



EXPO  
2020  
DUBAI  
UAE

I FEEL  
SLOVENIA

OFFICIAL PARTICIPANT - SLOVENIA

# Slovenia

Green and smart experience

**FOOD AND AGRICULTURE**

11. 2. - 5. 3. 2022

Photo: Tomo Jeseničnik





# FACTS ABOUT SLOVENIA

One of the fastest growing CEE countries

- **CAPITAL:**  
**LJUBLJANA**
- **SURFACE AREA:**  
**20,273 km<sup>2</sup>**
- **POPULATION:**  
**2.07 MILLION**
- **CURRENCY:**  
**EURO**
- **INTERNATIONAL CALLING CODE:**  
**+386**
- **TIME ZONE:**  
**GMT/UTC +1**
- **MEMBER OF THE OECD SINCE 2010**

- **Estimated GDP growth for 2021:**  
4.7% (European Commission, Winter 2021 Economic Forecast)
- **Estimated GDP growth for 2022:**  
5.2% (European Commission, Winter 2021 Economic Forecast)
- **Export of goods in 2020:**  
EUR 32.892 billion
- **TOP Export partners in 2020:**  
Germany, Italy, Croatia, Austria, Switzerland, France, Poland
- **Import of goods in 2020:**  
EUR 32.023 billion
- **TOP Import partners in 2020:**  
Germany, Switzerland, Italy, Austria, Croatia, China, Hungary

- **22<sup>nd</sup> most developed country**  
(Human Development Index 2019, UN)
- **11<sup>th</sup> safest country**  
(Global Peace Index 2020)
- **14<sup>th</sup> in the quality of life**  
(Number Quality of Life Index 2021)
- **9<sup>th</sup> least polluted country in the world**  
(Number Quality of Life Index 2021)
- **Strong public healthcare system**  
(Life expectancy at birth: 81 years, Human Development Index 2019, UN)



## GROW YOUR BUSINESS WITH SLOVENIAN COMPANIES

Distinguished reader,

Expo 2020 Dubai in UAE is a celebration of knowledge and cooperation, two indestructible guarantors of fair development and the lucrative idea about better future for all. In this respect Slovenia's decision to present itself with its own pavilion, with a very rich and attractive program for visitors makes a lot of sense. This world event offers Slovenia an excellent opportunity to prove once again where it belongs: among the most progressive and responsible countries in the world!

Agriculture is an economic activity of particular importance to Slovene society, mainly due to its multifunctional role. The primary task of our agriculture in connection with the food industry is the production of safe and quality food. Food security, including the stable production of safe and easily accessible high-quality food, is one of Slovenia's strategic development goals in agriculture. Our food production policy is directed towards the same goal - to expedite the supply of and demand for quality and healthy food, produced locally and in a sustainable manner, to improve the supply to the public and to increase the level of food self-sufficiency.

Slovenia is distinguished by a rich culinary diversity and strong food processing industry. Exceptional local production, top-quality products, a lot of know-how,

modern technology, and strict oversight are our key advantages. Consumers are increasingly looking for quality food of Slovenian origin. Our vision is that the food Slovenia offers will place us among the globally recognisable gourmet destinations. In accordance with the natural characteristics of Slovenia, we will encourage greater visibility and consumption of Slovenian goods in households, restaurants, and especially touristic and public institutions.

Above mentioned are just a few reasons why choosing Slovenia could be the best decision if you are looking for a reliable business partner or just a place to set up your business. We at SPIRIT Slovenia work as a single point of contact for international businesses and we are here to help you to make this happen!

It is a genuine honour and privilege to present top Slovenian companies from food industry at the Slovenian pavilion, many of them are already world known.

Join us, it will be an experience worth your time!

**Tomaž Kostanjevec**, PhD, Director  
SPIRIT Slovenia Business Development Agency







### CORE BUSINESS

Dairy Krepko is a producer of traditional kefir and other ecological dairy products.

### ABOUT THE COMPANY

Krepko Dairy, a family-owned Slovenian company has committed to the traditional production of kefir – it is the only specialised dairy in EU to produce original kefir.

The Krepko Dairy is highly specialised in mass production of traditional kefir from real kefir grains. For more than 25 years, Mlekarna Krepko has been using only true kefir grains sourced from the Caucasus Mountains, the homeland of kefir.

In 2007, Dairy Krepko implemented family's ecological vision and way of life into family business and became the first organic dairy in Slovenia.

### MAIN ACTIVITIES / PRODUCTS / SERVICES

- We are highly specialised in mass production of traditional kefir from real kefir grains.
- Production of other ecological dairy products
- We also produce private labels of traditional kefir for international trade partners

### KREPKO DAIRY, Kele & Kele d.o.o.

Laze 22a, 1370 Logatec, Slovenia

Contact person: Sandra Turnšek

+386 1 759 0160

info@krepko.si

www.mlekarna-krepko.si/en

### VALUE PROPOSITION / OFFERING

With us, you can offer your consumers an excellent fermented milk product, designed and bottled especially for you – the original “Krepko kefir”, anywhere in the world...

