

Empowering business GREEN. CREATIVE. SMART.

# dun & bradstreet

# LEAD GENERATION PROGRAMME

# Priority sectors development trends in Visegrad Group Countries

Market Analysis November, December 2021

T SLOVENSKA POSLOVNA TOČKA



REPUBLIKA SLOVENIJA





# CONTENT

| Introduction   |            |  |  |  |  |  |  |
|--|------------|--|--|--|--|--|--|
| Management Summary<br>What are the most potential sectors in V4 countries for Slovenian exporters in terms of actual businesses needs on "buyers' site"? |            |  |  |  |  |  |  |
|  |            |  |  |  |  |  |  |
| Markets overall performance  |            |  |  |  |  |  |  |
| Import trends by industry  | 13         |  |  |  |  |  |  |
| Market sectors by selected industries  | 14         |  |  |  |  |  |  |
| Priority sectors trends  | 15         |  |  |  |  |  |  |
| What are the most potential sectors in V4 countries for Slovenian exporters in terms of businesses actual offering on "suppliers' site                   | <i>"</i> ? |  |  |  |  |  |  |
| Slovenia market potential for growth   | 25         |  |  |  |  |  |  |
| Markets overall performance  | 26         |  |  |  |  |  |  |
| Slovenian export trends by industry  | 27         |  |  |  |  |  |  |
| <ul> <li>V4 Import vs Slovenian export by products &amp; services in 2020</li> </ul>   | 28         |  |  |  |  |  |  |
| Slovenian sectors by selected industries   | 31         |  |  |  |  |  |  |
| Priority Sectors ranking   | 37         |  |  |  |  |  |  |
| What are the most potential sectors in V4 countries for Slovenian exporters (if we map V4 needs & Slovenian offering) ?                                  |            |  |  |  |  |  |  |
| Most potential sectors to support & generate new leads   | 40         |  |  |  |  |  |  |
| The most potential sectors for new leads generation  | 41         |  |  |  |  |  |  |
| Framework for further identification of qualified high quality contacts  | 51         |  |  |  |  |  |  |
| Attachments  | 54         |  |  |  |  |  |  |
| <ul> <li>Tables – Markets economics &amp; international trade (CDP Imports Exports )</li> </ul>  |            |  |  |  |  |  |  |

Tables – Markets economics & international trade (GDP, Imports, Exports...)

# INTRODUCTION

This document summarizes all findings from Visegrad group market analysis performed by Dun & Brandstreet company in **December 2021**. This analysis is a part of **Phase I of a "Lead Generation" program** activities leading to identification and qualification of high-quality contacts of potential foreign buyers in the markets of Visegrad Group in order to connect Slovenian and foreign business partners.

Funds for the organization and implementation of the "Lead Generation" program to identify qualified contacts of potential foreign buyers on the markets of the Visegrad Group to connect Slovenian and foreign business partners, financed from item SN 4211 SM 042 - Connecting SLO and foreign business partners are co-financed by the Republic of Slovenia and the European Union - European Regional Development Fund (www.eu-skladi.si).

According to the performed study/analysis of the COVID-19 economic effects and the effects of the supportive environment measures on the stimulating investments and internationalization of the Slovenian economy program, activities related to the "Lead Generation" program is to focus on priority markets and sectors where Slovenia has a recognizable competitive advantage. In doing so, focus is **on the Visegrad Group markets (Poland, Hungary, Czech Republic, Slovakia)**, which were identified as a group of priority markets for internationalization of Slovenian SMEs.

Connecting Slovenian and foreign business partners and identifying qualified "Lead Generation" contacts of potential buyers, is being implemented in accordance with the study/analysis on the Visegrad Group markets with an emphasis on the **following set of priority sectors:** vehicles and automotive parts, electrical and electronic equipment, machinery and equipment, wood products, furniture and optical, technical, medical and other devices, and the food processing industry.

Data from Eurostat, country statistical offices and Dun & Bratstreet databases were used for analysis. Only "active" business entities in November 2021 in Manufacturing, Wholesale and Retail industry were considered in markets potential analysis and statistics calculations.







# MANAGEMENT SUMMARY (1/6)

**PHASE 2** SELECT & QUALITY LEADS

PERFORM

MARKETS

ANALYSIS

Ĩ

PHASE 3 INICIATE RELATIONSH

PHASE 4 ENABLE SUCCESSFUL PARTNERSHIP

PHASE 5 DEVELOP ACTION

dun & bradstreet

This document summarizes all findings from Visegrad group market analysis performed by **Dun & Brandstreet** company during **November -December 2021**. This analysis is a part of a "Lead Generation" program activities leading to identification and qualification of high-quality contacts of potential foreign buyers in the markets of Visegrad Group in order to connect Slovenian and foreign business partners.

Visegrad Group means the following countries: **Poland, Czechia, Slovakia, Hungary**. Only Manufacturing, Wholesale and Retail industry using international industry classification **NACE**.

The analysis focused on determining the target market segments with the greatest potential for new business relations of Slovenian exporters, however, clear selection criteria determined by the conditions of the tender significantly guided the direction of the analysis.

Within the identified priority sectors in the designated markets, the application of initial conditions to the size of target companies, a <u>total of 257</u> <u>companies were identified</u>. In phase 2, these companies will be evaluated in terms of current economic stability, risk and subsequently contacted in order to verify their real interest in possible cooperation.

The dominant sector of the Visegrad countries is **car production**, which occupies a significant part of the industrial production of these countries. German, Korean and French international concerns manufacture their vehicles in this area. **These markets provide ample scope for the expansion** of all manufacturing companies with a focus on processing the **metals**, **plastics and electronics that are needed for manufacturing, especially electric vehicles in upcoming years**. Certainly, the **risk** of these markets may be the fact that most target companies are part of foreign corporations, which may have **limited local powers** in the search for new potential suppliers because of centralized purchasing processes.

Based on the size of the sales potential in the selected sectors as well as the size of the group of relevant Slovenian companies that can participate in the program, the sectors were ranked as follows:

- I. Vehicles and automotive parts
- 2. Machinery and equipment
- 3. Electrical and Electronic equipment

REPUBLIKA SLOVENIJA

EVROPSKA UNIJA

SLOVENI

EVROPSKI SKLAD ZA

- 4. Food processing
- 5. Optical, Technical, Medical Devices
- 6. Wood products
- 7. Furniture

Companies in those sectors have similar target group of potential buyers, therefore USPs (Unique Selling Proposition materials) were grouped as follows:

- Automotive
- Machining & Metalworking (Metals production on "suppliers' site" were included)
- Electrical & Electronics
- Wood Processing & Furniture

# This analysis had two main objectives:

A. Finding and rank the most potential sector of buyers in the markets of the Visegrad Group on which the SPIRIT lead generation program should focus on

# **B.** Determine and rank the Slovenian market sectors

which will be involved (meaning could be interested to participate because they have something to offer those potential buyers)

# Visegrad group markets were analyzed:

- Poland
- Czechia
- Hungary
- Slovakia

# These industries were analyzed:

- Manufacturing
- Wholesale & Retail

# These sectors were considered as Priority ones:

- Vehicles and automotive parts,
- Electrical and electronic equipment,
- Machinery and equipment,
- Food processing,
- Wood products,
- Furniture,
- Optical, technical, medical and other devices dun & bradstreet

# MANAGEMENT SUMMARY (2/6) VISEGRAD GROUP MARKETS ANALYSIS FOR LEAD GENERATION

This market analysis was processed in 3 main steps:

STEP I



STEP 2

STEP 3

FIND THE MOST POTENTIAL SECTORS IN VISEGRAD GROUP COUNTRIES

An analysis of the current state and trends of individual markets in the context of the main economic indicators, the development and structure of imports to individual countries, firmographics and the structure of active companies in the priority sectors of the given markets was performed.

The **TARGET** segment of companies within the ranked priority sectors for the next phase of the program was evaluated (reffered to as **LEADS**).

REPUBLIKA SLOVENIJA

EVROPSKA UNIJA

EVROPSKI SKLAD ZA REGIONALNI RAZVOJ

SLOVENSKA

POSLOVNA

SP(

### SELECT & RANK RELEVANT SLOVENIAN SECTORS TO SUPPORT

An analysis of the current situation was performed, including the **development** of the Slovenian economy, the amount and structure of overall global developments as well as **exports to the V4** countries and the **firmographics** of active Slovenian small, medium and large companies.

**Priority sectors were identified and ranked** according to their relevance to current needs and trends on the part of potential suppliers and the size of the given sectors in the context of possible capacities and the structure of the products offered.

### IDENTIFY LEADS & SET A QUALIFICATION FRAMEWORK IN PHASE 2

Based on the size of the TARGET market segment, the PRIORITY SECTORS of the Slovenian market, the analysis of the purchasing and trading behavior of potential buyers, the RANKING of priority market sectors and the list of POTENTIAL BUYERS (so-called LEADs) in the Visegrad Group countries were proposed.

### FROM TARGET MARKET SEGMENTS TO LEADS LIST OF POTENTIAL BUYERS

The following key factors were considered for TARGET market segment (Potential buyers):

- Industry the company do business in (Manufacturing, Wholesale & Retail)
- Company Size (Definition by Tender requirements)
- Potential signals about new suppliers needs or expanding their supply chains (disruption of current ones, supply shortages, etc.)

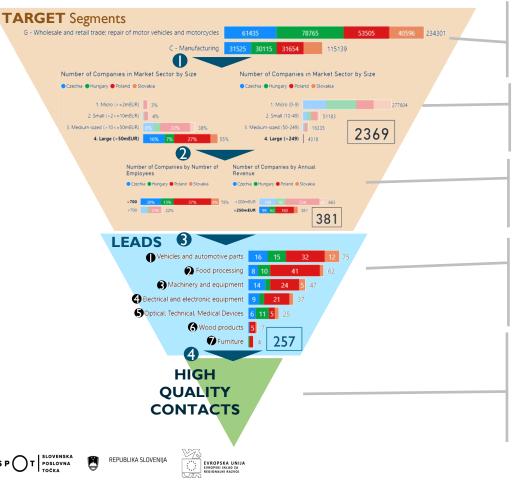
Target segment was narrowed down to LEADS using Priority Sectors selection the further investigation should focus on.

Each LEAD will be analyzed in detail to prepare a list of highquality contacts in Phase 2.

dun & bradstreet

SP

# MANAGEMENT SUMMARY (3/6) STEP I - FINDING THE MOST POTENTIAL SECTORS (POTENTIAL SUPPLIES)



234k companies in Wholesales & Retail trade and 115k in Manufacturing Industry are doing a real business in Visegrad group countries. In Total **349k** active companies no matter the size.

If we look on segment of LARGE companies only applying both key criteria together (by EU definition), TARGET market segment has shrieked to 2.369 LARGE companies.

If we narrow the segments using criteria on company size, the total number of potential Buyers is down to 381 Companies applying Industry and Size.

If we narrow the segments on Priority Sectors, we get a list of 257 LEADS as potential Buyers. Priority Sectors are ranked from most to at least potential ones.

257 LEADS comply with all initial requirements on market target segments by industry, market sectors and size in terms of annual revenue and number of companies. Detail analysis of their financials, risks, etc. to identify and rank the most potential ones will be in Phase 2.

#### SLOVENIAN EXPORT TRENDS

In the context of the share of industrial exports, Slovenia is a strongly exporting country, exporting its products worldwide. The share of exports to the countries of the Visegrad Group is about 10% of the total, which indicates a large scope for growth in exports to these countries.

In the group of priority sectors, exports of electrical engineering, vehicles, machinery and other metal products are the most successful.

#### SECTORS RANKING

The size of the sector according to the number of employees and the total amount of annual sales as well as the relevance of the production range in the context of the current needs of potential buyers was considered when prioritizing the Slovenian sectors.

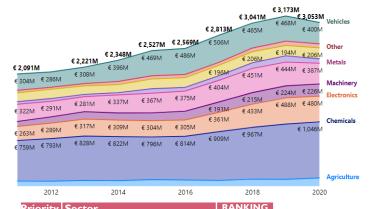
#### PRIORITY SECTORS SIZE

Applying priority sectors and size of potential company, 1222 SM + Large Companies could be considered as potential supplier.

## dun & bradstreet

# MANAGEMENT SUMMARY (4/6) STEP 2 - RANK RELEVANT SLOVENIAN SECTORS (POTENTIAL SUPPLIERS)

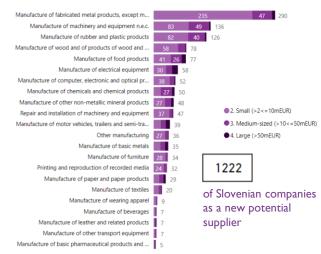
#### Slovenian Export to V4 Countries by Industry (mil. EUR)



| riority  | Sector                         |  |
|----------|--------------------------------|--|
|          | Electrical and electronic      |  |
| Priority | equipment                      | 6  |
| Priority | Machinery and equipment        | 7  |
| Priority | Vehicles and automotive parts  | 11   |
| Priority | Food processing                | 19   |
| Priority | Wood products                  | 19   |
|          | Optical, Technical, Medical    |  |
| Priority | Devices                        | 27   |
| Priority | Furniture                      | 38   |
|          | Metal products                 | 9  |
|          | Basic metals                   | 23   |
|          | Plastic products               | 15   |
|          | Chemicals                      | 25   |
|          | Textiles                       | 29   |
|          | Others                         | 39   |
|          | Printing                       | 38   |
| Р()Т     | SLOVENSKA<br>POSLOVNA<br>TOČKA | EVROPSKA UNIJA<br>EVROPSKI SKLAD ZA<br>BEGIONALNI RAZVOJ |

UT I

Number of Companies in Market Sector



#### Slovenian Priority Sectors Size

| PRIORITY_SECTOR                     | Total Annual<br>Revenue<br>▼ | Total Number<br>of Employees |
|-------------------------------------|------------------------------|------------------------------|
| Electrical and electronic equipment | € 3,766,092,094              | 18489                        |
| Vehicles and automotive parts       | € 3,350,478,653              | 14012                        |
| Metal products                      | € 3,246,162,685              | 30058                        |
| Machinery and equipment             | € 2,986,351,272              | 23760                        |
| Basic metals                        | € 2,364,167,461              | 8806                         |
| Food processing                     | € 2,281,265,285              | 14450                        |
| Plastic products                    | € 1,976,305,421              | 14034                        |
| Wood products                       | € 1,819,402,835              | 11127                        |
| Chemicals                           | € 1,504,495,910              | 6556                         |
| Optical, Technical, Medical Devices | € 852,989,986                | 5621                         |
| Textiles                            | € 727,923,685                | 6465                         |
| Other                               | € 434,919,675                | 3623                         |
| Printing                            | € 379,254,750                | 3219                         |
| Furniture                           | € 371,870,941                | 3882                         |
| Total                               | € 26,061,680,652             | 164103                       |

Markets Analysis - Visegrad Group 7

#### **PRIORITY SECTORS** RANKING

The following key factors influenced the final sectors ranking:

- Potential Buyers Target sector Size in terms of number of Companies which fit the criterias
- Potential Suppliers priority sector Size in terms of Annual Revenue and No. of employees
- Demand Supply fit using Trading data (More buyers need the product they product, the better)

### LEADS

In total, 257 companies

operating in the Visegrad Group countries meet all the requirements for potential buyers and can be classified as LEAD for further analysis in Phase 2

#### ULTIMATE **OWNERSHIP**

The analysis of the Ultimate owners revealed a possible risk for the next phases of the program. The vast majority of companies classified as LEAD are owned by a foreign mother company. The decision-making powers of local procurement departments will be part of the Phase 2 investigation.

# MANAGEMENT SUMMARY (5%) STEP 3 - LEADS IDENTIFICATION IN PRIORITY SECTORS

#### PRIORITY SECTORS RANKING BY COMPLEX ASSESSMENT

| Ran<br>k | Priority Sector                        |
|----------|--|
| I        | Vehicles and automotive parts          |
| 2        | Machinery and equipment                |
| 3        | Electrical and electronic<br>equipment |
| 4        | Food processing                        |
| 5        | Optical, Technical, Medical Devices    |
| 6        | Wood products                          |
| 7        | Furniture                              |

#### NO. OF LEADS BY PRIORITY SECTORS

| Vehicles and automotive parts          | 16                               | <b>15</b> 32 | 12   | 75       | LEADS meet criteria all |
|--|----------------------------------|--------------|--|----------|-------------------------|
| Food processing                        | 8 10                             | 41           | 62   |          | Phase I requirements    |
| Machinery and equipment                | 14                               | 24 5         | 47   |          |                         |
| Electrical and electronic equipment    | 9                                | 21 37        |  |          |                         |
| Optical, Technical, Medical Devices    | <mark>6</mark> 11 <mark>5</mark> | 25           |  | NO. OF   | LEADS BY COUNTRY        |
| Wood products                          | 5 7                              |              |  |          |                         |
|  | · ·                              |              |  | Poland   | 131                     |
| Furniture                              | 4                                |              |  | Czechia  | 54                      |
|  |                                  |              |  | Hungary  | 45                      |
|  |                                  |              |  | Slovakia | 27                      |
| S P O T SLOVENSKA<br>POSLOVNA<br>TOČKA | .IKA SLOVENIJ                    | EVR          | ROPSKA UNIJA<br>OPSKI SKLAD ZA<br>IONALNI RAZVOJ |          |                         |

### NO. OF LEADS BY COMPANY ULTIMATE OWNER COUNTRY

| GERMANY       |   |    |    | 5  |
|---------------|---|----|----|----|
| POLAND        |   |    |    | 40 |
| USA           |   |    | 25 |    |
| NETHERLANDS   |   | 16 |    |    |
| JAPAN         |   | 14 |    |    |
| ENGLAND       |   | 13 |    |    |
| KOREA REP OF  |   | 13 |    |    |
| FRANCE        |   | 12 |    |    |
| SWITZERLAND   |   | 10 |    |    |
| CHINA         | 4 |    |    |    |
| HUNGARY       | 4 |    |    |    |
| IRELAND       | 4 |    |    |    |
| SLOVAKIA      | 4 |    |    |    |
| AUSTRIA       | 3 |    |    |    |
| CANADA        | 3 |    |    |    |
| ZECH REPUBLIC | 3 |    |    |    |
|               | _ |    |    |    |

# 257

55

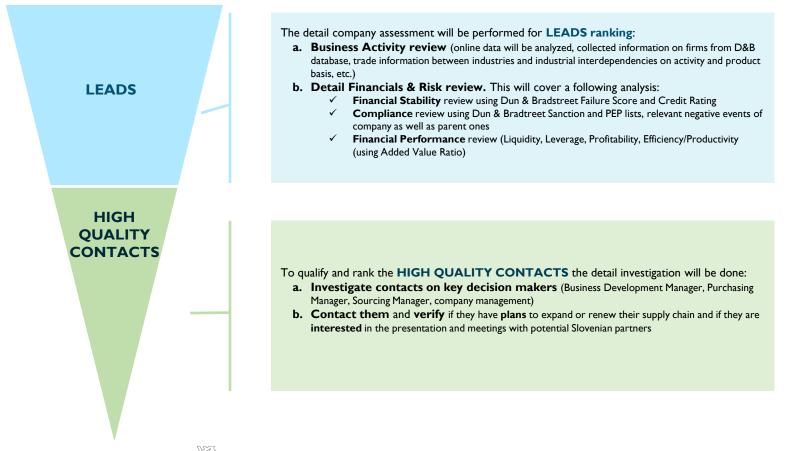
## TOP15 MANUFACTURING COMPANIES BY ANNUAL REVENUE

| COMPANY NAME  | COUNTRY  | ANNUAL<br>REVENUE 2020 | NACE   |
|---|----------|------------------------|--|
| ŠKODA AUTO a.s.   | Czechia  | € 17,240,862,745       | Manufacture of motor vehicles                        |
| VOLKSWAGEN SLOVAKIA, a.s.   | Slovakia | € 9,785,295,000        | Manufacture of motor vehicles                        |
| AUDI HUNGARIA Zártkörűen Működő<br>Részvénytársaság   | Hungary  | € 7,517,629,000        | Manufacture of motor vehicles                        |
| Hyundai Motor Manufacturing Czech<br>s.r.o.   | Czechia  | € 4,840,879,686        | Manufacture of motor vehicles                        |
| Kia Slovakia s. r. o.   | Slovakia | € 4,596,607,000        | Manufacture of motor vehicles                        |
| VOLKSWAGEN POZNAŃ SP Z O O  | Poland   | € 3,484,067,447        | Production of heavy goods<br>vehicles                |
| PCA Slovakia, s.r.o.  | Slovakia | € 3,457,724,000        | Manufacture of motor vehicles                        |
| Mercedes-Benz Manufacturing Hungary<br>Korlátolt Felelősségű Társaság                                   | Hungary  | € 3,411,819,239        | Manufacture of motor vehicles                        |
| Samsung Electronics Magyar Zártkörűen<br>Működő Részvénytársaság  | Hungary  | € 2,733,284,036        | Manufacture of communication<br>equipment            |
| Flextronics International Termelő és<br>Szolgáltató Vámszabadterületi Korlátolt<br>Felelősségű Társaság | Hungary  | € 2,468,745,083        | Manufacture of consumer<br>electronics               |
| LG ELECTRONICS MŁAWA SP Z O O   | Poland   | € 2,258,695,526        | Manufacture of consumer<br>electronics               |
| FCA POLAND S A  | Poland   | € 2,227,736,349        | Production of passenger cars                         |
| Foxconn European Manufacturing<br>Services s.r.o.   | Czechia  | € 2,049,608,902        | Manufacture of computers and<br>peripheral equipment |
| Robert Bosch Elektronika Gyártó Kft.  | Hungary  | € 1,706,860,908        | Manufacture of loaded electronic boards              |
| ANIMEX FOODS SP Z O O   | Poland   | € 1,691,775,745        | Production of meat and poultry<br>meat products      |

#### TOP3 WHOLESALES COMPANIES BY ANNUAL REVENUE

| COMPANY NAME  | COUNTRY | ANNUAL<br>REVENUE 2020 | NACE  |
|---|---------|------------------------|---|
| KITE Mezőgazdasági Szolgáltató<br>és Kereskedelmi Zártkörűen<br>Működő Részvénytársaság | Hungary | € 880,064,446          | Wholesale of agricultural<br>machinery, equipment and<br>supplies |
| ARCELORMITTAL DISTRIBUTION SOLUTIONS POLAND SP Z O O                                    | Poland  | € 667,202,206          | Wholesale of metals and metal ores                                |
| THYSSENKRUPP MATERIALS<br>POLAND S A  | Poland  | € 568,988,446          | Wholesale of metals and metal ores                                |

## MANAGEMENT SUMMARY (66) FROM LEAD TO HIGH QUALITY CONTACT FRAMEWORK FOR PHASE 2



dun & bradstreet



EVROPSKA UNIJJ EVROPSKI SKLAD ZA REGIONALNI RAZVOJ

REPUBLIKA SLOVENIJA

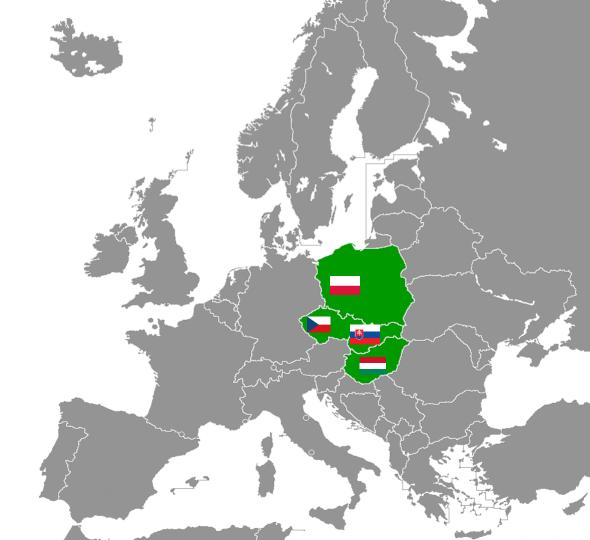
Markets Analysis - Visegrad Group 9

# **STEPI** What are **the most potential sectors** in V4 countries for Slovenian exporters in terms of actual businesses **needs / demand on** "buyers site"?

# VISEGRAD GROUP MARKET OPPORTUNITIES

# **KEY HIGHLIGHTS** for 2020

- Group covers Poland, Hungary, Czechia, Slovakia Total Population: 63 732 331
- Total Real GDP : 968 bEUR
- (avg. 15 tEUR per capita)
- Total Imports: 553 bEUR
- No. of **active** Businesses in <u>selected Sectors</u>:
  - I 38k Micro
  - 35k Small & Medium
  - 2k Large



#### GDP

GDP as an indicator for a countries economic situation is showing that almost each EU country was growing in average 3,6% till 2019 before COVID pandemic situation has come. 2020 Covid lockdowns and restrictions brought decrease by -4,4% in the whole EU zone. Hungary was hit by -6,5%, Czechia -4,6%, Slovakia -2,1% and Poland -1,9%. Despite COVID pandemic in 2021 we can see a strong rebound with GDP growth of 5,2% in EU with projection to expand by 4,3% in 2022 and 2.5% in 2023. Growth will be supported by strong consumption, with households reducing their saving rate, and higher investments owing in part to national and European recovery plans. Unemployment is projected to decline to close to pre-crisis levels. With the rapid reopening of the economy, supply chain bottlenecks and the rebound in energy prices are pushing up inflation. (OECD forecast in December 2021)

#### **TOTAL IMPORTS**

In 2020, the international trade was hit hard by the COVID-19 pandemic as well. V4 countries imported goods in **553 bEUR** in total in 2020 (-**5**,4% YoY). Although looking at total trade balances of **+34 bEUR** in 2020 (CZ +18 bEUR (0,5%), PL +11(789%), HU +4(41%), SK +2(-**5**23%)). V4 countries are rather the exporting markets driven mostly by automotive

# industry.

V4 markets indicates very sophisticated, highly specialized capabilities with highly diversified set of complex products. **This opens a** wide range of new exporting opportunities.

# dun & bradstreet

## MARKETS SIZE & TRENDS MARKETS OVERALL PERFORMANCE

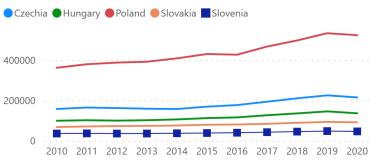
### GPD at market prices (mil. EUR)

SLOVENSKA

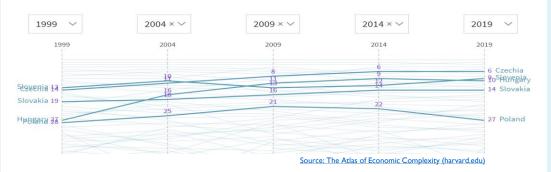
POSLOVNA

SP

REPUBLIKA SLOVENIJA



### V4 Countries Ranking by Economic Complexity Index (ECI)



EVROPSKA UNIJA

EVROPSKI SKLAD ZA REGIONALNI RAZVOJ More detail analysis about trends in

International Trade on Eurostat portal.

#### Total Import of All Products (mil. EUR)

● Czechia ● Hungary ● Poland ● Slovakia ■ Slovenia



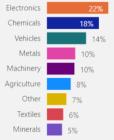
The Economic Complexity Index (ECI) is a ranking of countries based on the diversity and complexity of their export basket. High complexity countries are home to a range of sophisticated, specialized capabilities and are therefore able to produce a highly diversified set of complex products. Determining the economic complexity of a country depends not only on the productive knowledge of a country. Information about how many capabilities the country has is contained not only in the absolute number of products that it makes, but also in the ubiquity of those products (the number of countries that export the product) and in the sophistication and diversity of products those other countries make. Economic complexity expresses the diversity and sophistication of the productive capabilities embedded in the exports of each country. The Economic Complexity Index (ECI) has been shown to explain income differences across countries and predict future growth better than any other single measure.

Markets Analysis - Visegrad Group

12

#### **IMPORT BY INDUSTRY**

The following graph shows structure of all imports in V4 in 2020:



Pandemic hit mostly Minerals (-28% YoY), Vehicles (-15%) and Metals (-9%).

Trend in last 5 years is positive (+19% in 2020 since 2015). Electronics by 24bEUR (+27%), Chemicals by 17bEUR (21%), Vehicles by 10bEUR (+16%), Machinery by 6bEUR(12%), Textile import has grown by 9bEUR (41%!) Only Minerals decrease by -3,5bEUR (-11%).

This **import growth** in last 5 years was primary **done by Poland** (63% of total changed value), 20% by Hungary, 9% by Slovakia and 8% by Czechia.

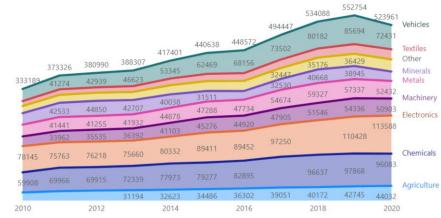
All countries have similar import product groups ranking, few changes can be seen in graphs.

#### This confirms the priority sectors selected has significant room for further export development.

dun & bradstreet

## MARKETS SIZE & TRENDS IMPORT TRENDS BY INDUSTRY





EVROPSKA UNIJA

EVROPSKI SKLAD ZA REGIONALNI RAZVOJ

#### Czechia Import by Industry (mil. EUR)

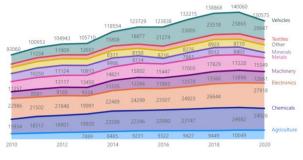
SLOVENSKA

POSLOVNA

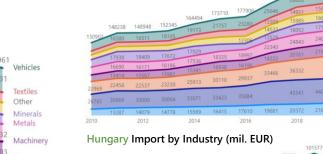
TOČKA

S P (

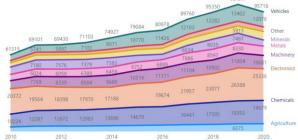
e

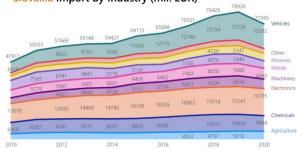


REPUBLIKA SLOVENIJA



Poland Import by Industry (mil. EUR)





#### Slovakia Import by Industry (mil. EUR)

Markets Analysis - Visegrad Group 13

226073

Vehicles

Textiles

Mineral

Machinery

Electronics

Chemicals

Agriculture

2020

Other

223446

2021

#### INDUSTRY

Based on target definition only companies within (C) Manufacturing, (G) Wholesale and Retail Industries were analyzed. [NACE Level 1]

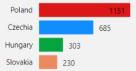
#### **BUSINESS STRUCTURE**

There are hundred of thousands of businesses in these industries on V4 markets, but majority of them in Micro & Small segment (79% Micro, 15% Small, 5% Medium and only 1% of Large companies)

Only 2.369 companies within a whole Visegrad are LARGE in terms of Annual Revenue AND Number of Employees which is a target group for further potential analysis.

