	244 m ²
Parking place:	48 next to the building
Asking price:	820.000 EUR

The property located in Tezno industrial zone on the outskirts of Maribor, next to rail line and close to the intersection of 5th and 10th European highway corridors is an interesting business opportunity for manufacturer connected in international supply chains.



The original production building was built in 1960 as part of former car factory complex. In 2007 it was extended with the second 912m² hall used for warehouse and a 2-story office extension. The 1,180m² production hall was used for powder-painting and has all the necessary industrial fittings and systems required. Both halls have 8m high ceiling.

On the ground floor of the office extension there are 4 offices, toilets, locker room and small storage. On the upper floor there are also 4 office units, toilets and kitchen with lunch room which could easily be converted to offices.



Why Do Business in Slovenia?

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

Katarina Klepec

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

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

More info



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

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

The Slovenian Foreign Investors Forum

The Slovenian Foreign Investors Forum (SFIF) comprises 30 Slovenian companies in foreign ownership. This group was formed with the intention of improving the business environment for all Slovenian enterprises. In total they employ more than 24,000 workers and attain a value-added per employee which is 30% above the national average for the private sector. Their aggregate investment is about 330 million euros, representing one third of total foreign investment in Slovenia.



Photo: Depositphotos

IFAM, INTRONIKA, ROBOTICS, ICT4Industry = SMART INDUSTRY | VODA AQUA = All about water, sewage and waste management

ICM, organisers of regional B2B trade fairs, expands its portfolio of professional events

ICM, known mainly as an organiser of professional trade fairs in Slovenia and the region, in addition to moving its two existing B2B trade fairs IFAM and INTRONIKA to the Ljubljana Exhibition and Convention Centre, has also announced the arrival of two completely new B2B trade fairs in 2018, ROBOTICS and ICT4Industry, which together with the two established professional trade fairs are entirely dedicated to the hi-tech requirements and needs of modern manufacturing, i.e. "smart industry".

The next debutant B2B professional trade fair is VODA AQUA, which is a specialised trade fair featuring companies, institutes, laboratories and other institutions that offer products, services and solutions in the fields of water management, recycling and waste management.

With its highly professional staff and the content that it currently covers in its trade fairs, ICM, Slovenia's leading company in the organisation of B2B trade fairs, congresses and conferences, offers its business partners top-level organisation and effective appearances at its trade fairs. All events



implement the company's know-how and spirit of the slogans Connecting people & Delivering business contacts!

For more info visit www.icm.si, info@icm.si!

Robotics

IFAM 15

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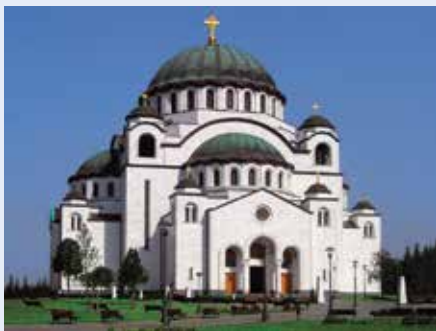
01. - 03. 10. 2019
Ljubljana, Slovenia, GR
www.icm.si

PROMO

How the stonecutters of Hotavlje became sailors

The people of Hotavlje have been quarrying and cutting marble for centuries, now it is used to furnish luxury buildings and mega yachts.

Stone can be much more than just a construction element. In the hands of artists, magnificent, unique and timeless, it displays an amazing variety of ways to add value. To achieve its true magnificence requires an understanding of its “soul”, and surgical precision. Only experienced masters have the skills needed to shape stone. Such as those in Hotavlje, where the stonecutters have been searching for the beauty hidden in rock for centuries. The uniqueness of Hotavlje’s marble is its specific colour palette, which goes from dark and light grey to a lush pink and scarlet.



“If you want to remain the best, you have to constantly improve your quality and increase your knowledge. The skills we had in the past are not enough in today’s market. Therefore being development-oriented is an extremely important value for both our employees and our company,” say sources at Marmor Hotavlje, which was established 70 years ago, in 1948, when three centuries of experience and love for working stone were gathered under one roof.

Bring your idea, they supply the solution

Today, Marmor Hotavlje is a leading global supplier of materials for furnishing mega yachts, luxury hotels and villas,

private homes, commercial and residential buildings, designer products and works of art. “Architects and designers bring us their ideas, consult with us about which stone can be used to get a particular look, which finish or thickness is appropriate, what our maximum dimensions are, what kinds of details we can create in bas-relief, and what kinds of stairs, statues, or furniture we can make. In response, we work up high-grade samples and a presentation of the solution,” say sources at Marmor Hotavlje.

From a stonecutting company to an engineering firm

The solutions are developed and implemented by a team of more than 150 employees, from engineers, technicians, architects, designers and master stonecutters, who combine the experience of the past with a passion for the future. In addition to modern technology, they are preserving and continuing to develop the knowledge of traditional hand stonecutting skills. In order to provide a comprehensive range of products and services, the company had to transform itself from a stonecutting company into an

engineering firm. They operate as a strong and close-knit team, in which everyone knows that a good final product depends on every step in its manufacture.

Worldwide distribution

Up to 2012, Marmor Hotavlje generated 80% of its revenues on the domestic market, but having penetrated the luxury furnishings market, particularly furnishings for mega yachts, today the domestic market accounts for just 6% of its income. To date they have furnished more than 90 vessels and mega yachts with their stone products, including the largest private yacht ever built.

Wherever you go in Slovenia and around the world, you will find wonderful marble creations made by the master stonecutters of Hotavlje. In Ljubljana, they worked with the great architect Jože Plečnik on the National University Library, and the modern Crystal Palace at BTC Ljubljana has a marble interior. In Belgrade, Hotavlje marble was used in the interior of the Church of Saint Sava, the second-largest Orthodox church in the world. Hotavlje marble can also be found in Kempinski hotels, Business Park Vienna and numerous other modern buildings around the world.

Slovenian Companies Seeking New Partners, Sales Reps, Employees

Slovenian companies, which have a strong presence in SE Europe and are familiar with the market, still see potential for further expansion of operations there.

Ana Vučina Vršnak

Photo: Cleangrad



Jernej Zupančič, Managing Director, Cleangrad

Cleangrad began on the markets of Southeast Europe. We currently operate in Serbia, where we have a subsidiary, Macedonia, and Bosnia and Herzegovina (BiH). We see business opportunities on the markets of SE Europe particularly in the renovation of hospitals and medical centres. We work with local companies that work as subcontractors on our projects. In Serbia, our employees are primarily installers who do installation work in the EU. Since it is difficult to obtain a sufficient labour force in Slovenia, we are always looking for new employees, and we currently employ workers in Serbia, BiH and Croatia. I see the potential for increased cooperation between Slovenia and the countries of SE Europe primarily in workforce supply – both installers and engineers. What I would like above all is less bureaucracy in this area and faster procedures for issuing work permits for workers from these countries.

Photo: Triglav



Tedo Djekanović, Executive Director, Triglav INT

The Triglav Group is the leading insurance-financial group in Slovenia and the Adriatic region, and one of the leading groups in Southeast Europe, which operates in six countries and seven different markets. We are happy that economic conditions in the region are improving. This is reflected in the growth of our insurance markets there, which clearly rank among areas with growth potential. In the last few years we have taken some important steps in the region, primarily in the health, life and pension insurance segment, where we have forecast the highest levels of growth. In line with our strategy, in which our primary emphasis is on forming holistic relationships with our customers, we are developing new business models which allow us to appear on markets outside the region. We are always open to linking with companies whose business activities complement our business model. Here we focus on a multi-channel approach with appropriate activation of all sales channels, as well as among entities and organisations within the Triglav Group.

Photo: Delamaris



Karmen Rodman, Director of Strategic Marketing, Delamaris

Delamaris has been specialising in seafood dishes for 140 years. In realising our vision, we cooperate closely with various distributors and retailers in more than 20 countries around the world. Our key foreign markets include Austria, Bosnia and Herzegovina (BiH) and Croatia. The Delamaris brand has been present on these markets for decades, in part due to the excellent cooperation with our subsidiary in Croatia and our distributors on these markets. Our current challenges include strengthening our corporate identity and expanding our presence by putting new product groups on the shelves. The development of foreign markets is an important part of our marketing strategy. We are particularly focusing on the Czech market, where we are looking to cooperate with a partner who has a large sales network and can successfully represent our brand in the pre-processed food and healthy snacks segment. Since educating customers to recognise tinned food as healthy remains a challenge in both Slovenia and on the markets of SE Europe, in the future, education throughout the value chain (distributors, retailers and final customers) will be crucial. This is because Delamaris produces seafood dishes without preservatives or other additives, gluten-free and without genetically modified organisms (GMOs). We use the highest-quality fish with different quality labels for sustainability and naturally fermented vegetables. And our prepared dishes are packaged in environmentally-friendly aluminium cans without Bisphenol A (BPA free).

Photo: Kolpa



Mirjan Kulovec, President of the Management Board, Kolpa

With our Kolpa san and Kerrock brands, we are present in all of the countries of SE Europe. We are also increasing our activities in the region, since we have production facilities and representative offices there. We see opportunities for further expansion with our Kolpa Solutions programme, in which we provide concepts, planning and design, production and installation of modern, comfortable and luxurious rooms and buildings. Our broad range of know-how allows us to approach any project comprehensively. We want our new programme to be flexible in order to maintain a competitive advantage. We are professionals who provide comprehensive solutions for interiors, and for exteriors we feature our Kerrock facades, which allow the construction of demanding architectural designs. The key areas for the Kolpa Solutions brand are hotels, medicine, commercial and retail spaces, wellness centres, residential buildings and vessel interiors. We work with reliable partners at home and abroad. We are also seeking new partners with a similar mentality to ours, meaning that they have a vision, operate professionally and manufacture high-quality products.



Photo: Barbara Reja

Igor Zorko

Slovenia Is an Excellent Testing Ground for New Digital Solutions and Business Models

The Slovenian ICT sector employs around 25,000 people and has a strong presence in the Southeast (SE) Europe region.

Samo Hribar Milič and Ana Vučina Vršnak

EUR 66,000
is the value-added
per company
employee in the
Slovenian ICT
sector.

In the modern environment it is not important where a company is based, but what kind of knowledge it possesses. You also have to know how to connect, say Igor Zorko, Managing Director of the ZZI company and Vice-Chairman of the CCIS Management Board for Small Business and Entrepreneurship and Chairman of the Management Board of the Association of Informatics and Telecommunications (ZIT) at the CCIS (Chamber of Commerce and Industry of Slovenia), and Nenad Šutanovac, Director of the ZIT.

The information and communications technology (ICT) sector is becoming an increasingly important part of the Slovenian economy. On one hand there is strong domestic demand, as all sectors are racing to digitalise and are searching for new solutions to support their operations, while on the other hand Slovenian companies are increasingly appearing on global markets. What does the ICT sector mean for Slovenia with respect to key performance indicators?

Zorko: According to the Statistical Office, there are more than 7,000 companies in Slovenia whose core business is ICT. They employ approximately 25,000 people (including sole traders) and generate

Nenad Šutanovac

Photo: Tadej Kreft

around EUR 3.7 billion in revenues. Members of the CCIS and the Association of Informatics and Telecommunications generate nearly 60% of all revenues within the sector. The value-added per company employee is over EUR 66,000, and the average share of exports in revenues within the field is more than a quarter, and is growing in the IT part of the sector.

Šutanovac: The data indicate that the Slovenian ICT sector is fairly fragmented, as the average number of employees is less than six per company, not including sole traders. This indicates a pronounced need for mergers, or at least close collaboration among companies if we want to have a stronger presence abroad. The data also indicate that the fastest growth is in service companies within the IT sector. This means that the market is increasingly in need of more of the services and know-how and the new competences that are required by digitalisation and the digital economy. I believe that Slovenian ICT companies have to invest even more heavily in new breakthrough technologies such as the internet of things (IoT), digital platforms, data analysis and artificial technology, and use that knowledge to help companies create new services and business models. And we shouldn't forget about cyber security mechanisms, as there are more vulnerabilities every day in our modern connected world and mass data. In the area of digital platforms there are numerous

opportunities in various branches, not just local, but regional and global. In fact, Slovenia is an excellent testing ground for new digital solutions and business models, and from there a springboard for exports.

Slovenian companies see numerous challenges on the markets of SE Europe. However, there is a long tradition of cooperation, mainly in the classical industries and the service sector. What is it like in the area of information technology? Do Slovenian companies face any specific challenges in this area, and can we also talk about advantages?

Zorko: Slovenian companies are very successful in selling repeatable services on the markets of the Western Balkans, since they are cost-effective and offer advanced services adapted to the individual user. In the area of systems integration and the obtaining of large contracts, Slovenian ICT companies have insufficient support, particularly in terms of capital, and have fewer resources. Slovenian companies are mostly specialized, with small R&D teams that cover individual niches. We don't have any large companies capable of systems integration or major commissioned development projects, and therefore we also lack major references – another reason for this is that Slovenian projects within the economy and the state administration are relatively small. Therefore recently, with the assistance of the

ICT sector exports have fallen slightly over the last three years, however, with new business models such as digital platforms, we can turn this trend around and start increasing growth in the SEE region.

The market is increasingly in need of more of the services and know-how and the new competences that are required by digitalisation and the digital economy.

CCIS is actively working on connecting the regional chambers of commerce, as it believes that they can play a leading role in the region.