Real kefir grain is everybody's gain.

### SEGMENTS THAT ARE MOST RELEVANT FOR OUR COMPANY

- Traditional kefir
- High protein cottage cheese

### REFERENCES

- Spar, Lidl, Hofer, Mercator





### CORE BUSINESS

- An internationally acclaimed innovator of delicious ice cream and chocolate.
- LEONE – Expect the unexpected.

### ABOUT THE COMPANY

A family-owned business from Vipava Valley, INCOM LEONE, is Slovenia's largest producer of ice cream, frozen confectionery and chocolate under its own brands LEONE and ALIVE. The company produces and exports more than 2,5 million pieces of delicious ice cream all over the world, every day. It has more than 600 employees, 15 production lines for ice cream and 2 for chocolate confectionery and constantly invests profits into innovation and development.

Our ice cream and chocolate are made of high quality and selected ingredients, recipes prepared with creative minds of our young and motivated team and innovative technologies.

### MAIN ACTIVITIES / PRODUCTS / SERVICES

Our commitment to our valued customers is to provide spectacular experiences with:

- LEONE (indulgent brand) and ALIVE (healthy brand) ice cream
- Private Label ice cream
- Licensed ice cream
- NEW Chocolate products

### INCOM d.o.o.

Tovarniška cesta 6a, SI-5270 Ajdovščina, Slovenia

Contact person: Boštjan Jerončič, CEO

☎ +386 5 364 3900

✉ info@leone.si

🌐 www.incomleone.com, www.leoneicecream.com

🌐 www.aliveicecream.com, www.leonechocolate.com

### VALUE PROPOSITION / OFFERING

- serving customers with innovative solutions
- fast and flexible New Product Development process
- creating licensed shapes of ice cream is our speciality
- quality is of outmost importance to us (IFS and BRC certificated)

### REFERENCES

- working with the largest retailers around Europe, USA, Australia and New Zealand
- recognised as one of the 1000 companies to inspire Europe by London Stock Exchange (2017 and 2018)
- winner of Slovenian Export (2019)
- owner of important international awards for LEONE and ALIVE products







### Pomurske mlekarne d.d.

Industrijska ulica 10, 9000 Murska Sobota, Slovenia

Contact person: Jure Bojnec, Deputy general manager

☎ +386 31 671 000

✉ jure.bojnec@pomurske-mlekarne.si

☎ +386 2 536 1200

✉ info@pomurske-mlekarne.si

🌐 www.pomurske-mlekarne.si

### CORE BUSINESS

Milk and milk products.

### ABOUT THE COMPANY

The company Pomurske mlekarne, d.d. has been operating for the past 75 years. As a modern dairy company we follow the newest global trends and apply them to our environmentally friendly production. With our premium quality dairy products of Slovene origin we aim for the most health aware customers. With our key message: »The white treasures of pure nature«, we promise to our customers to provide nature's white treasures to their table every day.

### MAIN ACTIVITIES / PRODUCTS / SERVICES

Main activities: production of milk and wide range of milk products

Products: milk, butter, cheese, cottage cheese, cream, fermented products and non-dairy products (vegetable drinks).

### VALUE PROPOSITION / OFFERING

- Production of premium quality and healthy dairy products
- Constant innovation and development
- Partnership with our employees, suppliers and consumers
- Respect of our community and environment

### SEGMENTS THAT ARE MOST RELEVANT FOR OUR COMPANY

- Milk (Pomursko milk 1,5% and 3,5%, Milk Lactose free 3,5%)
- Cheese (Emmenthal cheese, Princ cheese, Livada cheese)
- Vegetable drinks PlanaPlus (oat, rice and coconut drinks)

### REFERENCES

- Halal Certificate
- IFS Food
- AAA Highest Creditworthiness Rating
- HACCP
- AGRA International food fair medals for high quality







### CORE BUSINESS

PASSION FOR GREEN NATURE – EUROGARDEN garden centers, ROTAR wholesaling and RAMDA own brand of machinery, equipment, accessories and spare parts for gardening, viticulture, forestry, agriculture.

### ABOUT THE COMPANY

Rotar d.o.o. is an importer and wholesaler specialized in machinery, equipment, and spare parts for gardening, viticulture, forestry, and agriculture. Its own garden centers with trademark EUROGARDEN can cover every need which a hobby or professional gardener, forester and farmer may have. Another brand RAMDA is related to the garden machinery, tools, protective equipment and accessories. It is famous for its quality design and durability of products.