74% of them do Manufacturing (1.753), 26% Trade (612).

# Number of LARGE companies by Markets



49% of them are from Poland, 29% from Czechia, 13% from Hungary and 9% from Slovakia.

In Manufacturing, Food products, vehicles, metal, rubber and plastic products are the most frequent ones.

# dun & bradstreet

# MARKETS SIZE & TRENDS MARKET SECTORS BY SELECTED INDUSTRIES

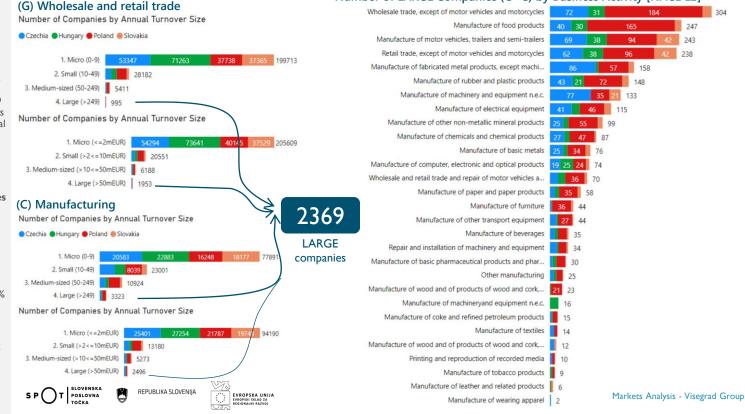
### Number of Companies in Wholesales, Retail and Manufacturing Industry [NACE L1]

 G - Wholesale and retail trade; repair of motor vehicles and motorcycles
 61435
 78765
 53505
 40596
 234301

 C - Manufacturing
 31525
 30115
 31654
 115139

## Number of LARGE Companies (G+C) by Business Activity [NACE L2]

14



#### TARGET

Tender requirements **on size** of Targets are as follows:

- company has more than 700 employees
- company has >250 mil. EUR Annual Revenue

These requirements filtered potential Target group to **381** companies only.

#### # COMPANIES BY COUNTRIES



#### # COMPANIES BY ACTIVITY [NACE LI]



#### # COMPANIES BY ACTIVITY [NACE L2]

Very large wholesale & retail stores chains operates on V4 markets (30% of Target group) and giant automotive related factories.

#### **PRIORITY SECTORS**

If we "re-group" companies using Priority sectors mapping, 135 (14%) of them do nonpriority activities and was cut out from the Target group.

# dun & bradstreet

## MARKETS SIZE & TRENDS LARGE ENOUGH TO MEET TENDER CRITERIA ON SIZE?

## Number of LARGE Companies by NACE L2 meeting Criteria on Size

Retail trade, except of motor vehicles and motorcycles 69 Manufacture of motor vehicles, trailers and semi-trailers 68 Wholesale trade, except of motor vehicles and motorcycles 38 74 Manufacture of computer, electronic and optical products 24 Manufacture of electrical equipment 24 247 Manufacture of food products 133 Manufacture of machinery and equipment n.e.c. Manufacture of chemicals and chemical products 16 Manufacture of basic metals 14 Manufacture of rubber and plastic products 14 Manufacture of fabricated metal products, except machinery and equipment 30 Manufacture of basic pharmaceutical products and pharmaceutical prepara... Manufacture of other non-metallic mineral products Manufacture of other transport equipment 70 Wholesale and retail trade and repair of motor vehicles and motorcycles 267 Manufacture of beverages Manufacture of coke and refined petroleum products 15 Manufacture of paper and paper products LARGE Manufacture of tobacco products companies Manufacture of furniture Manufacture of machineryand equipment n.e.c. 2369 Manufacture of wood and of products of wood and cork, except furniture; ... Other manufacturing Manufacture of textiles 381 Manufacture of wearing apparel Manufacture of leather and related products **I ARGE** Manufacture of wood and of products of wood and cork, except furniture; ... Companies meeting Printing and reproduction of recorded media Criteria on Size Repair and installation of machinery and equipment

REPUBLIKA SLOVENIJA

EVROPSKA UNIJA

EVROPSKI SKLAD ZA REGIONALNI RAZVOJ

SLOVENSKA

POSLOVNA

S P

| SPIRIT PRIORITY SECTORS  | All LARGE<br>Companies | LARGE Companies<br>with >700 Empls and<br>250 mEUR Revenue | Ratio    |
|--|------------------------|--|----------|
| 🗆 No   | 979                    | 135  | 13.8%    |
| Retail trade, except of motor vehicles and motorcycles   | 130                    | 31   | 23.8%    |
| Wholesale trade, except of motor vehicles and motorcycles  | 169                    | 19   | 11.2%    |
| Manufacture of chemicals and chemical products   | 87                     | 16   | 18.4%    |
| Manufacture of basic metals  | 76                     | 14   | 18.4%    |
| Manufacture of rubber and plastic products   | 148                    | 14   | 9.5%     |
| Manufacture of fabricated metal products, except machinery and equipment   | 158                    | 11   | 7.0%     |
| Manufacture of basic pharmaceutical products and pharmaceutical preparation  | ons 30                 | 9  | 30.0%    |
| Manufacture of other non-metallic mineral products   | 99                     | 8  | 8.1%     |
| Manufacture of coke and refined petroleum products   | 15                     | 5  | 33.3%    |
| Manufacture of tobacco products  | 9                      | 4  | 44.4%    |
| Other manufacturing  | 25                     | 2  | 8.0%     |
| Manufacture of textiles  | 14                     | 1  |          |
| Manufacture of wearing apparel   | 2                      | 1  | 50.0%    |
| Manufacture of leather and related products  | 6                      |  | 501010   |
| Printing and reproduction of recorded media  | 10                     |  |          |
| Wholesale and retail trade and repair of motor vehicles and motorcycles  | 1                      |  |          |
| Vehicles and automotive parts  | 312                    | 75   | 24.0%    |
| Manufacture of motor vehicles, trailers and semi-trailers  | 243                    | 68   |          |
| Wholesale and retail trade and repair of motor vehicles and motorcycles  | 69                     |  | 10.1%    |
| Food processing  | 417                    |  | 14.9%    |
| Manufacture of food products   | 247                    | 23   |          |
| Retail trade, except of motor vehicles and motorcycles   | 68                     |  | 30.9%    |
| Wholesale trade, except of motor vehicles and motorcycles<br>Wholesale trade, except of motor vehicles and motorcycles             | 67                     |  | 17.9%    |
|  | 35                     |  | 17.9%    |
| Manufacture of beverages   | 288                    |  | 12.8%    |
| Machinery and equipment  |                        |  | 13.5%    |
| Manufacture of machinery and equipment n.e.c.  | 133                    |  |          |
| Manufacture of other transport equipment   | 44                     |  | 15.9%    |
| Retail trade, except of motor vehicles and motorcycles   | 11                     | 5  |          |
| Wholesale trade, except of motor vehicles and motorcycles  | 50                     |  | 10.0%    |
| Manufacture of machineryand equipment n.e.c.   | 16                     | 2  | 12.5%    |
| Repair and installation of machinery and equipment   | 34                     |  |          |
| Electrical and electronic equipment  | 149                    |  | 22.1%    |
| Manufacture of electrical equipment  | 115                    |  | 20.9%    |
| Retail trade, except of motor vehicles and motorcycles   | 16                     |  | 43.8%    |
| Wholesale trade, except of motor vehicles and motorcycles  | 18                     |  | 11.1%    |
| Optical, Technical, Medical Devices  | 74                     |  | 32.4%    |
| Manufacture of computer, electronic and optical products   | 74                     |  | 32.4%    |
| Furniture  | 57                     |  | 14.0%    |
| Retail trade, except of motor vehicles and motorcycles   | 13                     | 5  | 0.010.10 |
| Manufacture of furniture   | 44                     | 3  |          |
| Wood products  | 93                     | 7  |          |
| Manufacture of paper and paper products  | 58                     | 5  |          |
| Manufacture of wood and of products of wood and cork, except furniture; ma   | anu- 23                | 2  | 8.7%     |
| Manufacture of wood and of products of wood and cork, except furniture;<br>manufacture of articles of straw and plaiting materials | 12                     |  |          |
| Total  | 2369                   | 381  | 16.1%    |

Markets Analysis - Visegrad Group 15

#### RANKING

A size of potential market sectors in term of number of companies and total annual turnover volume were used for ranking.

#### Potential Target group within Priority Sectors only has 257 LEADs (potential buyers), which meet all initial

requirements on size and business activity and is worth to continue with detail analysis in Phase 2.

#### **# LEADS BY COUNTRY**



#### **# LEADS BY ACTIVITY** [NACE LI]

C - Manufacturing 43 84 G - Wholesale and ... 47 74

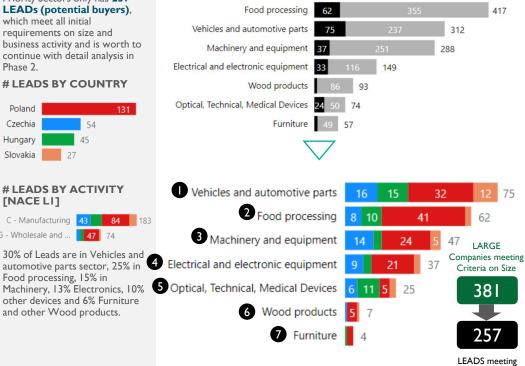
183

30% of Leads are in Vehicles and Food processing, 15% in other devices and 6% Furniture and other Wood products.

# MARKETS SIZE & TRENDS **PRIORITY SECTORS RANKING**

## Number of Companies in Priority Sectors meeting criteria on Size

Criteria OK Criteria NotOK



REPUBLIKA SLOVENIJA

| LEADS meeting           |  |  |
|-------------------------|--|--|
| criteria on size AND    |  |  |
| are in Priority Sectors |  |  |

| SPIRIT_PRIORITY_SECTOR   | Czechia | Hungary | Poland | Slovakia | Total |
|--|---------|---------|--------|----------|-------|
| Electrical and electronic equipment  | 9       | 4       | 21     | 3        | 37    |
| <ul> <li>Manufacture of electrical equipment</li> </ul>  | 8       | 3       | 11     | 2        | 24    |
| <ul> <li>Retail trade, except of motor vehicles and motorcycles</li> </ul>                     |         | 1       | 9      | 1        | 11    |
| <ul> <li>Wholesale trade, except of motor vehicles and motorcycles</li> </ul>                  | 1       |         | 1      |          | 2     |
| Food processing  | 8       | 10      | 41     | 3        | 62    |
| Manufacture of beverages   | 2       | 1       | 3      |          | 6     |
| ⊞ Manufacture of food products   | 1       | 2       | 20     |          | 23    |
| <ul> <li>Retail trade, except of motor vehicles and motorcycles</li> </ul>                     | 4       | 6       | 9      | 2        | 21    |
| Wholesale of mining, construction and civil engineering machinery                              |         | 1       |        |          | 1     |
| Wholesale trade, except of motor vehicles and motorcycles                                      | 1       |         | 9      | 1        | 11    |
| Furniture  |         | 1       | 3      |          | 4     |
| Manufacture of furniture   |         |         | 3      |          | 3     |
| <ul> <li>Retail trade, except of motor vehicles and motorcycles</li> </ul>                     |         | 1       |        |          | 1     |
| Machinery and equipment  | 14      | 4       | 24     | 5        | 47    |
| Manufacture of machinery and equipment n.e.c.  | 11      |         | 4      | 3        | 18    |
| Manufacture of machineryand equipment n.e.c.   |         | 2       |        |          | 2     |
| Manufacture of other transport equipment   |         | 1       | 5      | 1        | 7     |
|  | 2       |         | 13     |          | 15    |
| Wholesale of mining, construction and civil engineering machinery                              |         | 1       |        |          | 1     |
|  | 1       |         | 2      | 1        | 4     |
| Optical, Technical, Medical Devices  | 6       | 11      | 5      | 3        | 25    |
| Manufacture of computer, electronic and optical products                                       | 6       | 11      | 5      | 3        | 25    |
| Vehicles and automotive parts  | 16      | 15      | 32     | 12       | 75    |
| Manufacture of motor vehicles, trailers and semi-trailers                                      | 14      | 14      | 28     | 12       | 68    |
| $\ensuremath{\mathbbm H}$ Wholesale and retail trade and repair of motor vehicles and          | 2       | 1       | 4      |          | 7     |
| motorcycles  |         |         | -      |          | -     |
| Wood products  | 1       |         | 5      | 1        | 7     |
| Manufacture of paper and paper products  | 1       |         | 3      | 1        | 5     |
| <ul> <li>Manufacture of wood and of products of wood and cork, except<br/>furniture</li> </ul> |         |         | 2      |          | 2     |
| Total  | 54      | 45      | 131    | 27       | 257   |

# dun & bradstreet



## MARKETS SIZE & TRENDS BUYERS NEEDS IN PRIORITY SECTORS

#### DEMAND vs SUPPLY

Anonymized payment information collected by D&B in V4 markets were used to identify standard buying behavior patterns of companies in each market sector.

The following graphs show how much of potential Lead companies we selected typically buy these products from the others into their manufacturing or trading purposes.

#### These graphs indicates what kind of Slovenian suppliers should be involved in further phases of Lead Generation Program, companies which can

offer their great products and services.

# What Products Group LEADs buy from their Suppliers (% of all "LEAD" Companies)

| Electrical equipment                                    | 97% |
|---|-----|
| Rubber and plastic products                             | 97% |
| Paper and paper products                                | 96% |
| Machinery and equipment n.e.c.                          | 96% |
| Repair and installation services of machinery and equip | 95% |
| Computer, electronic and optical products               | 94% |
| Fabricated metal products, except machinery and equip   | 94% |
| Chemicals and chemical products                         | 92% |
| Other non-metallic mineral products                     | 90% |
| Textiles  | 88% |
| Food products   | 74% |
| Basic metals  | 57% |
| Printing and recording services                         | 49% |
| Wood and of products of wood and cork, except furnitu   | 44% |
| Beverages   | 43% |
| Furniture   | 23% |
| Motor vehicles, trailers and semi-trailers              | 19% |
| Other manufactured goods                                | 2%  |
|   |     |

#### Top30 most frequent Products LEADs buy from their Suppliers

96%

85%

83%

81%

81%

79%

79%

78%

78%

76%

73%

73%

70%

67%

66% 65% 64% 64% 57% 52% 51% 49% 46% 45% 45% 45% 93%

| LADS Duy I | ropso most nequent roddets i                      |
|------------|---|
|            | Electric motors, generators and transformers      |
|            | Corrugated paper and paperboard and containe      |
|            | Electric lighting equipment                       |
|            | Other rubber products                             |
|            | Pesticides and other agrochemical products        |
|            | Machining services                                |
|            | Other general-purpose machinery n.e.c.            |
|            | Installation services of industrial machinery and |
|            | Repair services of machinery                      |
|            | Other fabricated metal products n.e.c.            |
|            | Electricity distribution and control apparatus    |
|            | Plastic packing goods                             |
|            | Other special-purpose machinery n.e.c.            |
|            | Concrete products for construction purposes       |
|            | Measuring, testing and navigating equipment       |
|            | Metal structures and parts of structures          |
|            | Other plastic products                            |
|            | Bricks, tiles and construction products, in baked |
|            | Non-domestic cooling and ventilation equipment    |
|            | Steel drums and similar containers                |
|            | Builders' ware of plastic                         |
|            | Doors and windows of metal                        |
|            | Cold drawn wire                                   |
|            | Textile finishing services                        |
|            | Other printing services                           |
|            | Other processed and preserved fruit and vegeta    |
|            | Other taps and valves                             |
|            | Paper and paperboard                              |
|            | Other electrical equipment                        |
|            | Other pumps and compressors                       |



REPUBLIKA SLOVENIJA

SLOVENSKA

POSLOVNA

TOČKA

SP()



#### **LEADS in Priority Sectors** Czechia Hungary Poland Slovakia

# RANKING OF THE MOST POTENTIAL MARKET SECTORS DEMAND VS SUPPLY IN VEHICLES & AUTOMOTIVE PARTS

# (Measured by number of Target companies with a trade evidence in % of total using NACE/CPA taxonomy)

Who are the typical supplier for Vehicle & Automotive parts Sector?

Vehicles and automotive parts Food processing 211 Machinery and equipment 14 5 37 14 1 Electrical and electronic equipment Optical, Technical, Medical Devices Furniture Wood products 5 7

62

100% 100%

100%

100%

100%

100%

100%

100%

100% 99%

99% 99%

99% 95% 91%

> 87% 87% 87%

87%

87% 86%

74% 74%

73% 73%

#### Indirect Trade (manufacturer – wholesaler – manufacturer)

|     | Non-specialised wholesale trade                                 |
|-----|---|
|     | Other retail sale not in stores, stalls or markets              |
|     | Retail sale of automotive fuel in specialised stores            |
|     | Wholesale of chemical products                                  |
|     | Wholesale of clothing and footwear                              |
|     | Wholesale of computers, computer peripheral equipment an        |
|     | Wholesale of electrical household appliances                    |
|     | Wholesale of hardware, plumbing and heating equipment an        |
|     | Wholesale of metals and metal ores                              |
|     | Wholesale of other machinery and equipment                      |
|     | Wholesale of waste and scrap                                    |
|     | Wholesale of wood, construction materials and sanitary equip    |
|     | Wholesale trade of motor vehicle parts and accessories          |
|     | Retail sale of computers, peripheral units and software in spe  |
|     | Retail sale via mail order houses or via Internet               |
|     | Wholesale of electronic and telecommunications equipment        |
|     | Wholesale of other intermediate products                        |
|     | Agents specialised in the sale of other particular products     |
|     | Agents involved in the sale of machinery, industrial equipmen   |
|     | Other retail sale in non-specialised stores                     |
|     | Other retail sale of new goods in specialised stores            |
|     | Sale of other motor vehicles                                    |
|     | Wholesale of mining, construction and civil engineering mach    |
|     | Wholesale of solid, liquid and gaseous fuels and related prod   |
|     | Wholesale of furniture, carpets and lighting equipment          |
|     | Non-specialised wholesale of food, beverages and tobacco        |
|     | Sale of cars and light motor vehicles                           |
|     | Wholesale of other food, including fish, crustaceans and moll   |
|     | Wholesale of other household goods                              |
|     | Retail sale in non-specialised stores with food, beverages or t |
| 18% | Agents involved in the sale of timber and building materials    |
| 9%  | Agents involved in the sale of a variety of goods               |
| 8%  | Retail sale of hardware, paints and glass in specialised stores |
|     |   |

| Cold drawing of wire   |     |
|--|-----|
| Installation of industrial machinery and equipment             |     |
| Machining  |     |
| Manufacture of corrugated paper and paperboard and of con      |     |
| Manufacture of electric motors, generators and transformers    |     |
| Manufacture of other rubber products                           |     |
| Manufacture of bricks, tiles and construction products, in bak |     |
| Manufacture of electric lighting equipment                     |     |
| Manufacture of other general-purpose machinery n.e.c.          |     |
| Manufacture of other plastic products                          |     |
| Manufacture of instruments and appliances for measuring, te    |     |
| Manufacture of electricity distribution and control apparatus  |     |
| Manufacture of concrete products for construction purposes     |     |
| Manufacture of other fabricated metal products n.e.c.          |     |
| Manufacture of plastic packing goods                           |     |
| Manufacture of steel drums and similar containers              |     |
| Manufacture of veneer sheets and wood-based panels             |     |
| Repair of machinery  |     |
| Manufacture of metal structures and parts of structures        |     |
| Manufacture of other electrical equipment                      |     |
| Manufacture of lifting and handling equipment                  |     |
| Manufacture of other special-purpose machinery n.e.c.          |     |
| Manufacture of tools   |     |
| Manufacture of other pumps and compressors                     | 78  |
| Manufacture of other taps and valves                           | 78  |
| Manufacture of other technical and industrial textiles         | 78  |
| Repair of electronic and optical equipment                     | 78  |
| Manufacture of builders ware of plastic                        | 74% |
| Manufacture of pesticides and other agrochemical products      | 74% |
| Manufacture of plastic plates, sheets, tubes and profiles      | 73% |
| Other printing   | 73% |
| Manufacture of non-domestic cooling and ventilation equip      | 71% |
| Repair of electrical equipment                                 | 71% |

REPUBLIKA SLOVENIJA

EVROPSKA UNIJA

EVROPSKI SKLAD ZA REGIONALNI RAZVOJ

SLOVENSKA

POSLOVNA

TOČKA

SP(

#### **DIRECT / INDIRECT** TRADE

Trading relationship can be split using NACEs of Buyers and Suppliers. If both parties were from Manufacturing, then this trade is classified as "Direct Trade". If Buyer was in Manufacturing and Supplier was Wholesaler, then this trade is classified as "Indirect".

In this analysis, we will primarily focus on the direct sales relationship, which best indicates the list of potential Slovenian suppliers to work with.

dun & bradstreet

18 Markets Analysis - Visegrad Group

## RANKING OF THE MOST POTENTIAL MARKET SECTORS DEMAND VS SUPPLY IN FOOD PROCESSING

#### Who are the typical supplier for Food Processing Sector?

(Measured by number of target companies with a trade evidence in % of total using NACE L2 taxonomy)

#### **LEADS in Priority Sectors**

#### Czechia OHungary OPoland OSlovakia



| Direct | Trade | (manufacturer – | manufacturer |
|--------|-------|-----------------|--------------|
| Direct | ITauc | manulactul el - | manulacturer |

| Manufacture of pesticides and other agrochemical products    | 99%         |
|--|-------------|
| Manufacture of corrugated paper and paperboard and of con    | 91%         |
| Manufacture of electric motors, generators and transformers  | 89%         |
| Other processing and preserving of fruit and vegetables      | 89%         |
| Processing and preserving of meat                            | 89%         |
| Manufacture of other special-purpose machinery n.e.c.        | 86%         |
| Manufacture of condiments and seasonings                     | 81%         |
| Manufacture of other fabricated metal products n.e.c.        | 81%         |
| Manufacture of plastic packing goods                         | 81%         |
| Production of meat and poultry meat products                 | 80%         |
| Operation of dairies and cheese making                       | 79%         |
| Finishing of textiles  | 74%         |
| Manufacture of other non-metallic mineral products n.e.c.    | 73%         |
| Manufacture of other rubber products                         | 73%         |
| Repair of machinery  | 71%         |
| Installation of industrial machinery and equipment           | 70%         |
| Manufacture of concrete products for construction purposes   | 70%         |
| Manufacture of electric lighting equipment                   | 70%         |
| Other printing   | 70%         |
| Manufacture of beer  | 69%         |
| Manufacture of non-domestic cooling and ventilation equip    | 69%         |
| Manufacture of soft drinks; production of mineral waters and | 69%         |
| Machining  | 67%         |
| Manufacture of homogenised food preparations and dietetic    | 67%         |
| Manufacture of metal structures and parts of structures      | 66%         |
| Manufacture of rusks and biscuits; manufacture of preserved  | 64%         |
| Manufacture of soap and detergents, cleaning and polishing   | 64%         |
| Manufacture of wine from grape                               | 64%         |
| Production of other textiles                                 | 63%         |
| Processing and preserving of potatoes                        | 57%         |
| Manufacture of other non-distilled fermented beverages       | 56%         |
| Processing and preserving of poultry meat                    | 56%         |
| Manufacture of computers and peripheral equipment            | 53%         |
|  | <u>1472</u> |

REPUBLIKA SLOVENIJA

EVROPSKA UNIJA

EVROPSKI SKLAD ZA REGIONALNI RAZVOJ

dun & bradstreet

SΡ

POSLOVNA

TOČKA

#### Indirect Trade (manufacturer – wholesaler – manufacturer)

Non-specialised wholesale trade Other retail sale not in stores, stalls or markets Non-specialised wholesale of food, beverages and tobacco Wholesale of hardware, plumbing and heating equipment an.. Wholesale of other machinery and equipment Wholesale of electrical household appliances Wholesale of wood, construction materials and sanitary equip... Retail sale of automotive fuel in specialised stores Wholesale of chemical products Wholesale of metals and metal ores Retail sale in non-specialised stores with food, beverages or t... Wholesale trade of motor vehicle parts and accessories Wholesale of other food, including fish, crustaceans and moll.. Wholesale of other intermediate products Wholesale of computers, computer peripheral equipment an... Other retail sale in non-specialised stores Wholesale of clothing and footwear Wholesale of mining, construction and civil engineering mach.. Wholesale of sugar and chocolate and sugar confectionery Wholesale of solid, liquid and gaseous fuels and related prod... Agents involved in the sale of a variety of goods Agents specialised in the sale of other particular products Retail sale of computers, peripheral units and software in spe., Wholesale of china and glassware and cleaning materials Sale of other motor vehicles Sale of cars and light motor vehicles Wholesale of grain, unmanufactured tobacco, seeds and anim.. Retail sale of electrical household appliances in specialised st.. Wholesale of other household goods Wholesale of alcoholic beverages Wholesale of pharmaceutical goods Wholesale of furniture, carpets and lighting equipment

Retail sale of hardware, paints and glass in specialised stores

#### terials 70% ehicles 69% ehicles 64% anim... 63% erages 57% goods 57% goods 57% pment 54% stores 53% Markets Analysis - Visegrad Group 19

100%

99%

99%

99%

97%

97%

96% 96%

90%

90%

B7%

#### Czechia Hungary Poland Slovakia



100%

100%

98%

98%

98%

88% 85%

83%

78%

# RANKING OF THE MOST POTENTIAL MARKET SECTORS DEMAND VS SUPPLY IN MACHINERY & EQUIPMENT

#### Who are the typical supplier for Machinery & equipment Sector? (Measured by number of target companies with a trade evidence in % of total using NACE L2 taxonomy)

## **Direct Trade** (manufacturer – manufacturer)

| 95% | Manufacture of bricks, tiles and construction products, in bak |
|-----|--|
| 95% | Manufacture of electric motors, generators and transformers    |
| 95% | Manufacture of electricity distribution and control apparatus  |
| 93% | Cold drawing of wire   |
| 93% | Machining  |
| 93% | Manufacture of metal structures and parts of structures        |
| 88% | Manufacture of electric lighting equipment                     |
| 88% | Manufacture of other fabricated metal products n.e.c.          |
| 88% | Manufacture of other general-purpose machinery n.e.c.          |
| 88% | Repair of machinery  |
| 85% | Manufacture of doors and windows of metal                      |
| 85% | Manufacture of other rubber products                           |
| 83% | Manufacture of non-domestic cooling and ventilation equip      |
| 80% | Installation of industrial machinery and equipment             |
| 80% | Manufacture of other plastic products                          |
| 78% | Manufacture of instruments and appliances for measuring, te    |
| 73% | Manufacture of corrugated paper and paperboard and of con      |
| 73% | Manufacture of steel drums and similar containers              |
| 70% | Manufacture of other taps and valves                           |
| 70% | Manufacture of ready-mixed concrete                            |
| 70% | Treatment and coating of metals                                |
| 65% | Manufacture of concrete products for construction purposes     |
| 63% | Manufacture of computers and peripheral equipment              |
| 63% | Manufacture of paints, varnishes and similar coatings, printin |
| 63% | Manufacture of paper and paperboard                            |
| 63% | Manufacture of veneer sheets and wood-based panels             |
| 60% | Manufacture of builders ware of plastic                        |
| 58% | Manufacture of other special-purpose machinery n.e.c.          |
| 58% | Manufacture of pesticides and other agrochemical products      |
| 53% | Manufacture of lifting and handling equipment                  |
| 53% | Manufacture of other electronic and electric wires and cables  |
| 53% | Manufacture of other non-metallic mineral products n.e.c.      |
| 53% | Manufacture of plastic packing goods                           |

#### Indirect Trade (manufacturer – wholesaler – manufacturer)

| Non-specialised wholesale trade                                  |
|--|
| Wholesale of electrical household appliances                     |
| Wholesale of hardware, plumbing and heating equipment an         |
| Wholesale of other machinery and equipment                       |
| Other retail sale not in stores, stalls or markets               |
| Retail sale of automotive fuel in specialised stores             |
| Wholesale of computers, computer peripheral equipment an         |
| Wholesale of metals and metal ores                               |
| Wholesale of wood, construction materials and sanitary equip     |
| Wholesale of chemical products                                   |
| Wholesale of mining, construction and civil engineering mach     |
| Wholesale trade of motor vehicle parts and accessories           |
| Wholesale of furniture, carpets and lighting equipment           |
| Wholesale of solid, liquid and gaseous fuels and related prod    |
| Agents involved in the sale of machinery, industrial equipmen    |
| Wholesale of electronic and telecommunications equipment         |
| Agents specialised in the sale of other particular products      |
| Wholesale of other intermediate products                         |
| Non-specialised wholesale of food, beverages and tobacco         |
| Other retail sale of new goods in specialised stores             |
| Wholesale of clothing and footwear                               |
| Agents involved in the sale of timber and building materials     |
| Wholesale of waste and scrap                                     |
| Other retail sale in non-specialised stores                      |
| Retail sale of computers, peripheral units and software in spe   |
| Sale of cars and light motor vehicles                            |
| Agents involved in the sale of a variety of goods                |
| Wholesale of other food, including fish, crustaceans and moll    |
| Wholesale of other household goods                               |
| Retail sale of hardware, paints and glass in specialised stores  |
| Retail sale of electrical household appliances in specialised st |
| Wholesale of textiles  |
|  |

Sale of other motor vehicles

Markets Analysis - Visegrad Group 20

| ٢       | REPUBLIKA SLOVENIJA       | EVROPSKA UNIJA<br>EVROPSKA UNIJA<br>EVROPSKI SKLAD ZA<br>REGIONALNI RAZVOJ |
|---------|---------------------------|--|
| acture  | of plastic packing goods  |  |
| metalli | c mineral products n.e.c. |  |
| nu anu  | electric wires and cables |  |

SLOVENSKA

POSLOVNA

TOČKA

S P (



#### Czechia Hungary Poland Slovakia



Who are the typical supplier for Electronic equipment Sector? (Measured by number of target companies with a trade evidence in % of total using NACE L2 taxonomy)