Association of Informatics and Telecommunications (ZIT) at the CCIS and the Association of ICT Export Companies (ZITex), the companies have been forming larger project groups that can therefore offer larger turnkey solutions. In this way they can exploit the potential of several firms and achieve higher value-added on foreign markets.

Šutanovac: The markets of former Yugoslavia are specific, so we have certain advantages on those markets, mainly due to our mutual familiarity, understanding and trust. The Slovenian ICT sector has a strong presence in the region. However, the data indicate that ICT sector exports have fallen slightly over the last three years. Some ICT companies have shifted their focus to other export markets, as exports within the sector as a whole have been increasing in recent years. But I believe that with new business models such as digital platforms, we can turn this trend around and start increasing growth in the SEE region. Although we are less attractive (or less price-competitive) for services in the region, there are no such obstacles for digital platforms and digital services, in which we are very competitive even in comparison with EU countries. The critical factors are knowledge and competence, and good ideas, which we have and know how to put into practice.

Progress in the area of digitalisation is increasingly rapid. Does this represent a special opportunity for cooperation in SE Europe?

Zorko: Digitalisation is a part of every industry and every company. This means that the demand for digital technology solutions is increasing continuously. And this includes the SE Europe region. However, the

use of solutions does not depend only on the business needs of these companies, but also on the skills and competences of their employees. SE Europe is not yet as developed in this area as other regions, and therefore Slovenian ICT companies have to take advantage of this opportunity, since they understand the developmental history that links Slovenia with the region. At the same time we are familiar with the culture, the language, and even the financial capacities of the companies and public administrations in the region.

Šutanovac: In Slovenia we are paying a great deal of attention to the development of digital competences. At the CCIS association we are working on developing catalogues of digital competences through the horizontal ICT network. We are also planning a digital career platform, which will help companies develop their own competences and plan their needs for competences. We can exploit these experiences and competences in the region. At the CCIS we are actively working on connecting the regional chambers of commerce, as we believe that we can play a leading role in the region.

Are there any joint projects in third-country markets?

Zorko: The Chamber of Commerce and Industry of Slovenia has been actively working with the chambers of commerce and governments in the region for the last three years in the implementation of programmes for the digitalisation of small businesses and citizens. It is very important that we make use of European funds and the funding available for the development of small businesses and the digitalisation of the region. It is also important for Slovenian companies to be aware of the importance of networking and

Andrej Kotar, Head of Public Administration Services, Comtrade System Integration International:

Despite the fact that Comtrade exports the majority of its services and solutions to Western Europe, America and Asia, it also has a strong presence in Slovenia and the Balkans, particularly in Serbia, Bosnia and Herzegovina, Montenegro and Macedonia. The Balkans are therefore still of strategic importance to Comtrade, especially in the area of systems integration and development of information solutions and services in sectors such as telecommunications, the public sector, health-care, finance and mobility. We help our customers through the process of digital transformation, provide solutions with value-added and offer a wide range of development services. Our product range includes cloud solutions and services, analysis of large datasets, systems for managing content in business environments, human resources management solutions, business information systems, customer relations management solutions, business notification systems and consultancy services in the

field of ICT. The majority of our customers opt for a combination of these solutions and services.

Several factors are required for success – knowledge of the sector, the knowledge and professionalism of our employees and several decades of cooperation with leading global tech partners allow us to develop custom-designed plans for the digital development of their operations, and to provide a comprehensive range of services.

There are endless opportunities in the Balkans. Research on the state of progress of the digital transformation of Slovenia indicates that 90% of companies have already begun to digitalise their operations, but the majority of these companies have carried out just one out of three projects and still have a lot of work to do before they can successfully enter the digital markets. The majority of these companies will sooner or later have to engage a strategic IT partner that will assist in the actual implementation.

active participation in these processes. Examples of joint projects include the EDISON project, in which the energy and IT sectors are cooperating, and standardised operations with e-invoices in the region. Here I should also mention various projects involving »smart« connections – smart cities, smart transport, smart mobility, etc.

Šutanovac: Within the framework of the strategy of smart specialisation of Slovenia and the strategic development and innovation partnership (SDIP) we manage a horizontal ICT network which actively connects companies to digital initiatives, e.g. in the areas of smart cities, logistics and tourism platforms, with the aim of creating consortiums that will be able to develop competitive modern digital solutions primarily for export.

ZITex is a »platform« for creating affiliations between Slovenian ICT companies in order to appear on foreign markets. Is it also a challenge to create connections between companies in the region? Is it time to establish a Balkan ICT multinational?

Zorko: Balkan or regional multinationals already exist, e.g. Comtrade, S&T, Asecco, etc., but I believe that the future will be more oriented towards linking companies for multinational – global – solutions. The large number of small companies in the region

Svjetlana Kalaba, Head of the Adriatic Region in the Iskratel Group:

The Iskratel Group, based in Kranj, is an export-oriented company that operates on several international markets. We market our products and solutions throughout the majority of SE Europe, including all of the countries of the former Yugoslavia, while we cover the Albanian, Romanian, Hungarian and Bulgarian markets via partnership networks. These markets that we cover via partnership networks have the potential for geographical expansion and consequently moderate sales growth, which is also in accordance with the company's medium-term strategy. The historical background of Iskratel products and solutions lies in the field of telecommunications, and we work very successfully in that field with the majority of telecommunications operators in the SE Europe region. In the last few years we have successfully positioned our telecommunications solutions in areas with vertical markets, and we have major opportunities for obtaining new projects in these markets in precisely those areas.

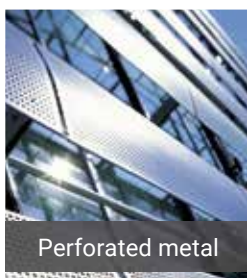


GRATINGS AND PERFORATED METAL

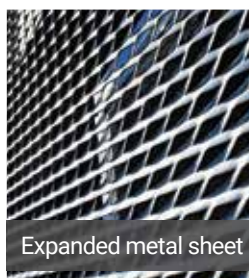
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Photo: Tadej Kreft

can use the knowledge they have to develop highly advanced and globally established cloud solutions and thus compete with the global superpowers in the area of digitalisation. In the modern environment it is not important where a company is based, but what kind of knowledge it possesses. But despite this, our regional gazelles require capital support from major players, and some forms of partnership, which are not necessarily regional.

Šutanovac: At the Association of Informatics and Telecommunications, via the ZITex section, we are creating an export community among our members, and we carry out various activities to support entry onto new markets and actively cooperate with the Centre for International Business at the CCIS. The fact is that Slovenian companies have a great deal of knowledge and excellent solutions, but the Slovenian market is very limited and the companies are relatively small. Therefore affiliations and exports are crucial to its long-term success. There are various

methods, but the companies will have to decide for themselves. There is some interest among foreign capital in making purchases, and we have seen some examples of such cases in the past, e.g. Halcom and RRC. It will be interesting to monitor the development of companies outside the ICT sector in the coming years. These companies are digitalising, and at the same time thinking about new business models based on digital technologies. Therefore they are also focusing on companies in the ICT sector – e.g. Metrel bought Kopa, and Petrol purchased a participating interest in MBills – as well as in start-up companies. In this way they can acquire knowledge and experience, and innovative thinking, which they are not able to do within their own frameworks. Kolektor is a good example of this kind of affiliation. I believe that these types of affiliation will be crucial in the coming years. And it could also mean big changes in the ICT sector.

How does the sector deal with staffing challenges, i.e. the lack of qualified professionals, in Slovenia? Is it possible to develop new forms of cooperation in the region here as well?

Zorko: If we look at the countries of the former Yugoslavia, they all had very well-developed educational systems in the Science, Technology, Engineering and Mathematic (STEM) disciplines, and a tradition of motivating young people to pursue education in those fields. Therefore the talent pool is relatively large with respect to the number of inhabitants. But both Slovenia and the entire region have problems with employees moving to places where they have better working conditions and higher pay. Therefore it is important to put as much effort as possible into providing good living conditions and developing human resources in both Slovenia and the region so that these talented young employees can create a successful development culture in their home

The Digital Innovation Hub Slovenia will connect all of services, environments, methodologies, knowledge and experience to support the digital transformation.

10 largest companies in the telecommunications industry by exports in 2017

Company name	Exports in EUR	Percentage of sales on foreign markets (%)	Net sales revenue in EUR	Index 17/16	Value-added per employee in EUR	Number of employees
TELEKOM SLOVENIJE d.d.	126,769,634	19.6	645,190,147	100.9	104,369	2,300
MOBIK d.o.o.	41,390,408	93.6	44,202,719	70.5	70,188	28
ISKRATEL d.o.o.	40,672,454	62.1	65,544,345	83.5	48,889	543
AKTON d.o.o.	39,535,003	78.3	50,509,239	100.5	137,510	24
E.B. KOMUNIKACIJE d.o.o.	16,860,693	100.0	16,862,435	182.3	11,849	3
STN d.o.o.	16,272,746	99.8	16,307,706	96.7	88,517	30
Telemach d.o.o.	9,107,115	4.8	190,918,902	110.6	110,875	667
A1 Slovenija d.d.	7,334,694	3.5	208,538,863	105.0	116,118	584
TRIVAL ANTENE d.o.o.	6,969,450	97.9	7,118,983	144.8	245,480	15
TELERAY d.o.o.	4,785,134	65.2	7,338,574	105.3	-15,555	3

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

Note: The table shows the largest export companies according to net sales revenue on foreign markets in 2017 under Standard Classification of Activities (SKD) 61 and 26.3, based on unconsolidated financial statements.

**Ernest Žejn, Chief Executive Officer,
Žejn Group:**

The Žejn Group is a global RPA supplier (HQ in Ljubljana and Munich), present within SE Europe in Slovenia, Serbia, Bosnia, Croatia and Montenegro. Our internal forecast predicts stable growth on this market, as companies are reaching for higher and higher standards for their operations, which is forcing them to fully embrace the digital agenda. In 2019 we plan to intensify our operations within Serbia and neighbouring countries and help digitally transform organisations via local partners. Local partners play a key role in our operations, as they facilitate the most trust and credibility in relationships with the local organisations and help identify pivot points for sustainable improvements in those organisations. Transferring GxP to local partners not only empowers them in the eyes of their customers, but gives them much-needed leverage over their competitors.



Photo: Barbara Reya

countries. Those companies that manage to do so do not have staffing problems. If we look at the sector as a whole, there is a major lack of qualified professionals in the fields of ICT and digitalisation.

Šutanovac: Human resources will be a crucial problem for the ICT sector, and a lot of other sectors. Therefore we have to pay maximum attention to it in Slovenia. The entire educational system has to be revamped, including the modernisation of the study programmes, teaching teachers and professors new skills, and expanding the range of prequalification programmes for already employed persons and

older persons. The university level of study has to be opened up to new programmes and foreign students and professors, as in this way we will be able to raise our level of quality and attract high-level students to Slovenia. At the same time we have to support the economy with respect to digitalisation and the introduction of new digital services and business models. Not just to increase the level of competitiveness of the economy – the young people will be able to see their potential in this. To this end, together with our strategic partners we are establishing Digital Innovation Hub Slovenia, which will connect all services, environments, methodologies, knowledge and experience to support the digital transformation particularly of small and medium-sized enterprises and the development of their competences and capabilities. And the society as a whole.

15 largest companies in the IT industry by exports in 2017

Company name	Exports in EUR	Percentage of sales on foreign markets (%)	Net sales revenue in EUR	Index 17/16	Value-added per employee in EUR	Number of employees
Comtrade d.o.o.	42,880,824	90.2	47,522,569	100.5	48,933	453
EKWB d.o.o.	19,912,131	99.5	20,017,713	137.5	105,046	44
IBM Slovenija d.o.o.	18,973,729	40.7	46,664,981	98.2	106,327	180
DEWESoft d.o.o.	17,398,205	96.8	17,977,790	116.8	133,349	64
COSYLAB d.d.	14,143,698	93.2	15,170,625	112.8	112,704	106
MICROSOFT d.o.o.	13,910,564	86.0	16,181,662	107.6	188,545	56
Ekipa2 d.o.o.	12,969,551	100.0	12,969,551	112.8	56,729	196
AMPLEXOR Adriatic d.o.o.	10,693,081	93.9	11,381,844	118.8	65,777	106
GGL d.o.o.	10,582,112	98.1	10,781,993	93.7	290,775	7
EURO PLUS d.o.o.	9,526,603	97.5	9,766,935	113.0	88,086	71
NIL d.o.o.	9,196,614	35.3	26,061,949	111.6	92,392	109
SPORTRADAR d.o.o.	6,545,399	89.8	7,292,878	124.1	52,875	114
ADACTA d.o.o.	5,440,639	30.9	17,589,426	106.9	50,565	196
SAP d.o.o.	5,203,681	24.8	20,968,197	107.4	196,439	28
iSYSTEM Labs d.o.o.	4,940,067	99.0	4,990,300	122.3	96,612	36

Slovenia a Benchmark for Sustainability and Eco-Friendliness in SE Europe



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Photo: Resalta

Several Slovenian energy companies are very familiar with the SE Europe region. Some are thinking of moving part of their production to one of the countries in the region, others are promoting energy efficiency and utilisation of the region's abundant renewable energy resources.

Editorial staff of Montel Energetika.NET

The GEN-I Group is present in all of the countries of SE Europe.