### MAIN ACTIVITIES / PRODUCTS / SERVICES

- wholesale (B2B)
- web shop (selling through all EU) and also partner to the biggest web shops in the region
- EUROGARDEN garden centers (B2C)
- RAMDA garden machinery and accessories brand
- after-sales service and supply of spare parts

### ROTAR d.o.o.

Podsmreka 7B, 1356 Dobrova, Slovenia

Contact person: Ana Rotar Petač, Head of legal department

☎ +386 1 242 5100

✉ ana@eurogarden.si

🌐 www.rotar.si, www.eurogarden.eu

### VALUE PROPOSITION / OFFERING

- With RAMDA brand products we would like to expand to the new foreign markets.
- Based on our experience and knowledge within our own garden centers, we offer know-how or even franchising to our new potential business partners and buyers abroad.
- We have interest to expand our online sale to new destinations – also to already established online shops.

### SEGMENTS THAT ARE MOST RELEVANT FOR OUR COMPANY

- Own RAMDA brand (gardening machinery, tools, protective equipment and accessories for garden, home and landscaping)
- EUROGARDEN garden centers franchising
- Web shop – www.eurogarden.eu

### REFERENCES

- Working with the biggest food and technical chains in the region – a large B2B network
- EUROGARDEN web shop – eurogarden.eu is a partner with other web shop sellers known in the region
- EUROGARDEN garden centers chain
- RAMDA brand with more than 30 years of tradition is recognized as a trusted green brand, due to its good design, durability and value for money
- 120+ authorized service providers, 400+ specialized dealers
- Family business company with more than 40 years of tradition





**TERMODRON d.o.o.**

Ulica škofa Maksimilijana Držečnika 6, 2000 Maribor, Slovenia

Contact person: Sergej Krajnc, CEO

☎ +386 40 661 179

✉ info@termodron.si

🌐 <https://termodron.si>, <https://app.farmscan.eu>**CORE BUSINESS**

Termodron provides digital solutions in agriculture to achieve better food quality and environmental impact, and sustainability in food production.

**ABOUT THE COMPANY**

Termodron helps farmers and agriculture companies in precision agriculture with digitalization processes and incorporation of new technologies into everyday farming activities. This involves using state-of-the-art technology (smart farming machinery, drones, satellites and other modern sensors) that supports farmers with planning and decision making on a daily basis.

**MAIN ACTIVITIES / PRODUCTS / SERVICES**

- FarmScan, the simple and efficient app for sustainable and precision agriculture
- Digitalization of agriculture using remote sensing technologies (satellites, drones, sensors)

**VALUE PROPOSITION / OFFERING**

- Food production chain digitalization and traceability
- Decrease in production costs
- Simple transition to sustainable agriculture - mitigate climate changes

**SEGMENTS THAT ARE MOST RELEVANT FOR OUR COMPANY**

- Agriculture
- Food production
- Earth observation





# Vivo catering

## CORE BUSINESS

Our main services are innovative and creative event catering solutions in Slovenia and abroad with the highest level of standard for F&B services.

## ABOUT THE COMPANY

Vivo d.o.o. is a Slovenian company that focuses on catering solutions with a high standard and quality of services in the meetings industry. Founder Jerneja Kamnikar founded Vivo catering in 1993 in response to the lack of catering companies in the south-eastern part of Europe. With catering culinary stories, they take care of the promotion of Slovenia both at home and abroad. They have managed to become a brand with a compelling identity capital. In Slovenia, Vivo has helped shape the meetings industry, together with various associations. In 2021, Vivo is official selected catering for the receptions at the highest level of Slovenia's presidency of the European Community. Together with partners Vivo helped create events for promotion of Slovenia. Vivo has taken care of a large number of distinguished international guests like The Queen of England, Queen Elisabeth II., former president of USA Bill Clinton and many others. Vivo delivers its catering services to other parts of Europe, such as Croatia, Belgium, Italy, Great Britain, Germany,... Vivo catering was among the first in Slovenia, with organic certificate and certificate for the preparation of traditional dishes such as; Bela krajina pogača and Slovenska potica.

## Vivo Catering

Dunajska street 125, 1000 Ljubljana, Slovenia

Contact person: Jerneja Kamnikar – CEO, FOUNDER

☎ +386 1 546 1657

✉ info@vivo.si

🌐 www.vivo.si, www.vivobox.si

## MAIN ACTIVITIES / PRODUCTS / SERVICES

Vivo takes care of the preservation of Slovenian traditional dishes and heritage with modern ways of serving dishes, especially in accordance with the client's wishes. Vivo's main activity is catering F&B at major events and events, protocols, embassies, congresses, conferences and business parties.

Vivo creates creative and innovative solutions for all types of events in Slovenia and abroad with the highest standard of guest service.

## VALUE PROPOSITION / OFFERING

Vivo contributes to a large number of extremely satisfied customers with the highest standard of catering service and a high standard of food and beverage quality.

## SEGMENTS THAT ARE MOST RELEVANT FOR OUR COMPANY

Event services, Catering services, Food & Beverage.