90%

90%

90%

90%

90%

RANKING OF THE MOST POTENTIAL MARKET SECTORS DEMAND VS SUPPLY IN ELECTRONIC EQUIPMENT

# Direct Trade (manufacturer - manufacturer)

| 100 | Manufacture of electric motors, generators and transformers    |
|-----|--|
| 97% | Manufacture of corrugated paper and paperboard and of con      |
| 93% | Manufacture of other electrical equipment                      |
| 93% | Manufacture of other electronic and electric wires and cables  |
| 2   | Manufacture of builders ware of plastic                        |
| 2   | Manufacture of electric lighting equipment                     |
| 2   | Manufacture of other general-purpose machinery n.e.c.          |
|     | Manufacture of pesticides and other agrochemical products      |
| 2   | Manufacture of steel drums and similar containers              |
| 79% | Manufacture of bricks, tiles and construction products, in bak |
| 76% | Installation of industrial machinery and equipment             |
| 76% | Manufacture of doors and windows of metal                      |
| 76% | Manufacture of other plastic products                          |
| 76% | Manufacture of plastic packing goods                           |
| 72% | Machining  |
| 72% | Manufacture of concrete products for construction purposes     |
| 72% | Manufacture of other rubber products                           |
| 66% | Manufacture of other special-purpose machinery n.e.c.          |
| 62% | Manufacture of dyes and pigments                               |
| 62% | Manufacture of loaded electronic boards                        |
| 59% | Manufacture of electricity distribution and control apparatus  |
| 55% | Manufacture of consumer electronics                            |
| 52% | Repair of machinery  |
| 48% | Manufacture of computers and peripheral equipment              |
| 45% | Finishing of textiles  |
| 45% | Manufacture of plastic plates, sheets, tubes and profiles      |
| 41% | Manufacture of other fabricated metal products n.e.c.          |
| 41% | Manufacture of wiring devices                                  |
| 38% | Manufacture of electric domestic appliances                    |
| 38% | Manufacture of instruments and appliances for measuring, te    |
| 38% | Manufacture of non-domestic cooling and ventilation equip      |
| 38% | Manufacture of rusks and biscuits: manufacture of preserved    |
| 38% | Manufacture of soft drinks: production of mineral waters and   |

REPUBLIKA SLOVENIJA

EVROPSKA UNIJA

EVROPSKI SKLAD ZA REGIONALNI RAZVOJ

U11-

SLOVENSKA

POSLOVNA

SP

#### Indirect Trade (manufacturer – wholesaler – manufacturer)

Non-specialised wholesale of food, beverages and tobacco Non-specialised wholesale trade Other retail sale not in stores, stalls or markets Retail sale of automotive fuel in specialised stores Wholesale of chemical products Wholesale of electrical household appliances Wholesale of electronic and telecommunications equipment Wholesale of hardware, plumbing and heating equipment an. Wholesale of other machinery and equipment Wholesale of wood, construction materials and sanitary equip. Wholesale trade of motor vehicle parts and accessories Wholesale of metals and metal ores Agents specialised in the sale of other particular products Wholesale of furniture, carpets and lighting equipment Wholesale of mining, construction and civil engineering mach.. Other retail sale in non-specialised stores Retail sale via mail order houses or via Internet Wholesale of clothing and footwear Agents involved in the sale of machinery, industrial equipmen. Wholesale of other intermediate products Other retail sale of new goods in specialised stores Wholesale of computers, computer peripheral equipment an.. Agents involved in the sale of timber and building materials Retail sale of computers, peripheral units and software in spe. Wholesale of waste and scrap Wholesale of other food, including fish, crustaceans and moll. Wholesale of solid, liquid and gaseous fuels and related prod.. Retail sale of electrical household appliances in specialised st.. Retail sale of hardware, paints and glass in specialised stores Sale of cars and light motor vehicles Wholesale of china and glassware and cleaning materials Wholesale of other household goods

100% 100% 100% 100% 100% 86%

100%

100%

100%

Markets Analysis - Visegrad Group

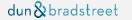
31%

31%

31%

21

Wholesale of textiles



#### 😑 Czechia 🔵 Hungary 🛑 Poland 🥮 Slovakia



100%

100%

100%

100%

100%

100%

100%

100%

22

Markets Analysis - Visegrad Group

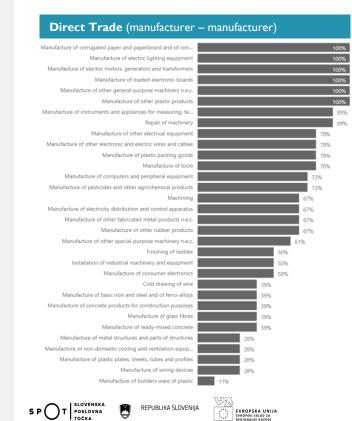
89%

## RANKING OF THE MOST POTENTIAL MARKET SECTORS DEMAND VS SUPPLY IN OPTICAL, TECHNICAL, MEDICAL DEVICES

Who are the <u>typical supplier</u> for Optical, Technical, Medical Devices Sector? (Measured by number of target companies with a trade evidence in % of total using NACE L2 taxonomy)

#### Indirect Trade (manufacturer – wholesaler – manufacturer)

| Non-specialised wholesale trade                                 |     |     |     |     |
|---|-----|-----|-----|-----|
| Other retail sale not in stores, stalls or markets              |     |     |     |     |
| Retail sale via mail order houses or via Internet               |     |     |     |     |
| Wholesale of chemical products                                  |     |     |     |     |
| Wholesale of computers, computer peripheral equipment an        |     |     |     |     |
| Wholesale of electrical household appliances                    |     |     |     |     |
| Wholesale of electronic and telecommunications equipment        |     |     |     |     |
| Wholesale of hardware, plumbing and heating equipment an        |     |     |     |     |
| Wholesale of metals and metal ores                              |     |     |     |     |
| Wholesale of other machinery and equipment                      |     |     |     |     |
| Wholesale of wood, construction materials and sanitary equip    |     |     |     |     |
| Retail sale of computers, peripheral units and software in spe  |     |     |     |     |
| Agents involved in the sale of machinery, industrial equipmen   |     |     |     |     |
| Non-specialised wholesale of food, beverages and tobacco        |     |     |     |     |
| Retail sale of automotive fuel in specialised stores            |     |     |     |     |
| Wholesale of waste and scrap                                    |     |     |     |     |
| Wholesale of furniture, carpets and lighting equipment          |     |     |     | 67% |
| Wholesale of other intermediate products                        |     |     |     | 67% |
| Agents specialised in the sale of other particular products     | 1   |     |     | 61% |
| Wholesale of other household goods                              |     |     | 50% |     |
| Agents involved in the sale of timber and building materials    |     | 39% |     |     |
| Other retail sale in non-specialised stores                     |     | 39% |     |     |
| Wholesale of clothing and footwear                              |     | 39% |     |     |
| Wholesale of solid, liquid and gaseous fuels and related prod   |     | 39% |     |     |
| Wholesale trade of motor vehicle parts and accessories          |     | 39% |     |     |
| Other retail sale of new goods in specialised stores            | 28% |     |     |     |
| Retail sale in non-specialised stores with food, beverages or t | 28% |     |     |     |
| Sale of cars and light motor vehicles                           | 28% |     |     |     |
| Wholesale of china and glassware and cleaning materials         | 28% |     |     |     |
| Wholesale of mining, construction and civil engineering mach    | 28% |     |     |     |
| Wholesale of other food, including fish, crustaceans and moll   | 28% |     |     |     |
|   |     |     |     |     |





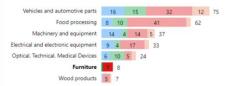
## RANKING OF THE MOST POTENTIAL MARKET SECTORS DEMAND VS SUPPLY IN FURNITURE

#### Who are the typical supplier for Furniture Sector?

(Measured by number of target companies with a trade evidence in % of total using NACE L2 taxonomy)

#### LEADS in Priority Sectors

#### Czechia OHungary Oland Slovakia



100%

100%

100%

100%

100%

100%

100%

100%

100%

100% 100%

88%

88%

88%

88%

889

88%

889

88%

88%

88% 88% 88% 88%

#### Indirect Trade (manufacturer – wholesaler – manufacturer)

| Agents involved in the sale of machinery, industrial equipmen    |
|--|
| Agents specialised in the sale of other particular products      |
| Non-specialised wholesale of food, beverages and tobacco         |
| Non-specialised wholesale trade                                  |
| Other retail sale not in stores, stalls or markets               |
| Retail sale of automotive fuel in specialised stores             |
| Retail sale via mail order houses or via Internet                |
| Wholesale of chemical products                                   |
| Wholesale of computers, computer peripheral equipment an         |
| Wholesale of hardware, plumbing and heating equipment an         |
| Wholesale of other intermediate products                         |
| Wholesale of other machinery and equipment                       |
| Wholesale of textiles  |
| Wholesale of wood, construction materials and sanitary equip     |
| Other retail sale in non-specialised stores                      |
| Other retail sale of new goods in specialised stores             |
| Retail sale of computers, peripheral units and software in spe   |
| Retail sale of electrical household appliances in specialised st |
| Retail sale of hardware, paints and glass in specialised stores  |
| Sale of cars and light motor vehicles                            |
| Wholesale of china and glassware and cleaning materials          |
| Wholesale of clothing and footwear                               |
| Wholesale of electrical household appliances                     |
| Wholesale of electronic and telecommunications equipment         |
| Wholesale of furniture, carpets and lighting equipment           |
| Wholesale of metals and metal ores                               |
| Wholesale of other food, including fish, crustaceans and moll    |
| Wholesale of other household goods                               |
| Wholesale of solid, liquid and gaseous fuels and related prod    |
| Wholesale trade of motor vehicle parts and accessories           |
| Agents involved in the sale of timber and building materials     |
| Retail sale of furniture, lighting equipment and other househ    |
| Wholesale of pharmaceutical goods                                |

| Direct Trade | (manufacturer – manu | facturer) |
|--------------|----------------------|-----------|
|--------------|----------------------|-----------|

|        | 100%                            |
|--------|---------------------------------|
|        | 100%                            |
|        | 100%                            |
|        | 100%                            |
|        | 100%                            |
|        | 100%                            |
|        | 100%                            |
|        | 100%                            |
|        | 100%                            |
|        | 88%                             |
|        | 88%                             |
|        | 88%                             |
|        | 88%                             |
|        | 88%                             |
|        | 88%                             |
|        | 88%                             |
|        | 88%                             |
|        | 88%                             |
|        | 88%                             |
|        | 88%                             |
|        | 88%                             |
|        | 88%                             |
|        | 88%                             |
|        | 88%                             |
|        | 88%                             |
|        | 88%                             |
|        | 75%                             |
| 63%    |                                 |
| 63%    |                                 |
| 63%    |                                 |
| 63%    |                                 |
| 63%    |                                 |
| 63%    |                                 |
| 115-11 |                                 |
|        | 63%<br>63%<br>63%<br>63%<br>63% |

SLOVENSKA

POSLOVNA

TOČKA

SP()

REPUBLIKA SLOVENIJA

EVROPSKA UNIJA EVROPSKI SKLAD ZA REGIONALNI RAZVOJ



#### ● Czechia ● Hungary ● Poland ● Slovakia



100%

100% 100%

100%

100%

100% 100% 100% 100% 100% 100% 100% 100% 100%

# RANKING OF THE MOST POTENTIAL MARKET SECTORS DEMAND VS SUPPLY IN WOOD PRODUCTS

#### Who are the typical supplier for Wood Products Sector? (Measured by number of target companies with a trade evidence in % of total using NACE L2 taxonomy)

#### Indirect Trade (manufacturer – wholesaler – manufacturer)

|     | Agents involved in the sale of machinery, industrial equipmen   |
|-----|---|
|     | Agents specialised in the sale of other particular products     |
|     | Non-specialised wholesale of food, beverages and tobacco        |
|     | Non-specialised wholesale trade                                 |
|     | Other retail sale not in stores, stalls or markets              |
|     | Other retail sale of new goods in specialised stores            |
|     | Retail sale of automotive fuel in specialised stores            |
|     | Wholesale of chemical products                                  |
|     | Wholesale of computers, computer peripheral equipment an        |
|     | Wholesale of electrical household appliances                    |
|     | Wholesale of furniture, carpets and lighting equipment          |
|     | Wholesale of hardware, plumbing and heating equipment an        |
|     | Wholesale of metals and metal ores                              |
|     | Wholesale of mining, construction and civil engineering mach    |
|     | Wholesale of other intermediate products                        |
|     | Wholesale of other machinery and equipment                      |
|     | Wholesale of solid, liquid and gaseous fuels and related prod   |
|     | Wholesale of waste and scrap                                    |
|     | Wholesale of wood, construction materials and sanitary equip    |
|     | Wholesale trade of motor vehicle parts and accessories          |
|     | Agents involved in the sale of a variety of goods               |
|     | Retail sale in non-specialised stores with food, beverages or t |
|     | Sale of other motor vehicles                                    |
| 29% | Other retail sale in non-specialised stores                     |
| 29% | Retail sale of computers, peripheral units and software in spe  |
| 29% | Retail sale of hardware, paints and glass in specialised stores |
| 29% | Wholesale of clothing and footwear                              |
| 29% | Wholesale of electronic and telecommunications equipment        |
| 29% | Wholesale of textiles   |
|     |   |

| Direct Trade | (manufacturer – manu | facturer) |
|--------------|----------------------|-----------|
|--------------|----------------------|-----------|

| Installation of industrial machinery and equipment             |     | 100% |
|--|-----|------|
| Manufacture of corrugated paper and paperboard and of con      |     | 100% |
| Manufacture of electric motors, generators and transformers    |     | 100% |
| Manufacture of electricity distribution and control apparatus  |     | 100% |
| Manufacture of instruments and appliances for measuring, te    |     | 100% |
| Manufacture of non-domestic cooling and ventilation equip      |     | 100% |
| Manufacture of other electronic and electric wires and cables  |     | 100% |
| Manufacture of other fabricated metal products n.e.c.          |     | 100% |
| Manufacture of other pumps and compressors                     |     | 100% |
| Manufacture of other rubber products                           |     | 100% |
| Manufacture of other special-purpose machinery n.e.c.          |     | 100% |
| Manufacture of other taps and valves                           |     | 100% |
| Manufacture of other technical and industrial textiles         |     | 100% |
| Manufacture of paper and paperboard                            |     | 100% |
| Manufacture of pesticides and other agrochemical products      |     | 100% |
| Repair of electronic and optical equipment                     |     | 100% |
| Repair of machinery  |     | 100% |
| Manufacture of bricks, tiles and construction products, in bak | 719 | 6    |
| Manufacture of condiments and seasonings                       | 719 | 6    |
| Manufacture of lifting and handling equipment                  | 719 | 6    |
| Manufacture of made-up textile articles, except apparel        | 719 | 6    |
| Manufacture of metal structures and parts of structures        | 719 | 6    |
| Manufacture of other general-purpose machinery n.e.c.          | 719 | 6    |
| Manufacture of plastic packing goods                           | 719 | 6    |
| Manufacture of soap and detergents, cleaning and polishing     | 719 | 6    |
| Manufacture of soft drinks; production of mineral waters and   | 719 | 6    |
| Manufacture of steel drums and similar containers              | 719 | 6    |
| Other printing   | 719 | 6    |
| Processing and preserving of meat                              | 719 | 6    |
| Production of meat and poultry meat products                   | 719 | 6    |
| Repair of electrical equipment                                 | 719 | 6    |
| Machining  | 29% |      |
| Manufacture of doors and windows of metal                      | 29% |      |
|  | WZ2 |      |

EVROPSKA UNIJA EVROPSKI SKLAD ZA REGIONALNI RAZVOJ

POSLOVNA

TOČKA

SP()



# **STEP2** What are **the most potential sectors** in V4 countries for Slovenian exporters <u>in terms of actual businesses</u> **offering** on "supplier site"?

# SLOVENIA MARKET POTENTIAL FOR GROWTH

Slovenia in 2020

Population: 2 108 977 Employees: 1 039 780 (49,3%) Real GDP : 47 bEUR (19 720 EUR per capita) Total Imports: 36,9 bEUR Total Exports: 26,4 bEUR No. of **active** Companies in selected industries:

- 22k Micro
- 3k Small & Medium
- I76 Large



#### **GDP TREND**

Looking at GDP growth, the Slovenian economy has been growing continuously since 2012 until 2019. The Covid pandemic also affected Slovenia, when it fell by -3.1%.

Real GDP per capita is the highest in comparison with the V4 countries, which indicates the orientation of exports towards products with higher added value than the supply of basic raw materials. (for comparison, the EU average is 26k EUR, Germany 34k, Norway 69k EUR)

#### EXPORTS

The long-term trend of Total exports copies the development of the whole economy. From 2012, it has been growing continuously until 2019, with a slight decline in 2020.

#### **EXPORTS TO V4**

Of the total 33 bn EUR in 2020, only 10% goes to the V4 countries.

Of the total 3 bn EUR in 2020, 33% goes to Poland, 28% to Hungary, 22% to the Czech Republic and 17% to Slovakia.

# dun & bradstreet

## SLOVENIAN MARKET MARKET OVERALL PERFORMANCE



#### GDP per Capita (EUR)

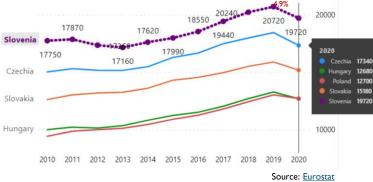
SLOVENSKA

POSLOVNA

TOČKA

SP(

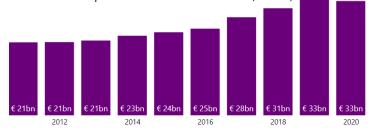
REPUBLIKA SLOVENIJA



EVROPSKA UNIJA

EVROPSKI SKLAD ZA REGIONALNI RAZVOJ

#### Total Slovenian Exports Value Trend WORLDWIDE (bn EUR)

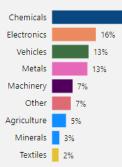


#### Total Exports Value Trend in V4 (mil. EUR)



## SLOVENIAN MARKET SLOVENIAN EXPORT TRENDS BY PRODUCTS

#### EXPORTS TO V4 IN 2020 BY PRODUCT GROUPS



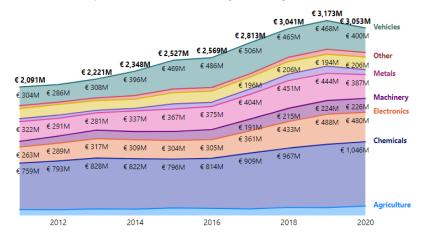
#### TRENDS

Slovenian Exports to the V4 countries have increased by 43% since 2012. The largest (absolute) increase was Chemicals (+ 252m EUR, + 32%), Electronics (+ 191m EUR, + 66%) and Vehicles (+ 114m EUR, 40%).

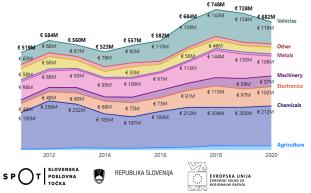
The largest increase in exports was to Poland (+368m EUR, +59%), Hungary (+302m, +55%), Slovakia (+154m, +42%), the Czech (+98m, +17%). Exports to the Czech grew significantly in 2016-2018 (+29%) but have been declining since that year (-9%).

# dun & bradstreet

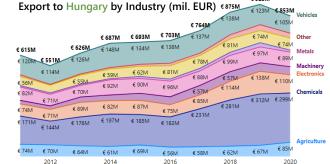
#### Slovenian Export to V4 Countries by Industry (mil. EUR)

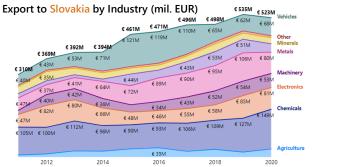


#### Export to Czech by Industry (mil. EUR)









Markets Analysis - Visegrad Group 28

## SLOVENIAN MARKET SLOVENIAN TOTAL VS V4 EXPORTS STRUCTURE IN 2020

PRODUCT GROUP

Manufacture of leather and related products

Total

#### **EXPORTS BY INDUSTRY**

Slovenia's largest export assortment worldwide in 2020 to the V4 countries was the group of chemicals (pharmaceuticals, chemicals and plastic products).

Within the set **priority sectors** of the manufacturing industry, products related to the production of vehicles, electronics, machinery and the production of basic metal components and materials are the most exported worldwide.

#### **EXPORTS BY COUNTRY**

Within the priority sectors, electronics are most exported to the V4 countries to Poland (186 mEUR in 2020), parts for the automotive industry to the Czech Republic (116 mEUR), machinery and equipment to Poland (66 mEUR).

The total share of exports to the V4 countries in the total exports of goods related to Slovenia's production **is only 9.3%.** 

Such a low share in the relatively large volume of global exports indicates a large scope for its growth in the coming years, if the capacity of the Slovenian manufacturing sector is sufficient.

## dun & bradstreet

#### Total vs. Exports to V4 by Product Groups in 2020 (EUR)

| PRODUCT GROUP | TOTAL EXPORTS    | EXPORTS TO V4   | %     |   |
|---------------|------------------|-----------------|-------|---|
| Chemicals     | € 11,105,681,475 | € 1,045,817,999 | 9.4%  |   |
| Vehicles      | € 5,344,239,092  | € 400,038,144   | 7.5%  | • |
|               | € 4,268,531,290  | € 479,967,729   | 11.2% |   |
| Metals        | € 3,156,316,902  | € 387,232,641   | 12.3% |   |
| Other         | € 3,118,715,136  | € 206,137,105   | 6.6%  | L |
| Machinery     | € 2,692,549,982  | € 225,806,630   | 8.4%  |   |
| Agriculture   | € 1,657,174,325  | € 153,838,122   | 9.3%  |   |
| Minerals      | € 770,348,373    | € 81,371,247    | 10.6% |   |
|               | € 736,327,599    | € 73,100,531    | 9.9%  |   |
| Total         | € 32,849,884,174 | € 3,053,310,148 | 9.3%  |   |

#### Exports to V4 by Product Groups in 2020 (EUR)

SLOVENSKA

POSLOVNA

TOČKA

SP(

| PRODUCT     | Czechia       | Hungary       | Poland        | Slovakia      | Total           |
|-------------|---------------|---------------|---------------|---------------|-----------------|
| GROOF       |               |               |               |               | •               |
| Chemicals   | € 212,024,242 | € 299,166,223 | € 385,587,077 | € 149,040,457 | € 1,045,817,999 |
| Electronics | € 102,160,042 | € 110,390,393 | € 186,105,297 | € 81,311,997  | € 479,967,729   |
| Vehicles    | € 116,459,099 | € 105,081,689 | € 110,760,990 | € 67,736,366  | € 400,038,144   |
| Metals      | € 106,086,853 | € 88,775,205  | € 112,392,687 | € 79,977,896  | € 387,232,641   |
| Machinery   | € 57,492,475  | € 49,452,850  | € 65,784,614  | € 53,076,691  | € 225,806,630   |
| Other       | € 35,978,922  | € 73,983,202  | € 73,173,167  | € 23,001,814  | € 206,137,105   |
| Agriculture | € 22,554,407  | € 85,477,546  | € 15,596,503  | € 30,209,666  | € 153,838,122   |
| Minerals    | € 11,285,921  | € 12,060,516  | € 26,688,691  | € 31,336,119  | € 81,371,247    |
| Textiles    | € 17,715,902  | € 28,765,950  | € 19,226,730  | € 7,391,949   | € 73,100,531    |
| Total       | € 681,757,863 | € 853,153,574 | € 995,315,756 | € 523,082,955 | € 3,053,310,148 |

EVROPSKA UNIJA

EVROPSKI SKLAD ZA REGIONALNI RAZVOJ

REPUBLIKA SLOVENIJA

| PF | ODUCT GROUP  | TOTAL EXPORTS    | EXPORTS TO V4   | %      |
|----|--|------------------|-----------------|--------|
| -  | Chemicals  | € 11,105,681,475 | € 1,045,817,999 | 9.4%   |
|    | Manufacture of basic pharmaceutical products and pharmaceutical preparations   | € 7,146,889,950  | € 559,695,175   | 7.8%   |
|    | Manufacture of chemicals and chemical products   | € 1,785,591,212  | € 214,986,773   | 12.0%  |
|    | Manufacture of rubber and plastic products   | € 1,525,824,160  | € 180,239,724   | 11.8%  |
|    | Manufacture of coke and refined petroleum products   | € 647,376,153    | € 90,896,327    | 14.0%  |
| Ξ  | Vehicles   | € 5,344,239,092  | € 400,038,144   | 7.5%   |
|    | Manufacture of motor vehicles, trailers and semi-trailers  | € 4,143,033,391  | € 244,934,133   | 5.9%   |
|    | Manufacture of other transport equipment   | € 1,201,205,701  | € 155,104,011   | 12.9%  |
| Ξ  | Electronics  | € 4,268,531,290  | € 479,967,729   | 11.2%  |
|    | Manufacture of electrical equipment  | € 3,020,920,236  | € 327,647,061   | 10.8%  |
|    | Manufacture of computer, electronic and optical products   | € 1,247,611,054  | € 152,320,668   | 12.2%  |
| Ξ  | Metals   | € 3,156,316,902  | € 387,232,641   | 12.3%  |
|    | Manufacture of basic metals  | € 1,760,238,097  | € 250,104,941   | 14.2%  |
|    | Manufacture of fabricated metal products, except machinery and equipment   | € 1,396,078,805  | € 137,127,700   | 9.8%   |
| Ξ  | Other  | € 3,118,715,136  | € 206,137,105   | 6.6%   |
|    | Manufacture of wood and of products of wood and cork, except furniture;<br>manufacture of articles of straw and plaiting materials | € 874,780,265    | € 24,548,035    | 2.8%   |
|    | Manufacture of paper and paper products  | € 659,164,386    | € 67,672,102    | 10.3%  |
|    | Other manufacturing  | € 561,828,575    | € 71,902,473    | 12.8%  |
|    | Electricity, gas, steam and air conditioning supply  | € 324,690,853    | € 0             | 0.0%   |
|    | Waste collection, treatment and disposal activities; materials recovery  | € 289,073,491    | € 27,091,919    | 9.4%   |
|    | Manufacture of furniture   | € 250,214,193    | € 9,596,389     | 3.8%   |
|    | Publishing activities  | € 158,151,714    | € 5,309,571     | 3.4%   |
|    | Creative, arts and entertainment activities  | € 342,698        | € 10,652        | 3.1%   |
|    | Architectural and engineering activities; technical testing and analysis   | € 154,895        | € 647           | 0.4%   |
|    | Libraries, archives, museums and other cultural activities   | € 150,284        | € 4,345         | 2.9%   |
|    | Other personal service activities  | € 139,534        | € 0             | 0.0%   |
|    | Other professional, scientific and technical activities  | € 24,069         | € 972           | 4.0%   |
|    | Motion picture, video and television programme production, sound recording<br>and music publishing activities                      | € 179            | €0              | 0.0%   |
| Ξ  | Machinery  | € 2,692,549,982  | € 225,806,630   | 8.4%   |
|    | Manufacture of machinery and equipment n.e.c.  | € 2,692,549,982  | € 225,806,630   | 8.4%   |
| Ξ  | Agriculture  | € 1,657,174,325  | € 153,838,122   | 9.3%   |
|    | Manufacture of food products   | € 1,059,976,327  | € 113,877,813   | 10.7%  |
|    | Agriculture, forestry and fishing  | € 364,613,618    | € 30,328,478    | 8.3%   |
|    | Manufacture of beverages   | € 142,802,112    | € 7,473,524     | 5.2%   |
|    | Forestry and logging   | € 89,466,069     | € 2,157,014     | 2.4%   |
|    | Manufacture of tobacco products  | € 294,307        | € 1,293         | 0.4%   |
|    | Fishing and aquaculture  | € 21,892         | € 0             | 0.0%   |
| Ξ  | Minerals   | € 770,348,373    | € 81,371,247    | 10.6%  |
|    | Manufacture of other non-metallic mineral products   | € 673,295,125    | € 78,232,878    | 11.6%  |
|    | Other mining and quarrying   | € 70,945,145     | € 3,081,998     | 4.3%   |
|    | Extraction of crude petroleum and natural gas  | € 25,259,021     | € 19,801        | 0.1%   |
|    | Mining of coal and lignite   | € 626,763        | € 30,848        | 4.9%   |
|    | Mining of metal ores   | € 222,319        | € 5,722         | 2.6%   |
| Ξ  | Textiles   | € 736,327,599    | € 73,100,531    | 9.9%   |
|    | Manufacture of textiles  | € 352,008,065    | € 34,466,596    | 9.8%   |
|    | Manufacture of wearing apparel   | € 233,114,748    | € 18,668,241    | 8.0%   |
|    | Manufacture of leather and related products  | £ 151 204 706    | £ 10 065 60A    | 12 20/ |

Markets Analysis - Visegrad Group 29

€ 32,849,884,174 € 3,053,310,148 9.3%

€ 19.965.694 13.2%

€ 151.204.786

TOTAL EXPORTS EXPORTS TO V4

## **SLOVENIAN MARKET SLOVENIAN ECONOMY VS EXPORT STRUCTURE IN 2020**

#### **REVENUES BY INDUSTRY**

According to available financial data from 2020. Slovenian companies generated a total of 97 billion euros in annual revenues. The largest part is trade 32% and manufacturing 31% The available data confirm the export character of the Slovenian manufacturing industry. A large part of the goods is intended for export.

#### **REVENUE IN** MANUFACTURING

The largest revenues in 2020 were generated by the manufacture of electrical equipment (EUR 3.7 billion), the manufacture of vehicles (EUR 3.4 billion) and the manufacture of metal products (EUR 3.2 billion). The average net profitability of the manufacturing industry was 4.5%.