GEN-I Open to Cooperating with Companies on the Markets of SE Europe

The GEN-I Group, an electricity and natural gas wholesaler, is present in all of the countries of Southeast Europe, including Turkey and Ukraine, and is constantly monitoring opportunities since the liberalisation of the markets of Central Asia. According to

Ludvik Bartelj, Head of marketing at GEN-I, the group also appears on the majority of these markets as a supplier to industrial clients, and its well-developed trading infrastructure provides it with access to wholesale markets where the market conditions are more liquid and transparent.



Ludvik Bartelj, GEN-I

The GEN-I Group see a potential for expanding operations by adding new markets towards the east (e.g. Moldavia), and above all through establishing new partnerships on existing markets, »especially in the direction of advanced structured products for local energy firms, electricity producers and large industrial clients, for whom we offer comprehensive support, from the infrastructure itself on the 20 markets on which we have a presence to analytical support and support for the optimisation of operations,« says Bartelj.

He explains that in the last few years, GEN-I has paid a lot of attention to the development of services, which represent the third pillar of the group's activities and are oriented towards finding solutions for the transition to green energy. These include services such as demand response, rooftop solar and e-mobility.

»After installing over 500 solar installations in Slovenia in the last two years, in September of this year we installed our first turnkey solar installation in Croatia. The special aspect of this project is that it was built without any form of state aid or subsidies, and is based exclusively on market principles,« says Bartelj.

With regard to plans and possible connections, including with local companies in the region, Bartelj says that in 2016 GEN-I concluded a successful affiliation with Elektro Energija, historically the largest electricity supplier in Slovenia. »The integration of

the company was above all successful for all stakeholders: owners, employees and clients. For this reason we are also open to forming affiliations with companies on our other markets. And we are working with Pošta Slovenije to develop e-mobility delivery services,« he added.

Bartelj believes that Slovenia, which liberalised its electricity and natural gas markets several years ago, can use its experience to help the countries of SE Europe. Some countries in SE Europe are still undergoing this process or just beginning to set it up. »Quite a few companies have come to GEN-I with questions about what our experiences were like, what could have been better, and what pitfalls have to be avoided,« said Bartelj.

The GEN-I Group sees a potential for expanding operations through establishing new partnerships on existing markets.

Bisol Group Ready to Move Part of Production to SE Europe

The Bisol Group, a Slovenian manufacturer of photovoltaic modules and other solar equipment, which is currently working on a 60-percent expansion of its production capacities at its existing location in Slovenia, at which its annual capacity by the end of the year will amount to 250 MW, has sales outlets in practically every country in SE Europe (the countries of former Yugoslavia, Bulgaria, Romania, Albania, Greece). But according to management board member Dag Kralj, all of these countries together account for a negligible percentage of their total sales (less than 1%). Last year, the annual consolidated sales revenues of the Bisol Group were over EUR 41 million.

»While there is a lot of sunshine in all of these countries, unfortunately the other components that are important for the development of our field – a well-ordered regulatory environment, environmental consciousness, and also funding – are much lower than in Western Europe, so there are (still) no sustainable markets to speak of in these countries,« explains Kralj.

»In the past, more based on emotions than reason (since a good part of it was being successors to the former federal state), we invested quite a bit, mostly time but also funds, in the development of

The Bisol Group is thinking about moving a part of its production to one of the countries in the region.





Dag Kralj, Bisol Group

»The SE Europe is in fact the only region where 'Made in Slovenia' automatically connotes value-added.«

Bisol

these markets – from translations of our marketing materials to participating at local trade fairs and conferences, educating potential partners in Slovenia, etc. At the time it seemed nearly unthinkable to us that this region would become a dead end in the otherwise booming photovoltaics (PV) market in Europe and around the world. Unfortunately, that's how it turned out, and the development of the field in the region is among the slowest in Europe,« says Kralj.

All the same, the potential is there – especially from the perspective of the perception of Slovenia's »brand« in the region, says Kralj. »It is in fact the only region where 'Made in Slovenia' automatically connotes value-added, at least equivalent if not superior to that of the most prestigious European brands. We see potential above all in these countries' accession to the EU, which will provide a more stable legal framework, the adoption of various commitments, including environmental ones, which are critical to the development of our field, and the opening up of various EU funding channels. All of this could or will contribute to the establishment of a long-term sustainable market, based on private investments and distributed manufacturing and energy consumption,« he explains.

The Bisol Group is therefore thinking fairly seriously about moving a part of its production to one of the countries in the region – the short list of countries includes Macedonia, BiH and Albania – and to supply primarily non-EU markets from there. »Otherwise, our strategy is making connections with local companies, since our experiences show that this is the fastest, most economical and also the most successful way to establish yourself on these markets,« says Kralj.

Resalta: Business Is Expanding in the Direction of Renewables

The Slovenian company Resalta is present throughout Southeast Europe – they have offices in Ljubljana, Belgrade, Zagreb and Sofia, with operations in Montenegro, Macedonia, the Czech Republic and Italy. »We started out in Slovenia and grew into a regional company in the space of a few years, thanks to a great team and forward-looking clients,« said the company.

Resalta sees potential for further business expansion to other countries in the region such as Romania, Bosnia and Herzegovina (BiH), and possibly also Albania. On the other hand, its business is expanding in the direction of renewable energy projects. They have already gained significant experience through offering technologies such as PV, combined heat and power (CHP), biomass and others to its industrial and commercial clients, and have used this experience to build a 5MW cogeneration plant in the Croatian municipality of Slatina.

»Besides renewable energy generation, we see potential in demand side management, i.e. the optimisation of energy use by providing smart solutions and energy storage for grid operators and consumers. The development of this range of products however depends a lot on the maturity of the markets in SEE, which we follow closely while preparing for this next step in Resalta's expansion,« said sources at the company.

Resalta plans to continue promoting energy efficiency and the utilisation of the region's abundant renewable energy resources: »In markets such as Serbia we have played a big role in promoting the public private partnership model for the improvement of public infrastructure, and we will continue to do so as there is still immense potential in this field. With the increased awareness about the importance of going green and the potential offered by energy efficiency, there is increasing demand for our services both in the private and public sectors. With regard to renewable energy development, our aim is to significantly grow our energy generation portfolio in the next five years.«

Resalta also partners with local firms on many levels – they work with local subcontractors for all projects, especially in the public sector. Its partners include companies such as Slovenia's Petrol, with which they formed a consortium in order to undertake the recently completed energy retrofit of 48 buildings for the City of Ljubljana. Resalta says they established good working relationships with the utility companies in the region, helping them achieve their energy savings targets.



Luka Komazec, Resalta

»In markets such as Serbia we have played a big role in promoting the public private partnership model for the improvement of public infrastructure, and we will continue to do so as there is still immense potential in this field.«

Resalta

However, they see a big need to help raise awareness on the market in many countries. To that end, they cooperate with various business associations and stakeholders. In Macedonia for example they have established a good relationship with the Chamber of Commerce to help raise awareness about the benefits of energy efficiency projects among large industrial companies. In Bulgaria they are a member of the Energy Efficiency Alliance, which is a professional organisation of stakeholders including ESCO companies.

In their opinion, Slovenia has become a benchmark for sustainability and eco-friendliness in the region, in part thanks to Ljubljana being recognized as a European Green Capital in 2016. Resalta has gained a lot of experience in Slovenia, which it has subsequently applied in the other countries in which it operates. »We have now also gained valuable experience from our work in Serbia, Bulgaria, and Montenegro, which we also use to provide better services for our clients in Slovenia. In that regard, knowledge sharing is crucial to our collective progress and this is something that could be implemented at national levels, and not just within companies. Energy efficiency is a good place to start because it is something everyone can agree on – we need cleaner, more sustainable and more efficient

energy sources that allow us to both save money and to preserve the environment,« say sources at Resalta.

However, the energy efficiency segment is growing very fast throughout the region. Where it was barely present 5 years ago, there is now a large demand for different types of solutions, and we see a real snowball effect beginning to take place. Our hope is that with growing awareness and an increasing number of funding options, companies like ours will be able to enact real positive change on the energy landscape and consumption habits in SEE.

»Knowledge sharing is crucial to our collective progress and this is something that could be implemented at national levels, and not just within companies.«

Resalta

Riko Seeks Opportunities in Hydro Power Plants

»Our largest reference projects in the energy sector are the turnkey construction of the hydroelectric power plant (HPP) in Sv. Petka, the construction of the reservoir for the Brežice HPP and participation in the construction of the Brežice HPP,« say sources at Riko. They also see potential on the markets of the Republika Srpska and Bosnia and Herzegovina, where there are currently numerous investments being made in both the renovation of existing energy facilities and the construction of new energy infrastructure, and they also see opportunities for the construction of HPPs on the lower and middle Sava.

Riko believes that they can expand their operations in the region in the area of improving the energy and environmental protection infrastructure.



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They believe that they can expand their operations in the region in the area of improving the energy and environmental protection infrastructure.

»As an engineering firm, we see ourselves as integrators. We are always current with the top European and global suppliers of technological equipment, and we are always looking for opportunities for cooperation with local partners,« say sources at Riko, who add that all of their past projects have included a strong local component.

And where do they see potentials for improving cooperation between Slovenia and the countries of Southeast Europe? »All of the knowledge in the field of energy, which is distributed throughout the region as the remains of the former huge companies for carrying out energy projects, everything from project planning to handover, has to be split into project groups for the individual segments, and then included into the projects,« sources at Riko estimate.

Litostroj Power is currently negotiating new projects in Romania, Montenegro and Croatia and also sees potential on the markets of Serbia and BiH.

Litostroj Power Negotiating New Projects in Romania, Montenegro and Croatia

Litostroj Power is a global company, and is not focused solely on the European market. »In Southeast Europe we are currently carrying out projects in Romania, Montenegro and Croatia. Of course we are also present in Slovenia, but we consider Slovenia to be a Central European market,« said sources at Litostroj Power.

For Litostroj Power, all three of these countries represent a potential market for the future. »We are currently negotiating new projects in all three countries. We also see potential on the markets of Serbia and Bosnia, but we are not as far in the discussion for new projects as we are in for example Romania or Montenegro. We are also present in Turkey, where we carry out projects for our owner, but also compete on the open market,« said company sources.

According to company sources, cooperation with local partners in the region strongly depends on the nature of the contract and the scope of the project. »Normally we cooperate with local companies if there is a requirement for a local component and for installation works. We also cooperate with partners if the scope of the project includes a product that is not in our company's portfolio. Generally speaking we do not pursue a specific strategy or form links with specific partners as we prefer to remain flexible in our pursuit of the best organisation.«

Litostroj Power believes that there is always room for optimisation. »Unfortunately, the nature of our projects makes it extremely hard to pinpoint what would be the decisive improvement. However, general support for the companies such as access to funding possibilities and bank guarantees are always welcome. But we still believe that we can only succeed through our own effort and determination,« said sources at Litostroj Power.

Geoplin Sees Potential in a Better Connected and More Transparent Natural Gas Market

Geoplin, the largest supplier of natural gas in Slovenia, which is also establishing itself as a provider of energy services, has been expanding its operations in the Southeast Europe region for several years. It is also registered to sell natural gas and provide energy services in Austria, Italy, Germany, Hungary, Slovakia, the Netherlands and Serbia, and it has had a subsidiary in Zagreb, Croatia since 2014, which is also a supplier of natural gas and a provider of energy services.

»In addition to the development of our core activity of selling natural gas, in the future we will also be active in other segments – continued development of our sales infrastructure, and the development and marketing of energy products and services in the areas of efficient energy consumption, energy consulting and contracting, and in the area of renewable energy sources. We will be paying special attention to the consolidation of our operations abroad – we have forecast that already in 2018 total sales volume on foreign markets will account for a more than 71-percent share,« said President of the Geoplin Management Board Boštjan Napast.

With regard to cooperation between Slovenia and the countries of SE Europe, sources at Geoplin say that due to the relatively isolated natural gas market, where a large part of the supply comes from the east, they see potential in the region primarily in a »better connected and more transparent natural gas market, which is more up to the countries or the state regulators and systems operators than to the retailers«.

»Better infrastructure connectivity of individual countries with the other countries in Europe would improve the reliability of supply to the countries in the region. Slovenia would in that case be able to work as a bridge between the western and the central and southern markets, as we can supply natural gas towards the south from Italy and Austria, and in the future also from Hungary,« say sources at Geoplin.



Boštjan Napast, Geoplin

Geoplin sees potential in the region primarily in a »better connected and more transparent natural gas market«.



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The Geoportal engineering company has a wealth of experience and knowledge in the area of underground construction, infrastructure facilities, building construction and environmental engineering

Geoportal has been in operation for thirteen years. It began as a planner of underground construction projects – designing tunnels and underground facilities. Its area of work has expanded considerably, and today it is involved in geological research and road and rail infrastructure design. It also provides consultancy, project design and engineering services for landslide rehabilitation, coastal constructions, landfills and buildings. It started with five employees but today it has 12, mostly engineers, and has the ability to partner with more than twenty other companies, especially for large-scale projects.