## REFERENCES

- Gala service for the Queen of Britain, Queen Elisabeth II. and Slovenian diplomacy;
- Gala services for all Ministries during 2021-2022 Presidency Slovenia to Europe;
- Corporate event for 2.200 people, served at once;
- Congress and conferences for the biggest congress in Slovenia;
- Catering service for guests of a cruise and Amazing events for 1.000 people at port Koper & Trieste.



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Slovenians are aware, that our beautiful county is distinguished by a rich culinary diversity and significant effort was put into raising such awareness also among tourists spending holidays on the sunny side of the Alps.

This richness is preserved by family and cultural traditions. In the time of haste, stress and lack of time, the Slovenian food processing industry plays an important role in preserving family habits and customs.

The Slovenian food processing industry is active also outside the country's borders. It boasts a high level of export activity - over a quarter of sales revenue is generated outside Slovenia. This confirms that Slovenian food products are not bought only because of a consumers' sentimentality, but also because consumers recognize the quality and the taste of our products.

All our activities are aimed at the satisfaction and, particularly, the health of our consumers. We strive to make our products with high-quality ingredients provided by the diverse Slovenian landscapes, and

it is not surprising that food processing factories are equally distributed around the country. This supports the preservation and development of Slovenian rural areas and the decentralization of employment. Several thousand people are thus directly connected with the food industry.

We hope and strive to bring our products on daily and holiday tables around the world. One of our important directions is also strengthening the cooperation with the Arab market.

We are inviting you to discover our products from the green oasis of Europe.

**Janez Rebec**, M. Sc. President  
CCIS - Chamber of Agricultural and Food Companies

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# BERCE ESTATE

— We hatgh daringiy to be fully —

## CORE BUSINESS

Production of wine, spirits, vinegar and jam.

## ABOUT THE COMPANY

For five centuries generations of the local family Berce have been nurturing the tradition of viticulture in the Vipava Valley. We respect the sunny Vipava soil that feeds us. We transform the gifts it gives us into the precious wine, spirits, vinegar for gourmets and jams. Our close-knit family is determined to use its knowledge and enthusiasm to preserve and develop the tradition of superb wine and other treats of the Vipava Valley.

## MAIN ACTIVITIES / PRODUCTS / SERVICES

- Wines with brand name Berce:  
Premium quality wines & Quality wines
- BERCE great indulgences:  
Aged wine and Balsamic vinegars  
Extra homemade peach, plum, strawberry and Sonček (Sunny) jams

## BERCE ESTATE

### Wine and grape production

Draga 20A, 5294 Dornberk, Slovenia

Contact person: Matjaž Berce, Manager

☎ +386 31 886 277

✉ info@posestvo-berce.si

🌐 www.posestvo-berce.si

## VALUE PROPOSITION / OFFERING

- We do not produce wine, we cultivate it - first in the vineyard and then in the cellar.
- Vinegars, homemade jams, and spirits are prepared meticulously from home-grown ingredients according to our own recipes.

## SEGMENTS THAT ARE MOST RELEVANT FOR OUR COMPANY

- wines
- vinegars
- jams



## BERCE GREAT INDULGENCES



## BERCE WINES





**BTL marketing d.o.o.**

Založnikova ulica 43, 1351 Brezovica pri Ljubljani, Slovenia

Contact person: Damjana Sever, Sales & marketing manager

☎ +386 31 347 457

✉ damjana@btl-m.si

✉ info@btl-m.si

🌐 www.petshop.si

**CORE BUSINESS**

Pet products for small and big animals:

- import/export and distribution
- agent (connecting manufacturers and customers)
- marketing to support activities and brands
- online pet shop

**ABOUT THE COMPANY**

Love for animals, passion for animal wellbeing and always in search of top-quality products.

As a family business we have been present in the pet food market for over 20 years. Our love for animals led us to only pick the best quality products and work with some of the finest and unique brands worldwide. We work with veterinary clinics, pet shops, breeders, wholesalers, and traditional trade.

**MAIN ACTIVITIES / PRODUCTS / SERVICES**

- Vetnil® - high quality veterinary supplements for small and big animals inc. camels
- Trauma Pet® - colloidal silver nanotechnology for pet care
- Apivet® - feed for bees
- Grau® - 100% natural supplements and petfood
- Feedko® - dehydrated dog food (complete meal for dogs)
- Mila's Pet - Luxury dog & cat beds
- Beekeeping Temp. Module - Varoa controlling module PTM

**VALUE PROPOSITION / OFFERING**

- High quality products
- Happy pet owner
- Trusted partnership
- Worldwide brands
- Flexibility
- In-house knowledge
- Support & training of local staff
- Committed

**SEGMENTS THAT ARE MOST RELEVANT FOR OUR COMPANY**

- petfood and pet supplements
- pet accessories





**CONDITUS, d.o.o.**

Jermanka 14, SI 4260 Bled, Slovenia  
Business Unit: Hrušica 216, SI 4276 Hrušica, Slovenia

Contact person: Ema Pogačar, General manager

☎ +386 4 587 1121, +386 41 848 651

✉ info@conditus.si

🌐 www.conditus.si

**CORE BUSINESS**

Production and distribution of traditional local sweets, using traditional methods and only top-quality ingredients.