The most profitable sector according to the absolute value of net business result was pharmaceutical (14%), production of metal products (3.9%) and production of chemicals (7.8%).

| Business Activity [NACE L1]   | Total Revenue in<br>2020 | result for the<br>accounting period | Total Exports in 2020 | Exports to V4 in 2020 | NACE_L1_Description  | Total Revenue in<br>2020 | Sum of Net business<br>result for the | Total Exports in 2020 | Exports to V4 in 2020 |
|---|--------------------------|-------------------------------------|-----------------------|-----------------------|--|--------------------------|---------------------------------------|-----------------------|-----------------------|
| WHOLESALE AND RETAIL TRADE; REPAIR OF MOTOR VEHICLES<br>AND MOTORCYCLES | € 31,442,123,919         | \$672,500,128                       |                       |                       |  | •                        | accounting period                     |                       |                       |
| MANUFACTURING   | € 30.016.202.309         | \$1,355,743,258                     | € 31,526,001,630      | € 2,985,268,181       | MANUFACTURING  | € 30,016,202,309         | \$1,355,743,258                       | € 31,526,001,630      | € 2,985,268,181       |
| ELECTRICITY, GAS, STEAM AND AIR CONDITIONING SUPPLY                     | € 6.933,124,337          | (\$384,575,306)                     | € 324,690,853         | €O                    | Manufacture of electrical equipment                                | € 3,738,451,850          | \$75,121,846                          | € 3,020,920,236       | € 327,647,061         |
| TRANSPORTATION AND STORAGE  | € 5,774,047,953          | \$200,736,202                       |                       |                       | Manufacture of motor vehicles, trailers and semi-trailers          | € 3,356,914,907          | \$52.055.662                          | € 4.143.033.391       | € 244.934.133         |
| CONSTRUCTION  | € 5.248.862,503          | \$142,690,822                       |                       |                       | Manufacture of fabricated metal products, except machinery and     | € 3,247,608,407          |                                       | € 1,396,078,805       |                       |
| PROFESSIONAL SCIENTIFIC AND TECHNICAL ACTIVITIES                        | € 4,949,427,673          | \$281,607,128                       | € 178,964             | € 1,619               | equipment  | 0 3,247,000,407          | \$120,124,040                         | 0 1,550,010,005       | C 107,127,100         |
| INFORMATION AND COMMUNICATION   | € 3,627,269,354          | \$193,987,218                       | € 158,151,893         | € 5,309,571           | Manufacture of basic pharmaceutical products and pharmaceutical    | € 2.818.237.413          | \$400,948,778                         | € 7.146.889.950       | € 559,695,175         |
| FINANCIAL AND INSURANCE ACTIVITIES                                      | € 2,007,276,923          | \$299,949,375                       |                       |                       |  | € 2,010,237,413          | \$400,940,770                         | € 7,140,009,930       | € 359,095,175         |
| ADMINISTRATIVE AND SUPPORT SERVICE ACTIVITIES                           | € 1,566,342,880          | \$44,991,729                        |                       |                       | preparations   |                          |                                       |                       |                       |
| WATER SUPPLY; SEWERAGE, WASTE MANAGEMENT AND                            | € 1,322,290,984          | \$34,977,604                        | € 289,073,491         | € 27,091,919          | Manufacture of basic metals  | € 2,408,151,198          | 44                                    | € 1,760,238,097       | € 250,104,941         |
| REMEDIATION ACTIVITIES  |                          |                                     |                       |                       | Manufacture of machinery and equipment n.e.c.                      | € 2,050,987,856          |                                       | € 2,692,549,982       |                       |
| ACCOMMODATION AND FOOD SERVICE ACTIVITIES                               | € 1,262,961,944          |                                     |                       |                       | Manufacture of rubber and plastic products                         | € 2,050,011,953          | \$99,486,537                          | € 1,525,824,160       | € 180,239,724         |
| REAL ESTATE ACTIVITIES  | € 1,016,081,770          |                                     |                       |                       | Manufacture of food products                                       | € 2,047,465,563          | \$97,011,555                          | € 1,059,976,327       | € 113,877,813         |
| HUMAN HEALTH AND SOCIAL WORK ACTIVITIES                                 | € 543,239,814            |                                     |                       |                       | Manufacture of chemicals and chemical products                     | € 1,508,556,061          | \$118,227,937                         | € 1,785,591,212       | € 214,986,773         |
| ARTS, ENTERTAINMENT AND RECREATION                                      | € 421,790,559            |                                     | € 492,982             |                       | Manufacture of other non-metallic mineral products                 | € 985.698.339            | \$73.835.673                          | € 673,295,125         | € 78.232.878          |
| AGRICULTURE, FORESTRY AND FISHING                                       | € 418,875,448            |                                     | € 454,101,579         | € 32,485,492          | Manufacture of wood and of products of wood and cork, except       | € 981,550,700            |                                       | € 874,780,265         |                       |
| MINING AND QUARRYING  | € 290,656,927            |                                     | € 97,053,248          |                       | furniture; manufacture of articles of straw and plaiting materials | € 501,550,700            | \$45,202,323                          | 2 074,700,200         | £ 24,540,035          |
| OTHER SERVICE ACTIVITIES  | € 179,022,800            |                                     | € 139,534             | €0                    |  | € 863,533,714            | \$32,026,539                          | € 1.247.611.054       | € 152,320,668         |
| EDUCATION   | € 97,339,769             |                                     |                       |                       | Manufacture of computer, electronic and optical products           |                          |                                       |                       |                       |
| PUBLIC ADMINISTRATION AND DEFENCE; COMPULSORY                           | € 7,344,622              | \$448,480                           |                       |                       | Manufacture of paper and paper products                            | € 858,229,685            |                                       | € 659,164,386         | € 67,672,102          |
| SOCIAL SECURITY   | € 97,124,282,489         | 43 477 555 743                      |                       | € 3,053,310,148       | Repair and installation of machinery and equipment                 | € 807,686,605            | \$22,919,578                          |                       |                       |
| Total   | € 97,124,282,469         | \$2,877,555,742                     | € 32,849,884,174      | € 3,053,310,148       | Other manufacturing  | € 415,888,348            | \$16,363,830                          | € 561,828,575         | € 71,902,473          |
|   |                          |                                     |                       |                       | Printing and reproduction of recorded media                        | € 375,370,784            | \$16,868,504                          |                       |                       |
|   |                          |                                     |                       |                       | Manufacture of furniture   | € 370,165,425            | \$10,566,789                          | € 250,214,193         | € 9,596,389           |
|   |                          |                                     |                       |                       | Manufacture of textiles  | € 342,767,621            | \$22,738,210                          | € 352,008,065         | € 34,466,596          |
|   |                          |                                     |                       |                       | Manufacture of leather and related products                        | € 261,565,757            | (\$2,883,387)                         | € 151,204,786         | € 19,965,694          |
|   |                          |                                     |                       |                       | Manufacture of beverages   | € 236,880,096            | \$14,733,828                          | € 142,802,112         | € 7,473,524           |
|   |                          |                                     |                       |                       | Manufacture of other transport equipment                           | € 149,947,136            | \$7,923,418                           | € 1,201,205,701       | € 155,104,011         |
|   |                          |                                     |                       |                       |  |                          |                                       |                       |                       |

Manufacture of wearing apparel

Manufacture of tobacco products

Total

Manufacture of coke and refined petroleum products





REPUBLIKA SLOVENIJA

\$7,581,842

(\$221,646)

(\$52,158)

\$1,355,743,258

€ 233,114,748

€ 647,376,153

€ 31.526.001.630

€ 294,307

€ 18.668.241

€ 90.896.327

€ 2.985.268.181

€ 1,293

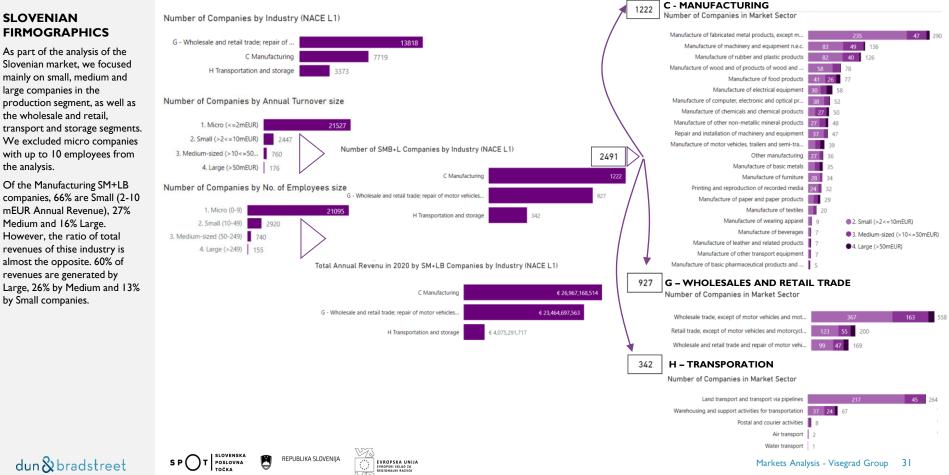
€ 138,763,905

€ 30.016.202.309

€ 1.530.312

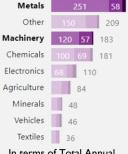
€ 238,674

## SLOVENIAN MARKET MARKET SECTORS SIZE BY NUMBER OF COMPANIES

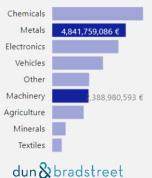


#### **FIRMOGRAPHICS IN METAL AND** MACHINERY SECTOR / PRODUCT GROUP

Number of SM+Large manufacturing companies in Slovenia focus on Metals and Machinery production are as follows:



#### In terms of Total Annual revenue in 2020:



# SLOVENIAN MARKET MANUFACTURING (1/5)

SLOVENSKA

POSLOVNA

TOČKA

REPUBLIKA SLOVENIJA

SP(

### **TOP COMPANIES IN METAL PRODUCT GROUP**

| COMPANY_NAME                          | # OF       | ANNUAL<br>REVENUE 2020 | NACE   |
|---------------------------------------|------------|------------------------|--|
| UNIOR d.d.                            | 1675       | 146,242,223 €          | Forging, pressing, stamping and roll-forming of metal;<br>powder metallurgy  |
| LTH Castings d.o.o.                   | 1672       | 230,222,419 €          | Casting of light metals  |
| SIJ ACRONI d.o.o.                     | 1306       | 370,868,431 €          | Manufacture of basic iron and steel and of ferro-alloys  |
| TALUM d.d. Kidričevo                  | 1186       | 268,255,108 €          | Aluminium production   |
| SIJ METAL RAVNE d.o.o.                | 937        | 157,677,000 €          | Manufacture of basic iron and steel and of ferro-alloys  |
| ARCONT d.d.                           | 637        | 76,749,119 €           | Manufacture of metal structures and parts of structures  |
| CIMOS d.d.                            | 579        | 158,850,883 €          | Casting of light metals  |
| KOVINOPLASTIKA LOŽ d.o.o.             | 523        | 49,457,563 €           | Manufacture of locks and hinges  |
| ŠTORE STEEL d.o.o.                    | 501        | 89,732,692 €           | Manufacture of basic iron and steel and of ferro-alloys  |
| Titus d.o.o. Dekani                   | 454        | 94,644,974 €           | Manufacture of locks and hinges  |
| MLM d.d.                              | 426        | 32,890,300 €           | Machining  |
| IMPOL PCP d.o.o.                      | 426        | 71,018,057 €           | Forging, pressing, stamping and roll-forming of metal;<br>powder metallurgy  |
| Aluminium Kety Emmi d.o.o.            | 372        | 27,963,675 €           | Manufacture of other fabricated metal products n.e.c.  |
| TRIMO d.o.o.                          | 301        | 84,112,380 €           | Manufacture of metal structures and parts of structures  |
| PREIS SEVNICA d.o.o.                  | 281        | 24,430,496 €           | Manufacture of other tanks, reservoirs and containers o metal  |
| NIKO, d.o.o., Železniki               | 266        | 32,915,019 €           | Manufacture of other fabricated metal products n.e.c.  |
| CNC P&K-PUŠNIK d.o.o.                 | 261        | 17,879,882 €           | Machining  |
| IMPOL FT d.o.o.                       | 257        | 58,530,491 €           | Forging, pressing, stamping and roll-forming of metal; powder metallurgy   |
| KOVIS-LIVARNA d.o.o.                  | 255        | 29,638,647 €           | Casting of iron  |
| BAUMULLER DRAVINJA, d.o.o.            | 248        | 24,029,791 €           | Manufacture of other fabricated metal products n.e.c.  |
| MONTER DRAVOGRAD d.o.o.               | 225        | 19,315,107 €           | Manufacture of metal structures and parts of structures  |
| MAGNETI LJUBLJANA, d.d.,<br>Ljubljana | 222        | 15,162,441 €           | Manufacture of other fabricated metal products n.e.c.  |
| VALJI d.o.o.                          | 216        | 28,459,463 €           | Manufacture of other fabricated metal products n.e.c.  |
| DIFA d.o.o.                           | 211        | 21,604,183 €           | Casting of other non-ferrous metals  |
| EMO - Orodjarna d.o.o.                | 208        | 14,685,169 €           | Manufacture of other tools   |
| MAROVT d.o.o.                         | 208        | 24,119,965 €           | Forging, pressing, stamping and roll-forming of metal;<br>powder metallurgy  |
| ŠUMER d.o.o.                          | 200        | 22,166,499 €           | Manufacture of other fabricated metal products n.e.c.  |
| Gorenje Orodjarna, d.o.o.             | 196        | 14,340,000 €           | Manufacture of other tools   |
| DOM-TITAN d.d.                        | 195        | 14,695,006 €           | Manufacture of locks and hinges  |
| DOM-ITIAN d.d.                        |            |                        | Manufacture of motol structures and moto of structures   |
| REM d.o.o.                            | 188        | 33,467,849 €           | Manufacture of metal structures and parts of structures  |
|                                       | 188<br>184 |                        | Manufacture of metal structures and parts of structures<br>Manufacture of metal structures and parts of structures |

EVROPSKA UNIJA

EVROPSKI SKLAD ZA REGIONALNI RAZVOJ

200

#### **TOP COMPANIES IN MACHINERY PRODUCT GROUP**

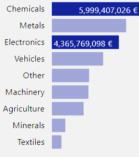
| DMPANY_NAME # OF ANNUAL<br>EMPLOYEES REVENUE 2020 |      |               | NACE   |
|---|------|---------------|--|
| SŽ - VIT, d.o.o.                                  | 1778 | 119,977,365 € | Repair and maintenance of other transport equipment                                |
| PALFINGER d.o.o.                                  | 782  | 120,842,431 € | Manufacture of lifting and handling equipment                                      |
| HTZ Velenje, I.P., d.o.o.                         | 754  | 33,059,379 €  | Repair of machinery  |
| ADK d.o.o.  | 636  | 121,398,319 € | Manufacture of lifting and handling equipment                                      |
| DANFOSS TRATA, d.o.o.                             | 493  | 116,972,722 € | Installation of industrial machinery and equipment                                 |
| SIJ RAVNE SYSTEMS d.o.o.                          | 487  | 43,908,969 €  | Manufacture of machinery for metallurgy  |
| GKN Driveline Slovenija,<br>d.o.o.                | 370  | 86,906,443 €  | Manufacture of bearings, gears, gearing and driving<br>elements                    |
| FARMTECH d.o.o.                                   | 319  | 48,229,872 €  | Manufacture of agricultural and forestry machinery                                 |
| OMEGA AIR d.o.o. Ljubljana                        | 296  | 31,588,532 €  | Manufacture of other pumps and compressors   |
| Poclain Hydraulics d.o.o.                         | 268  | 33,694,895 €  | Manufacture of fluid power equipment   |
| LITOSTROJ POWER d.o.o.                            | 250  | 38,787,268 €  | Manufacture of engines and turbines, except aircraft,<br>vehicle and cycle engines |
| BRINOX d.o.o.                                     | 247  | 46,196,736 €  | Manufacture of other special-purpose machinery n.e.c.                              |
| Herz d.o.o.                                       | 236  | 42,232,711 €  | Manufacture of other taps and valves   |
| SIP, d.d. Šempeter v Savinjski<br>dolini          | 234  | 32,172,603 €  | Manufacture of agricultural and forestry machinery                                 |
| BELIMED d.o.o.                                    | 234  | 39,868,092 €  | Manufacture of other general-purpose machinery n.e.c.                              |
| ADRIA TEHNIKA, d.o.o.                             | 231  | 29,444,423 €  | Repair and maintenance of aircraft and spacecraft                                  |
| Tajfun Planina d.o.o.                             | 226  | 30,214,865 €  | Manufacture of agricultural and forestry machinery                                 |
| PIŠEK - VITLI KRPAN, d.o.o.                       | 222  | 34,311,124 €  | Manufacture of agricultural and forestry machinery                                 |
| A.M Montaža d.o.o.                                | 208  | 19,530,056 €  | Installation of industrial machinery and equipment                                 |
| LESTRO-LEDINEK d.o.o.                             | 205  | 12,374,029 €  | Manufacture of other machine tools   |
| OC IMP Klima d.o.o.                               | 203  | 14,129,616 €  | Manufacture of non-domestic cooling and ventilation<br>equipment                   |
| GOSTOL-GOPAN d.o.o. Nova<br>Gorica                | 199  | 31,308,673 €  | Manufacture of machinery for food, beverage and tobacco<br>processing              |
| TKO d.o.o.  | 198  | 15,505,910 €  | Manufacture of other special-purpose machinery n.e.c.                              |
| LEDINEK ENGINEERING d.o.o.                        | 196  | 62,268,542 €  | Manufacture of other machine tools   |
| KOLEKTOR ORODJARNA<br>d.o.o.                      | 179  | 11,593,286 €  | Installation of industrial machinery and equipment                                 |
| PODKRIŽNIK d.o.o.                                 | 170  | 22,094,877 €  | Manufacture of bearings, gears, gearing and driving<br>elements                    |
| HaM Montaža d.o.o.                                | 167  | 7,657,850 €   | Installation of industrial machinery and equipment                                 |
| ŠKRLJ d.o.o.                                      | 164  | 17,876,688 €  | Manufacture of machinery for food, beverage and tobacco<br>processing              |
| MTD BIO d.o.o.                                    | 163  | 17,593,472 €  | Installation of industrial machinery and equipment                                 |
| ARMATURE  | 152  | 20 303 044 E  | Manufacture of other tans and values   |

Markets Analysis - Visegrad Group 32

### **FIRMOGRAPHICS IN** CHEMICALS NAD **ELECTRONICS**

Number of SM+Large manufacturing companies in Slovenia focus on Chemicals and Electronics production are as follows:

| Metals              |    |      |     |    | 58  | 325 |
|---------------------|----|------|-----|----|-----|-----|
| Other               |    | 150  |     | 2  | 209 |     |
| Machinery           |    | 20   | 57  | 18 | 3   |     |
| Chemicals           | 10 | 00 6 | 9   | 18 | 1   |     |
| Electronics         | 68 |      | 110 |    |     |     |
| Agriculture         |    | 8    | 4   |    |     |     |
| Minerals            |    | 48   |     |    |     |     |
| Vehicles            |    | 46   |     |    |     |     |
| Textiles            |    | 36   |     |    |     |     |
| In terms<br>revenue |    |      |     | nn | ual |     |



# dun & bradstreet

# SLOVENIAN MARKET MANUFACTURING (2/5)

SP(

SLOVENSKA

POSLOVNA

TOČKA

REPUBLIKA SLOVENIJA

### **TOP COMPANIES IN CHEMICALS PRODUCT GROUP**

| COMPANY_NAME                           | # OF<br>EMPLOYEES | ANNUAL<br>REVENUE 2020 | NACE   |
|--|-------------------|------------------------|--|
| KRKA, d.d., Novo mesto                 | 6005              | 1,513,605,000 €        | Manufacture of pharmaceutical preparations                                       |
| Lek d.d.                               | 4276              | 1,234,350,000 €        | Manufacture of pharmaceutical preparations                                       |
| GOODYEAR SLOVENIJA, d.o.o.             | 1469              | 204,219,599 €          | Manufacture of rubber tyres and tubes; retreading and rebuilding of rubber tyres |
| CINKARNA Celje, d.d.                   | 838               | 175,779,045 €          | Manufacture of dyes and pigments   |
| Helios TBLUS d.o.o.                    | 803               | 212,820,000 €          | Manufacture of paints, varnishes and similar coatings, printing ink and mastics  |
| AquafilSLO d.o.o.                      | 776               | 155,722,215 €          | Manufacture of man-made fibres   |
| Trelleborg Slovenija, d.o.o.           | 655               | 94,434,000 €           | Manufacture of other rubber products   |
| HENKEL MARIBOR d.o.o.                  | 492               | 39,071,180 €           | Manufacture of perfumes and toilet preparations                                  |
| SILIKO d.o.o.                          | 411               | 68,517,416€            | Manufacture of other rubber products   |
| KOLPA, d.o.o. Metlika                  | 410               | 42,791,856 €           | Manufacture of builders' ware of plastic   |
| JUB d.o.o.                             | 340               | 66,366,346 €           | Manufacture of paints, varnishes and similar coatings, printing ink and mastics  |
| TOMPLAST, d.o.o.                       | 318               | 45,014,234 €           | Manufacture of other plastic products  |
| ContiTech Slovenija, d.o.o.            | 302               | 61,812,655 €           | Manufacture of other rubber products   |
| KOLEKTOR ATP d.o.o.                    | 288               | 24,069,364 €           | Manufacture of other plastic products  |
| GEBERIT proizvodnja d.o.o.             | 268               | 43,841,610 €           | Manufacture of other plastic products  |
| POLYCOM Škofja Loka d.o.o.             | 265               | 34,604,795 €           | Manufacture of other plastic products  |
| TKK d.o.o.                             | 248               | 66,913,841 €           | Manufacture of paints, varnishes and similar coatings, printing ink and mastics  |
| PLASTIKA SKAZA d.o.o.                  | 244               | 31,896,250 €           | Manufacture of other plastic products  |
| GRAMMER AUTOMOTIVE<br>SLOVENIJA d.o.o. | 235               | 38,595,234 €           | Manufacture of other plastic products  |
| SIBO G. d.o.o.                         | 233               | 44,516,888 €           | Manufacture of plastic packing goods   |
| SENSILAB d.o.o.                        | 230               | 45,458,701 €           | Manufacture of pharmaceutical preparations                                       |
| PLAMA-PUR d.o.o.                       | 229               | 46,756,298 €           | Manufacture of plastic plates, sheets, tubes and profiles                        |
| ISOKON, d.o.o., Slovenske<br>Konjice   | 222               | 33,946,984 €           | Manufacture of plastic plates, sheets, tubes and profiles                        |
| Tastepoint d.o.o.                      | 221               | 79,411,125 €           | Manufacture of essential oils  |
| PLASTOFORM ŠMARJETA<br>d.o.o.          | 215               | 23,976,033 €           | Manufacture of other plastic products  |
| OPLAST, d.o.o.                         | 199               | 20,921,481 €           | Manufacture of other plastic products  |
| FRAGMAT TIM d.o.o.                     | 199               | 29,062,092 €           | Manufacture of builders' ware of plastic   |
| DONIT TESNIT, d.o.o.                   | 186               | 15,999,806 €           | Manufacture of other chemical products n.e.c.                                    |
| MELAMIN d.d. Kočevje                   | 182               | 49,032,249 €           | Manufacture of plastics in primary forms   |
| AJM OKNA-VRATA-SENČILA                 | 181               | 20,745,115 €           | Manufacture of builders' ware of plastic   |
| Total                                  | 29074             | 5,999,407,026 €        |  |

EVROPSKA UNIJA

EVROPSKI SKLAD ZA REGIONALNI RAZVOJ

200

#### **TOP COMPANIES IN ELECTRONICS PRODUCT GROUP**

| COMPANY_NAME                     | # OF<br>EMPLOYEES | ANNUAL<br>REVENUE 2020      | NACE   |
|----------------------------------|-------------------|-----------------------------|--|
| Gorenje, d.o.o.                  | 3143              | 1,210,416,000 €             | Manufacture of electric domestic appliances                                    |
| HELLA SATURNUS SLOVENIJA d.o.o.  | 1852              | 278,810,397 €               | Manufacture of electric lighting equipment                                     |
| HIDRIA d.o.o.                    | 1497              | 204,380,361 €               | Manufacture of electric motors, generators and<br>transformers                 |
| BSH HIŠNI APARATI d.o.o. Nazarje | 1169              | 379,812,115 €               | Manufacture of electric domestic appliances                                    |
| DOMEL, d.o.o.                    | 1069              | 148,581,785€                | Manufacture of electric motors, generators and transformers                    |
| ISKRA, d.o.o.                    | 807               | 106,625,867 €               | Manufacture of electricity distribution and control apparatus                  |
| ETA d.o.o. Cerkno                | 781               | 44,476,395 €                | Manufacture of electric domestic appliances                                    |
| ETI, d.o.o.                      | 759               | 111,058,629 €               | Manufacture of electricity distribution and control apparatus                  |
| ISKRAEMECO, d.d.                 | 681               | 124,298,853 €               | Manufacture of instruments and appliances for measuring testing and navigation |
| TAB d.d.                         | 674               | 232,518,555 €               | Manufacture of batteries and accumulators                                      |
| KOLEKTOR SIKOM d.o.o.            | 600               | 84,272,596 €                | Manufacture of electric motors, generators and transformers                    |
| ISKRATEL, d.o.o., Kranj          | 542               | 77,827,000 €                | Manufacture of communication equipment   |
| SKRA MEHANIZMI, d.o.o.           | 527               | 84,156,737 €                | Manufacture of other electrical equipment                                      |
| ELRAD ELECTRONICS d.o.o.         | 488               | 103,516,864 €               | Manufacture of consumer electronics  |
| KOLEKTOR ETRA d.o.o.             | 464               | 133,636,219€                | Manufacture of electric motors, generators and transformers                    |
| ebm-papst Slovenija d.o.o.       | 415               | 76,729,231 €                | Manufacture of electric motors, generators and transformers                    |
| BOSCH REXROTH d.o.o.             | 304               | 32,195 <mark>,00</mark> 0 € | Manufacture of electric motors, generators and transformers                    |
| CABLEX-T d.o.o.                  | 303               | 37,910,902 €                | Manufacture of other electrical equipment                                      |
| EUREL d.o.o.                     | 296               | 27,041,358 €                | Manufacture of electronic components   |
| CABLEX-M d.o.o.                  | 272               | 56,481,089 €                | Manufacture of other electrical equipment                                      |
| ITW Appliance Components d.o.o.  | 247               | 70,019,663 €                | Manufacture of electric domestic appliances                                    |
| METREL d.d.                      | 226               | 23,293,274 €                | Manufacture of instruments and appliances for measuring testing and navigation |
| INTERBLOCK d.d.                  | 212               | 47,546,253 €                | Manufacture of other electrical equipment                                      |
| RLS d.o.o.                       | 210               | 30,024,194 €                | Manufacture of instruments and appliances for measuring testing and navigation |
| XAL SVETILA d.o.o.               | 200               | 6,482,422 €                 | Manufacture of electric lighting equipment                                     |
| KOLEKTOR ASCOM d.o.o.            | 181               | 27,977,685 €                | Manufacture of electric motors, generators and transformers                    |
|                                  |                   |                             |  |

### **FIRMOGRAPHICS IN VEHICLES AND** TEXTILES

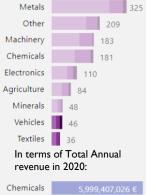
Number of SM+Large manufacturing companies in Slovenia focus on Vehicles and Textiles production are as follows:

SP(

SLOVENSKA

POSLOVNA

TOČKA



| Chemicals   | 5,999,407,026 €               |
|-------------|-------------------------------|
| Metals      | 4,841,759,086 €               |
| Electronics | 4,365,769,098 €               |
| Vehicles    | <mark>3,34</mark> 6,481,567 € |
| Other       | 2,434,691,431 €               |
| Machinery   | 2,388,980,593 €               |
| Agriculture | 2,076,384,973 €               |
| Minerals    | 885,175,006 €                 |
| Textiles    | 628,519,733 €                 |
|             |                               |

# dun & bradstreet



#### TOP COMPANIES IN VEHICLES PRODUCT GROUP

| COMPANY_NAME                              | # OF<br>EMPLOYEES | ANNUAL<br>REVENUE 2020 | NACE   |
|---|-------------------|------------------------|--|
| REVOZ d.d.                                | 2276              | 1,402,505,000 €        | Manufacture of motor vehicles  |
| MAHLE Electric Drives Slovenija<br>d.o.o. | 1878              | 243,599,252 €          | Manufacture of electrical and electronic equipment for<br>motor vehicles                           |
| odelo Slovenija d.o.o.                    | 1356              | 181,779,139 €          | Manufacture of other parts and accessories for motor vehicles                                      |
| Akrapovič d.d.                            | 1209              | 132,007,567 €          | Manufacture of other parts and accessories for motor vehicles                                      |
| ADRIA MOBIL, d.o.o. Novo mesto            | 1112              | 406,731,969 €          | Manufacture of bodies (coachwork) for motor vehicles;<br>manufacture of trailers and semi-trailers |
| CARTHAGO d.o.o.                           | 826               | 215,878,168 €          | Manufacture of bodies (coachwork) for motor vehicles;<br>manufacture of trailers and semi-trailers |
| TBP d.d.                                  | 748               | 53,741,939€            | Manufacture of other parts and accessories for motor vehicles                                      |
| TPV AUTOMOTIVE d.o.o.                     | 742               | 76,148,687 €           | Manufacture of other parts and accessories for motor vehicles                                      |
| SUMIDA SLOVENIJA, d.o.o.                  | 371               | 29,780,638 €           | Manufacture of electrical and electronic equipment for<br>motor vehicles                           |
| SOGEFI FILTRATION d.o.o.                  | 324               | 49,817,000 €           | Manufacture of other parts and accessories for motor vehicles                                      |
| STARKOM d.o.o.                            | 268               | 64,817,301 €           | Manufacture of other parts and accessories for motor vehicles                                      |
| Adient Novo mesto d.o.o.                  | 265               | 66,737,903 €           | Manufacture of other parts and accessories for motor vehicles                                      |
| KLS LJUBNO d.o.o.                         | 241               | 41,913,486 €           | Manufacture of other parts and accessories for motor vehicles                                      |
| MAHLE Electric Drives Bovec d.o.o.        | 231               | 29,741,216 €           | Manufacture of electrical and electronic equipment for<br>motor vehicles                           |
| MAGNA STEYR d.o.o.                        | 195               | 21,549,506 €           | Manufacture of motor vehicles  |
| TAM-EUROPE d.o.o.                         | 162               | 4,260,232 €            | Manufacture of motor vehicles  |
| ROSENBAUER, d.o.o.                        | 154               | 35,758,719 €           | Manufacture of motor vehicles  |
| KOVIS d.o.o.                              | 141               | 49,063,488 €           | Manufacture of railway locomotives and rolling stock   |
| LIV SYSTEMS d.o.o.                        | 138               | 16,254,460 €           | Manufacture of bicycles and invalid carriages  |
| SG AUTOMOTIVE, d.o.o.                     | 137               | 17,045,809 €           | Manufacture of electrical and electronic equipment for<br>motor vehicles                           |
| SVP AVIO d.o.o.                           | 127               | 19,504,214 €           | Building of pleasure and sporting boats  |
| CIMOS IP d.o.o.                           | 115               | 3,116,600 €            | Manufacture of other parts and accessories for motor vehicles                                      |
| ITAS-CAS d.o.o.                           | 100               | 9,954,108 €            | Manufacture of motor vehicles  |
| TPV PRIKOLICE d.o.o.                      | 88                | 16,202,468 €           | Manufacture of bodies (coachwork) for motor vehicles;  |
| Total                                     | 14166             | 3,346,481,567 €        |  |