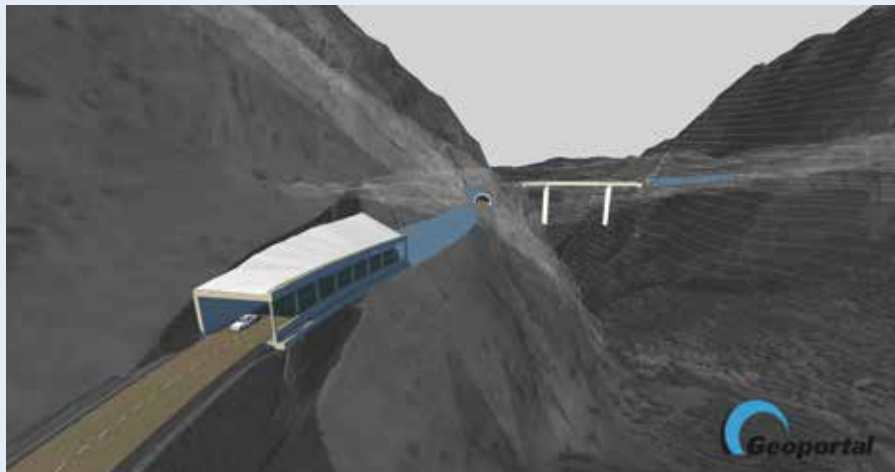
Modern tools and procedures

The company uses modern tools and procedures. It is rapidly introducing BIM modelling for infrastructure and building construction design. For tunnels and underground facilities it uses the New Austrian tunnelling method (NATM) and tunnel boring machines (TBM).

According to Managing Director Andrej Likar, the company works with both clients and contractors. “I have always advocated taking on projects according to the FIDIC Yellow Book model, which works on the “Design and Build” principle, where the project designer and the contractor work closely together and use their combined strengths to ensure the highest level of project quality,” says Likar.

Successful projects in Albania, Montenegro and India

Geoportal also operates in Albania, Montenegro and India. It has been working in Albania for three years, in cooperation with the Albanian construction firm Gjoka Konstruktion. It is working in the areas of road and coastal infrastructure



construction. It is currently working on the biggest project in Albania – the building of the Arbri Road, which connects the capital Tirana with Dibro on the Macedonian border. It is also looking for new projects in that country, since according to the managing director the country is undergoing an energetic surge of development, and additional large investments are expected.

In Montenegro it has worked on road and hydropower tunnel projects. According to Likar, the company is also hoping to enter other markets in the area of the former Yugoslavia, where they see the greatest opportunities in Serbia and Bosnia and Herzegovina. Likar would also like to appear on these markets as a part of a consortium of Slovenian companies.

The company entered the Indian market without diplomatic assistance, using its own resources and a great deal of will power, and it has established a subsidiary there. It is currently working on the construction of three rail tunnels, and also sees opportunities for new projects in that country. In India, where the engineering field is developing rapidly at a relatively high level, the company is hoping to transfer its wealth of knowledge and experience to its employees there.

Professional, on time and flexible

According to Likar, Geoportal's competitive advantages are its professionalism, ability to meet deadlines and flexibility. The company's expertise in the area of tunnel design is above the Slovenian average, where it should be noted that the level of knowledge in Slovenia is very high. And it is significantly faster-responding and more flexible than multinationals. This is particularly evident when unexpected events occur in civil engineering, when solutions have to be found and delivered quickly in order for work to continue. “We are organised so that we can satisfy our clients' needs very quickly,” says Likar.

Assistance needed from export bank

Likar would like export construction projects to receive more financial support from SID Bank. The financing models would have to be designed so that a consortium of Slovenian design and construction companies could operate abroad. “Mutual connections lead to faster development and progress for everyone involved,” says Likar.

Comprehensive solutions

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As the largest energy company in South-East Europe, Petrol has a clear vision of the future low carbon society. With more than 70 years of experience in the petroleum industry, we are transforming into a company that uses its business concept to help shape regions, municipalities, public and service sector, industry and households – in other words, into a Multi-Utility Mobility and Energy Service Company (**MUMESCO**) that can help execute investments in smart city solutions or help investing through public-private partnerships.

As a renowned partner for smart cities in the region, we manage five aspects that are very important to cities, namely **energy, buildings, infrastructure, the environment and mobility**. We thus help partners achieve their goals in an optimal manner, using the minimum of energy and generating the lowest possible environmental footprint.



Partnering for efficient production, supply and distribution of **energy**, we optimise and manage district heating systems, supplying cities with cleaner, eco-friendlier energy sources, and constructing the necessary infrastructure. At Petrol, we invest into renewable energy, such as geothermal energy, wind, solar and hydropower.



With our comprehensive solutions for supply and use of high-quality drinking water, supported by expert management tools, we provide cities with control over their **infrastructure**, optimisation of their water supply and development planning. Our company significantly contributes to reductions of water distribution costs, energy consumption and water loss, while also handling wastewater management.



Smart and low-carbon **mobility** is essential at Petrol. For this reason, we are investing in the network that provides greener motor fuels, such as LPG, in the wider European region. Recently, electro-mobility has become extremely important at Petrol, as we manage over 60 electric vehicle charging stations in Slovenia, Croatia, and Serbia.



With state-of-the-art technology, Petrol is digitalising the way for all smart city users, using solutions that connect data flow from IoT devices in public services to end users, as well as using our digital tools and solutions for smart homes. Let's invest in smart solutions, together.

“The environment and the economy are really both two sides of the same coin.
If we cannot sustain the environment, we can't not sustain ourselves.,,”

Wanghari Maathai



Photo: www.slovenia.info / iztok Medja

Guests from Croatia and Serbia mainly come to Kranjska Gora for skiing holidays.

The Majority of Tourists from the Western Balkans in Slovenia Are Croats and Serbs

The number of overnights from the region accounts for 3.2 percent of all overnights by foreign guests in Slovenia.

Darja Kocbek

The number of overnights from the Western Balkans region accounts for 3.2 percent of all overnights by foreign guests in Slovenia.

According to the Ministry of Foreign Affairs, in 2017 Slovenia was visited by 186,384 tourists from the countries of the Western Balkans (excepting Albania and Kosovo), who accounted for 441,855 overnights. Tourist arrivals were up 7.5% on the previous year, and the number of overnights was up 9.7%. The number of overnights from the region comprises 3.2 percent of all overnights by foreign guests in Slovenia, not including overnights by tourists from Albania and Kosovo. The majority of tourists from the Western Balkans in Slovenia are Croats and Serbs. According to the Slovenian Tourist Board (STO), Slovenia welcomed 175 thousand guests from Croatia and 112 thousand guests from Serbia in 2017.

Winter is the High Season

Croatia is an important market for Slovenia. The number of arrivals and overnights of guests from Croatia has begun to grow again in the last two years. »The winter is the high season for Croatian tourists, as we record three times as many arrivals and overnights as the average for the other months,« say sources at the STO. The discontinuation of visas in 2011 had the largest effect on the growth of arrivals and overnights of Serbian tourists. Guests from Serbia spend the most overnights in health spa (23 percent) and mountain (20 percent) municipalities.

Guests from Croatia and Serbia mainly come to Kranjska Gora for skiing holidays. »Of course we have some overnights related to business trips



Photo: www.slovenia.info / Iztok Medja

(conferences, trade fairs, study tours, press tours) and athletes who stay here while training,« says Elizabeta Skumavc of the Marketing, Advertising and Public Relations Department at Turizem Kranjska Gora. She also notes that in the last few years, increasing numbers of Croats and Serbs have also been visiting Kranjska Gora during the summer.

High Marks for Cave Teambuilding

Eleven percent of visitors to Postojna Cave come from the area of the former Yugoslavia. There are also more guests from Romania and Bulgaria every year, and a slightly lower number of Albanians. »They come to Slovenia as organised tour groups, and enjoy both the caves and the largest cave castle in the world – Predjama Castle, and they are very enthusiastic about our alternative cave teambuilding programmes, so they organise trade union holidays in Slovenia. The exceptions are Croatian and Albanian visitors, who mainly travel as individuals or families. They are increasingly realising that Postojna Cave Park is not just a bus stop, but a place of endless opportunities, so they are staying here for several days throughout the year,« says Mateja Rosa of the Public Relations Department at Postojna Cave. According to Rosa, discerning guests are particularly pleased with the range of services of one of Slovenia's highest-rated hotels, Hotel Jama, which is located directly adjacent to Postojna Cave.

Ads on Facebook and Google

Guests from the countries that arose in the area of the former Yugoslavia can obtain information on offers in Kranjska Gora in Croatian and Serbian on the Turizem Kranjska Gora website, where they can also engage in a live chat, where they can obtain immediate tailored information from employees at the information centre, according to Ms. Skumavc. Users of Facebook and Google also receive advertisements for Kranjska Gora, and the town is also presented at the tourism fair in Belgrade. Information on Kranjska Gora can also be obtained at promotions and presentations of the Julian Alps and at individual presentations of the Kranjska Gora Ski Resort at skiing and winter sports fairs in the countries of the former Yugoslavia.

Croatia and Serbia are among the ten countries whose people visited the Turizem Kranjska Gora

website the most in 2017, and Croatian and Serbian are among the top ten languages of the company's Instagram followers.

Advertising in Croatia is exceptionally important for Postojna Cave. »Through our extensive promotional campaigns on the beaches we are primarily targeting foreign guests, who visit Postojna Cave as part of their holiday in Croatia and stop here along their way,« says Ms. Rosa. In December, Postojna Cave uses billboards and TV ads to invite Croats to visit the world's only live nativity scene presented underground. Starting this year, we are also trying to bring Postojna Cave closer to potential guests through our new website, which has information available in 10 different languages. Tourists can thus obtain all the information they need in their native language from the comfort of their armchairs; they can even reserve their tickets with a single click, says Mateja Rosa.

Ljubljana Success Story Presented in Belgrade

In March of this year, Petra Stušek, Head of Turizem Ljubljana, presented Ljubljana's success story at a conference at the Hotel Summit in Belgrade. She explained that the basis for the successful development of tourism in the Slovenian capital was the closing of the town centre to motor vehicles, the renovation of the banks of the Ljubljanica River and the city squares, building bridges, installation of water fountains and ensuring sustainable mobility. It is also worth noting that in September of this year the European Commission gave Ljubljana an award for exceptional achievements in the area of sustainable development.

People from the other countries of Southeast Europe besides Croatia and Serbia come to Slovenia in much smaller numbers. According to STO data, 50 thousand tourists came to Slovenia last year from Bosnia and Herzegovina, 32 thousand from Bulgaria, just under 11 thousand from Montenegro, 18 thousand from Macedonia, and just under 41 thousand from Romania. The STO included guests from Albania and Kosovo among the more than 22 thousand tourists from »other European countries«.

In December, Postojna Cave invites Croats to visit the world's only live nativity scene presented underground.

In September of this year, the European Commission gave Ljubljana an award for exceptional achievements in the area of sustainable development.



Photo: www.slovenia.info / Marco Coppo

In the countries of the former Yugoslavia (with the exception of Croatia), the NLB Group is the largest financial institution based in the region.



Photo: NLB

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Companies on All Markets Require Comprehensive Financial Solutions

Andrej Lasič is a Senior Executive Director for Corporate and Investment Banking at the largest Slovenian international financial group, NLB. He explains why it's important to have a bank on your side that has knowledge and experience and is familiar with the market in the SE Europe region.

Samo Hribar Milič

What does the Balkan market mean for Slovenian companies?

Slovenian companies have been keeping up with the recent global growth trend, and are on stable footing. In Slovenia we have achieved an exceptional level of utilisation of business capacities and employment, and the unemployment level is currently very low. Economic growth, which is forecast to reach up to 5% in 2018, brings optimism and resolve. However, in the countries of the Western Balkans the level of market development is still relatively low compared

with the EU. These markets are currently important for Slovenian companies, as they represent a further opportunity for continued economic growth and exceptional opportunities for them to increase their presence there. In the majority of the countries of the Western Balkans it is also possible to operate via bilateral agreements with eastern Europe, i.e. Russia and Ukraine, based on well-established and successful connections. Specifically, I see huge potentials particularly in the construction engineering sector, as

the infrastructure on the Balkan market is in urgent need of modernisation.

What does NLB offer companies that operate in SEE countries? What is NLB's role?

In the countries of the former Yugoslavia (with the exception of Croatia), the NLB Group is the largest financial institution based in the region. We have branch offices in Serbia, Macedonia, Bosnia and Herzegovina, Montenegro and Kosovo. Our products are adapted to our customers' needs, since based on past experiences we are very familiar with the problems that companies face on these markets and we understand their expectations. Companies above all expect comprehensive financial solutions, and that is exactly what we can offer them in the NLB Group. The trade finance instruments that the NLB Group offers give companies extra support so that they are better able to penetrate these markets. And of course, NLB with its well-developed network of correspondent banks both in Europe and around the world is an excellent partner for entry onto more distant sales markets.

And what does the Slovenian market represent for companies from SEE countries?

For the countries of the neighbouring Balkans, the Slovenian market means economic and legal security. It offers a high level of stability and a secure legal environment, which is closely connected with Slovenia's inclusion in the European Union and the euro area. At the same time, the Slovenian market is an extremely important link between the countries of the Western Balkans and the EU. The Slovenian market is important for investors due to the country's knowledge and infrastructure connections, acceptance of intercultural differences and digital literacy. Companies in the countries of the Western Balkans are also aware of the importance of business cooperation with Slovenia, as the efforts of various stakeholders (governments, businesspeople, associations, non-profit organisations) are visible at all levels, which significantly contributes to the strengthening of the relationships.