**ABOUT THE COMPANY**

The company Conditus was founded in 2009 when we started with the production of the genuine Bled cream cake - "Blejska kremšnita", one of the symbols of Slovenian cuisine which was selected among the TOP 10 desserts in the world at the Expo Milano Exhibition in 2015.

When it comes to desserts, we follow the guideline: "Only the best is good enough!"

**OUR ADVANTAGES:**

- Handmade, daily fresh products
- Best natural ingredients
- Highest quality and reliability
- Great value on quality, food safety and customer satisfaction, demonstrated also by IFS - certification.

**VALUE PROPOSITION / OFFERING**

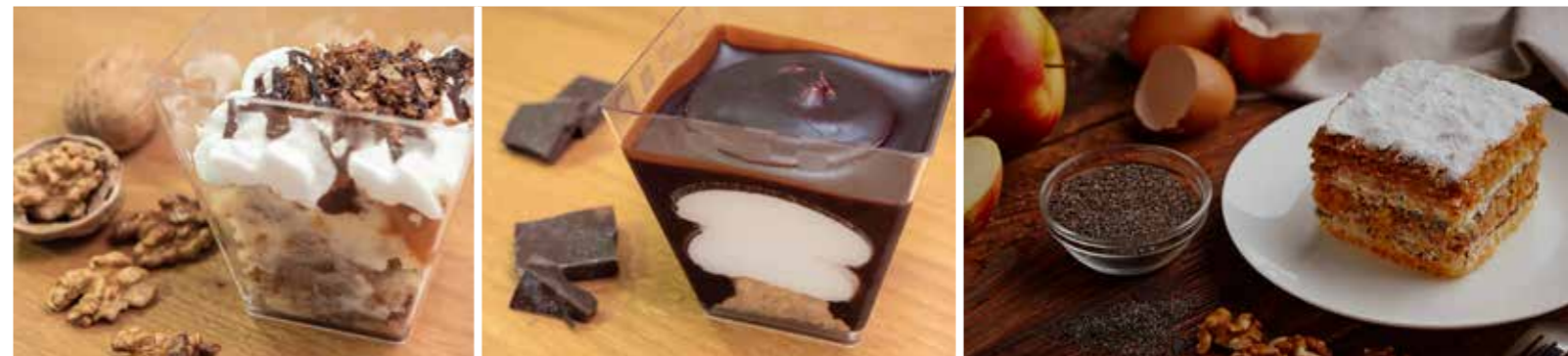
We are uncompromising in providing the highest level of quality and employ a homemade production, where traditional and modern confectionery is carefully shaped by our hearts and hands to please the most discriminating sweet tooth.

**MAIN ACTIVITIES / PRODUCTS / SERVICES**

- Bled Cream Cake
- Strudel (filled with cottage cheese, cherries or apples)
- Cream cones
- Gibanica
- Grmada
- Savory puff pastry

**SEGMENTS THAT ARE MOST RELEVANT FOR OUR COMPANY**

- Food-retail trade
- HoReCa segment





### CORE BUSINESS

Delamaris provides healthy and high-quality fish products made from completely natural ingredients and only the finest raw materials.

### ABOUT THE COMPANY

Delamaris is a producer of canned fish products, produced not only on traditional recipes, but also on new ones and they're all additive free. Buyers can choose products with or without added vegetables and tomato sauce. Delamaris products are excellent, unique and delicious, of high quality, gluten-free and a natural rich source of calcium and omega 3 fatty acids.

### MAIN ACTIVITIES / PRODUCTS / SERVICES

Canned fish products.

### Delamaris d.o.o.

Kal 1, 6257 Pivka, Slovenia

Contact person: Janez Rebec, Director

+386 5 703 1000

info@delamaris.si

www.delamaris.eu

### VALUE PROPOSITION / OFFERING

Delamaris products for delicious and convenient meals are made from:

- mackerels
- tunas
- anchovies
- sardines

### SEGMENTS

Mackerel canned fish products

### REFERENCES

Delamaris export products to the consumers on 25 markets. Most important are Slovenia, Adriatic region, Germany and Serbia.







### CORE BUSINESS

High quality fresh fish production and commercialisation and educational tourism.

### ABOUT THE COMPANY

FONDA is a private independent family company. It owns the only Slovene marine aquaculture plant for fish - Sea Bass (*Dicentrarchus labrax*), Sea Bream (*Sparus aurata*) and shellfish - mussels (*Mytilus*) production. It has a unique approach to raising and selling its products. The aquaculture plant is situated in the environmentally unique coastal area in the Gulf of Piran in the North Adriatic Sea.