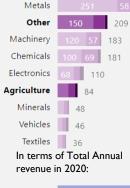
#### **TOP COMPANIES IN TEXTILES PRODUCT GROUP**

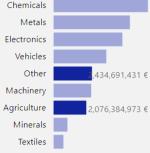
| COMPANY_NAME                  | # OF<br>EMPLOYEES | ANNUAL<br>REVENUE 2020 | NACE  |
|-------------------------------|-------------------|------------------------|---|
| BOXMARK LEATHER d.o.o.        | 976               | 100,237,540 €          | Manufacture of luggage, handbags and the like, saddlery<br>and harness          |
| DANI AFC d.o.o.               | 365               | 50,954,597 €           | Tanning and dressing of leather; dressing and dyeing of fur                     |
| FILC d.o.o.                   | 354               | 90,518,417 €           | Manufacture of non-wovens and articles made from non-<br>wovens, except apparel |
| ALPINA, d.o.o.                | 340               | 38,191,715 €           | Manufacture of footwear   |
| Wolford d.o.o.                | 250               | 6,090,100 €            | Manufacture of knitted and crocheted hosiery                                    |
| PREDILNICA LITIJA d.o.o.      | 237               | 31,595,399 €           | Preparation and spinning of textile fibres                                      |
| PLANIKA TURNIŠČE d.o.o.       | 226               | 34,123,517 €           | Manufacture of footwear   |
| LISCA d.o.o.                  | 211               | 21,576,205 €           | Manufacture of underwear  |
| KAAAP d.o.o.                  | 171               | 16,895,724 €           | Manufacture of made-up textile articles, except apparel                         |
| AFIT, d.o.o.                  | 159               | 12,491,128 €           | Manufacture of footwear   |
| KONUS KONEX d.o.o.            | 157               | 24,223,764 €           | Manufacture of non-wovens and articles made from non-<br>wovens, except apparel |
| INTERSOCKS d.o.o., Kočevje    | 143               | 37,833,345 €           | Manufacture of knitted and crocheted hosiery                                    |
| Moda MI & LAN d.o.o.          | 141               | 2,593,316 €            | Manufacture of other outerwear  |
| BETI d.d.                     | 139               | 8,106,778 €            | Preparation and spinning of textile fibres                                      |
| A&E Europe d.o.o.             | 123               | 17,653,725 €           | Preparation and spinning of textile fibres                                      |
| KO-SI d.o.o.                  | 93                | 11,393,141 €           | Manufacture of non-wovens and articles made from non-<br>wovens, except apparel |
| INPLET d.o.o.                 | 87                | 5,252,528 €            | Manufacture of knitted and crocheted fabrics                                    |
| DOREMA, d.o.o.                | 84                | 9,375,812 €            | Manufacture of made-up textile articles, except apparel                         |
| ECOTIP d.o.o.                 | 78                | 6,226,100 €            | Manufacture of other technical and industrial textiles                          |
| KOPITARNA SEVNICA D.D.        | 78                | 6,037,197 €            | Manufacture of footwear   |
| ODEJA d.o.o.                  | 75                | 4,003,295 €            | Manufacture of made-up textile articles, except apparel                         |
| LOKATEKS, Škofja Loka, d.o.o. | 70                | 4,876,161 €            | Preparation and spinning of textile fibres                                      |
| TT OKROGLICA d.d.             | 69                | 13,712,415 €           | Manufacture of other technical and industrial textiles                          |
| PREVENT-HALOG d.o.o.          | 47                | 4,917,613 €            | Manufacture of made-up textile articles, except apparel                         |
| SENČILA MEDLE d.o.o.          | 45                | 5,127,175€             | Manufacture of made-up textile articles, except apparel                         |
| UNI&FORMA d.o.o.              | 45                | 16,834,476 €           | Manufacture of other outerwear  |
| PGP INDE, d.o.o.              | 40                | 4,164,271 €            | Manufacture of footwear   |
| MEGA TEKSTIL, d.o.o.          | 39                | 10,343,826 €           | Manufacture of other technical and industrial textiles                          |
| UNIDEL d.o.o.                 | 30                | 2,351,204 €            | Manufacture of workwear   |
| PREVENT&DELOZA d.o.o.         | 28                | 9,630,317 €            | Manufacture of workwear   |
| PRELET, d.o.o.                | 25                | 4,547,767 €            | Manufacture of workwear   |
| CO. ANDRAŽ d.o.o.             | 24                | 2,329,212 €            | Manufacture of other outerwear  |
| VATA d.o.o.                   | 18                | 2,264,837 €            | Manufacture of non-wovens and articles made from non-                           |
| Total                         | 5006              | 628,519,733 €          |   |

REPUBLIKA SLOVENIJA EVROPSKA UNIJA EVROPSKI SKLAD ZA REGIONALNI RAZVOJ 200

### **FIRMOGRAPHICS IN CHEMICALS NAD ELECTRONICS**

Number of SM+Large manufacturing companies in Slovenia focus on Agriculture and Others production are as follows: 325





# dun & bradstreet

# SLOVENIAN MARKET MANUFACTURING (4/5)

SLOVENSKA

POSLOVNA

TOČKA

SP(

#### **TOP COMPANIES IN AGRICULTURE PRODUCT GROUP**

| COMPANY_NAME                   | # OF<br>EMPLOYEES | ANNUAL<br>REVENUE 2020 | NACE   |
|--------------------------------|-------------------|------------------------|--|
| PERUTNINA PTUJ d.o.o.          | 1583              | 185,681,000 €          | Processing and preserving of poultry meat  |
| ŽITO d.o.o.                    | 751               | 98,156,413 €           | Manufacture of bread; manufacture of fresh pastry goods and cakes                    |
| LJUBLJANSKE MLEKARNE d.o.o.    | 593               | 177,476,837 €          | Operation of dairies and cheese making   |
| Pivovarna Laško Union d.o.o.   | 574               | 148,101,068 €          | Manufacture of beer  |
| MLINOTEST d.d.                 | 510               | 61,298,315 €           | Manufacture of bread; manufacture of fresh pastry goods and cakes                    |
| Atlantic Droga Kolinska d.o.o. | 498               | 179,713,000 €          | Processing of tea and coffee   |
| NCOM d.o.o.                    | 481               | 77,662,730 €           | Manufacture of ice cream   |
| PIVKA d.d.                     | 409               | 45,105,901 €           | Processing and preserving of poultry meat  |
| PEKARNA PEČJAK d.o.o.          | 341               | 33,485,057 €           | Manufacture of bread; manufacture of fresh pastry goods and cakes                    |
| CELJSKE MESNINE d.o.o.         | 330               | 86,197,529 €           | Production of meat and poultry meat products   |
| FRUCTAL d.o.o.                 | 313               | 40,622,283 €           | Manufacture of fruit and vegetable juice   |
| Panvita MIR d.d                | 312               | 65,577,749 €           | Processing and preserving of meat  |
| Don Don d.o.o.                 | 288               | 30,988,496 €           | Manufacture of bread; manufacture of fresh pastry goods<br>and cakes                 |
| RADENSKA d.o.o.                | 269               | 34,701,696 €           | Manufacture of soft drinks; production of mineral waters<br>and other bottled waters |
| ATA EMONA d.o.o.               | 267               | 75,555,279 €           | Manufacture of prepared feeds for farm animals                                       |
| ILEKARNA CELEIA, d.o.o.        | 192               | 58,721,619 €           | Operation of dairies and cheese making   |
| HLEBČEK d.o.o.                 | 184               | 12,463,783 €           | Manufacture of bread; manufacture of fresh pastry goods<br>and cakes                 |
| (RAS d.o.o.                    | 149               | 29,492,370 €           | Processing and preserving of meat  |
| POMURSKE MLEKARNE d.d.         | 145               | 39,375,533 €           | Operation of dairies and cheese making   |
| MESO KAMNIK d.d.               | 140               | 37,265,973 €           | Processing and preserving of meat  |
| ETA Kamnik, d.o.o.             | 131               | 20,499,182 €           | Other processing and preserving of fruit and vegetables                              |
| MLINOPEK d.d. Murska Sobota    | 128               | 9,035,032 €            | Manufacture of bread; manufacture of fresh pastry goods and cakes                    |
| (OTO d.o.o.                    | 116               | 20,054,506 €           | Processing and preserving of meat  |
| Mercator-Emba, d.o.o.          | 110               | 16,612,050 €           | Manufacture of cocoa, chocolate and sugar confectionery                              |
| Dana, d.o.o.                   | 106               | 15,765,822 €           | Manufacture of soft drinks; production of mineral waters<br>and other bottled waters |
| NEKTAR NATURA d.o.o.           | 104               | 12,228,225 €           | Manufacture of fruit and vegetable juice   |
| PEKARNA BRUMAT d.o.o.          | 101               | 8,775,702 €            | Manufacture of bread; manufacture of fresh pastry goods<br>and cakes                 |
| KOŠAKI TMI d.o.o.              | 99                | 10,921,588 €           | Processing and preserving of meat  |
| NTES STORITVE d.o.o.           | 97                | 3,398,135 €            | Manufacture of bread: manufacture of fresh pastry goods                              |
| 141E3 310KITVE 0.0.0.          |                   |                        |  |

#### TOP COMPANIES IN OTHERS PRODUCT GROUP

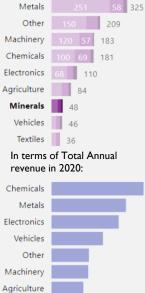
| COMPANY_NAME                          | # OF<br>EMPLOYEES | ANNUAL<br>REVENUE 2020 | NACE  |
|---------------------------------------|-------------------|------------------------|---|
| NOVEM CAR INTERIOR DESIGN d.o.o.      | 702               | 86,878,956 €           | Manufacture of other products of wood; manufacture of<br>articles of cork, straw and plaiting materials |
| ELAN, d.o.o.                          | 623               | 57,476,000 €           | Manufacture of sports goods   |
| Paloma d.d.                           | 483               | 75,223,841 €           | Manufacture of household and sanitary goods and of toilet requisites                                    |
| TOSAMA d.o.o.                         | 434               | 42,104,053 €           | Manufacture of household and sanitary goods and of toilet requisites                                    |
| DS SMITH SLOVENIJA d.o.o.             | 428               | 66,598,677 €           | Manufacture of corrugated paper and paperboard and of containers of paper and paperboard                |
| MM KOLIČEVO d.o.o.                    | 400               | 175,002,000 €          | Manufacture of paper and paperboard   |
| PODGORJE d.o.o. Šentjernej            | 378               | 39,823,309 €           | Manufacture of other furniture  |
| CETIS d.d.                            | 295               | 33,717,138 €           | Other printing  |
| FOTONA d.o.o.                         | 279               | 50,847,000 €           | Manufacture of medical and dental instruments and<br>supplies   |
| INOTHERM d.o.o.                       | 249               | 64,777,240 €           | Manufacture of other builders' carpentry and joinery  |
| BIOIKS d.o.o.                         | 248               | 18,978,745 €           | Manufacture of medical and dental instruments and<br>supplies   |
| STILLES d.o.o.                        | 248               | 30,372,404 €           | Manufacture of office and shop furniture  |
| INLES d.d.                            | 238               | 20,032,846 €           | Manufacture of other builders' carpentry and joinery  |
| ZLATARNA CELJE d.o.o.                 | 231               | 38,192,993 €           | Manufacture of jewellery and related articles   |
| BIOPROD d.o.o.                        | 231               | 25,730,641 €           | Manufacture of medical and dental instruments and<br>supplies   |
| LIP Bohinj, d.o.o.                    | 223               | 19,336,769 €           | Manufacture of veneer sheets and wood-based panels  |
| GORIČANE, d.d. Medvode                | 223               | 67,785,726 €           | Manufacture of paper and paperboard   |
| PAPIRNICA VEVČE PROIZVODNJA<br>d.o.o. | 222               | 92,413,758 €           | Manufacture of paper and paperboard   |
| LIP BLED, d.o.o.                      | 210               | 27,169,390 €           | Manufacture of other builders' carpentry and joinery  |
| ETIKETA, d.d.                         | 203               | 11,659,640 €           | Other printing  |
| M SORA d.d.                           | 194               | 33,524,734 €           | Manufacture of other builders' carpentry and joinery  |
| ADRIA DOM d.o.o.                      | 190               | 34,075,660 €           | Manufacture of other builders' carpentry and joinery  |
| EGP d.o.o.                            | 190               | 21,002,289 €           | Manufacture of corrugated paper and paperboard and of<br>containers of paper and paperboard             |
| MERKSCHA d.o.o.                       | 181               | 24,535,635 €           | Sawmilling and planing of wood  |
| RADEČE PAPIR NOVA, d.o.o.             | 173               | 27,174,941 €           | Manufacture of paper and paperboard   |
| ESOL d.o.o.                           | 168               | 10,278,369 €           | Manufacture of veneer sheets and wood-based panels  |
| ILMEST d.o.o. Nova Gorica             | 159               | 21,935,995 €           | Manufacture of kitchen furniture  |
| TIK d.o.o.                            | 145               | 7,095,766 €            | Manufacture of medical and dental instruments and<br>supplies   |
| Total                                 | 15777             | 2,434,691,431 €        |   |

REPUBLIKA SLOVENIJA EVROPSKA UNIJA EVROPSKI SKLAD ZA REGIONALNI RAZVOJ 200

Markets Analysis - Visegrad Group 35

# FIRMOGRAPHICS IN MINERALS

#### Number of SM+Large manufacturing companies in Slovenia focus on Minerals production are as follows:



885,175,006 €

dun & bradstreet

Minerals

Textiles

## SLOVENAN MARKET MANUFACTURING (5/5)

#### TOP COMPANIES IN MINERALS PRODUCT GROUP

| COMPANY_NAME                             | # OF<br>EMPLOYEES | ANNUAL<br>REVENUE 2020     | NACE   |
|--|-------------------|----------------------------|--|
| WEILER Abrasives d.o.o.                  | 784               | 69,291,444 €               | Production of abrasive products  |
| STEKLARNA ROGAŠKA d.o.o.                 | 647               | 37,643,398 €               | Manufacture of hollow glass  |
| KNAUF INSULATION, d.o.o., Škofja<br>Loka | 458               | 145,512,091 €              | Manufacture of other non-metallic mineral products n.e.c                 |
| STEKLARNA HRASTNIK d.o.o.                | 439               | 56,989,000 €               | Manufacture of hollow glass  |
| SILKEM d.o.o.                            | 226               | 56,020,903 €               | Manufacture of other non-metallic mineral products n.e.c                 |
| SALONIT ANHOVO, d.d.                     | 221               | 80,874,087 €               | Manufacture of cement  |
| MINERAL d.o.o.                           | 198               | 21,064,968 €               | Cutting, shaping and finishing of stone                                  |
| URSA SLOVENIJA, d.o.o.                   | 136               | 37,197,228 €               | Manufacture of glass fibres  |
| Eternit Slovenija d.o.o.                 | 135               | 11,694,932 €               | Manufacture of fibre cement  |
| Wienerberger d.o.o.                      | 132               | 23,216,058 €               | Manufacture of bricks, tiles and construction products, in baked clay    |
| MARMOR HOTAVLJE, d.o.o.                  | 122               | 15,456,720 €               | Cutting, shaping and finishing of stone                                  |
| ERTL GLAS STEKLO d.o.o.                  | 111               | 13,990,973 €               | Manufacture of flat glass  |
| Gorenje Keramika, d.o.o.                 | 111               | 7,973,366 €                | Manufacture of ceramic tiles and flags                                   |
| TLAKOVCI PODLESNIK d.o.o.                | 96                | 10,112,606 €               | Manufacture of concrete products for construction<br>purposes            |
| SEVEN REFRACTORIES d.o.o.                | 96                | 51,617,134 €               | Manufacture of refractory products                                       |
| MINERALKA d.o.o.                         | 96                | 17,498,843 €               | Manufacture of other non-metallic mineral products n.e.o                 |
| KOGRAD IGEM d.o.o.                       | 94                | 15,305,438 €               | Manufacture of concrete products for construction<br>purposes            |
| Murexin d.o.o.                           | 86                | 18,141,664 €               | Manufacture of other non-metallic mineral products n.e.o                 |
| IMERYS FUSED MINERALS RUŠE<br>d.o.o.     | 68                | 24,028,090 €               | Manufacture of other non-metallic mineral products n.e.c                 |
| BAUMIT d.o.o.                            | 60                | 15,947,383 €               | Manufacture of other articles of concrete, plaster and cement            |
| GORIŠKE OPEKARNE d.o.o.                  | 58                | 8,768,900 €                | Manufacture of bricks, tiles and construction products, in<br>baked clay |
| BMI Adriatic Škocjan, d.o.o.             | 53                | 9,319, <mark>2</mark> 42 € | Manufacture of concrete products for construction<br>purposes            |
| MARMOR, Sežana d.d.                      | 52                | 3,229,759 €                | Cutting, shaping and finishing of stone                                  |
| IAK d.o.o.                               | 46                | 4,640,234 €                | Manufacture of lime and plaster  |
| ECOBETON d.o.o.                          | 44                | 5,320,527 €                | Manufacture of ready-mixed concrete                                      |
| ISOMAT d.o.o.                            | 43                | 4,272,039 €                | Manufacture of other non-metallic mineral products n.e.o                 |
| CEMENTNI IZDELKI GOREC d.o.o.            | 42                | 7,087,335€                 | Manufacture of concrete products for construction<br>purposes            |
| OBLAK GROUP d.o.o.                       | 42                | 11,097,576 €               | Manufacture of concrete products for construction<br>purposes            |
| Total                                    | 5090              | 885,175,006 €              |  |

## SLOVENIAN MARKET SLOVENIAN SECTORS RANKING BY THE SIZE

#### SECTORS SIZE

The size of Slovenian sectors was considered as a key factor to determine which sectors should be supported.

Higher annual revenue and number of employees indicates higher changes to meet potential buyers needs, support more companies and employees with public LeadGen program.

The ranking was done using a financial information in 2020.

The Slovenian business demographics shows a strong electrical and machinery equipment, vehicle related and metal products sectors.

### Ranking Slovenian sectors by size in terms of Total Annual Revenue in SMB+L segment

[more revenue indicates more capacity to increase the exports]

| PRIORITY_SECTOR                     | Total Annual<br>Revenue<br>▼ | Total Number<br>of Employees |
|-------------------------------------|------------------------------|------------------------------|
| Electrical and electronic equipment | € 3,766,092,094              | 18489                        |
| Vehicles and automotive parts       | € 3,350,478,653              | 14012                        |
| Metal products                      | € 3,246,162,685              | 30058                        |
| Machinery and equipment             | € 2,986,351,272              | 23760                        |
| Basic metals                        | € 2,364,167,461              | 8806                         |
| Food processing                     | € 2,281,265,285              | 14450                        |
| Plastic products                    | € 1,976,305,421              | 14034                        |
| Wood products                       | € 1,819,402,835              | 11127                        |
| Chemicals                           | € 1,504,495,910              | 6556                         |
| Optical, Technical, Medical Devices | € 852,989,986                | 5621                         |
| Textiles                            | € 727,923,685                | 6465                         |
| Other                               | € 434,919,675                | 3623                         |
| Printing                            | € 379,254,750                | 3219                         |
| Furniture                           | € 371,870,941                | 3882                         |
| Total                               | € 26,061,680,652             | 164103                       |

#### Ranking Slovenian sectors by size in terms of Total Number of Employees in SMB+L segment [more employees impacted more public benefits]

PRIORITY SECTOR Total Annual Total Number Revenue of Employees Metal products € 3,246,162,685 30058 Machinery and equipment € 2,986,351,272 23760 Electrical and electronic equipment € 3,766,092,094 18489 14450 Food processing € 2,281,265,285 Plastic products € 1,976,305,421 14034 Vehicles and automotive parts € 3,350,478,653 14012 Wood products € 1,819,402,835 11127 Basic metals € 2,364,167,461 8806 Chemicals € 1,504,495,910 6556 € 727,923,685 Textiles 6465 Optical, Technical, Medical Devices € 852.989.986 5621 Furniture € 371,870,941 3882 Other € 434,919,675 3623 Printing € 379,254,750 3219 164103 Total € 26,061,680,652





REPUBLIKA SLOVENIJA

#### Markets Analysis - Visegrad Group 38

### SLOVENIAN MARKET SLOVENIAN SECTORS RANKING BY PROBABILITY OF POTENTIAL BUYERS NEEDS

#### POTENTIAL BUYERS NEEDS

Information what potential buyers need for their business from their suppliers was considered as a most important factor to determine which sectors should be supported.

Only sectors which are relevant, have something to offer are the sectors which will participate in LeadGen program.

Based on the trading data, prioritized sectors on a buyer's site showed wide range of products they need/buy from their suppliers. All V4 countries are heavily driven by automotive industry, which require complex and wide supply chains.

|                           |  | -  | _                       | _              | -                                  | -  | •                                   | -                     |             |
|---------------------------|--|--|-------------------------|----------------|------------------------------------|--|-------------------------------------|-----------------------|-------------|
| from]                     | Priority Sector (Supplier Site)          | 4<br>Electrical and<br>electronic<br>equipment | 2<br>Food<br>processing | 6<br>Furniture | 3<br>Machinery<br>and<br>equipment | 5<br>Optical,<br>Technical,<br>Medical Devices | Vehicles and<br>automotive<br>parts | 7<br>Wood<br>products | Total       |
| services                  | Machinery and equipment                  | 100%   | 97%                     | 100%           | 97%                                | 100%   | 100%                                | 100%                  | <b>99</b> % |
| erv                       | Electrical and electronic equipment      | 100%   | 90%                     | 100%           | 100%                               | 100%   | 100%                                | 100%                  | <b>97</b> % |
| م<br>م                    | Plastic products                         | 100%   | 90%                     | 100%           | 97%                                | 100%   | 100%                                | 100%                  | <b>97</b> % |
| cts                       | Wood products                            | 96%  | 93%                     | 100%           | 93%                                | 100%   | 100%                                | 100%                  | <b>97</b> % |
| buy products              | Metal products                           | 96%  | 90%                     | 100%           | 93%                                | 81%  | 100%                                | 100%                  | 94%         |
| , a                       | Optical, Technical, Medical Devices      | 96%  | 87%                     | 88%            | 93%                                | 100%   | 100%                                | 100%                  | <b>94%</b>  |
| ĥ.                        | Chemicals                                | 100%   | 100%                    | 100%           | 83%                                | 75%  | 87%                                 | 100%                  | 92%         |
| ers                       | Minerals                                 | 100%   | 84%                     | 100%           | 97%                                | 44%  | 100%                                | 100%                  | 90%         |
| fng                       | Textiles                                 | 52%  | 92%                     | 100%           | 97%                                | 56%  | 100%                                | 100%                  | 88%         |
| of Leads-potential buyers | Food processing                          | 84%  | 97%                     | 88%            | 59%                                |  | 87%                                 | 71%                   | 78%         |
| oten                      | Basic metals                             | 40%  | 8%                      | 88%            | 93%                                | 44%  | 100%                                |                       | 57%         |
| pd-                       | Printing                                 | 12%  | 70%                     | 25%            | 24%                                |  | 69%                                 | 71%                   | <b>49</b> % |
| eads                      | Furniture                                | 8%   | 30%                     | 100%           | 28%                                |  | 20%                                 |                       | 23%         |
| ۲ ل                       | Vehicles and automotive parts $^{m{st}}$ |  |                         |                | 7%                                 |  | 61%                                 |                       | <b>19%</b>  |
| ∛ ♦                       | Other                                    |  |                         |                | 17%                                |  |                                     |                       | 2%          |
| م<br>ا                    | Total                                    | 100%   | 100%                    | 100%           | 100%                               | 100%   | 100%                                | 100%                  | <b>100%</b> |

The most potential sectors in V4 Group to focus on in searching

new potential buyers of Slovenian products

[by number of Leads-potential buyers meeting Phase I requirements]

\* The Trading data analysis revealed a very unexpected fact about a probable auto part suppliers and final vehicle manufacturer trading relationship. There was almost no evidence in trading data about their trade relationship. The key reason could be that vehicle companies don't share trading data with rating agencies if the payments follow nonstandard, long-term payment and delivery agreements or contracts are mostly on a mother company level. **Despite this fact, we have considered Vehicle and automotive parts sector as one of the most potential ones.** 

## dun & bradstreet



probability that potential buyers need products or

these industry/sector

services by

The most potential sectors in Slovenia by

EVROPSKA UNIJA EVROPSKI SKLAD ZA REGIONALNI RAZVOJ

REPUBLIKA SLOVENIJA

## SLOVENIAN MARKET SLOVENIAN SECTORS RANKING

#### SUPPLIER SITE RANKING METHODOLOGY

There are the three key factors which were selected for supplier site priority sectors ranking.

Based on a ranking within each factor group, the final ranking was determined (Less point, the better)

The Priority Sectors were ranked and shortlisted by initial lead gen program setup.

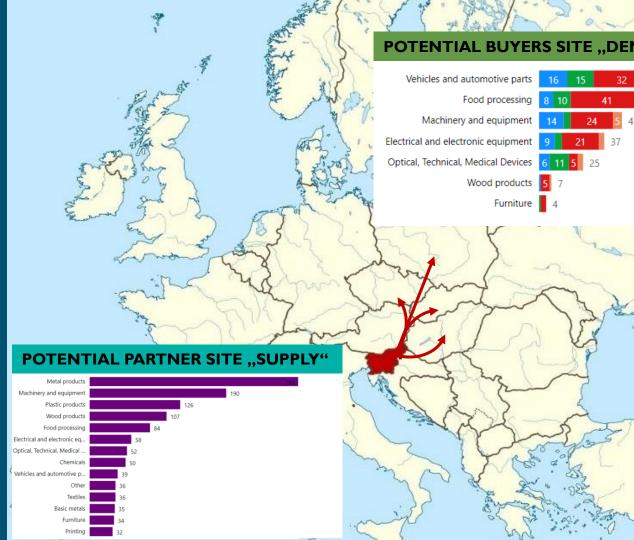
| Tender<br>Priority | Sector                              | Ranking by size<br>(Annual Revenue) | Ranking by size<br>(Number of<br>Employees) | Ranking by probability of demand-supply fit | FINAL<br>RANKING |
|--------------------|-------------------------------------|-------------------------------------|---|---|------------------|
| Priority           | Electrical and electronic equipment | 1                                   | 3   | 2   | 6                |
| Priority           | Machinery and equipment             | 4                                   | 2   | 1   | 7                |
| Priority           | Vehicles and automotive parts       | 2                                   | 6   | 3   | 11               |
| Priority           | Food processing                     | 6                                   | 4   | 9   | 19               |
| Priority           | Wood products                       | 8                                   | 7   | 4   | 19               |
| Priority           | Optical, Technical, Medical Devices | 10                                  | 11  | 6   | 27               |
| Priority           | Furniture                           | 14                                  | 12  | 12  | 38               |
|                    | Metal products                      | 3                                   | 1   | 5   | 9                |
|                    | Basic metals                        | 5                                   | 8   | 10  | 23               |
|                    | Plastic products                    | 7                                   | 5   | 3   | 15               |
|                    | Chemicals                           | 9                                   | 9   | 7   | 25               |
|                    | Textiles                            | 11                                  | 10  | 8   | 29               |
|                    | Others                              | 12                                  | 13  | 14  | 39               |
|                    | Printing                            | 13                                  | 14  | 11  | 38               |





# **STEP3** What are **the most potential sectors** in V4 countries for Slovenian exporters (if we map V4 needs & Slovenian export offering) ?

THE MOST POTENTIAL SECTORS TO GENERATE NEW LEADS



This analysis had these two main objectives:

A. Finding and rank the most potential sector of buyers in the markets of the Visegrad Group on which the SPIRIT lead generation program should focus on

B. Determine and rank the Slovenian market sectors which will be supported (meaning could be interested to participate because they have something to offer those potential buyers)

Anonymized trading data enables perfect matching algorithm how to find most potential sectors on both sides to maximize Lead generation program effects.

#### The concept can be described in these four steps:

I. Applying all relevant rules and requirements on V4 markets, based on a potential size of market sectors, the most potential priority sectors and their ranking were set. 2.+3. Based on a buying behavior of targeted potential buyers 257 (Leads) a list of products needed for their manufacturing lines were detected

4. Having known what products and services are needed in selected priority sectors in V4, ranking the Slovenian sectors can be match using their official business activity [NACE].

dun & bradstreet

246 LEADS identified in V4 in a following Priority Sectors.. Vehicles and automotive parts 75 Food processing 10 41 Machinery and equipment 24 Electrical and electronic equipment Optical, Technical, Medical Devices 25 Wood products 5 Furniture 3 using CPA classification (# of them)... М Repair and instal Computer, e Fabricated metal Che Other Wood and of pr Motor veh

SLOVENSKA

POSLOVNA

TOČKA

SP

...namely a following Products

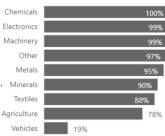
| Electrical equipment               |   | 201 |
|------------------------------------|---|-----|
| Rubber and plastic products        |   | 200 |
| Paper and paper products           |   | 199 |
| lachinery and equipment n.e.c.     |   | 198 |
| llation services of machinery      |   | 197 |
| electronic and optical products    |   | 195 |
| al products, except machinery      |   | 195 |
| emicals and chemical products      |   | 190 |
| non-metallic mineral products      |   | 187 |
| Textiles                           |   | 182 |
| Food products                      |   | 152 |
| Basic metals                       | 117   |     |
| Printing and recording services    | 102   |     |
| roducts of wood and cork, ex       | 92  |     |
| Beverages                          | 88  |     |
| Furniture                          | 48  |     |
| hicles, trailers and semi-trailers | 39  |     |
| Other manufactured goods           | 5   |     |
| REPUBLIKA SLOVENIJA                | EVROPSKA UNIJA<br>EVROPSKA UNIJA<br>Referenter Razvoj |     |

MOST POTENTIAL SECTORS TO SUPPORT & GENERATE NEW LEADS

FROM LEADS TO POTENTIAL SUPPLIERS

#### ..could be supplied by Slovenian SMB + Large companies in a 4 following sectors (using NACE Business Activity classification)

PRODUCT GROUP / BUSINESS ACTIVITY [NACE L2] # of # of Annual Revenue Companies Employees Metals 348 29909 € 4,921,501,977 Manufacture of fabricated metal products, except machinery 312 € 2.578.422.460 and equipment Manufacture of basic metals 36 € 2.343.079.517 8647 Electronics 123 22535 € 4.467.483.673 Manufacture of electrical equipment 64 17687 € 3,682,660,239 Manufacture of computer, electronic and optical products 59 4848 € 784.823.434 Machinery 200 18635 € 2,462,462,576 Manufacture of machinery and equipment n.e.c. 145 12823 € 1,890,465,801 Repair and installation of machinery and equipment 55 5812 € 571.996.775 Chemicals 185 18467 € 3,233,029,681 Manufacture of rubber and plastic products 12159 € 1,764,576,621 Manufacture of chemicals and chemical products 52 6308 € 1,468,453,060 Other 228 15933 € 2,503,151,165 Manufacture of wood and of products of wood and cork. 87 5269 € 798.047.609 except furniture; manufacture of articles of straw and plaiting materials Manufacture of paper and paper products 29 3529 € 805.487.479 Other manufacturing 39 € 392,024,666 Manufacture of furniture 37 2167 € 238,508,663 36 Printing and reproduction of recorded media 1844 € 269,082,748 Vehicles 48 13543 € 3,312,668,030 Manufacture of motor vehicles, trailers and semi-trailers 48 13543 € 3.312.668.030 Aariculture 90 11807 € 2.095.253.361 Manufacture of food products 83 10707 € 1,877,363,143 Manufacture of beverages 1100 € 217.890.219 Minerals 55 5165 € 917,866,455 Manufacture of other non-metallic mineral products 55 5165 € 917.866.455 Textiles 23 1939 € 287,310,998 Manufacture of textiles 1939 € 287,310,998 Total 1300 137934 € 24,200,727,916



Electronics

.. are buying directly from their suppliers those Product Groups (% of them)...