As the region's largest banking group, we follow companies from their establishment through all phases of the business cycle. Companies above all expect consultative selling, where the bank functions as an active partner and recommends comprehensive financial solutions for their development projects and business challenges, which allows them to focus on their main line of business. Group products (including a standard fee for international payment transactions within the NLB Group), familiarity with and understanding the companies and their operations, familiarity with and presence on the SEE market, knowledge of the language and culture are our comparative advantages, which we intend to build on in the future.

On this basis we can offer customers of any member of the NLB Group appropriate and comprehensive solutions for more efficient, secure and predictable operations on both the domestic and international market.

Can you be more specific?

For instance, we can finance various investment projects and not be geographically limited to the NLB Group's headquarters in Slovenia. The NLB Group's members in the region can also finance investments, provide liquidity and revolving loans, guarantees and letters of credit, and offer all types of protection for both currencies and interest rates. With regard to investment banking I would like to mention in particular the possibility of consultancy for mergers and acquisitions and the organisation of syndicated loans for major financing, and searching for additional sources of funds on capital markets, including through bond issues.

Companies have just one account manager at the bank (principle of centralised account management), which makes it much easier for the customer to communicate and do business with the bank. The central account manager and the NLB Group's professional departments arrange everything necessary to satisfy the customer's needs, regardless of which country they are in.

What has changed with regard to business and the relationship between companies and the bank in the last few years, what has changed for you and for your customers?

The NLB Group stays with its customers through good times and bad, which we clearly demonstrated during the recent crisis. We listened to our customers and helped restructure nearly 80 percent of Slovenian companies. The NLB Group also invests heavily in development and knowledge, which allows us to give companies advice in selecting the most appropriate banking products, which in the long term increases the level of trust and leads to partnership relations.

We are introducing new products at NLB, and we can assure our customers that we will continue to invest in our employees' knowledge and competences, and in the digitalisation of our products – this year in the field of corporate services we upgraded our Klikpro mobile banking system by introducing Quick Loans and Quick Limits, as well as video calls and online chats. We have also introduced standard fees for international payment transactions at all banks in the NLB Group.

We have been organising regional business conferences for companies for several years, at which we present professional topics and banking products that will smooth company operations. In addition to these local business events, we have added interesting meetings with various professional topics at the Centre for Innovative Entrepreneurship, and we cap it all off with the Business Forum (this year was the fifth annual), which will be held next year on every market in which the NLB Group is present.

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Companies above all expect consultative selling, where the bank functions as an active partner and recommends comprehensive financial solutions for their development projects and business challenges, which allows them to focus on their main line of business.

NLB Group – at home where you are

A bank with a mission is much more than the sum of its business activities. We strive for positive change, mutual benefit and growth in all areas of social development.

Being at home in the SEE region, we understand the market's specifics, it's weaknesses and advantages. And we are right at your doorstep with **financial solutions for all your needs.**



NLB Group

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The CCIS Recipe

Contacts + RDI = Contract

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

Barbara Perko, photo: Žare Modlic

Business Advice: the Best Service

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

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

Business Events: More Than 100 Events a Year

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

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

Networking: 15 Enquiries from Foreign Markets Each Week

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

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

*RDI: research, development and innovation



Excellent SME Certification: Obtained by 850 Firms and Businesspersons

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



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

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



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

Discover Slovenia

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

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





Every Third New Diesel Has a Slovenian Part

Photo: Pipistrel

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

Barbara Perko

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

Pipistrel Developing Craft for Uber

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

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

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

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

*Michael Coates,
Pipistrel USA and Pipistrel Australia*



Photo: Akrapovič

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

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



Photo: archives personnelles

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

Eric de Seynes

COO of Yamaha Motor Europe

Akrapovič: From Aston Martin to Yamaha Racing Motorcycles

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

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

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

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

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



Photo: Akrapovič

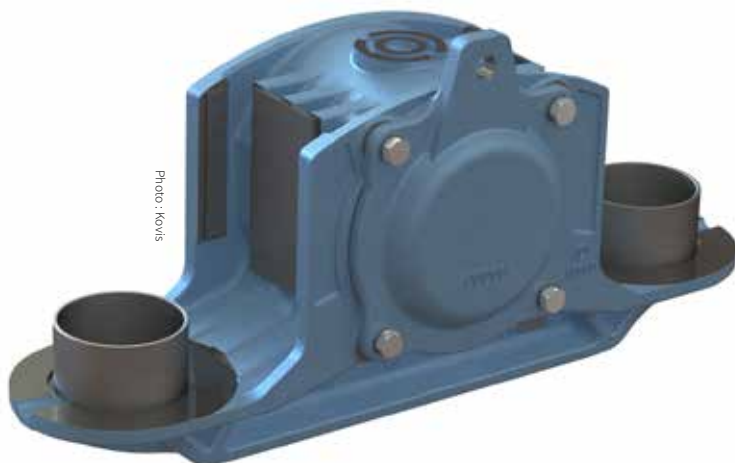


Photo: Kavis

Ferročrtalič Provides Vital Machine for Air Transport

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

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

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

Kovis Offering the Best Disc for Freight Wagons

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

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

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

Hidria: In Every Fifth Car in Europe

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

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

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



Photo: Hidria

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

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

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

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

LTH Castings Products in Tesla

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



Photo: LTH Castings

Their parts are present in practically all European vehicle makes. They directly supply practically all the lines of engines and transmissions for Mercedes and BMW. Apart from exceptional cases, they are the sole suppliers. They are also present further afield, with parts also installed in Tesla cars. They have also been successful with system suppliers such as Bosch, Continental and Wabco, involving steering mechanisms, housings for electronic components and brake parts. In 2013 they were the first casting company to receive the Daimler prize for the global supplier of the year.

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

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Photo: Unior

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

Unior Involved With First Project for Porsche Electric Vehicle

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

Their products in this range place them among the major suppliers of forged car parts for the biggest car makers, specifically Volkswagen, Audi, Škoda, Porsche, Bentley, BMW, Ferrari, Renault, Dacia, Hyundai, Kia, Jaguar, Land Rover and Volvo. Their line of products is also installed in hybrids, and they are trying to establish a presence in the new generations of fully electric vehicles. In the future they will also be focusing on forging aluminium. Their main customers for the mechanical equipment range are Volkswagen, Audi, BMW, Renault, Dacia, Peugeot, ZF, Lemförder & ZF Lenksysteme, Volvo, Bosch Siemens Group, Daimler, Jtekt, GKN, ArvinMeritor and General Motors.

Alfastreet Marine: New Standards in the Nautical Sector

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

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

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



Photo: Alfastreet Marine

TESTING DEVICES & INNOVATIVE SOLUTIONS FOR LABORATORIES, INSPECTION AND ACCREDITATIONS BODIES IN ACCORDANCE WITH EN ISO / IEC 17020, 17025

L- PLAN is Accredited Conformity Assessment – Inspection Body in the field of Pressure Equipment.
Since 1991 innovative development and production of Measurement, Test, Calibration and Inspection Devices as Methods and Procedures in accordance with standards requirements (EN ISO /IEC 17020,17025, API, ASME...).



L-PLAN Conformity Assessment - Inspection body in the field of Pressure equipment:

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- Service organisation for Inspection, testing, maintenance and repair of Safety equipment and Pressure Accessories
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Photo: Adient

Adient's Head Rests Win Over Volvo

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

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



Photo: GKN

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

TPV Have Their Own Automated Guided Vehicle

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

As part of this they have developed their own automated guided vehicle (AGV), the TPV Optimatik 160, whose key advantages are the superlative central control system and the actual dimensions of the vehicle. This is the only vehicle on the market that is sufficiently low and narrow to avoid the need for adaptation as on standard production vehicles, which significantly reduces the cost of introducing the system.

GKN Driveline Developing Drive Shaft for New Customer

The company GKN Driveline is currently developing a drive shaft for a new customer that will start up production of cars in Central Europe. In addition to drive shafts, they also have their homokinetic joints and tripods of various types and sizes installed in distinguished makes of car.

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

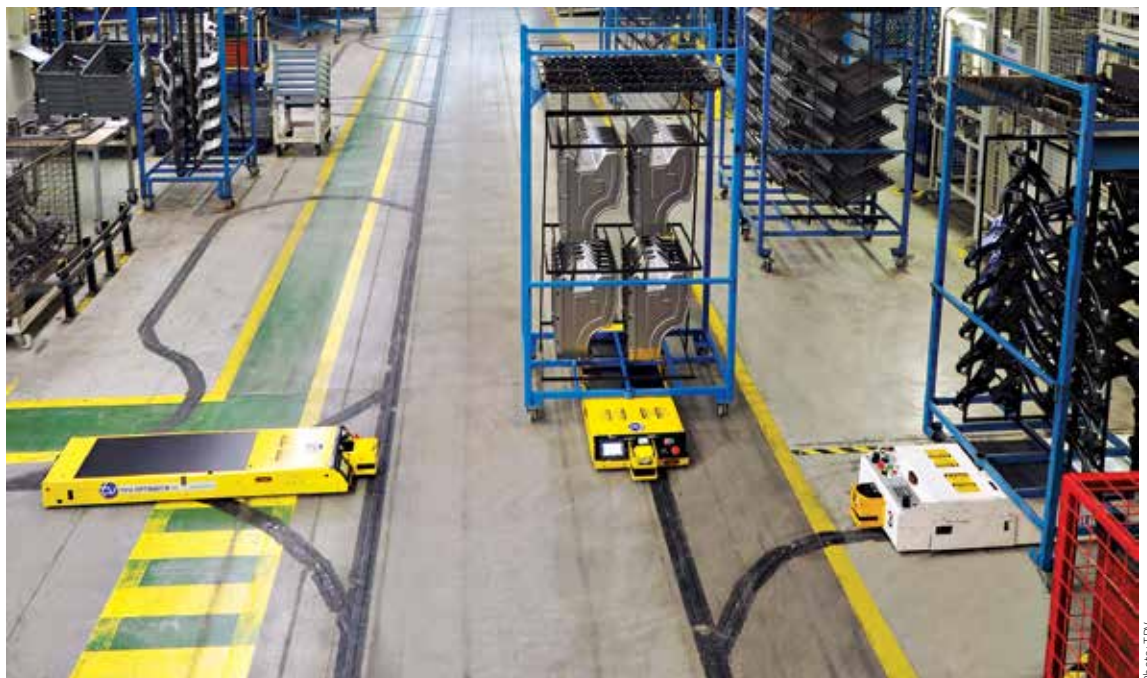
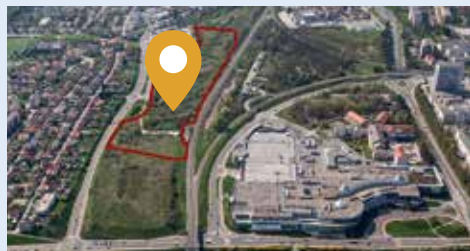


Photo: TPV

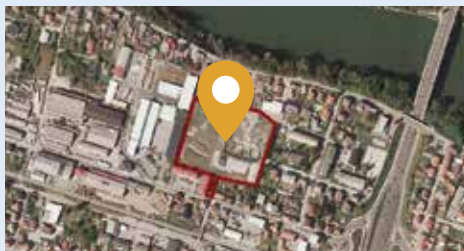
ATTRACTIVE REAL ESTATE ASSETS AVAILABLE FOR SALE



BUILDABLE LAND PLOT IN MARIBOR IN THE VICINITY OF EUROPARK

The land plot is located in an excellent location nearby the Europark shopping center. According to the local government spatial plan, this land has been zoned for the construction of multi-dwelling buildings with a smaller mixed structure.

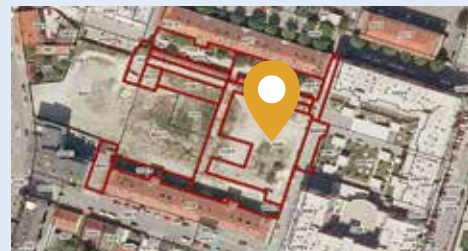
TOTAL LAND PLOT FLOOR AREA: 53,933.00 m²
PRICE: 3,390,000.00 EUR + tax



BUILDABLE LAND PLOT - STUDENŠKI RAZGLEDI IN MARIBOR

The land plot suitable for development is located in a beautiful, quiet location along Iztokova ulica in Maribor. The land plot has a building permit for construction of a multi-apartment residential development. It is possible to build approximately 250 residential units (depending on apartment size) with parking facilities located in an underground parking garage.

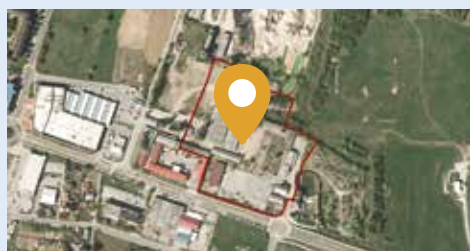
TOTAL LAND PLOT FLOOR AREA: 19,092.00 m²
PRICE: 1,690,000.00 € + tax



BUILDABLE LAND PLOT IN THE IMMEDIATE VICINITY OF THE MAGDALENA PARK IN MARIBOR CITY CENTER

The land plot suitable for development is located in an excellent location along Jezdarska ulica in the center of Maribor. The land plot is zoned for construction of a multi-apartment residential development. All necessary public infrastructure is available in the immediate vicinity. The plot is accessible via paved local road.