### MAIN ACTIVITIES / PRODUCTS / SERVICES

- Sea Bass and Sea Bream culturing,
- Sea food processing,
- Educational tourism - our fish garden is the holder of the prestigious label "Slovenia Unique Experiences".

**Fonda fish garden – Fonda.si d.o.o.**  
Liminjanska c. 117, 6320 Portorož, Slovenia

☎ +386 51 605 605	Contact person: Irena Fonda, PhD, COO	Contact person: Špela Marinko, CMO
✉ info@fonda.si	☎ +386 41 502 616	☎ +386 37 619 900
🌐 www.fonda.si	✉ irena@fonda.si	✉ spela@fonda.si

### VALUE PROPOSITION / OFFERING

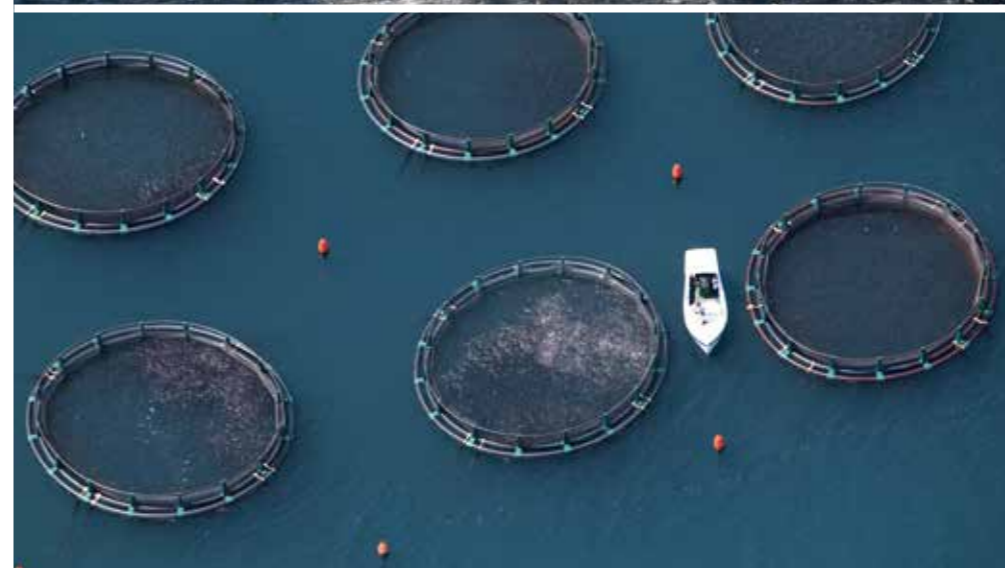
- We are dedicated to produce fish and sea food of outstanding quality.
- We are particularly insistent on our fish being supplied fresh.
- We are a reliable and responsible business partner that listens and understands customer's needs.

### SEGMENTS THAT ARE MOST RELEVANT FOR OUR COMPANY

- Food, high quality sea food
- Organic food
- Educational tourism

### REFERENCES

Our fish are served in most Slovenian and many international high-end restaurants.





**K2 PAK**

Ul. 15. maja 6, 6000 Koper, Slovenia

Contact person: Valter Krmac, Procurement

+ 386 30 675 235

valter.krmac@k2pak.eu

www.K2pak.eu

**CORE BUSINESS**

K2 PAK is a European established production of industrial multiway and functional packaging, and a subsidiary of the K2 ART Group, which invests in food production of authentic Istrian products and the production and processing of herbs for pharmaceuticals, food, and cosmetics.

**ABOUT THE COMPANY**

K2 PAK, a manufacturer of multiway industrial packaging, is developing functional packaging for food and catering equipment. It also invests in the production of biologically grown food products, which includes the entire chain from the production different plants to the processing of ingredients for pharmaceuticals, healthy food with beneficial effects, tea drinks, and cosmetics.

**MAIN ACTIVITIES / PRODUCTS / SERVICES**

- Multiway industrial packaging
- Packaging for catering and food
- Production of pasta and potato gnocchi
- Production of plants and ingredients for pharmaceuticals, food, and cosmetics

**VALUE PROPOSITION / OFFERING**

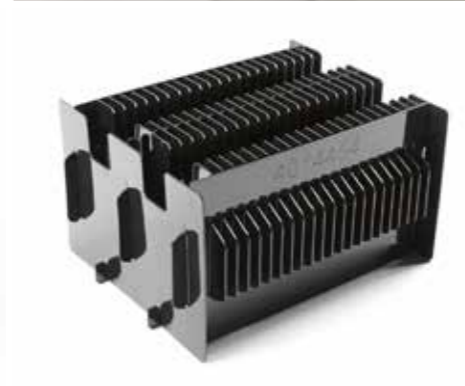
- High-quality plants and ingredients
- Frozen boutique pasta and truffle sauces

**SEGMENTS THAT ARE MOST RELEVANT FOR OUR COMPANY**

- Production of packaging
- Food products, pasta, potato gnocchi
- Complementary food products with healing and beneficial effects

**REFERENCES**

- Hella
- Renault Group
- Thermo Fisher Scientific







### MAR IN CO d.o.o.

Liminjanska cesta 117, 6320 Portorož, Slovenia

Contact person: Lean Fonda, CEO

+386 41 724 947

lean@fonda.si

www.marinco.si

### CORE BUSINESS

Underwater works and aquaculture.