2

## MOST POTENTIAL SECTORS TO SUPPORT & GENERATE NEW LEADS MOST POTENTIAL SECTORS CONSIDERING BUYERS AND SUPPLIERS

# MOST POTENTIAL SECTORS

The final ranking of the sectors was determined on the basis of an evaluation of the priority areas of both imaginary parties of future trade cooperation. On the part of future buyers, priority was set primarily according to the size of the potential market, on the supply side according to the size of the relevant offer of suitable products.

These 3 main sectors with the greatest growth potential were identified for the subsequent outputs and further phases of the program:

- I. Vehicles and automotive parts
- 2. Machinery and equipment
- 3. Electrical and electronical equipment

#### The most potential sectors in V4 Group in term of Buyers sectors Size

[by number of Leads-potential buyers meeting Phase I requirements]

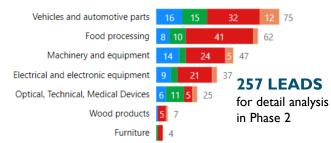
| Priority Sector                     | Rank | Priority Sector                     |
|-------------------------------------|------|-------------------------------------|
| Vehicles and automotive parts       | I.   | Vehicles and automotive parts       |
| Food processing                     | 2    | Machinery and equipment             |
| Machinery and equipment             | 3    | Electrical and electronic equipme   |
| Electrical and electronic equipment | 4    | Food processing                     |
| Optical, Technical, Medical Devices | 5    | Optical, Technical, Medical Devices |
| Furniture                           | 6    | Wood products                       |
| Wood products                       | 7    | Furniture                           |

#### **Priority Sector** Rank Т Electrical and electronic equipment 2 Machinery and equipment 3 Vehicles and automotive parts 4 Food processing 5 Wood products 6 **Optical**, Technical, Medical Devices 7 Furniture

The Slovenian sectors by Size and

**Demand-Supply Fit** 

[by complex ranking evaluation]



ent

#### Markets Analysis - Visegrad Group

43





Rank

2

3

5

6



REPUBLIKA SLOVENIJA

## MOST POTENTIAL SECTORS TO SUPPORT & GENERATE NEW LEADS I. VEHICLES AND AUTOMOTIVE PARTS



SLOVENSKA

POSLOVNA

TOČKA

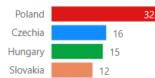
dun & bradstreet

REPUBLIKA SLOVENIJA

EVROPSKA UNIJA

EVROPSKI SKLAD ZA REGIONALNI RAZVOJ

### Number of LEADS by Country



### Number of LEADS by Ultimate Owner Country

| 2  | GERMANY      |
|----|--------------|
| 13 | USA          |
| 5  | FRANCE       |
| 5  | KOREA REP OF |
| 4  | JAPAN        |
| 3  | CHINA        |
| 3  | IRELAND      |
| 3  | NETHERLANDS  |
| 3  | POLAND       |
| 2  | INDIA        |
| 2  | SPAIN        |
| 1  | AUSTRIA      |
| 1  | CANADA       |
| 1  | ENGLAND      |
| 1  | HUNGARY      |
| 1  | ITALY        |
| 1  | LUXEMBOURG   |
|    |              |

SWEDEN

## TOP30 Companies in V4

37

| COMPANY_NAME  | COUNTRY  | ANNUAL<br>REVENUE 2020 |
|---|----------|------------------------|
| ŠKODA AUTO a.s.   | Czechia  | € 17,240,862,74        |
| VOLKSWAGEN SLOVAKIA, a.s.   | Slovakia | € 9,785,295,00         |
| AUDI HUNGARIA Zártkörűen Működő<br>Részvénytársaság   | Hungary  | € 7,517,629,00         |
| Hyundai Motor Manufacturing Czech s.r.o.  | Czechia  | € 4,840,879,68         |
| Kia Slovakia s. r. o.   | Slovakia | € 4,596,607,00         |
| VOLKSWAGEN POZNAŃ SP Z O O  | Poland   | € 3,484,067,44         |
| PCA Slovakia, s.r.o.  | Slovakia | € 3,457,724,00         |
| Mercedes-Benz Manufacturing Hungary<br>Korlátolt Felelősségű Társaság   | Hungary  | € 3,411,819,23         |
| FCA POLAND S A  | Poland   | € 2,227,736,34         |
| Magyar Suzuki Zártkörűen Működő<br>Részvénytársaság   | Hungary  | € 1,656,668,32         |
| VOLKSWAGEN MOTOR POLSKA SP Z O O  | Poland   | € 1,304,073,52         |
| Toyota Motor Manufacturing Czech Republic,<br>s.r.o.  | Czechia  | € 1,269,662,35         |
| Mobis Slovakia s.r.o.   | Slovakia | € 1,227,521,00         |
| Robert Bosch Energy and Body Systems<br>Gépjárműelektromossági Alkatrész Gyártó és<br>Forgalmazó Korlátolt Felelősségű Társaság | Hungary  | € 1,030,796,85         |
| BOSCH DIESEL s.r.o.   | Czechia  | € 860,217,17           |
| Faurecia Automotive Slovakia s.r.o.   | Slovakia | € 839,173,00           |
| ZF AUTOMOTIVE SYSTEMS POLAND SP Z O O   | Poland   | € 796,877,44           |
| TOYOTA MOTOR MANUFACTURING POLAND SP<br>Z O O   | Poland   | € 769,444,96           |
| VOLVO POLSKA SP Z O O   | Poland   | € 748,831,70           |
| Robert Bosch, spol. s r.o.  | Czechia  | € 743,014,98           |
| SUNGWOO HITECH s.r.o.   | Czechia  | € 731,125,13           |
| SOLARIS BUS & COACH SP Z O O  | Poland   | € 697,158,08           |
| Schaeffler Savaria Korlátolt Felelősségű Társaság   | Hungary  | € 658,865,30           |
| PORSCHE INTER AUTO POLSKA SP Z O O  | Poland   | € 642,429,88           |
| Brose CZ spol. s r.o.   | Czechia  | € 611,337,21           |
| SMR Automotive Mirror Technology Hungary  | Hungary  | € 609,634,97           |
| OPEL MANUFACTURING POLAND SP Z O O  | Poland   | € 588,870,63           |
| Lear Corporation Hungary Autóipari Gyártó<br>Korlátolt Felelősségű Társaság   | Hungary  | € 561,683,59           |
| Adient Czech Republic s.r.o.  | Czechia  | € 561,569,64           |

## MOST POTENTIAL SECTORS TO SUPPORT & GENERATE NEW LEADS 2. MACHINERY & EQUIPMENT



#### Number of LEADS by Business Activity [NACE]

dun & bradstreet

Manufacture of railway locomotives and rolling stock Manufacture of non-domestic cooling and ventilation equipment Manufacture of bearings, gears, gearing and driving elements Manufacture of engines and turbines, except aircraft, vehicle and cycle engines Retail sale of clothing in specialised stores Wholesale of metals and metal ores Manufacture of agricultural and forestry machinery Manufacture of machinery and equipment n.e.c. Manufacture of other general-purpose machinery n.e.c. Manufacture of other special-purpose machinery n.e.c. Other retail sale in non-specialised stores Retail sale of automotive fuel in specialised stores Retail sale of cosmetic and toilet articles in specialised stores Retail trade, except of motor vehicles and motorcycles Manufacture of air and spacecraft and related machinery Manufacture of general-purpose machinery Manufacture of power-driven hand tools Retail sale of books in specialised stores Retail sale of footwear and leather goods in specialised stores Retail sale of sporting equipment in specialised stores Retail sale via mail order houses or via Internet Wholesale of agricultural machinery, equipment and supplies Wholesale of hardware, plumbing and heating equipment and supplies

SLOVENSKA

POSLOVNA

TOČKA

REPUBLIKA SLOVENIJA

EVROPSKA UNIJA

EVROPSKI SKLAD ZA REGIONALNI RAZVOJ

#### Number of LEADS by Country



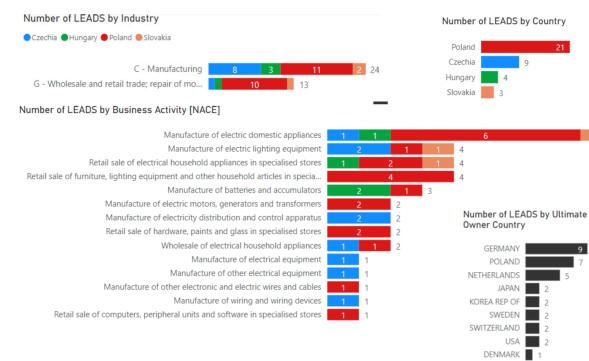
4 Number of LEADS by Ultimate **Owner Country** GERMANY POLAND ENGLAND USA CZECH REPUBLIC JAPAN CANADA FRANCE KOREA REP OF NETHERLANDS PORTUGAL AUSTRALIA CAYMAN ISLAN.. CYPRUS HONG KONG HUNGARY LIECHTENSTEIN LUXEMBOURG **SLOVAKIA** 

SWITZERLAND

| TOP30 Companies in V4   |          |                        |
|---|----------|------------------------|
| COMPANY_NAME  | COUNTRY  | ANNUAL<br>REVENUE 2020 |
| Doosan Bobcat EMEA s.r.o.   | Czechia  | € 1,204,183,647        |
| Robert Bosch Power Tool Elektromos<br>Szerszámgyártó Korlátolt Felelősségű Társaság | Hungary  | € 776,857,001          |
| Daikin Industries Czech Republic s.r.o.   | Czechia  | € 570,626,863          |
| STADLER POLSKA SP Z O O   | Poland   | € 561,800,346          |
| Schaeffler Kysuce, spol. s r.o.   | Slovakia | € 521,195,000          |
| CNH INDUSTRIAL POLSKA SP Z O O  | Poland   | € 488,317,021          |
| GE Hungary Ipari és Kereskedelmi Korlátolt<br>Felelősségű Társaság                  | Hungary  | € 463,654,041          |
| GE POWER SP Z O O   | Poland   | € 430,372,340          |
| TATRAVAGÓNKA a.s.   | Slovakia | € 425,769,304          |
| POJAZDY SZYNOWE PESA BYDGOSZCZ S A  | Poland   | € 416,288,576          |
| Hanon Systems Slovakia s.r.o.   | Slovakia | € 401,236,000          |
| Schaeffler Skalica, spol. s r.o.  | Slovakia | € 396,294,000          |
| DENSO MANUFACTURING CZECH s.r.o.  | Czechia  | € 396,225,137          |
| Magna Exteriors (Bohemia) s.r.o.  | Czechia  | € 393,713,922          |
| AGROSTROJ Pelhřimov, a.s.   | Czechia  | € 369,653,882          |
| KIEKERT-CS, s.r.o.  | Czechia  | € 353,828,275          |
| GKN DRIVELINE POLSKA SP Z O O   | Poland   | € 349,066,984          |
| International Automotive Components Group<br>s.r.o.                                 | Czechia  | € 346,889,843          |
| ALSTOM KONSTAL S A  | Poland   | € 346,784,255          |
| KNORR-BREMSE Vasúti Jármű Rendszerek<br>Hungária Korlátolt Felelősségű Társaság     | Hungary  | € 343,736,168          |
| JTEKT Automotive Czech Plzen s.r.o.   | Czechia  | € 343,718,588          |
| Carrier Refrigeration Operation Czech Republic s.r.o.                               | Czechia  | € 297,337,765          |
| MAHLE Behr Mnichovo Hradiště s.r.o.   | Czechia  | € 295,897,333          |
| MAHLE POLSKA SP Z O O   | Poland   | € 287,318,247          |
| NEWAG S A   | Poland   | € 282,099,149          |
| POLSKIE ZAKŁADY LOTNICZE SP Z O O   | Poland   | € 257,783,176          |
| MANN + HUMMEL (CZ) v.o.s.   | Czechia  | € 254,004,745          |

TODAOO

## MOST POTENTIAL SECTORS TO SUPPORT & GENERATE NEW LEADS 3. ELECTRICAL AND ELECTRONICAL EQUIPMENT



| TOP30 Companies in V4   |          |                        |
|---|----------|------------------------|
| COMPANY_NAME  | COUNTRY  | ANNUAL<br>REVENUE 2020 |
| EURO NET SP Z O O   | Poland   | € 2,131,836,732        |
| CASTORAMA POLSKA SP Z O O   | Poland   | € 1,666,785,319        |
| LG ENERGY SOLUTION WROCŁAW SP Z O O   | Poland   | € 1,642,640,638        |
| TERG S A  | Poland   | € 1,632,008,067        |
| BSH SPRZĘT GOSPODARSTWA DOMOWEGO SP<br>Z O O  | Poland   | € 1,589,183,617        |
| LEROY MERLIN POLSKA SP Z O O  | Poland   | € 1,428,814,894        |
| SIGNIFY POLAND SP Z O O   | Poland   | € 1,405,107,872        |
| Samsung SDI Magyarország Gyártó és Értékesítő<br>Zártkörűen Működő Részvénytársaság | Hungary  | € 1,363,175,120        |
| Vitesco Technologies Czech Republic s.r.o.  | Czechia  | € 1,229,348,157        |
| Varroc Lighting Systems, s.r.o.   | Czechia  | € 1,204,089,569        |
| ELECTROLUX POLAND SP Z O O  | Poland   | € 1,154,341,519        |
| WHIRLPOOL COMPANY POLSKA SP Z O O   | Poland   | € 1,062,208,936        |
| IKEA RETAIL SP Z O O  | Poland   | € 979,494,255          |
| Siemens, s.r.o.   | Czechia  | € 870,250,392          |
| SAMSUNG ELECTRONICS POLAND<br>MANUFACTURING SP Z O O                                | Poland   | € 732,695,319          |
| SUPERHOBBY MARKET BUDOWLANY SP Z O O  | Poland   | € 663,982,979          |
| TELE FONIKA KABLE S A   | Poland   | € 626,240,712          |
| HELLA AUTOTECHNIK NOVA, s.r.o.  | Czechia  | € 621,732,196          |
| JYSK SP Z O O   | Poland   | € 582,147,950          |
| X KOM SP Z O O  | Poland   | € 526,670,641          |
| Panasonic Automotive Systems Czech, s.r.o.  | Czechia  | € 511,020,196          |
| Electrolux Lehel Hűtőgépgyár Korlátolt<br>Felelősségű Társaság                      | Hungary  | € 451,976,008          |
| FAST ČR, a.s.   | Czechia  | € 429,087,765          |
| ABB SP Z O O  | Poland   | € 407,045,638          |
| Miele technika s.r.o.   | Czechia  | € 398,931,569          |
| Media Markt Saturn Holding Magyarország Kft.  | Hungary  | € 386,399,904          |
| AGATA S A   | Poland   | € 376,849,820          |
| AMICA S A   | Poland   | € 367,255,319          |
| NAY a.s.  | Slovakia | € 322,092,028          |
| TE Connectivity Czech s.r.o.  | Czechia  | € 321,715,686          |
|   |          |                        |

Markets Analysis - Visegrad Group 46

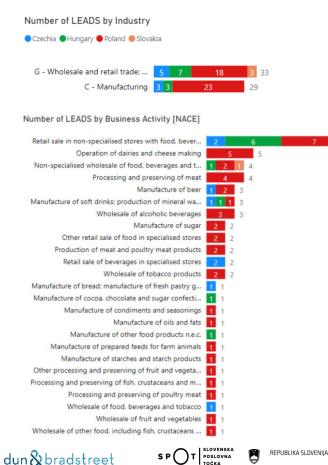
dun & bradstreet



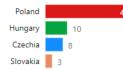


FRANCE HUNGARY INDIA ITALY SLOVAKIA

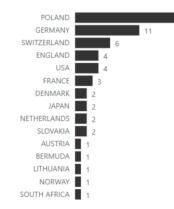
### MOST POTENTIAL SECTORS TO SUPPORT & GENERATE NEW LEADS 4. FOOD PROCESSING



#### Number of LEADS by Country



Number of LEADS by Ultimate Owner Countries



#### **TOP17 COMPANIES IN MANUFACTURING IN V4**

| COMPANY NAME                                  | COUNTRY | ANNUAL<br>REVENUE 2020 | NACE  |
|---|---------|------------------------|---|
| ANIMEX FOODS SP Z O O                         | Poland  | € 1,691,775,745        | Production of meat and poultry<br>meat products   |
| SPÓŁDZIELNIA MLECZARSKA<br>MLEKOVITA          | Poland  | € 1,196,372,507        | Operation of dairies and cheese making  |
| CARGILL POLAND SP Z O O                       | Poland  | € 1,146,342,766        | Manufacture of starches and starch products   |
| SPÓŁDZIELNIA MLECZARSKA<br>MLEKPOL W GRAJEWIE | Poland  | € 964,193,007          | Operation of dairies and cheese making  |
| SOKOŁÓW S A                                   | Poland  | € 961,764,681          | Processing and preserving of<br>meat  |
| KOMPANIA PIWOWARSKA S A                       | Poland  | € 924,459,362          | Manufacture of beer   |
| CEDROB S A                                    | Poland  | € 870,280,819          | Production of meat and poultry<br>meat products   |
| MOWI POLAND S A                               | Poland  | € 841,040,893          | Processing and preserving of fish, crustaceans and molluscs                             |
| GRUPA ŻYWIEC S A                              | Poland  | € 766,745,532          | Manufacture of beer   |
| MARS POLSKA SP Z O O                          | Poland  | € 745,120,533          | Processing and preserving of<br>meat  |
| NESTLE POLSKA S A                             | Poland  | € 737,690,213          | Manufacture of condiments<br>and seasonings   |
| Plzeňský Prazdroj, a. s.                      | Czechia | € 632,235,294          | Manufacture of beer   |
| ZAKŁADY TŁUSZCZOWE<br>KRUSZWICA S A           | Poland  | € 629,061,702          | Manufacture of oils and fats  |
| WIPASZ S A                                    | Poland  | € 566,393,058          | Manufacture of prepared feeds for farm animals  |
| COCA COLA HBC POLSKA SP Z O<br>O              | Poland  | € 507,372,553          | Manufacture of soft drinks;<br>production of mineral waters<br>and other bottled waters |
| Nestlé Česko s.r.o.                           | Czechia | € 455,475,529          | Manufacture of bread;<br>manufacture of fresh pastry<br>goods and cakes                 |
| Nestlé Hungária Kft                           | Hungary | € 449,665,169          | Manufacture of cocoa,<br>chocolate and sugar<br>confectionery                           |

#### TOP8 COMPANIES IN WHOLESALE

| COMPANY NAME  | COUNTRY | ANNUAL<br>REVENUE 2020 | NACE  |
|---|---------|------------------------|---|
| EUROCASH SERWIS SP Z O O                            | Poland  | € 1,728,121,431        | Wholesale of tobacco products   |
| BRITISH AMERICAN TOBACCO<br>POLSKA TRADING SP Z O O | Poland  | € 1,394,351,915        | Wholesale of tobacco products   |
| MAKRO CASH AND CARRY<br>POLSKA S A                  | Poland  | € 1,358,858,588        | Wholesale of alcoholic<br>beverages                                     |
| CEDC INTERNATIONAL SP Z O O                         | Poland  | € 1,222,452,766        | Wholesale of alcoholic<br>beverages                                     |
| UNILEVER POLSKA SP Z O O                            | Poland  | € 452,078,701          | Wholesale of other food,<br>including fish, crustaceans and<br>molluscs |
| DISTRIBEV SP Z O O                                  | Poland  | € 422,030,213          | Wholesale of alcoholic<br>beverages                                     |
| CITRONEX I SP Z O O                                 | Poland  | € 333,959,970          | Wholesale of fruit and<br>vegetables                                    |
| Bidfood Czech Republic s.r.o.                       | Czechia | € 3,898,180            | Wholesale of food, beverages and tobacco                                |
|   |         |                        |   |

## MOST POTENTIAL SECTORS TO SUPPORT & GENERATE NEW LEADS 5. OPTICAL, TECHNICAL, MEDICAL DEVICES



SLOVENSKA

POSLOVNA

TOČKA

SΡ

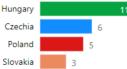
dun & bradstreet

REPUBLIKA SLOVENIJA

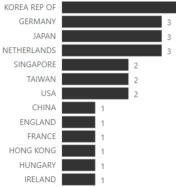
EVROPSKA UNIJA

EVROPSKI SKLAD ZA REGIONALNI RAZVOJ

#### Number of LEADS by Country



## Number of LEADS by Ultimate Owner Countries



#### TOP15 COMPANIES IN MANUFACTURING IN V4

| COMPANY NAME  | COUNTRY  | ANNUAL<br>REVENUE 2020 | NACE  |
|---|----------|------------------------|---|
| Samsung Electronics Magyar<br>Zártkörűen Működő<br>Részvénytársaság                                     | Hungary  | € 2,733,284,036        | Manufacture of communication equipment                              |
| Flextronics International Termelő<br>és Szolgáltató Vámszabadterületi<br>Korlátolt Felelősségű Társaság | Hungary  | € 2,468,745,083        | Manufacture of consumer<br>electronics                              |
| LG ELECTRONICS MŁAWA SP Z O<br>O  | Poland   | € 2,258,695,526        | Manufacture of consumer electronics                                 |
| Foxconn European Manufacturing<br>Services s.r.o.   | Czechia  | € 2,049,608,902        | Manufacture of computers and<br>peripheral equipment                |
| Robert Bosch Elektronika Gyártó<br>Kft.   | Hungary  | € 1,706,860,908        | Manufacture of loaded<br>electronic boards                          |
| Harman Becker Gépkocsirendszer<br>Gyártó Korlátolt Felelősségű<br>Társaság                              | Hungary  | € 1,678,097,191        | Manufacture of communication equipment                              |
| SAMSUNG Electronics Slovakia<br>s.r.o.  | Slovakia | € 1,315,371,000        | Manufacture of consumer electronics                                 |
| Foxconn Slovakia, spol. s r.o.  | Slovakia | € 1,012,851,000        | Manufacture of consumer<br>electronics                              |
| Continental Automotive Hungary<br>Korlátolt Felelősségű Társaság  | Hungary  | € 921,559,445          | Manufacture of electronic<br>components                             |
| VALEO AUTOSYSTEMY SP Z O O  | Poland   | € 827,414,043          | Manufacture of electronic components                                |
| TPV DISPLAYS POLSKA SP Z O O  | Poland   | € 763,885,681          | Manufacture of electronic<br>components                             |
| Aptiv Services Hungary Korlátolt<br>Felelősségű Társaság  | Hungary  | € 715,776,599          | Manufacture of electronic components                                |
| Jabil Circuit Magyarország<br>Szerződéses Gyártó Kft.   | Hungary  | € 645,163,799          | Manufacture of electronic<br>components                             |
| Foxconn Technology CZ s.r.o.  | Czechia  | € 625,171,176          | Manufacture of electronic components and boards                     |
| Thermo Fisher Scientific Brno s.r.o.  | Czechia  | € 559,016,941          | Manufacture of optical<br>instruments and photographic<br>equipment |

# MOST POTENTIAL SECTORS TO SUPPORT & GENERATE NEW LEADS 6. WOOD PRODUCTS



#### Number of LEADS by Country



#### Number of LEADS by Ultimate Owner Countries



#### **COMPANIES IN MANUFACTURING IN V4**

| COMPANY NAME                 | COUNTRY  | ANNUAL<br>REVENUE 2020 | NACE  |
|------------------------------|----------|------------------------|---|
| MONDI ŚWIECIE S A            | Poland   | € 688,690,213          | Manufacture of paper and<br>paperboard                |
| MM KWIDZYN SP Z O O          | Poland   | € 487,472,744          | Manufacture of paper and<br>paperboard                |
| Mondi Štětí a.s.             | Czechia  | € 464,574,000          | Manufacture of paper and<br>paperboard                |
| Mondi SCP, a.s.              | Slovakia | € 455,791,000          | Manufacture of paper and<br>paperboard                |
| SWISS KRONO SP Z O O         | Poland   | € 428,431,915          | Manufacture of veneer sheets<br>and wood-based panels |
| KRONOSPAN POLSKA SP<br>Z O O | Poland   | € 397,640,392          | Manufacture of veneer sheets<br>and wood-based panels |
| STORA ENSO POLAND S<br>A     | Poland   | € 284,878,435          | Manufacture of paper and<br>paperboard                |





# MOST POTENTIAL SECTORS TO SUPPORT & GENERATE NEW LEADS 7. FURNITURE



#### Number of LEADS by Country



#### Number of LEADS by Ultimate Owner Countries



#### **COMPANIES IN MANUFACTURING IN V4**

| COMPANY NAME   | COUNTRY | ANNUAL<br>REVENUE 2020 | NACE   |
|--|---------|------------------------|--|
| IKEA INDUSTRY POLAND<br>SP Z O O                         | Poland  | € 985,430,603          | Manufacture of other furniture   |
| IKEA Lakberendezési Kft.                                 | Hungary | € 276,793,425          | Retail sale of furniture, lighting<br>equipment and other<br>household articles in<br>specialised stores |
| CORRECT K BŁASZCZYK I<br>WSPÓLNICY SPÓŁKA<br>KOMANDYTOWA | Poland  | € 266,335,272          | Manufacture of mattresses  |
| BLACK RED WHITE S A                                      | Poland  | € 258,966,969          | Manufacture of other furniture   |

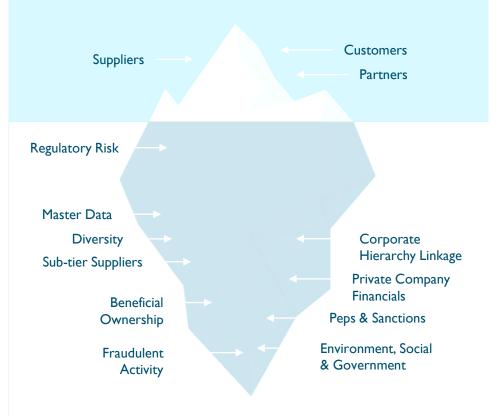




REPUBLIKA SLOVENIJA

FRAMEWORK FOR FURTHER IDENTIFICATION OF QUALIFIED HIGH-QUALITY CONTACTS

## WHAT YOU KNOW ABOUT THE ENTITIES YOU DO BUSINESS WITH IS ONLY THE TIP OF THE ICEBERG



To find the best possible business partners, we need to evaluate the following:

- Who can be relevant based on the filtering criteria set out by Spirit – Phase I
- Who can be relevant based on real activity – we use online data, collected information on firms from D&B database, trade information between industries and industrial interdependencies on activity and product basis.
- Coming out of point I and 2 we have a set of firms who are meeting Spirit criteria AND activity relevance criteria. This step answers the following question: Who are financially stable companies – We use generic D&B Failure score to evaluate financial risk emerging in the prospect list as well as payment information.
- I. Who are comparably well performing firms compared to their own activity in the means of: Liquidity, Leverage, Profitability and Efficiency

Based on that logic we provide a final ranked list. For ranking we need to decide which point shall have which weight.

dun & bradstreet

## GUIDELINE FOR FURTHER IDENTIFICATION OF QUALIFIED HIGH-QUALITY CONTACTS FROM TARGET TO LEAD AND HIGH-QUALITY CONTACT

# TARGET SECTORS LEADS **HIGH** OUALITY CONTACTS REPUBLIKA SLOVENIJA POSLOVNA EVROPSKA UNITA EVROPSKI SKLAD ZA REGIONALNI RAZVOJ

**TARGET**s for a Leads generations program was defined as:

- Company is doing manufacturing or wholesale business in V4 in a following sectors: Vehicles and automotive parts, food processing, machinery and equipment's, optical, technical and medical devices, furniture and other wood products
- Company has more than 700 employees and more than 250 mil. EUR annual turnover in 2020.