TOTAL LAND PLOT FLOOR AREA: 11765.00 m²
PRICE: 1,600,000.00 EUR + tax



BUILDING PLOT NEAR THE MARIBOR INROAD

Under the municipal zoning plan, the land plot is zoned for residential development and other central activities. The surrounding area is well-connected to public utilities infrastructure. The plot is accessible via paved local road.

TOTAL LAND PLOT FLOOR AREA: 36,993.00 m²
PRICE: 3,181,000.00 € + tax



CELJE BUILDABLE LAND PLOT SUITABLE FOR MIXED-USE RESIDENTIAL/COMMERCIAL DEVELOPMENT

The buildable land plot suitable for mixed-use residential/commercial development is located near Dečkova cesta and the Celje Fairgrounds, in the immediate vicinity of Golovec.

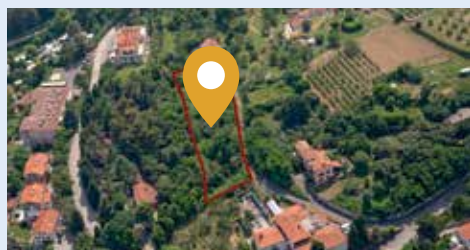
TOTAL LAND PLOT FLOOR AREA: 8,583.00 m²
PRICE: 471,500.00 EUR + tax



COMMERCIAL AND WAREHOUSING FACILITY IN THE TPC TERMINAL SEŽANA CUSTOMS AND BUSINESS ZONE

The warehouse and business facility with ripening depots and cold stores is located near Fernetiči and has good transport connections to both Slovenian and Italian ports via railway and motorway. It has access to all required communal utilities infrastructure.

BUILDING NET FLOOR AREA: 7,472.00 m²
TOTAL LAND PLOT AREA: 16,499.00 m²
YEAR OF CONSTRUCTION: 2000
YEAR RENOVATED: 2006
ENERGY PERFORMANCE CLASS: D (60-105 kWh/m²a)
PRICE: 2,800,000.00 EUR + tax



BUILDABLE LAND PLOT WITH A FULL BUILDING PERMIT IN FIESA

The land plot is located in an excellent location, with spectacular views, surrounded by lush greenery and great road connections. A final building permit has been issued for the land plot, allowing for construction of five buildings with a total floor area of 2,687.30 m², with a basement, ground floor and one upper floor.

TOTAL LAND PLOT FLOOR AREA: 3,486.00 m²
PRICE: 1,028,370.00 € + tax



OFFICE BUILDING IN NOVI BEOGRAD DISTRICT

The office building is located in Novi Beograd, with most of the units having existing tenants. It consists of offices (B + G + 4), a car showroom (B + G + Gallery) and underground parking.

BUILDING NET FLOOR AREA: 12,826.00 m²
TOTAL LAND PLOT FLOOR AREA: 6,606.00 m²
YEAR OF CONSTRUCTION: 2008
PRICE: 12,500,000.00 EUR + tax



LAND PLOT SUITABLE FOR RESIDENTIAL DEVELOPMENT IN FIESA

The land plot has an exceptional location with a view of the sea and sunny exposure. It is located along the main road, with all the requisite utilities infrastructure directly nearby. The land plot is zoned for construction of a fully-detached family home with a garage, with a basement, ground floor and loft.

TOTAL LAND PLOT FLOOR AREA: 1,364.00 m²
PRICE: 279,620.00 EUR + tax



Photo: Renault

Revoz Begins Electric Vehicle Production

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

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

Adria Mobil: Prestige New Series of Motor Homes

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

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



Photo: Adria Dom

Glamping Tents Being Sold in Japan

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

They have been sold in new markets such as Spain, Sweden and Japan. For the next season they have produced the new Safari Loft model, a tent with a spacious upper storey and balcony.

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

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



Photo: Adria Mobil



Photo: Adria Mobil



PROUD OF OUR WORK

With expertly executed projects in the field of water supply, sewerage, heating systems, water treatment and control of technological processes, we significantly contribute to the rational use of water and help to maintain it clean and lively.

www.cmc-group.eu



A Fully Automated Home and Crystal Door Handles



Photo: Kolpa

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

Barbara Perko



Photo: Robotina

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

Robotina: Control Your House Through Your Telephone

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

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

Domel: A Motor Weighing Less Than 500 Gram Was Developed

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

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

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



Photo: Domel



Photo: TEM Čatež

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

Gorenje's Smart Kitchen Assistant Will Help You With Recipes

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

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

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

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

TEM Čatež: Turn the Light On and Off Without Contact

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

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

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

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

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

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



Photo: Gorenje

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

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

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

Kolpa and the Freestanding Bathtub Trend

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

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



Photo: Kolpa

The Rogaška Glasses in the Intercontinental Hotels Group

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

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



Photo: Steklarna Hrastnik

Steklarna Hrastnik: A Perfume Bottle Collection

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

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

Kovinoplastika Lož: Sinks in the Renowned Nobilia Kitchens

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

Currently, a concept from Custom Shop is being set up where customers will be able to design their own washing station and choose various metal hues



Photo: Rogaška



Photo: Kovinoplastika Lož

of the sink, a water distribution system and Mix & Match kitchen taps.

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

Three Innovative Systems Developed by Danfoss Trata

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

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



Photo: Skaza

Skaza: Environmentally Friendly Picnic Puzzles

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

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

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

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

An Innovation for Pets

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

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



The ROTO Group includes 10 companies with production facilities in four European countries. The company is privately owned and has been present on the domestic and foreign markets for more than 35 years as a manufacturer of plastic products and a reliable business partner. With over 4000 products with a volume of up to 25m³ and annual processing of more than 3 million kg of polymers, we are one of the leading rotomolding companies in Europe. With our own development department and in-house production we are expanding and developing new products every year. The Roto Group's competitive advantages stem from its uniqueness and flexibility, marketing innovations and excellent customer technical support. Our functional designs give our products increased added value and higher quality. We use intelligent materials and modern production technologies. We also offer sales support, and can build components into our plastic products in order to provide comprehensive solutions to our customers' needs.



Going on Holiday Has Never Been This Easy

Photo: Styler

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

Barbara Perko, Žiga Kariž

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

Chatbot Developed for Ferry Timetables

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

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

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



Photo: Styler

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

Cash Registers for South Korean Retail Shops

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

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

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

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



Photo: Mikropis



Photo: GoOpti

GoOpti Linked to Airlines Emirates and Qatar

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

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

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

NIL Helps Optimise Global Telecom Operators

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

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

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



Photo: NIL

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

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

SRC Systems Used by Adiko banka, Kolektor and A1

The company SRC has placed on the market the modern business system platform SRC Next, which brings together all key systems in one place. It offers a simple, understandable and intuitive interface that is able to show just those data, documents and functions that users actually need in their work. It offers users information and documents also depending

on the location they are in at that moment. Their CRM and DMS systems and digital banking platform are used by companies such as Velux, Adiko banka, Kolektor and A1.

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

Customers Include Hilti, Sandoz, Axalta

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

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

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

CABLEX GROUP

www.cablex.si

The Cablex Group is an established Slovenian company with 30 years of experience in the area of cable products. With more than 3300 employees, 12 production units in various parts of Europe and in China, and state-of-the-art technology, we are one of the most visible systems developers and suppliers of cable harnesses, plastic and silicone products and custom mechanical assemblies and tools for manufacturers of electronic devices. Our primary area of concentration is appliances and the car industry.

We focus mainly on mass production, in the advanced technologies segment (resistance welding, RAST connector systems), where a high level of automation can be achieved. Due to our experience we are increasingly working with our partners during the product development phase. We search for the optimal solutions for our clients for complete mechanical assemblies that include plastic parts, wiring and assembly with all required elements. As an example we can cite the Vorwerk company, where the result of our cooperation was the development of a significant part of the Thermomix product at our companies.

From Digitalisation of Production to Increased Productivity

Why do you focus on productivity?

Higher productivity means that you get higher output per unit of input. Simply put, this means that you can produce more with the same resources, or you can produce the same output with fewer resources. Higher productivity thus leads to better operating results, lower labour costs, higher profits and improved cash flows. We can say that productivity essentially defines competitiveness of production companies. Unfortunately, the level of productivity among companies in the ex-Yugoslavia and Western Balkans regions is relatively low. It has been increasing, but at slower pace than elsewhere in Europe. Slovenia is among the best countries in this group, but also it is lagging behind certain countries that were far behind in the past, for example Slovakia. Current situation is therefore not the best, but consequently there is a lot of room for improvement.

The essence of productivity improvement lies in understanding where losses occur within processes. These losses result in unexploited human potentials, inefficient and unsynchronised processes, long wait times, excessive waste, lack of essential information, unnecessary activities, production bottlenecks, unoptimised materials flows, etc. Moreover, a large proportion of these losses goes unnoticed and unanalysed. If you want to increase productivity, you firstly have to make the invisible losses visible, then measure and assess them and finally design an action plan to eliminate them. If this is done systematically, productivity will surely increase.

Where do you see a connection between digitalisation and productivity?

Digitalisation is an important global trend, and numerous authorities in the fields of economics and management have highlighted its importance as the main enabler for the next wave of improvements in company operations, mostly in connection with increased productivity. This is what the concept

of the fourth industrial revolution (Industry 4.0) is all about. Of course, digitalisation by itself is not enough to increase productivity. It can only carry out the first part of the task – it can measure production losses efficiently and process the data on computers. The second part, which includes interpretation of the results, design of improvement measures, preparation and implementation of an action plan, has to be carried out by qualified operations consultants.

At Metronik, we have developed a state-of-the-art solution which measures and classifies losses in production processes. In parallel, we have developed complementary operations consultancy services. This way we can support the productivity increase process from end to end. Our MePIS OPEX (Operational Excellence) information system measures and classifies losses, also by taking in account manual inputs by operators on production lines, calculates numerous KPIs, complies with OEE and TPM methodologies, offers various dashboards and reports, and enables analysis of the results. All of this makes the production process significantly more transparent. At the same time, our consultancy team develops process improvement suggestions, quantifies their impact potential, analyses their feasibility, identifies associated risks and prepares implementation plan. With MePIS OPEX project we try to answer three basic questions: What happened in the production process? Why did it happen? What can we change to make sure it does not happen again? MePIS OPEX gives us a comprehensive answer to the first question. The answer to the second question is partially generated through MePIS OPEX, and partially through our consultancy services. The answer to the third question is entirely the result of our consultancy services. With a combination of high-tech solutions in the field of production processes' digitalisation and operations consultancy, we have managed to develop a comprehensive solution for productivity increase.



Can you give us a practical example?

Sometimes our customers only implement the technical part of our solution, meaning the MePIS OPEX, and they design and implement the measures themselves. On the other hand, we have customers for whom we provide a comprehensive solution which includes MePIS OPEX as well as operations consulting. With our consultancy services we ensure that our customers' investment pays back in 3 to 6 months, often even faster. Our solution is applicable for a wide range of industries: food and beverage, life science, automotive and metalworking, consumer products, etc. We carried out numerous successful MePIS OPEX projects with leading regional and international companies like Atlantic Grupa, Danfoss, Vossler, Heineken, Trimco, Mona and others. Therefore, MePIS OPEX is in active usage throughout the wider region: in Slovenia, Austria, Serbia, Bulgaria, Croatia, Bosnia and Herzegovina, etc.



Health and Wellbeing

Photo: www.slovenia.info

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

Andreja Lončar

Land of Green Luxury

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

Ana Praprotnik, Sava Turizem

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

New in Ljubljana: Skyscraper Relaxation

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

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



Photo: InterContinental Ljubljana



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

Saša Zor, Hotel InterContinental

Photo: InterContinental Ljubljana

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

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

The new hotel aims to balance international standards and know-how with local authenticity, safety and domesticity. To this end a concierge service is provided for hotel guests, able to direct them to Slovenia's hidden corners and to recommend unusual activities that they might enjoy.

Museum of Eavesdropping Coming Soon to Postojna

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

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

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

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

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

Sabina Paternost, Postojna Cave



Photo: Postojnska Jama

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



Photo: www.slovenia.info / Nea Culpa

Around Triglav National Park by Lipizzaner

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

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

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

You can visit the renovated Rikli Balance Hotel (formerly known as Hotel Golf) in Bled, which opened its doors in March this year. The hotel has been renamed, using a new concept and design to bring to life local traditions and the story of Arnold Rikli, a Swiss healer who established a natural healing resort in Bled in 1854,

explains Zala Praprotnik, Sava Turizem's head of PR. According to Praprotnik, the Rikli Balance Hotel will enchant you with its respect for local traditions and by promoting a healthy lifestyle. Designed in a contemporary style, the hotel features rooms that tell stories of the Carniolan honey bee, honey dough hearts, Gorenjska embroidery, spruce from the nearby Pokljuka mountains and Arnold Rikli himself. In combination with brand new gastronomic services, thermal pools and wellness treatments, the hotel is a great choice for a private or business break.

A Massage for Two on the Coast

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

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

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

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

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

Anja Kovačič, Istrabenz Tourism



Photo: LifeClass



Photo: Terme Krka

Detox at the Spa

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

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

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

More than a thousand guests enjoy dieting and detox at the Šmarješke Toplice resort each year.

»Doctors, nutritionists, trainers, therapists and chefs work together to give each guest the knowledge and motivation they need,« explains Ms Zidarič.

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

Andreja Zidarič, Terme Krka

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Quality Assessments 2019

International quality assessment for meat and meat products
15. 5 (fresh meat)
12. 6 (meat products)

International quality assessment for milk and dairy products
4. - 7. 6.