### ABOUT THE COMPANY

Our company is specialized in underwater and water-related work, e.g. design, planning and construction of underwater structures, floating pontoons, surveys, sampling, photo and TV shootings, underwater search and rescue, and instruction of diving, underwater and hyperbaric techniques and technologies.

### MAIN ACTIVITIES / PRODUCTS / SERVICES

- Underwater works and water-related work and maintenance
- Maintenance of hydro power plants, nuclear power plant, ports, marinas, boats
- Aquaculture and fisheries

### VALUE PROPOSITION / OFFERING

- Our team is competent, innovative and equipped with all the necessary equipment for professional diving and underwater and water-related works.
- We are a reliable business partner with over 30 years of experience.

### SEGMENTS THAT ARE MOST RELEVANT FOR OUR COMPANY

- Underwater works
- Water related constructions and maintenance
- Aquaculture and fisheries

### REFERENCES

We regularly work at local waterpower plants as well local nuclear power plant where we carry out various underwater maintenance works, inspections, measurements, sealing, filming, cleaning and rehabilitation. We also plan, construct and regularly maintain several marine fish and molluscs farms in the Adriatic Sea.





**MLEKARNA PLANIKA d.o.o.**  
Gregorčičeva Ulica 32, 5222 Kobarid, Slovenia

Contact person: Anka Lipušček Miklavič, Director

- ☎ +386 41 693 141
- ✉ anka.lipuscek@mlekarna-planika.si
- ☎ +386 5 384 1000
- ✉ info@mlekarna-planika.si
- 🌐 www.mlekarna-planika.si/en



### CORE BUSINESS

Dairy.

### ABOUT THE COMPANY

The processing activity of dairy Mlekarna Planika is focused on fresh, pasteurized, non homogenized milk, which has a special full flavour. Their milk and top-quality milk products (cheese, butter, yoghurt, ...) do not contain additives and are above all natural. All products are sold under the Planika trademark.

### MAIN ACTIVITIES / PRODUCTS / SERVICES

- Different sorts of cheese
- Milk
- Butter
- Spreads
- Milk products (cream, cottage cheese, sour milk, butter, yogurt, kefir, whey)
- Organic products (milk, yoghurt, cheese)

### VALUE PROPOSITION / OFFERING

- Top quality products
- Milk that contains no microorganisms harmful to health
- Characteristics of raw milk are preserved
- From the mountains in the traditional way

### SEGMENTS THAT ARE MOST RELEVANT FOR OUR COMPANY

- Milk
- Cheese
- Butter







**Panvita d.d.**

Lendavska 5, Rakičan, 9000 Murska Sobota, Slovenia

Contact person: Simona Petek, Head of marketing

- +386 2 530 3610
- simona.petek@panvita.si
- info@panvita.si
- www.panvita.si, www.ave.si



**CORE BUSINESS**

Agriculture, meat production and energetics.

**ABOUT THE COMPANY**

The Panvita Group is the biggest chain of enterprises in Slovenian food processing industry that manages safe and quality production and processing of food in the entire chain from »field to table«. Our company cooperates with more than two thousand family farms and other Slovenian companies related with food and beverages production.

**MAIN ACTIVITIES / PRODUCTS / SERVICES**

- Enterprises covering agriculture and gardening market
- Animal feed production,
- Rearing of poultry and pigs
- Veterinary medicine
- The production of meat and meat products
- Wine production
- Ecology
- Energy

**VALUE PROPOSITION / OFFERING**

The advantages of our vertical integration are traceability, control and safety of the Panvita products.

**SEGMENTS THAT ARE MOST RELEVANT FOR OUR COMPANY**

- Agriculture as the basis for the entire Group development (over 3.500 hectares of agricultural areas)
- Meat and meat products (19.000 tons/year of fresh meat as well as semi-prepared, heat-treated and semi-durable and dried meat products)

**REFERENCES**

Domestic and foreign markets (Croatia, Bosnia-Herzegovina, Serbia, Montenegro, Macedonia, Austria, Germany, Italy and Hungary)







### CORE BUSINESS

Indoor tomato production in an integrated way throughout the year.

### ABOUT THE COMPANY

Our company is the largest producer of tomatoes in an environmentally and human-friendly integrated way in Slovenia. Tomatoes are grown under the LUŠT brand in a total of 114.000 m<sup>2</sup> (11.4 ha) of greenhouses. At the location in Renkovci we use renewable geothermal energy for heating. In the greenhouse in Mala Polana, production in the winter months is carried out with the help of the »Winter Growing System«.