#### The detail company assessment will be performed for LEADS ranking:

- a. Business Activity review (online data will be analyzed, collected information on firms from D&B database, trade information between industries and industrial interdependencies on activity and product basis, etc.)
- b. Detail Financials & Risk review. This will cover a following analysis:
  - ✓ Financial Stability review using Dun & Bradstreet Failure Score and Credit Rating
  - Compliance review using Dun & Bradtreet Sanction and PEP lists, relevant negative events of company as well as parent ones
  - Financial Performance review (Liquidity, Leverage, Profitability, Efficiency/Productivity (using Added Value Ratio)

To qualify and rank the **HIGH QUALITY CONTACTS** the detail investigation will be done:

- a. Investigate contacts on key decision makers (Business Development Manager, Purchasing Manager, Sourcing Manager, company management)
- **b.** Contact them and verify if they have plans to expand or renew their supply chain and if they are interested in the presentation and meetings with potential Slovenian partners

## GUIDELINE FOR FURTHER IDENTIFICATION OF QUALIFIED HIGH-QUALITY CONTACTS RULES & REQUIREMENTS ON A HIGH-QUALITY CONTACT

| Ru | le & Requirements   | Phase I<br>Target Sector > Lead   | Phase 2<br>Lead > High Quality Contact  |
|----|---|---|---|
| I  | Contacts with decision makers in individual companies are ensured (Business Development Manager, Purchasing Manager, Sourcing Manager, company management, etc.)  | Not relevant for this phase, all large<br>companies are "contactable"                   | Yes<br>Contacts on shortlisted Leads<br>will be provided / updated if<br>needed |
| 2  | tA large (local) company or a large globally operating foreign company present in the market of the Visegrad Group and operating in at least one of the sectors previously ranked and segmented by the tenderer as the most potential in a particular target market.                          | Yes   | x   |
| 3  | Company has more than 700 employees.  | Yes   | x   |
| 4  | Company generates at least 250 million of annual turnover.  | Yes   | x   |
| 5  | Company tenders or produces a wider range of products or services (with "more complex" products and services being preferred), or buys finished products (e.g. in case of a dealer or trade group / company);   | Yes   | x   |
| 6  | Company that has an extensive own international supply chain, a diversified global value chain and a wide range of suppliers and is a final manufacturer  | Detail investigation will be done for<br>selected Leads in Phase 2                      | Yes   |
| 7  | Achieves added value, which is higher than EUR 35,000 per employee, as evidenced by a tenderer with the company's business statement for the last current financial year.   | Detail Financial statement analysis will be<br>done for selected Leads in Phase 2       | Yes   |
| 8  | Holds a credit rating of Dun & Bradstreet global or a comparable credit rating of at least A financial stability rating and at least 2 risk rating, as evidenced by a D&B credit report or a comparable credit rating not older than 3 months.  | Detail Risk assessment will be done for<br>selected Leads in Phase 2                    | Yes   |
| 9  | Company has plans to expand or renew its supply chain or implement suppliers' selections on an annual basis, seeking suppliers for several different product groups, technologies / solutions or services and within the most potential sectors / industries in the mentioned target markets. | <b>Partly Yes</b><br>Typical trading behavior analyzed; large<br>supply chain detected. | <b>Yes</b><br>Plans will be verified.   |
| 10 | Company expressed interest in the presentation and meetings with Slovenian companies within the presentation.   | Company will be contacted in Phase 2  | Yes   |

Several sources have been analyzed to provide detail insight about all four Visegrad Group markets.

Framework how to determine and rank the most potential sectors was, besides other factors, significantly influenced by set of tender rules and requirements application to the assessment of contacts as high quality in next Phase 2.

The following table illustrates which requirements were applied for Potential Sectors and Leads identification and ranking, and which one will be applied in Phase 2 on a company detail level.



REPUBLIKA SLOVENIJA

EVROPSKA UNIJA EVROPSKI SKLAD ZA REGIONALNI RAZVOJ

# **ATTACHEMENTS**

## TABLE 01 - GDP AT MARKET PRICES

| COUNTRY                                   | 2010       | 2011       | 2012       | 2013       | 2014       | 2015       | 2016       | 2017       | 2018       | 2019       | 2020       |
|---|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Czechia                                   | 157,921    | 165,202    | 162,588    | 159,462    | 157,821    | 169,558    | 177,439    | 194,133    | 210,928    | 225,569    | 215,257    |
| Hungary                                   | 99,814     | 102,194    | 100,281    | 102,276    | 106,298    | 112,824    | 116,279    | 127,046    | 136,073    | 146,113    | 136,622    |
| Poland                                    | 362,191    | 379,860    | 387,947    | 392,311    | 408,968    | 430,466    | 427,092    | 467,427    | 497,842    | 533,600    | 523,668    |
| Slovenia                                  | 36,364     | 37,059     | 36,253     | 36,454     | 37,634     | 38,853     | 40,443     | 43,011     | 45,864     | 48,397     | 46,918     |
| Slovakia                                  | 68,492     | 71,477     | 73,361     | 74,217     | 76,093     | 79,888     | 81,014     | 84,443     | 89,430     | 94,048     | 92,079     |
| European Union - 27 countries (from 2020) | 10,980,306 | 11,323,916 | 11,391,844 | 11,520,159 | 11,783,874 | 12,214,624 | 12,552,525 | 13,076,051 | 13,531,500 | 14,015,642 | 13,393,729 |

| COUNTRY                                   | 2010 | 2011 | 2012  | 2013  | 2014  | 2015 | 2016  | 2017 | 2018 | 2019 | 2020  |
|---|------|------|-------|-------|-------|------|-------|------|------|------|-------|
| Czechia                                   |      | 4.6% | -1.6% | -1.9% | -1.0% | 7.4% | 4.6%  | 9.4% | 8.7% | 6.9% | -4.6% |
| Hungary                                   |      | 2.4% | -1.9% | 2.0%  | 3.9%  | 6.1% | 3.1%  | 9.3% | 7.1% | 7.4% | -6.5% |
| Poland                                    |      | 4.9% | 2.1%  | 1.1%  | 4.2%  | 5.3% | -0.8% | 9.4% | 6.5% | 7.2% | -1.9% |
| Slovenia                                  |      | 1.9% | -2.2% | 0.6%  | 3.2%  | 3.2% | 4.1%  | 6.3% | 6.6% | 5.5% | -3.1% |
| Slovakia                                  |      | 4.4% | 2.6%  | 1.2%  | 2.5%  | 5.0% | 1.4%  | 4.2% | 5.9% | 5.2% | -2.1% |
| European Union - 27 countries (from 2020) |      | 3.1% | 0.6%  | 1.1%  | 2.3%  | 3.7% | 2.8%  | 4.2% | 3.5% | 3.6% | -4.4% |

#### Gross domestic product at market prices [TEC00001]

GDP (gross domestic product) is an indicator for a nation's economic situation. It reflects the total value of all goods and services produced less the value of goods and services used for intermediate consumption in their production. Expressing GDP in PPS (purchasing power standards) eliminates differences in price levels between countries, and calculations on a per head basis allows for the comparison of economies significantly different in absolute size.

#### Measure: Current prices, million euro and YoY changes in %

SP

**Source:** Eurostat [<u>https://ec.europa.eu/eurostat/databrowser/view/tec00001/default/table?lang=en]</u> Data extracted on 19/11/2021 [ESTAT]





## TABLE 02-TOTAL IMPORTS-ALL PRODUCTS

#### **Total Imports in million ECU/EURO**

| Country                                   | 2009      | 2010      | 2011      | 2012      | 2013      | 2014      | 2015      | 2016      | 2017      | 2018      | 2019      | 2020      |
|---|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Czechia                                   | 75,314    | 95,536    | 109,285   | 110,066   | 108,621   | 116,203   | 127,481   | 129,268   | 144,483   | 156,458   | 159,958   | 149,565   |
| Hungary                                   | 55,750    | 66,514    | 73,592    | 74,078    | 75,379    | 78,978    | 82,947    | 84,829    | 95,157    | 102,261   | 107,727   | 101,417   |
| Poland                                    | 107,155   | 134,306   | 151,291   | 154,934   | 156,319   | 168,366   | 177,182   | 180,285   | 206,821   | 227,796   | 236,991   | 228,652   |
| Slovenia                                  | 19,053    | 22,720    | 25,526    | 24,934    | 25,129    | 25,551    | 26,887    | 27,598    | 31,917    | 35,803    | 39,319    | 36,914    |
| Slovakia                                  | 39,898    | 50,255    | 57,602    | 60,252    | 61,646    | 61,405    | 65,696    | 67,474    | 72,192    | 78,727    | 80,407    | 73,700    |
| European Union - 27 countries (from 2020) | 1,193,317 | 1,471,032 | 1,666,127 | 1,702,498 | 1,630,802 | 1,625,427 | 1,648,068 | 1,602,476 | 1,772,081 | 1,912,003 | 1,940,934 | 1,716,581 |

| Country                                   | 2009 | 2010  | 2011  | 2012  | 2013  | 2014  | 2015 | 2016  | 2017  | 2018  | 2019 | 2020   |
|---|------|-------|-------|-------|-------|-------|------|-------|-------|-------|------|--------|
| Czechia                                   |      | 26.9% | 14.4% | 0.7%  | -1.3% | 7.0%  | 9.7% | 1.4%  | 11.8% | 8.3%  | 2.2% | -6.5%  |
| Hungary                                   |      | 19.3% | 10.6% | 0.7%  | 1.8%  | 4.8%  | 5.0% | 2.3%  | 12.2% | 7.5%  | 5.3% | -5.9%  |
| Poland                                    |      | 25.3% | 12.6% | 2.4%  | 0.9%  | 7.7%  | 5.2% | 1.8%  | 14.7% | 10.1% | 4.0% | -3.5%  |
| Slovenia                                  |      | 19.2% | 12.4% | -2.3% | 0.8%  | 1.7%  | 5.2% | 2.6%  | 15.7% | 12.2% | 9.8% | -6.1%  |
| Slovakia                                  |      | 26.0% | 14.6% | 4.6%  | 2.3%  | -0.4% | 7.0% | 2.7%  | 7.0%  | 9.1%  | 2.1% | -8.3%  |
| European Union - 27 countries (from 2020) |      | 23.3% | 13.3% | 2.2%  | -4.2% | -0.3% | 1.4% | -2.8% | 10.6% | 7.9%  | 1.5% | -11.6% |

#### Trade balance in million ECU/EURO

| Country  | 2009   | 2010    | 2011    | 2012    | 2013   | 2014   | 2015   | 2016   | 2017   | 2018   | 2019   | 2020   |
|----------|--------|---------|---------|---------|--------|--------|--------|--------|--------|--------|--------|--------|
| Czechia  | 5,669  | 4,775   | 7,769   | 12,165  | 13,564 | 15,596 | 14,883 | 17,711 | 16,731 | 14,803 | 17,945 | 18,033 |
| Hungary  | 3,762  | 5,510   | 7,092   | 6,533   | 5,566  | 4,288  | 5,899  | 7,244  | 5,595  | 3,312  | 2,852  | 4,012  |
| Poland   | -9,289 | -13,823 | -15,733 | -10,652 | -1,975 | -2,652 | 2,351  | 3,886  | 565    | -4,583 | 1,188  | 10,562 |
| Slovakia | 310    | -511    | -304    | 2,540   | 2,868  | 3,508  | 2,069  | 2,132  | 1,598  | 410    | -445   | 1,886  |

#### External trade indicator Imports in million of ECU/EURO [TET00002]

Standard International Trade Classification (SITC Rev. 4, 2006) Total - all products Geopolitical entity (partner) All countries of the world **Unit of measure:** Million euro and YoY index in % Source: Eurostat [https://ec.europa.eu/eurostat/databrowser/view/tet00002/default/table?lang=en] Data extracted on 19/11/2021 06:35:02 from [ESTAT] Dataset: International trade, by reporting country, total product [TET00002] Last updated: 15/11/2021 11:00



SP()



# TABLE 03 - TOTAL IMPORTS BY PRODUCTS (CPA)

| Country              | Year         | ducts of<br>iculture and<br>nting | ducts of forestry<br>d logging | ducts          | ii and lignite<br>de petroleum and | ural gas<br>tal ores | er mining and | irrying products<br>d products     | erages     | acco products  | tiles                  | aring apparel<br>ther and related | ducts<br>od and products | ier and paper    | ducts<br>iting and<br>ording products | te and refined | roleum products<br>micals and | ic pharmaceutical<br>ducts | ber and plastics | ier nonmetallic<br>ieral products | ic metals | ricated metal<br>ducts | mputer, electronic<br>d optical products | trical equipment. | chinery and<br>ipment | tor vehicles    | ier transport<br>ipment | niture     | ier manufactured<br>ods | :tricity, gas, steam<br>I air conditioning | verage products | ste products | dishing products | tion pictures,<br>eos and sound | hitectural<br>ducts | er professional,<br>intific and<br>inical products | ative, arts and<br>ertainment<br>ducts | ducts for culture<br>vices | sonal services<br>ducts |
|----------------------|--------------|-----------------------------------|--------------------------------|----------------|------------------------------------|----------------------|---------------|------------------------------------|------------|----------------|------------------------|-----------------------------------|--------------------------|------------------|---------------------------------------|----------------|-------------------------------|----------------------------|------------------|-----------------------------------|-----------|------------------------|--|-------------------|-----------------------|-----------------|-------------------------|------------|-------------------------|--|-----------------|--------------|------------------|---------------------------------|---------------------|--|--|----------------------------|-------------------------|
|                      |              | agr                               | an an                          | a a            | <u>5</u>                           | Me. nat              | ğ             | En og                              | Be         | 1 <sup>d</sup> | Ě                      | Lea Ve                            | ŝŝ                       | Рар              | Prir<br>rec                           | ŝ              | ਬ ਤੱਥੇ                        | Bas                        | tin s            | a de la                           | Bas       | Fab<br>Pro             | <u> </u>                                 | Elec              | equ                   | ĝ               | e di th                 | ž          | di di                   | Elec                                       | Sev             | Na           | Put              | Vid No.                         | Arc<br>pro          | te cie<br>te cie                                   | e te<br>b te                           | Pro                        | Pen                     |
|                      | 0040         |                                   |                                | 03 B05         |                                    |                      |               |                                    | C11        |                | C13 C1-                |                                   | 5 C16                    |                  |                                       | C19            | C20                           | C21                        | C22              |                                   |           | C25                    | C26                                      |                   | C28                   | C29             |                         | C31        | C32                     | D35  | D37             |              | J58              | J59                             | L71                 | L74  | R90                                    | R91                        | S95                     |
| Czechia<br>Czechia   | 2010 2011    | 1,639<br>1,819                    | 137<br>124                     | 20 22<br>33 34 |                                    |                      |               | 60 <u>3,716</u><br>77 4,161        | 375        |                | 1,456 1,4<br>1,611 1,5 |                                   | 61 58<br>71 58           |                  |                                       | 1,63           |                               |                            |                  |                                   |           |                        | 16,769<br>14,804                         |                   | 7,426                 | 9,172<br>10,422 |                         |            | 1,822                   | 827<br>1.340                               | 0               | 352<br>531   |                  | 10                              | 6 1                 | 1  | 2                                      | 1                          | 0                       |
| Czechia              | 2012         | 1,819                             | 124                            | 36 25          |                                    |                      |               | 73 4.640                           | 417        |                | 1,611 1,5              |                                   | 91 62                    |                  |                                       | 2,14           |                               |                            |                  |                                   | 8,395     |                        | 15,115                                   |                   | 9,169                 | 10,422          | 956                     | 1.059      | 1,838                   | 1,340                                      | 0               | 605          |                  | 9                               |                     | 1  |  | 11                         |                         |
| Czechia              | 2012         | 1,939                             | 175                            | 44 22          |                                    |                      |               |                                    | 434        |                | 1,727 1,5              |                                   |                          | 9 2,00           |                                       | 2,44           |                               |                            |                  |                                   | 8.647     |                        | 13,004                                   |                   | 9,109                 | 11.808          | 843                     |            | 2,088                   | 693  | 0               | 558          |                  | 3                               | 9 6                 | 1  | 9                                      | 14                         | d                       |
| Czechia              | 2014         | 1,975                             | 200                            | 56 29          |                                    |                      |               |                                    | 527        |                | 1.974 1.9              |                                   |                          | 2 2,15           |                                       | 2,56           |                               |                            |                  |                                   | 9,308     |                        | 14.648                                   |                   |                       | 14,528          | 1.279                   |            | 2,353                   | 710  | d               | 548          |                  | 6                               | 1 1                 | 1  | 3                                      | 9                          | d                       |
| Czechia              | 2015         | 2,044                             | 192                            | 66 25          | 2 5,4                              | 52 515               | 20            | 02 6,009                           | 575        | 344            | 1,921 1,7              | 39 9                              |                          | 0 2,30           |                                       | 2,22           |                               | 1 3,434                    | 6,58             | 4 1,693                           | 9,498     | 6,304                  | 15,483                                   | 8,816             | 12,266                | 17,856          | 1,021                   | 751        | 2,554                   | 1,046                                      | C               | 482          | 633              | 5                               | 9 1                 | 0  | 3                                      | 16                         | C                       |
| Czechia              | 2016         | 2,113                             | 162                            | 95 23          | 5 3,5                              | 36 445               | 5 20          | 03 5,978                           | 582        | 392            | 2,041 1,9              | 20 1,0                            | 03 80                    | 6 2,29           | 30 17                                 | 2,32           | 24 10,32                      | 3 3,51                     | 6,83             | 3 1,804                           | 8,908     | 6,539                  | 14,192                                   | 9,316             | 11,893                | 20,134          | 1,140                   | 800        | 2,694                   | 760  | C               | 510          | 765              | 5                               | 6 0                 | 0  | 18                                     | 11                         | C                       |
| Czechia              | 2017         | 2,186                             | 157                            | 97 44          |                                    |                      |               | 05 5,957                           | 627        |                | 2,097 2,1              |                                   |                          | 9 2,34           |                                       |                | 17 10,70                      |                            |                  |                                   | 10,493    |                        |  | 10,101            |                       | 21,631          |                         | 838        | 2,665                   | 785  | 0               | 618          |                  | 23                              |                     | 0  | 16                                     | 12                         | C                       |
| Czechia              | 2018         | 2,211                             | 136                            | 83 48          |                                    |                      |               | 10 5,829                           | 681        |                | 2,085 2,2              |                                   |                          | 8 2,46           |                                       |                | 11,15                         |                            |                  |                                   |           | 9 6,770                |  | 10,458            |                       | 21,664          |                         | 882        | 2,810                   | 1,085                                      | C               | 643          |                  | 28                              |                     | 0  | g                                      | 13                         | C                       |
| Czechia              | 2019         | 2,247                             | 120                            | 66 49          |                                    |                      |               | 23 6,304                           | 716        |                | 2,073 2,5              |                                   |                          | 2 2,42           |                                       |                | 31 11,14                      |                            |                  |                                   |           | 4 6,873                | 16,408                                   |                   |                       | 22,188          |                         | 941        | 2,932                   | 726  | C               | 573          |                  | 22                              |                     | 0  | 10                                     | 16                         | C                       |
| Czechia              | 2020 2010    | 2,285                             | 99                             |                | 5 2,9                              |                      |               | 09 6,387                           | 639        | 490            | 2,301 2,5              |                                   |                          | 2 2,29           |                                       |                | 17 10,72                      |                            |                  |                                   |           | 5 6,374                |  | 11,169            |                       |                 | 1,282                   | 969        | 2,931                   | 466  |                 | 424          |                  | 22                              |                     | 0  | 7                                      | 30                         |                         |
| Slovakia             | 2010         | 839<br>1.067                      | 34                             | 5 49<br>6 65   |                                    |                      |               | 87 2,210<br>93 2,540               | 257<br>272 | 91             | 570 8<br>640 1.0       |                                   | 73 38<br>45 34           |                  |                                       | 1,23           |                               |                            |                  |                                   | 2,885     | 5 2,035<br>2,338       | 8,884<br>8,916                           |                   | 3,454                 | 6,320<br>7,384  | 297<br>336              | 506<br>609 | 600<br>673              | 314<br>569                                 | 0               | 403          |                  | 4                               | 5 0                 | 0  | 1                                      | ⊢ †                        | - 4                     |
| Slovakia<br>Slovakia | 2012         | 1,067                             | 33                             |                | 0 5,1<br>3 4,8                     |                      |               | 93 2,540<br>83 2,755               | 214        | 106            |                        |                                   | 43 34<br>00 41           |                  |                                       | 1,4/           |                               |                            |                  |                                   |           | 2,338                  | 10,112                                   |                   | 4,197                 | 8,252           |                         | 673        | 738                     | 672  |                 | 433          |                  | 5                               | 9 1<br>1 1          | 0  | 1                                      |                            | 4                       |
| Slovakia             | 2012         | 926                               | 69                             | 6 40           |                                    |                      |               | 88 2,775                           | 244        | 100            | 685 1.0                |                                   | 76 41                    |                  |                                       | 1,37           |                               |                            |                  |                                   |           | 2,310                  | 10,112                                   |                   | 4,401                 | 8,496           |                         | 666        | 756                     | 464  |                 | 433          |                  | 3                               |                     | 0  |  |                            |                         |
| Slovakia             | 2010         | 860                               | 44                             | 11 36          |                                    |                      |               | 75 2,684                           | 308        | 115            | 714 1.1                |                                   | 97 38                    |                  |                                       | 1,40           |                               |                            |                  |                                   | 3,451     |                        | 10,998                                   |                   | 4,738                 | 8,917           | 375                     |            | 781                     | 496  |                 | 277          |                  | 3                               | 1 0                 | 0  |  |                            |                         |
| Slovakia             | 2015         | 874                               | 28                             | 10 37          |                                    |                      |               | 88 2.737                           | 307        | 126            | 724 1.1                |                                   |                          |                  |                                       | 96             |                               |                            |                  |                                   |           | 4 2.916                | 12.097                                   |                   | 5.552                 | 10.545          | 520                     | 979        | 875                     | 540  | 0               | 229          |                  | 4                               | 4 1                 | 0  | 0                                      |                            | d                       |
| Slovakia             | 2016         | 894                               | 36                             | 9 32           |                                    |                      |               | 85 2,936                           | 331        | 131            | 772 1,2                |                                   |                          |                  |                                       | 84             |                               |                            |                  |                                   | 3,380     |                        | 11,836                                   |                   |                       | 11,790          |                         | 1,248      | 862                     | 462  | 0               | 223          |                  | 3                               | 2 0                 | 0  | 1                                      | 0                          | d                       |
| Slovakia             | 2017         | 972                               | 50                             | 12 53          | 4 3,0                              | 55 483               |               | 95 2,988                           | 346        | 155            | 810 1,2                | 72 1,1                            | 20 45                    | 8 85             | 57 6                                  | 1,16           | 4,21                          | 9 1,682                    |                  |                                   | 4,079     | 9 3,364                | 12,514                                   |                   | 6,001                 | 12,269          |                         | 1,302      | 897                     | 613  | C               | 306          | 169              | 2                               | 9 12                | 0  | C                                      | 0                          | C                       |
| Slovakia             | 2018         | 976                               | 67                             | 11 55          | 8,8 8                              | 24 503               | 11            | 17 3,126                           | 404        | 172            | 729 1,3                | 35 1,1                            | 33 50                    | 2 90             | 01 2                                  | 1,36           | 67 4,29                       | 9 1,70 <sup>-</sup>        | 3,16             | 4 1,068                           | 4,489     | 3,569                  | 12,074                                   | 4,940             | 6,324                 | 15,274          | 479                     | 1,591      | 958                     | 563  | C               | 321          | 166              | 3                               | 4 O                 | 0  | 1                                      | 1                          | C                       |
| Slovakia             | 2019         | 1,049                             | 100                            |                | 31 3,7                             |                      |               | 06 3,265                           | 393        |                | 788 1,5                |                                   |                          |                  |                                       | 1,21           |                               |                            |                  |                                   |           | 5 3,513                | 11,795                                   |                   |                       |                 |                         | 1,791      | 1,095                   | 652  | 0               | 253          |                  | 6                               | 6 2                 | 0  | 1                                      | 1                          | C                       |
| Slovakia             | 2020         | 1,044                             | 90                             | 8 29           |                                    |                      |               | 88 3,264                           | 391        | 185            | 803 1,2                |                                   | 45 50                    |                  |                                       | 75             |                               |                            |                  |                                   |           | 3 3,157                | 10,730                                   |                   | 5,969                 | 14,760          |                         | 1,393      | 1,082                   | 606  | C               | 283          |                  | 6                               | з о                 | 0  | 1                                      | <u> </u>                   | C                       |
| Poland               | 2010         | 3,155                             | 122                            | 481 1,30       |                                    |                      |               | 79 6,961                           | 484        |                | 2,851 2,8              |                                   |                          |                  |                                       | 3,43           |                               |                            |                  |                                   | 8,940     |                        | 16,169                                   |                   |                       | 11,469          |                         | 874        | 2,091                   | 277  |                 | 454          |                  | 7                               | 2 1                 | 0  | 5                                      | 4                          | C                       |
| Poland               | 2011         | 3,916                             |                                | 446 1,55       |                                    |                      |               | 16 8,085                           | 512        |                | 3,094 3,1              |                                   |                          | 3 3,87           |                                       | 4,33           |                               |                            |                  |                                   |           | 2 5,837                | 14,705                                   |                   |                       |                 |                         | 964        | 2,203                   | 324  |                 | 626          |                  | 10                              | 8 1                 | 0  | ç                                      | 1                          | C                       |
| Poland               | 2012         | 3,986                             |                                |                | 9 15,1                             |                      |               | 23 8,762                           | 575        |                | 2,985 3,0              |                                   |                          |                  |                                       | 3,59           |                               |                            |                  |                                   |           | 9 5,692                | 14,905                                   |                   |                       | 11,836          |                         | 958        | 2,279                   | 458  |                 | 780          |                  | 8                               | 92                  | 0  | 5                                      | 1                          | C                       |
| Poland               | 2013         | 4,142                             |                                |                | 1 13,5                             |                      |               | 68 9,103<br>86 9,582               | 580<br>565 |                | 3.098 3.1<br>3.414 4.0 |                                   |                          |                  |                                       | 3,11           | 12 15,98                      |                            |                  |                                   | 10,250    |                        | 15,365<br>16,964                         |                   | 13,981                | 12,561          |                         |            | 2,425                   | 330<br>542                                 |                 | 815<br>922   |                  | 23                              |                     | 0  | 3                                      | 15                         |                         |
| Poland<br>Poland     | 2014         | 4,344                             | 148                            | 731 81         |                                    | 91 838<br>25 802     |               | 86 9,582<br>90 10,050              | 673        | 198            | 3,414 4,0              |                                   |                          |                  |                                       | 2,70           |                               |                            |                  |                                   | 11,056    |                        |  |                   | 15,341                | 13,634          |                         |            | 2,817<br>3,248          | 542  | 0               | 922          |                  | <u>23</u><br>54                 |                     | 0  | 12                                     |                            |                         |
| Poland               | 2016         | 4,228                             | 122                            | 985 61         |                                    | 23 767               |               | 89 10,855                          | 735        | 696            | 3.884 5.4              |                                   | 73 1.29                  |                  |                                       | 3.07           |                               |                            |                  | 2 2 2 2 3 0 5                     | 11,254    |                        | 19,002                                   |                   | 16,196                | 18,719          |                         |            | 3,661                   | 528  |                 | 982          |                  | 53                              |                     | 0  | 7                                      |                            |                         |
| Poland               | 2017         | 4,220                             |                                |                | 3 7.9                              |                      |               | 14 12.097                          | 820        | 692            | 3,991 6,2              |                                   |                          |                  |                                       |                | 20.90                         |                            |                  | 3 2.651                           |           | 3 8.277                |  | 11,908            |                       | 21.000          |                         |            | 4.086                   | 503  | 0               | 1.152        |                  | 69                              |                     | 0  | ,<br>c                                 |                            |                         |
| Poland               | 2018         | 4,902                             |                                | .068 1.88      |                                    |                      |               | 05 12,656                          | 917        |                | 4.097 7.3              |                                   |                          | 7 5,66           |                                       |                | 06 21,94                      |                            |                  |                                   |           | 8 8,905                |  | 13,474            |                       |                 | 5,287                   |            | 4,387                   | 577  |                 | 1.321        |                  | 76                              |                     | 0  | 14                                     | 12                         | d                       |
| Poland               | 2019         | 5,168                             | 124 1                          | 178 1,57       | 1 10,6                             |                      |               | 24 13,280                          | 1,045      | 809            | 4,201 7,8              | 45 3,8                            |                          | 0 5,39           |                                       |                | 56 22,34                      |                            | 10,10            | 5 3,236                           | 14,996    | 9,095                  |  | 15,055            |                       | 24,664          |                         |            | 4,752                   | 902  | C               | 1,268        | 710              | 69                              | a a                 | 0  | 13                                     | 14                         | C                       |
| Poland               | 2020         | 5,402                             | 148 1                          | 153 93         | 8 6,9                              | 81 881               | 56            | 65 14,120                          | 1,121      | 1,027          | 4,371 9,2              | 96 3,9                            | 08 1,77                  | 4 5.25           | 56 14                                 | 3,08           | 32 22,51                      | 2 8,05                     | 10,08            | 5 3,289                           | 14,172    | 2 8,802                | 27,325                                   | 16,225            | 21,592                | 19,441          | 4,985                   | 2,413      | 5,055                   | 772  | 0               | 1,336        | 760              | 51                              | 6 1                 | 0  | 17                                     | 23                         | C                       |
| Hungary              | 2010         | 807                               | 23                             | 6 26           | 0 4,5                              | 49 212               | 2 6           | 61 2,488                           | 173        | 93             | 701 6                  | 32 5                              | 19 32                    | 9 1,17           | 78 8                                  | 1,52           | 29 4,08                       | 3 2,363                    | 2,24             | 9 829                             | 3,006     | 6 1,986                | 14,758                                   | 5,614             | 6,420                 | 4,379           | 254                     | 274        | 605                     | 686  | 0               | 174          | 227              | 1                               | 5 0                 | 0  | 2                                      | 0                          | C                       |
| Hungary              | 2011         | 942                               | 21                             | 7 31           |                                    |                      |               | 70 2,935                           | 192        | 120            |                        | 25 6                              |                          | 0 1,27           |                                       | 1,82           |                               |                            |                  |                                   | 3,726     |                        | 13,649                                   |                   | 7,769                 | 5,369           | 371                     | 309        | 664                     | 1,120                                      | 0               | 232          | 222              | 1                               | 1 0                 | 0  | C                                      | 0                          | C                       |
| Hungary              | 2012         | 1,006                             | 20                             |                | 7 6,2                              |                      |               | 62 2,982                           | 193        | 120            |                        |                                   |                          | 3 1,21           |                                       | 1,83           |                               |                            |                  |                                   | 3,657     |                        | 12,797                                   |                   | 8,339                 | 5,544           |                         | 330        | 678                     | 1,210                                      | C               | 198          |                  |                                 | 8 Q                 | 0  | 1                                      | <u> </u>                   | C                       |
| Hungary              | 2013         | 1,025                             | 20                             | 8 17           |                                    |                      |               | 76 2,953                           | 207        | 129            |                        |                                   | 78 35                    |                  |                                       | 1,87           |                               |                            |                  |                                   |           | 3 2,546                | 12,137                                   |                   | 8,584                 | 6,690           | 414                     | 393        | 716                     | 1,106                                      | C C             | 167          |                  | 1                               | 1 0                 | 0  | 0                                      | 1                          | d                       |
| Hungary              | 2014         | 1,053                             | 24                             |                | 6,0                                |                      |               | 72 3,123                           | 218        | 137            |                        |                                   | 83 39                    |                  |                                       | 1,86           |                               |                            |                  |                                   | 3,729     |                        | 10,787                                   |                   | 9,689                 | 8,545           | 526                     | 500        | 793                     | 1,143                                      | 0               | 169          |                  | 1                               | 3 0                 | 0  | 1                                      | <u>  q</u>                 | C                       |
| Hungary              | 2015<br>2016 | 1,150                             | 29                             |                | 4 3,8                              |                      | 1 .           | 74 3,180                           | 230        | 156            | 877 1,0                |                                   | 65 43                    |                  |                                       | 1,40           |                               |                            |                  |                                   | 3,740     |                        | 11,797                                   |                   | 10,519                | 10,067          | 703                     | 574        | 938                     | 1,204                                      | 0               | 164          |                  | 1                               | 4 0                 | 1  | 6                                      | <u>⊢ q</u>                 | q                       |
| Hungary              | 2016         | 1,203                             | 30                             | 14 14          | 1 2,8                              |                      |               | 80 <u>3,376</u><br>87 3,666        | 254<br>263 |                | 986 1,1<br>1,048 1,4   |                                   |                          | 2 1,31           |                                       | 1,24           |                               |                            |                  |                                   | 3,709     | 9 3,180<br>3,420       | 12,125                                   |                   |                       | 10,861          | 565<br>477              | 657        | 1,054                   | 1,021                                      | 0               | 193<br>257   |                  | 3                               | y g                 | 0  | 1                                      | <u>⊢</u> 1                 | q                       |
| Hungary<br>Hungary   | 2017         | 1,295                             | 28                             | 12 23          |                                    |                      |               | 87 <u>3,666</u><br>27 <u>3,851</u> | 263<br>301 | 101            | 1.048 1.4              |                                   |                          | 3 1.43<br>3 1.53 |                                       | 1,70           |                               |                            |                  |                                   |           | 3.420<br>3.638         | 13,600                                   |                   |                       | 11,625          |                         |            | 1,065                   | 1,386                                      |                 | 257<br>253   |                  |                                 | 4 9                 | 0  | 1                                      | t d                        | <u> </u>                |
| Hungary              | 2018         | 1,245                             | 25                             | 13 25          |                                    |                      |               | 2/ 3,851<br>31 4,167               | 301        |                | 1,006 1,6              |                                   |                          |                  |                                       | 2,02           |                               |                            |                  |                                   |           | 4 3.766                | 16,406                                   |                   |                       | 12,768          | 634                     | 873        | 1,159                   | 1,327                                      |                 | 253          |                  |                                 | 7 7                 | 0  | 11                                     | 10                         |                         |
| Hungary              | 2010         | 1,300                             | 23                             | 9 15           |                                    |                      |               | 17 4,107                           | 324        |                | 1,005 1,5              |                                   |                          | 0 1.46           |                                       | 1.39           |                               |                            |                  |                                   |           | 5 3,494                | 15,834                                   |                   |                       | 11,408          | 668                     | 866        | 2.536                   | 1,407                                      |                 | 243          |                  |                                 | 7 7                 |  |  |                            |                         |
| i gundidi y          | 1010         | 1.412                             | 41                             | ه ان           | m 3.I                              | JA 113               | 4             | 10 4.103                           | 324        | 24U            | ذرا ويوعيا             |                                   | 00 00                    | u 1.40           | 21 0                                  | 1.08           | 201 7.003                     | a <u>0.99</u>              | -+.22            | 4 (3//                            | 0.9/0     | J J.434                | 13,034                                   | 0.002             | 10.001                | 11,400          | 000                     | 000        | 2,000                   | 1.108                                      | U               | 210          | 10/              |                                 | u u                 | U  |  | السب ا                     | L.                      |