International assessment of fruit juices, non-alcoholic beverages and bottled waters
18. 6.

Open state wine assessment – Wine Slovenia Gornja Radgona
14. - 18. 7.

Honey assessment with international participation
6. 8.

International quality assessment for agricultural machines and accessories
22. - 23. 8



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

Matjaž M Dremelj, Žito



Photo: Žito

Bread for China, Mackerel for the USA

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

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

Spelt, Buckwheat and Quinoa Are »In«

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

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

Žito products with improved nutritional value are also being developed as part of the European Food4Future project, in which 15 partners are involved. »One of our innovative products is spelt fillo pastry. Spelt is nutritionally balanced, and is thus

growing in popularity with consumers inside and outside Slovenia,« adds Matjaž Dremelj.

Žito Targets Markets Outside Europe

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

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

Don Don Bread for Athletes

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

»Protein accounts for more than 17% of the total energy value. The product is aimed at everyone, but

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

Maja Maroša, Don Don

particularly sports enthusiasts and those with active lifestyles, who need protein to maintain and increase muscle mass and keep bones healthy,« says Maja Maroša, Head of Marketing at the Don Don Group.

Largest Sliced Bread Bakery in South-Eastern Europe

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

Ready-Made But Healthy

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

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



Photo: Don Don

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

Petra Skok, Pivka Perutninarstvo



Photo: Deposiphotos

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

Delamaris Fish in the USA

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

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



The Kračun company has been in business in the field of food processing cooling system and retail food sales since 1993.

Its business is focused on integrated engineering of technologies for preparation, production, storage and logistics in food processing chains for fruit, vegetables, meat, meat products, milling and baking, dairy and dairy products.

Core business:

- Meeting investor demands and preparing project orders
- Project setup
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- Installation
- Start-up
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- Financial engineering

The company employs its own workforce and has excellent connections with external partners throughout Europe.

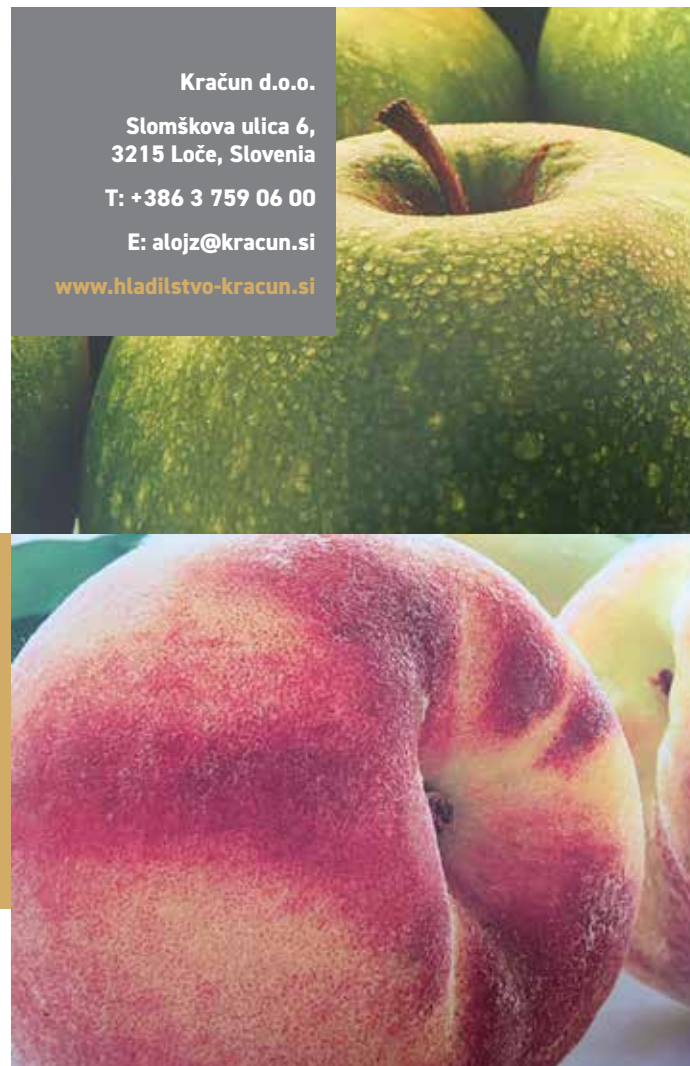
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Perutnina Ptuj Brings the Poli Frankfurter to Foreign Consumers

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

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

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



Perutnina Ptuj is the leading producer of poultry-based food products in South-Eastern Europe.

Photo: Perutnina Ptuj

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By complying with the standard farmers, producers and the food industry we build consumers' confidence to our products.



ZELENE DOLINE



Photo: Krka

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New Drugs for Diabetes and Cardiovascular Disease

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

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

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

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

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

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

Probiotics and Vitamin Supplements

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

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

A Joint Venture to Break into the Chinese Market

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

Best Sellers Are Drugs to Treat Cardiovascular Diseases

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

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

Veterinary Medicines to Take on Russia, France and Germany

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

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

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

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

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

Pharmaceutical Firms With Billions Revenue

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

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

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

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

Demographic Challenges and New Technologies

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

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

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

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

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



Photo: Lek

Projects That Will Benefit All of Europe, Not Just Slovenia



Photo: Slovenske železnice

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

Barbara Perko

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

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

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

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

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

Up to 43 Million Tonnes of Freight on the Second Track

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

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

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



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Photo: Depositphotos

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

More Railway Upgrades

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

Up To 20 Million Passengers Per Year

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

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

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

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

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

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



Photo: Slovenske železnice

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

DARS as the Trailblazer in Europe

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

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

Three Key Projects on the Roads

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

Pošta Slovenije Enters the Temperature-Sensitive Segment

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

It is also entering the segment of shipping temperature-sensitive products and pharmaceuticals. Food products purchased online can be delivered

to customer addresses throughout Slovenia within agreed timeframes.

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

Best Coverage With Electric Vehicle Charging Stations in Europe

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

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

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

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

Slovenia's Digital Driver

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

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



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

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

Photo: EPPS

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

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

Andreja Lončar, Barbara Perko

Photo: Impol

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

Nina Potočnik, Impol

With Growing Automotive Orders, Impol Expands Production Abroad

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

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

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

Talum Bets on E-Mobility

The strategic focus of the Talum Group is lean, energy efficient and environmentally-friendly production and processing of aluminium. They are among the world's most efficient producers of electrolysed aluminium and aluminium alloys. A significant basis for the company's growth is the development of castings manufacturing, where in addition to low-pressure and gravity casting they have also managed to penetrate the high-pressure aluminium castings market. In the past year they have significantly improved their position in the area of production of highly complex castings for the car industry, which they manufacture using three different casting techniques. As

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

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



Dr. Peter Schätzler
Director Supply Chain Management
Fissler GmbH



Photo: Talum

a manufacturer of cast alloys they are capable of making certain adjustments to improve their mechanical qualities, which allow their alloys to be used for parts that bear the highest mechanical loads. Their competences and potentials in the area of castings development has been recognised by BMW, who hired them to develop and manufacture complex load-bearing machinery elements.

They are also among the world's largest and most technologically advanced manufacturers of billets for the production of tubes and canisters. Every fifth tube or canister in Europe is made out of Talum

billets, and they have 60-percent market share in the segment of billets used for the bottoms of cooking pots. They received a gold medal this year from the Štajerska Chamber of Commerce and a special award for circular economy innovation from the Chamber of Commerce and Industry of Slovenia for their Alu Green Alu Can closed-loop recycling project.

They are betting heavily on e-mobility, as they would like their Roll-Bond technology, which is used in the manufacture of evaporator plates, to be used for cooling batteries in electric vehicles. They have also developed alternative products using Roll-Bond technology, such as hybrid photovoltaic panels and vaporisers for heat pumps.

They use advanced technologies to digitalise their production processes in order to optimise the processes and further improve the quality of their products.

TKK Eyeing Scandinavia and Africa for Its Foam and Sealing Compounds

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

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

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

Stanko Kores, Talum

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

TKK Srpenica



Photo: TKK

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



Photo: Helios

Helios Eyes Asia and Africa Markets With New Owner

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

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

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

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

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SLUGS

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

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

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

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



Photo: Bosio



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



Photo: Iskra PIO

oriented process. The line can process 2,600 tons of material per day.

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

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

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

Technology for the Biggest World Pharmacists

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

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

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

Trusted by Magna, Renault, Audi, BMW, Peugeot

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

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

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

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



Photo: Kovinoplastika Lož



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The Best in Smart Meters

Photo: Metrel

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

Andreja Lončar

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

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

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

The market for measuring instruments is therefore being driven by:

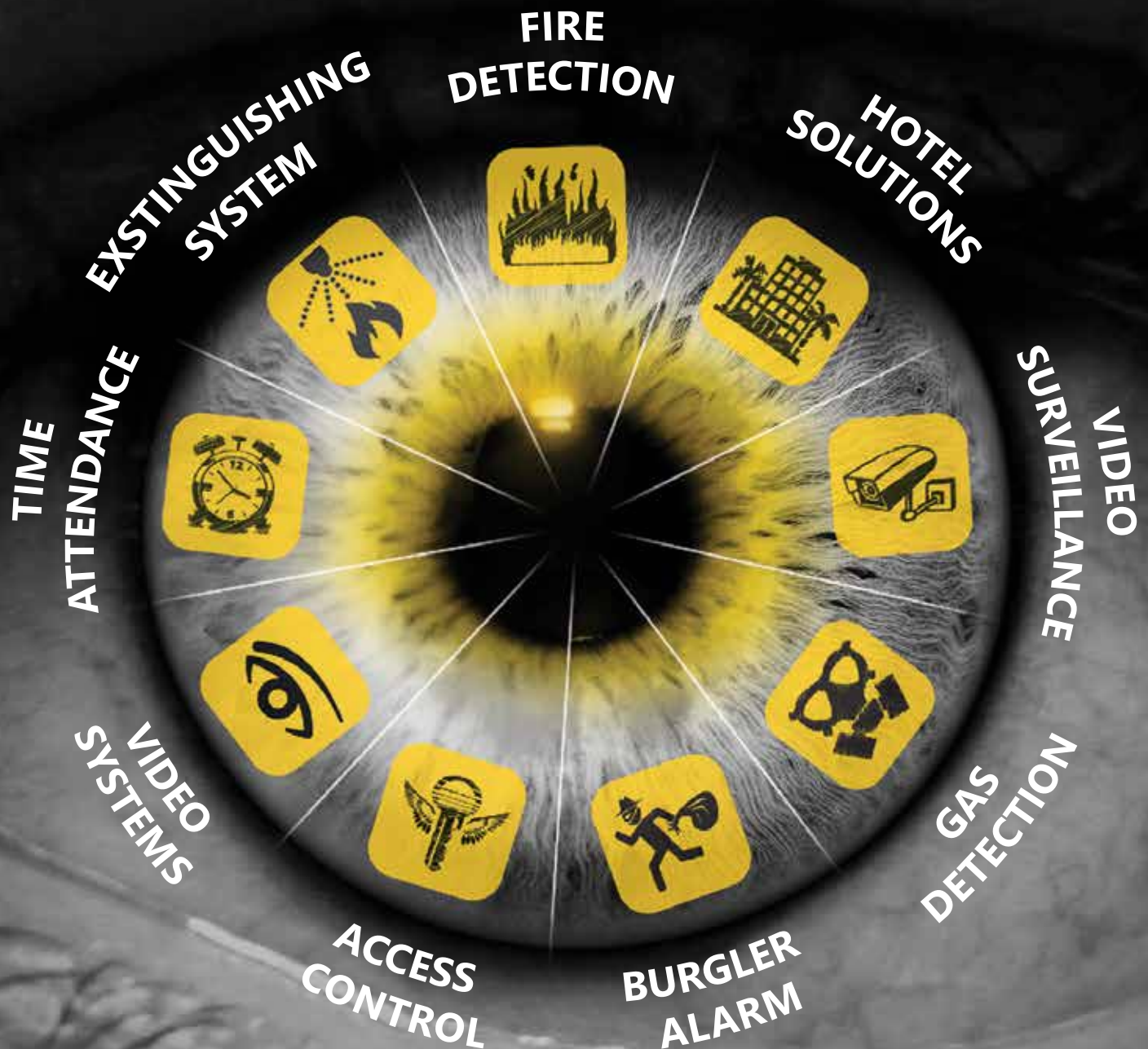
- growing electricity consumption,
- initiatives for efficient electricity consumption,
- moves to secure higher quality supply and an awareness that measuring is the first step towards improvement, and the desire of industrial customers for constant monitoring owing to the sensitivity of industrial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

Iskra Analysers in French and German Multinationals

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

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

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Photo: Iskra

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

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

Metrel Expanding Product Range for Industry

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

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

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

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

Millions of Iskraemeco Smart Meters in Dutch Households

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



Photo: Iskraemeco

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

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

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

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

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

Faster and More Accurate Measurement of Product Dimensions

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

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

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



Photo: Lotrič Metrology



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From Cleanrooms to Clean Water

Photo : Cleangrad

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

Barbara Perko

Cleangrad is Europe's leading provider of cleanrooms.