External trade indicator Imports in million of ECU/EURO Standard International

Trade Classification (CPA/SITC Rev. 4, 2006) Geopolitical entity (partner) All countries of the world **Unit of measure:** Million euro

S P (

Source: National Statistical Offices of CZ, SK, HU, PL Data extracted on 19/11/2021 [ESTAT]





## TABLE 04-SLOVENIAN EXPORTS BY PRODUCTS (CPA)

| Import<br>Country  | Year      | Architectural and<br>services: technical<br>testing and analysis<br>services<br>Basic metals | Basic<br>pharmaceutical<br>pharmaceutical<br>pharmaceutical<br>preparations<br>Beverages | Chemicals and<br>chemical products<br>Coal and lignite | Coke and refined<br>petroleum<br>products | Computer,<br>electronic and<br>optical products | Ū   | Crude petroleum<br>and natural gas<br>Electrical<br>equipment | ELECTRICITY, GAS,<br>STEAM AND AIR<br>CONDITIONING | Fabricated metal<br>products, except<br>machinery and<br>equipment | Fish and other<br>fishing products,<br>aquaculture<br>products; support<br>services to fishing | Food products<br>Furniture | products<br>Lihrary: archive | Machinery, archive,<br>museum and other<br>cultural services<br>Machinery and | equipment n.e.c.<br>Metal ores | Motion picture,<br>video, sound<br>recording and<br>music publishing | Motor vehicles,<br>trailers and semi-<br>trailers | Other<br>manufactured<br>goods | Other mining and<br>quarrying products<br>Other non-metallic | mineral products<br>Other personal<br>services | Other professional,<br>scientific and<br>technical services | Other transport<br>equipment<br>Paper and paper | products<br>Printing and<br>recording services | Products of<br>agriculture,<br>forestry and fishing | Products of<br>forestry, logging<br>and related services<br>Publishing services<br>Rubber and plastic | products<br>Sewerage services;<br>sewage sludge<br>Textiles | Tobacco products<br>Waste collection,<br>treatment and<br>disposal services<br>materials recovery<br>services | Wearing apparel<br>Wood and of<br>products of wood<br>and cork<br>Total |
|--------------------|-----------|--|--|--|---|---|-----|---|--|--|--|----------------------------|------------------------------|---|--------------------------------|--|---|--------------------------------|--|--|---|---|--|---|---|---|---|---|
|                    |           | M71 C24  |  | C20 B05  | C19                                       | C26   |     | B06 C27   | D35  | C25  |  | C10 C31                    |                              | R91 C2  |                                | J59  | C29   |                                |  | 23 596   |   | C30 C   |  | A01   |   | 22 E37 C13  |   |   |
| Czechia            | 2010      | 0 62.8   |  | 42.5 0.0   | 0.3                                       | 5.8   | 0.0 | 0.0 44.6  | 7.4  | 16.4   |  | 4.1 16.5                   |                              | 0.0 19.   |                                | 0.0  | 25.1  |                                |  | 5.5 0.0  |   | 4.2 1   |  | 1.1   |   | 3.1 0.0 5.7   |   |   |
| Czechia            | 2011      | 0 79.1   |  | 46.9 0.0   |   | 8.4   | 0.0 | 0.0 44.7  | 18.8   | 19.1   |  | 3.4 23.0                   |                              | 0.0 24.   |                                | 0.0  | 25.7  |                                |  | 3.3 0.0  |   | 6.0 1   |  | 1.2   |   | 2.3 0.0 7.2   |   |   |
| Czechia            | 2012      | 0 71.8   |  | 48.8 0.0   |   | 7.3   | 0.0 | 0.0 47.3  | 29.9   | 16.6   |  | 4.2 19.6                   |                              | 0.0 34.   |                                | 0.0  | 24.8  |                                |  | 7.6 0.0  |   | 5.2 1   |  | 1.0   |   | 9.3 0.0 6.2   |   |   |
| Czechia<br>Czechia | 2013      | 0 75.1   |  | 44.8 0.0   | 50.6<br>11.4                              | 10.2  |     | 0.0 56.6  | 14.7   | 20.2   |  | 7.2 15.1                   |                              | 0.0 39.   |                                | 0.0  | 27.7  |                                |  | 5.3 0.0<br>5.8 0.0                             |   | 3.1 1   |  | 1.9   |   | 0.4 0.0 4.4   |   |   |
| Czechia            | 2014      | 0 73.9   |  | 52.1 0.0   | 0.9                                       | 12.6  |     | 0.0 68.6  | 19.3   | 34.4   |  | 7.1 18.7                   |                              | 0.0 33.   |                                | 0.0  | 47.7  |                                |  | 5.6 0.0  |   | 4.7 1   |  | 1.5   |   | 4.5 0.0 6.6   |   |   |
| Czechia            | 2015      | 0.000002 64.6  |  | 54.1 0.0   |   | 10.0  | 0.0 | 0.0 70.8  | 3.4  | 28.7   |  | 10.1 24.6                  |                              | 0.0 56.   |                                | 0.0  | 55.0  |                                |  | 5.9 0.0  |   | 4.9 1   |  | 1.5   |   | 2.1 0.0 7.9   |   |   |
| Czechia            | 2017      | 0 76.2   |  | 51.9 0.0   |   | 14.7  | 0.0 | 0.0 86.5  | 19.8   | 37.1   |  | 12.5 31.9                  |                              | 0.0 52.   |                                | 0.0  | 76.9  |                                |  | 5.3 0.0  |   | 4.7 1   |  | 1.6   |   | 5.8 0.0 8.0   |   |   |
| Czechia            | 2018      | 0 100.1  |  | 62.2 0.0   | 1.1                                       | 38.3  |     | 0.0 93.6  | 6.2  | 45.7   |  | 20.5 35.1                  |                              | 0.0 58.   |                                | 0.1  | 77.6  |                                |  | 3.3 0.0  |   | 3.1 1   |  | 1.9   |   | 2.3 0.0 8.0   |   |   |
| Czechia            | 2019      | 0 100.2  |  | 67.8 0.0   | 0.7                                       | 16.3  |     | 0.0 95.6  | 0.0  | 30.6   |  | 16.2 39.3                  |                              | 0.0 67.   |                                | 0.1  | 85.7  |                                |  | 3.7 0.0  |   | 3.4 1   |  | 4.9   |   | 3.7 0.0 7.6   |   |   |
| Czechia            | 2020      | 0.000647 76.2  | 105.3 0.6  | 60.7 0.0   | 1.1                                       | 20.7  | 0.0 | 0.0 84.0  | 0.0  | 30.3   | 0.2  | 14.9 31.8                  | 5.3                          | 0.0 62.   | 2 0.0                          | 0.0  | 69.2  | 16.6                           | 0.8  | 9.6 0.0  | 0.0   | 4.7 1   | 1.1 0.0  | 6.6   | 0.2 1.3 46  | 5.0 0.0 7.4   | 0.1 2.3   | 8.1 5.0 682.6   |
| Hungary            | 2010      | 0 36.3   |  | 42.7 0.0   |   | 9.0   | 0.0 | 0.0 58.2  | 32.5   | 21.7   |  | 49.0 11.3                  |                              | 0.0 25.   |                                | 0.0  | 85.0  |                                |  | 5.0 0.0  |   | 0.8 2   |  | 4.4   |   | 7.8 0.0 3.9   |   |   |
| Hungary            | 2011      | 0 57.9   |  | 36.4 0.0   |   | 11.2  |     | 0.0 63.2  | 1.4  | 25.5   |  | 59.7 11.2                  |                              | 0.0 28.   |                                | 0.0  | 103.1   |                                |  | 5.4 0.0  |   | 1.9 2   |  | 11.9  |   | 5.1 0.0 7.7   |   |   |
| Hungary            | 2012      | 0 51.1   |  | 35.1 0.0   |   | 18.9  |     | 0.2 54.6  | 2.5  | 19.8   |  | 61.0 9.5                   |                              | 0.0 28.   |                                | 0.0  | 94.5  |                                |  | 5.7 0.0  |   | 1.4 2   |  | 8.2   |   | 7.8 0.0 5.2   |   |   |
| Hungary            | 2013      | 0 48.3   |  | 34.1 0.1   | 56.8                                      | 36.0  |     | 0.2 55.9  | 5.7  | 24.1   |  | 55.8 10.7                  |                              | 0.0 38.   |                                | 0.0  | 104.2   |                                |  | 5.5 0.0  |   | 2.6 2   |  | 6.3   |   | 0.7 0.0 3.9   |   |   |
| Hungary            | 2014      | 0 63.3   |  | 39.6 0.1<br>42.3 0.1                                   | 77.7                                      | 25.6  |     | 0.2 62.0  | 0.0  | 30.2   |  | 53.3 10.2                  |                              | 0.0 39.   |                                | 0.0  | 122.5   |                                | 0.8  |  |   | 5.4 2   |  | 4.4   |   | 2.5 0.0 4.6   |   |   |
| Hungary            | 2015      | 0 66.2   |  | 42.3 0.1   | 51.8<br>42.6                              | 26.2  |     | 0.0 63.5  | 0.2  | 32.1   |  | 61.6 9.9<br>48.9 9.3       |                              | 0.0 50.   |                                |  | 112.0   |                                |  | 5.6 0.0<br>3.1 0.0                             |   | 4.1 2   |  | 5.1   |   | 5.1 0.0 7.3<br>9.6 0.0 10.4                                 |   |   |
| Hungary            | 2016      | 0 64.3   |  | 47.2 0.1<br>59.2 0.1                                   | 42.6                                      | 10.3  |     | 0.0 71.5  | 2.3  | 35.1   |  | 48.9 9.3                   |                              | 0.0 55.   |                                |  | 112.3   |                                |  | 3.1 0.0<br>3.9 0.0                             |   | 6.6 2   |  | 10.4  |   | 1.3 0.0 8.1   |   |   |
| Hungary<br>Hungary | 2017      | 0 73.5   |  | 65.7 0.1   | 82.4                                      | 16.5  |     | 0.0 79.2  | 2.1  |  |  | 54.5 10.2                  |                              | 0.0 68.   |                                | 0.0  | 108.7   |                                |  | 0.0 0.0  |   | 8.6 3   |  | 4.1   |   | 3.6 0.0 11.1  |   |   |
| Hungary            | 2010      | 0 66.7   |  | 60.0 0.0   |   | 35.6  |     | 14.1 109.7  | 0.0  | 40.2   |  | 52.8 10.4                  |                              | 0.0 63.   |                                | 0.0  | 86.5  |                                | 0.9 9  |  |   | 8.5 3   |  | 10.6  |   | 5.9 0.0 18.4  |   |   |
| Hungary            | 2020      | 0 62.1   |  | 67.5 0.0   |   | 17.5  |     | 0.0 122.1   | 0.0  | 32.5   |  | 66.0 9.5                   |                              | 0.0 57.   |                                | 0.0  | 54.5  |                                |  | 1.0 0.0  |   | 6.7 2   |  | 13.8  |   | 3.9 0.0 10.1  |   |   |
| Poland             | 2010      | 0 49.4   |  | 66.2 0.0   |   | 12.4  |     | 0.0 86.7  | 0.0  | 24.3   |  | 3.7 8.8                    |                              | 0.0 30.   |                                | 0.0  | 61.6  |                                |  | 9.1 0.0  |   | 2.2 1   |  | 2.1   |   | 0.5 0.0 5.4   |   |   |
| Poland             | 2011      | 0 73.5   | 170.3 0.1  | 60.1 0.0   | 1.3                                       | 20.7  | 0.0 | 0.0 89.0  | 0.0  | 24.3   | 0.0  | 4.7 9.3                    | 2.4                          | 0.0 38.   | 9 0.0                          | 0.0  | 46.7  | 2.4                            | 3.2 10   | 0.7 0.0  | 0.0   | 5.9 1   | 3.3 0.0  | 2.4   | 0.0 0.4 56  | 5.4 0.0 7.0   | 0.0 1.2   | 1.4 2.8 648.3   |
| Poland             | 2012      | 0 67.3   |  | 60.6 0.0   |   | 19.9  | 0.0 | 0.0 74.8  | 0.0  | 29.4   |  | 4.6 11.0                   |                              | 0.0 36.   |                                | 0.0  | 37.0  |                                |  | 2.8 0.0  |   | 5.2 1   |  | 0.4   |   | 9.5 0.0 7.9   |   |   |
| Poland             | 2013      | 0 56.6   |  | 59.2 0.0   | 8.0                                       | 22.6  |     | 0.0 73.0  | 0.0  | 19.1   |  | 5.0 11.8                   |                              | 0.0 40.   |                                | 0.1  | 43.4  |                                |  | 3.9 0.0  |   | 5.2 1   |  | 1.3   |   | 4.1 0.0 6.2   |   |   |
| Poland             | 2014      | 0 56.9   |  | 70.5 0.0   |   | 26.5  |     | 0.0 76.2  | 0.0  | 30.2   |  | 4.7 8.4                    |                              | 0.0 40.   |                                | 0.0  | 76.2  |                                |  | 5.7 0.0  |   | 4.8 1   |  | 2.3   |   | 1.3 0.0 9.2   |   |   |
| Poland             | 2015      | 0 81.1   |  | 68.4 0.0   |   | 26.7  |     | 0.0 76.1  | 0.0  | 26.5   |  | 8.0 10.9                   |                              | 0.0 49.   |                                | 0.0  | 94.5  |                                |  | 9.2 0.0  |   | 5.2 1   |  | 2.5   |   | 7.1 0.0 11.0  |   |   |
| Poland             | 2016      | 0 73.6   |  | 68.2 0.0   |   | 23.6  |     | 0.0 83.7  | 0.0  | 27.8   |  | 7.9 17.2                   |                              | 0.0 52.   |                                | 0.0  | 95.1  |                                |  | 7.5 0.0  |   | 3.6 1   |  | 2.8   |   | 1.2 0.0 11.8  |   |   |
| Poland<br>Poland   | 2017 2018 | 0 88.8   |  | 75.6 0.0   |   | 39.1<br>38.3                                    |     | 0.0 83.6 3.4 92.4   | 0.0  | 27.8   |  | 7.7 13.0                   |                              | 0.0 66.   |                                | 0.0  | 100.7   |                                |  | 3.2 0.0<br>3.3 0.0                             |   | 3.5 1<br>6.3 1                                  |  | 3.0   |   | 0.4 0.0 12.1<br>7.0 0.0 11.7                                |   |   |
| Poland             | 2018      | 0 84.0   |  | 76.4 0.0   | 2.2                                       | 47.8  |     | 5.3 112.4   | 0.0  | 30.4   |  | 11.3 8.8                   |                              | 0.0 75.   |                                |  | 113.9   |                                |  | 9.3 0.0  |   | 6.0 2   |  | 5.6   |   | 7.8 0.0 13.9  |   |   |
| Poland             | 2019      | 0 79.5   |  | 71.8 0.0   | 0.4                                       | 55.6  |     | 0.0 122.0   | 0.0  | 35.0   |  | 10.3 7.4                   |                              | 0.0 73.   |                                | 0.1  | 98.8  |                                |  | 2.2 0.0  |   | 5.4 2   |  | 4.3   |   | 5.9 0.0 14.2  |   |   |
| Slovakia           | 2010      | 0 62.5   |  | 16.5 0.0   | 0.9                                       | 43  |     | 0.0 25.8  | 1.4  |  |  | 7.8 9.4                    |                              | 0.0 13.   |                                | 0.1  | 14.2  |                                |  | 3.0 0.0  |   | 2.5 1   |  | 1.1   |   | 4.8 0.0 2.5   |   |   |
| Slovakia           | 2011      | 0 29.3   |  | 20.2 0.0   |   | 21.3  |     | 0.0 27.5  | 3.1  | 29.5   |  |                            | 2.3                          | 0.0 17.   |                                | 0.0  | 14.2  |                                |  | 3.6 0.0  |   | 3.4 1   |  | 1.1   |   | 5.7 0.0 3.4   |   |   |
| Slovakia           | 2012      | 0 22.0   |  | 22.5 0.0   |   | 15.0  |     | 0.0 69.5  | 5.5  | 26.7   |  | 9.8 20.3                   |                              | 0.0 40.   |                                | 0.3  | 16.2  |                                |  | 3.0 0.0  |   | 5.0   |  | 1.8   |   | 5.8 0.0 2.9   |   |   |
| Slovakia           | 2013      | 0 15.2   | 37.4 0.6   | 22.9 0.0   | 36.7                                      | 21.2  | 0.0 | 0.0 59.9  | 1.3  | 33.5   | 0.0  | 20.3 29.6                  | 2.4                          | 0.0 43.   | .1 0.0                         | 0.3  | 17.6  | 0.2                            | 0.1  | 3.6 0.0  | 0.0   | 3.8   | 9.3 0.0  | 2.0   | 0.0 0.8 10  | 5.0 0.0 2.6   | 0.0 6.7   | 0.6 5.1 392.9   |
| Slovakia           | 2014      | 0 16.6   | 38.8 0.2   | 22.4 0.0   | 18.4                                      | 35.6  | 0.0 | 0.0 46.9  | 0.0  | 51.3   | 0.0  | 19.6 27.0                  | 2.3                          | 0.0 39.   | 0.0 0.0                        | 0.0  | 20.9  | 0.5                            | 0.1 4  | 4.1 0.0  |   | 5.3 1   |  | 2.2   | 0.1 0.6 1   | 7.5 0.0 3.5   | 0.0 3.3   | 0.4 5.4 <b>394.6</b>  |
| Slovakia           | 2015      | 0 59.7   |  | 25.1 0.0   | 6.9                                       | 26.4  |     | 0.0 74.5  | 0.0  | 51.9   |  | 29.2 31.6                  |                              | 0.0 29.   |                                | 0.3  | 32.0  |                                |  | 1.0 0.0  |   | 3.7 1   |  | 1.1   |   | 3.5 0.0 3.7   |   |   |
| Slovakia           | 2016      | 0 52.1   |  | 21.8 0.0   | 8.3                                       | 22.6  |     | 0.0 49.3  | 0.2  | 61.3   |  |                            | 2.8                          | 0.0 36.   |                                | 0.0  | 54.2  |                                |  | 1.6 0.0  |   |   | 7.0 0.0  | 4.0   |   | 3.7 0.0 4.4   |   |   |
| Slovakia           | 2017      | 0 61.5   |  | 23.0 0.0   |   | 24.1  |     | 0.0 59.0  | 1.7  | 66.1   |  | 16.4 32.2                  |                              | 0.0 45.   |                                | 0.2  | 46.0  |                                |  | 5.2 0.0  |   | 2.5   |  | 4.1   |   | 0.2 0.0 4.2   |   |   |
| Slovakia           | 2018      | 0 97.4   |  | 22.0 0.0   | 5.1                                       | 34.0  |     | 0.0 26.2  | 0.2  | 45.6   |  | 25.1 18.3                  |                              | 0.0 56.   |                                | 0.1  | 39.0  |                                |  | 5.1 0.0  |   | 2.7   |  | 2.3   |   | 2.7 0.0 5.4   |   |   |
| Slovakia           | 2019 2020 | 0 109.3  |  | 23.9 0.0   | 9.9                                       | 58.5<br>57.0                                    | 0.0 | 9.4 23.6<br>0.0 22.9  | 0.0  | 34.5   |  | 15.0 18.4<br>22.9 15.1     | 2.1                          | 0.0 58.   |                                | 0.1  | 38.3  |                                |  | 4.9 0.0<br>5.2 0.0                             |   | 4.7   |  | 2.9   |   | 2.4 0.0 4.3<br>4.4 0.0 4.5                                  |   |   |
| Slovakia           | 2020      | U 80.0   | 70.3 3.4   | 25.7 0.0   | 19.3                                      | 57.0  | 0.0 | 0.0 22.9  | 0.0  | 20.4   | 0.1  | 22.9 15.1                  | 1.0                          | 0.0 55.   | .o U.U c.                      | 0.1  | 40.9  | 5.5                            | U.I 6  | J.Z U.U  | 0.0   | 5.5   | 0.0 0.0  | 3.7   | 0.3 0.4 34  | +.++ U.U 4.5  | U.I 3./   | 2.0 0.2 <b>525.5</b>  |





 $^{\circ}$ 

EVROPSKA UNIJA EVROPSKI SKLAD ZA REGIONALNI RAZVOJ

## TABLE 0X - V4 IMPORTS BY PRODUCT GROUPS

| PRODUCT GROUP | 2010    | 2011    | 2012    | 2013    | 2014    | 2015    | 2016    | 2017    | 2018    | 2019    | 2020    | TOTAL     |
|---------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|-----------|
| Agriculture   | 24,391  | 28,239  | 30,066  | 31,194  | 32,623  | 34,486  | 36,302  | 39,051  | 40,172  | 42,745  | 44,032  | 383,301   |
| Chemicals     | 59,908  | 69,966  | 69,915  | 72,339  | 77,973  | 79,277  | 82,895  | 91,678  | 96,637  | 97,868  | 96,083  | 894,539   |
| Electronics   | 78, 145 | 75,763  | 76,218  | 75,660  | 80,332  | 89,411  | 89,452  | 97,250  | 103,068 | 110,428 | 113,588 | 989,315   |
| Machinery     | 29,045  | 33,962  | 35,535  | 36,392  | 41,103  | 45,276  | 44,920  | 47,905  | 51,546  | 54,336  | 50,903  | 470,923   |
| Metals        | 35, 148 | 41,441  | 41,255  | 41,932  | 44,878  | 47,288  | 47,734  | 54,674  | 59,327  | 57,337  | 52,432  | 523,446   |
| Minerals      | 34,202  | 42,533  | 44,850  | 42,707  | 40,038  | 31,511  | 25,619  | 32,530  | 40,668  | 38,945  | 28,067  | 401,670   |
| Other         | 21,328  | 23,552  | 23,975  | 24, 192 | 27,364  | 29,531  | 30,367  | 32,447  | 35,176  | 36,429  | 36,204  | 320,565   |
| Textiles      | 14,629  | 16,597  | 16,238  | 17,269  | 19,745  | 21,390  | 23,126  | 25,409  | 27,312  | 28,971  | 30,219  | 240,905   |
| Vehicles      | 36,393  | 41,274  | 42,939  | 46,623  | 53,345  | 62,469  | 68, 156 | 73,502  | 80,182  | 85,694  | 72,431  | 663,008   |
| TOTAL         | 333,189 | 373,327 | 380,991 | 388,308 | 417,401 | 440,639 | 448,571 | 494,446 | 534,088 | 552,753 | 523,959 | 4,887,672 |

| PRODUCT GROUP | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---------------|------|------|------|------|------|------|------|------|------|------|------|
| Agriculture   |      | 16%  | 6%   | 4%   | 5%   | 6%   | 5%   | 8%   | 3%   | 6%   | 3%   |
| Chemicals     |      | 17%  | 0%   | 3%   | 8%   | 2%   | 5%   | 11%  | 5%   | 1%   | -2%  |
| Electronics   |      | -3%  | 1%   | -1%  | 6%   | 11%  | 0%   | 9%   | 6%   | 7%   | 3%   |
| Machinery     |      | 17%  | 5%   | 2%   | 13%  | 10%  | -1%  | 7%   | 8%   | 5%   | -6%  |
| Metals        |      | 18%  | 0%   | 2%   | 7%   | 5%   | 1%   | 15%  | 9%   | -3%  | -9%  |
| Minerals      |      | 24%  | 5%   | -5%  | -6%  | -21% | -19% | 27%  | 25%  | -4%  | -28% |
| Other         |      | 10%  | 2%   | 1%   | 13%  | 8%   | 3%   | 7%   | 8%   | 4%   | -1%  |
| Textiles      |      | 13%  | -2%  | 6%   | 14%  | 8%   | 8%   | 10%  | 7%   | 6%   | 4%   |
| Vehicles      |      | 13%  | 4%   | 9%   | 14%  | 17%  | 9%   | 8%   | 9%   | 7%   | -15% |
| TOTAL         |      | 12%  | 2%   | 2%   | 7%   | 6%   | 2%   | 10%  | 8%   | 3%   | -5%  |



#### **EXPORT POTENTIAL**

Another "angle" on market potentials brings International Trade Center calculating potential indicatiors based on international trade data.

## EXPORT POTENTIAL INDICATOR

Potential export value of product k supplied by country i to market *i*, in dollars, is calculated as supply × demand (corrected for market access) × bilateral ease of trade. Supply and demand are projected into the future based on GDP and population forecasts, demand elasticities and forwardlooking tariffs. The estimated dollar value serves as a benchmark for comparison with actual exports and should not be interpreted as a ceiling value. In reality, the actual trade value may be below or above the potential value.

#### ACTUAL EXPORTS

The value of actual exports is calculated as an arithmetic average of direct and mirror data of reliable reporters over the past five years.

#### **REALIZED POTENTIAL**

This value captures the extent to which the export potential has already been utilized for this product, market or supplier.

## POTENTIAL TO ACTUAL EXPORTS GAP

This is the extent to which potential exports deviate from actual exports.

## dun & bradstreet



SLOVENSKA

POSLOVNA

TOČKA

S P (

REPUBLIKA SLOVENIJA

EVROPSKA UNIJA

EVROPSKI SKLAD ZA REGIONALNI RAZVOJ



https://exportpotential.intracen.org/

# MOST POTENTIAL SECTORS TO SUPPORT & GENERATE NEW LEADS TOP 30 PRODUCTS PER COUNTRY (ALL SECTORS)





TOČKA

dun & bradstreet

Markets Analysis - Visegrad Group 61

120 mn

Hungary

100 mn

Electro-thermic coffee/tea makers

Articles of plastics & other materials of HS39, nes

Diesel powered trucks <=5t

Parts of electrical ignition or starting equipment

O Parts of seats

Bananas fresh or dried

O Prefabricated buildings

Sausages & similar products

20 mn

Omega Parts of trailers, nes

Preparations for use on the hair, nes

Bars, of aluminium alloys

Parts for spark-ignition internal engine

Rubber pneumatic tyres for motor cars, new

Newsprint & uncoated paper(-board)

Articles of aluminium, nes Articles of iron or steel

Articles of (composition) leather, nes

Electric conductors <=1.000V, fitted with connectors

Coniferous wood sawn/chipped lengthwise, sliced/peeled

40 mn

Parts & accessories of motor vehicle bodies

HITTIN Human & animal blood, blood fractions & immunological products

Parts of : air/vacuum pumps, gas compressors, fans & hoods with a fan

Oilcake of sova-bean oil

60 mn 80 mn

ID Parts for use with electric motors, generators & rotary converters