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

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

Cleangrad: Trusted by Major Pharmaceutical Firms

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

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



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

Photo: Cleangrad

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

Exceptional Results at Low Cost

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

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

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

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

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



Photo: Toring Turbine



Photo: Toring Turbine

High-quality refurbishment of railway tracks in tunnels

SŽ-Železniško gradbeno podjetje Ljubljana, the leading railway construction company in Slovenia, is refurbishing railway tracks in tunnels quickly and efficiently on solid foundations within tunnels with the help of the modern ÖBB/PORR system, which uses elastically supported prefabricated reinforced concrete slabs.

After 70 years in the business, SŽ-Železniško gradbeno podjetje Ljubljana (ŽGP) is using its experience and know-how, as well as its state-of-the-art equipment, to strengthen its position as Slovenia's leading provider of services in the construction and maintenance of raw substructure and superstructure, overhead cables, and signalling-safety and telecommunications installations.



Its expert, professional approach has allowed it to expand its operations into the Balkans, where it is also engaged in refurbishing tram tracks.

Refurbishment using slabs

At ŽGP we constantly monitor technological developments and incorporate them into our services. One such development is the refurbishment of railway tracks on solid foundations in tunnels with the help of elastically supported prefabricated reinforced concrete slabs, known as the ÖBB/PORR system, as in the Križiški

Jurgovec and Ležeški tunnels on the Košana to Gornje Ležče line.

Complex preparations and execution

This type of refurbishment requires the elements (slabs) to be manufactured in the factory and then installed at the site. The precision required necessitates a wide variety of accurate measurements to be made before work commences, as subsequent adjustments are not possible.

The measurements are conducted using a scanner, which is mounted, with supports, on a railway carriage that travels through the tunnel at a mere 2 km/h to allow for greater measurement precision. The measurement results on both tracks are combined and, after further computer-aided processing, the precise thickness of the slabs is determined. The elements of the track curve (course) are also optimised, allowing trains to travel faster without interfering with the tunnel tube.

When being installed in the tunnel, the factory-manufactured slabs are mounted

on “correction screws”, giving optimal balance to the tracks after installation.

Possibility of slab replacement

All surfaces that come into contact with a concrete slab are coated in rubber granulate, which gives the system a certain flexibility between the ground and the bearing concrete slab. It also makes any replacement of slabs easier during an emergency. There is a gap of 40 mm between the slabs; this means that the structure can withstand pressure or temperature differences without sustaining damage.

This method of refurbishing railway tracks has already proved to be a winner in a large number of refurbishment projects in Austria, Germany and other parts of Europe, as well as in several Far Eastern countries.

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

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

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

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

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

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

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

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

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

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

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

Ranking criteria: Exports in 2017

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

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

No	Company name	Exports (mio EUR)	2017/2016 (%)	No of employees	% of exports in total sales	Value-added (mio EUR)	2017/2016 (%)
46	RASTODER, d.o.o.	103	23.5	50	76.5	15.0	87.9
47	ISKRAEMECO, d.d.	103	43.7	720	97.5	30.5	26.0
48	NOVEM CAR INTERIOR DESIGN d.o.o.	100	24.0	674	99.9	18.0	-26.9
49	Kuwait Petroleum d.o.o.	99	41.1	0	88.8	2.3	-175.0
50	Trelleborg Slovenija, d.o.o.	99	3.2	811	85.2	42.3	2.4
51	Adient Slovenj Gradec d.o.o.	95	19.4	625	97.9	25.3	20.2
52	PAPIRNICA VEVČE d.o.o.	95	2.4	253	97.2	11.8	-9.8
53	KNAUF INSULATION, d.o.o., Škofja Loka	93	8.0	391	79.1	38.0	13.0
54	PALFINGER d.o.o.	92	17.4	546	94.8	26.3	22.0
55	TRIMO d.o.o.	88	-3.7	378	88.4	17.6	-16.5
56	ETI, d.o.o.	85	9.9	771	87.6	26.4	5.7
57	KOLEKTOR ETRA d.o.o.	85	14.8	378	84.3	28.4	2.4
58	ŠTORE STEEL d.o.o.	84	28.6	543	69.1	30.5	39.8
59	STARKOM d.o.o.	84	31.9	300	97.7	16.5	3.2
60	ContiTech Slovenija, d.o.o.	83	8.0	327	95.3	23.9	2.0
61	BAYER d.o.o.	81	5.3	121	65.8	16.0	9.4
62	VIPAP VIDEM KRŠKO d.d.	80	3.2	342	89.2	9.2	-18.0
63	NEK d.o.o.	78	-3.0	608	49.9	70.5	-4.3
64	ebm-papst Slovenija d.o.o.	78	13.8	418	98.5	13.0	5.5
65	DINOS d.d.	77	63.9	301	56.2	15.3	15.6
66	SWATYCOMET d.o.o.	77	3.5	807	92.8	32.6	9.1
67	FILC d.o.o.	76	7.2	313	94.1	33.5	3.8
68	GKN Driveline Slovenija, d.o.o.	75	7.1	394	90.8	20.4	-9.0
69	ELRAD INTERNATIONAL d.o.o.	75	13.5	447	89.3	21.0	2.8
70	ISKRA MEHANIZMI, d.o.o.	75	28.7	391	89.6	17.7	-1.3
71	GLOVIS EUROPE GmbH, Podružnica Koper	71	16.0	14	89.4	7.1	12.2
72	Paloma d.d.	71	-1.6	576	82.9	17.8	-9.7
73	INTERBLOCK d.d.	71	-9.2	197	98.3	34.4	-10.9
74	TPV d.o.o.	71	4.9	852	86.3	28.4	14.0
75	PERUTNINA PTUJ d.d.	69	9.5	1,432	43.3	43.8	1.7
76	Titus d.o.o. Dekani	68	15.7	409	78.4	24.7	-2.0
77	ITW METALFLEX, d.o.o. Tolmin	67	25.8	324	86.4	23.5	18.3
78	ARCONT d.d. Gornja Radgona	65	-4.7	653	99.0	19.9	-9.2
79	Calcit d.o.o.	64	13.0	143	85.9	20.9	10.6
80	ELAN, d.o.o.	62	16.5	623	92.6	22.0	19.9
81	LJUBLJANSKE MLEKARNE d.o.o.	61	39.8	572	36.3	29.6	2.4
82	KOVINTRADE d.d. Celje	61	20.4	180	40.1	10.1	21.7
83	SILKEM d.o.o.	61	7.8	195	92.6	13.1	9.2
84	TBP d.d.	61	2.6	829	99.8	24.9	-7.3
85	BRAVOPHONE d.o.o.	60	35.8	1	100.0	0.3	-7.0
86	GORIČANE, d.d. Medvode	59	2.9	204	88.1	12.2	-6.9
87	Continental Adria d.o.o.	58	71.2	28	68.2	3.0	58.1
88	STEKLARNA HRASTNIK d.o.o.	55	5.5	562	95.9	27.3	3.4
89	AGRINSPE d.o.o.	55	-10.1	4	96.3	0.5	-66.3
90	TKK d.o.o.	54	19.9	202	88.5	12.1	-4.0
91	Frutarom Etol d.o.o.	53	9.6	222	84.9	23.3	11.5
92	ISKRA, d.d.	53	11.1	1,050	63.9	34.5	5.5
93	ODPAD d.o.o. Pivka	51	39.5	26	66.2	3.2	29.2
94	KOMPAS d.d.	50	15.0	190	67.0	8.0	17.4
95	AVTO TRIGLAV d.o.o., Ljubljana	50	13.3	88	25.8	6.8	-0.8
96	INOTHERM d.o.o. Prev.v nem.:INOTHERM GmbH	49	1.8	237	93.9	22.1	-2.4
97	KOVINOPLASTIKA LOŽ d.o.o.	49	6.7	594	91.2	18.4	-0.2
98	ETA d.o.o. Cerkno	48	-8.1	891	96.4	26.1	-8.1
99	FOTONA d.o.o.	48	18.9	248	98.8	23.4	23.6
100	LIVAR, d.d.	46	24.0	529	82.0	19.3	3.4

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P P M P P P A A S P E T T
P O B P M E P S E B S A S P P V P P P
A M T C A T S U S S A N B S E A E P V U

OWN BRAND NAME

TERAmid (PA)

TERAdur (PBT)

Secacarb (PC)

TERAline

(masterbatch)



We are a private own company with 25 years experience in the field of thermoplastics and equipment for plastics processing. Our advantage is flexibility and professionally educated staff. By constant staff training we are always adapting to the market conditions and keep in touch with new developments in the field of plastics. Customer satisfaction is achieved through quality service, competitive prices and following the agreed delivery times. With professional work we created our reputation and now we keep one of the leading positions in Slovenia. We already supply more than 500 regular and satisfied customers in Slovenia and abroad. Together with our partners we regularly develop new materials according to our customers requests that are sold under our own brand. Due to market demands we are also increasing our presence on the colouring field with our own production of liquid colours and through cooperation with leading masterbatch producers



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THERMOPLASTICS IN GRANULAR FORM



AsahiKASEI



PA: Durethan, Teramid, Latamid, Kelon, Vampamid, Denyl, Polynil, Nilamid, Frianyl, Ultramid, Daunyl, Vydine, Leona, Ixef, Akulon

POM: Hostaform, Ultraform, Kepital, Isoform, Tenac, Delrin

PBT: Pocan, Ultradur, Teradur

PC: Makrolon, Isoclear, Wonderlite, Secacarb

PC-HT: Apec

PC/ABS: Bayblend, Cycoloy

PMMA: Plexiglas, Diakon

PET: Rynite

PPS: Fortron, Larton, Dic

PSU: Ultrason S, Udel

PES: Ultrason E

ABS: Terluran, Elix, Novodur,

Sinkral, Polylac, Cycolac

SAN: Kostil, Luran, Kumho

MABS: Terlux

SB: Styrolux

PS: Edistir, Polystyrol, Synthos, Valtra

PPE: Noryl, Isoryl, Laril, Xyron

ASA: Luran S, LG ASA

EVA: Greenflex, Escorene

PP: Moplen, Ineos, Hipolen P, Hostacom, Isoglass, Isofil

PE: Riblene, Flexirene, Clearflex, Eraclene, Pharmalene, Hostalen, Lupolen, Purell, Hipten, Hiplex, Rigidex

PUR: Desmopan, Apilon 52

Thermoplastic elastomers:

Santoprene, Hytrel, Megol, Apigo,

Solplast, Thermoflex

Phenolics: Bakelite

Regenerated materials: PA, PC, PP, HIPS

Milled materials: PE, PP, PS, SAN, ABS, PA, PC, PBT, POM,...

MASTERBATCHES AND ADDITIVES



OWN PRODUCTION OF LIQUID COLOURS

REGENERATION AND REGRINDING OF PLASTICS

MIXING RINGS

PURGING AGENTS

CONSULTING AND EDUCATION

PERIPHERAL EQUIPMENT



Our advantages

- 4.400m² of warehouse capacities
- 200m² "clean room" warehouse for medical sector
- cooled warehouse for thermosets
- more than 1.000 different materials in stock
- more than 1.500 tons of material in stock
- expanded supply chain
- more than 500 regular clients
- own laboratory for testing of plastics

UNACCREDITED LABORATORY FOR CHEMICAL, MECHANICAL, THERMAL, ELECTRICAL AND SELF-EXTINGUISHING ANALYSIS OF PLASTICS

100 Fastest-Growing Companies by Exports 2012–2017

Source: GVIN, AJPES, public information

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

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

Top Exporters

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

CELJE FAIR

EXHIBITIONS & TRADE FAIRS 2019



CELJSKI SEJEM

THE MOST MODERN FAIRGROUND IN SEE REGION

16th JANUARY

30th JANUARY - 3rd FEBRUARY

15th - 17th MARCH

16th - 17th MARCH

9th - 12th APRIL

9th - 12th MAY

10th - 15th SEPTEMBER

10th - 13th SEPTEMBER

DECEMBER

DECEMBER

3rd CAREER FAIR MOJEDELO.COM

Co-organiser: Styria digital marketplaces d.o.o.

1st AGRITECH

Professional fair for agricultural and forestry technology

24th FLORA

Everything for your Garden, Home and Surroundings

15th ALTERMED A Healthy Way of Living

4th KULINART Food and Drink Festival

4th COFFEE FESTIVAL SLOVENIA

18th WEDDING Everything for a Wedding

42nd APISLOVENIJA Beekeeping Days in Celje

15th INTERNATIONAL INDUSTRY FAIR

Forma tool - Toolmaking and Machine Manufacturing

Welding and cutting

Materials and components

Advanced technologies

21st CAR AND MAINTENANCE

Car Repair and Automotive Sector

13th MOTO BOOM

Motorcycles & Accessories

11th UTILITY VEHICLES and LOGISTICS

Utility and Delivery Vehicles, Equipment

52nd MOS

MOS Dom - Construction and Home Renovation

MOS Teh - Craft and Industry Equipment and Materials

MOS Tur - Camping and Caravanning, Tourism and Food

MOS Biz - Business Services and Business Opportunities Abroad

MOS Plus - General Consumption Products

3rd FEEL THE FUTURE

Innovative Digital Solutions

2nd FEEL THE FUTURE OF GAMING

Gaming fair

12th SLOVEROTIKA

Erotic Show



www.ce-sejem.si



The organiser reserves the right to change dates



GREY Foto: Ciril Jazbec NLB d.d., Trg republike 2, SI-1520 Ljubljana

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to be prepared for **whatever may come.**

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NLB Group
For whatever may come.