### MAIN ACTIVITIES / PRODUCTS / SERVICES

- Off-season indoor vegetable cultivation.
- Environmentally friendly tomato production with the help of the latest technologies.
- Production and sale of seven different varieties of tomatoes: Grape tomato, Small grape tomato, Plum tomato and four varieties of cherry tomatoes.

### Paradajz d.o.o.

Renkovci 57/c, 9224 Turnišče, Slovenia

Contact person: Matej Mertik, Assistant Manager

☎ +386 70 777 417

✉ matej.mertik@lust.si

🌐 www.lust.si/

### VALUE PROPOSITION / OFFERING

- Seedlings are grown from non-genetically modified seeds and planted in a natural grounding, the flowers of the plants are pollinated by bumblebees, and the plants are watered with rainwater.
- Tomatoes ripen on their plant and are hand-picked no more than a day before they are delivered to the stores.

### SEGMENTS THAT ARE MOST RELEVANT FOR OUR COMPANY

- Indoor tomato production in an environmentally and human health friendly integrated way throughout the year.
- Sale of premium locally grown tomatoes under the own brand name LUŠT.
- Method of production, use of resources and mechanisms and utilization of waste materials in the direction of sustainability.

### REFERENCES

- All major retailers in Slovenia.







### CORE BUSINESS

Poultry breeding, production of feed, poultry meat and products, trade and services.

### ABOUT THE COMPANY

Perutnina Ptuj is an international specialized meat processing corporation, which is the most important and the biggest in Southeast Europe. The vertically integrated production is organized in Slovenia, Croatia, Bosnia and Herzegovina and Serbia. In Austria, Romania and Macedonia, however, it has its own sales companies.

Numerous certificates of reputable international institutions confirm the highest quality of PP meat and meat products.

### MAIN ACTIVITIES / PRODUCTS / SERVICES

The main and most important brands of Perutnina Ptuj are brand names PP and Poli. Every day, two million consumers enjoy its products on more than twenty-two markets, from Scandinavia to the Mediterranean.

### Perutnina Ptuj Group

Potrčeva cesta 10, 2250 Ptuj, Slovenia

Contact person: Albert Krasnič, Area sales manager

- ☎ +386 2 749 0608
- ✉ albert.krasnic@perutnina.eu
- 🌐 www.perutnina.com

### VALUE PROPOSITION / OFFERING

Our mission is to prepare natural, healthy, and delicious food. As responsible individuals and as a company, we set the highest standards for quality, traceability, safety, and ecology.

### SEGMENTS THAT ARE MOST RELEVANT FOR OUR COMPANY

- Poultry meat
- Poultry meat products
- Ready to eat meals

### REFERENCES

- Selling to more than 20 countries worldwide (including UAE)
- Covering retail and HoReCa sales channels with own brands (Perutnina Ptuj, Poli, Slim&Fit).







**Pivka d.d.**  
Kal 1, 6257 Pivka, Slovenia

Contact person: Janez Rebec, President of the management board

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✉ info@pivkap.si

🌐 www.pivkap.si/en/

### CORE BUSINESS

PIVKA perutninarstvo d.d. (Pivka Poultry) offers high quality chicken meat and chicken meat products.

### ABOUT THE COMPANY

Pivka has focused heavily on compliance with the highest standards of traceability, safety and quality of meat. Everything is carefully controlled, from the seed of the feed and the conditions of rearing to the highest processing standards, as proven by a number of certificates. We have HACCP and IFS quality certificates and two certificates High quality.

### MAIN ACTIVITIES / PRODUCTS / SERVICES

- Chicken meat
- Hams
- Ham-like salamis
- Frankfurter sausages
- Pâtés

### VALUE PROPOSITION / OFFERING

- Chicken meat
- Chicken meat products
- Turkey meat
- Rabbit meat

### SEGMENTS THAT ARE MOST RELEVANT FOR OUR COMPANY

Meat and meat products

### REFERENCES

Domestic and foreign markets (Austria, Croatia, Italy, Serbia, Sweden, ...)







### Radenska Adriatic

Boračeva 37, 9252 Radenci, Slovenia

Contact person: Valentina Brdnik, Head of sales on foreign markets

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- ✉ valentina.brdnik@radenska.si
- ☎ +386 2 520 2020
- ✉ info@radenska.si
- 🌐 www.radenska.si

#### CORE BUSINESS

The main activities of the company are production and bottling of carbonated and non-alcoholic drinks, syrups, spring, table and natural mineral waters in glass bottles, plastic bottles, bag-in-boxes and cans.

The operation in Radenska follows standard requirements of ISO 9001, ISO 14001, IFS Food.

#### ABOUT THE COMPANY

Radenska is a company that is constantly adapting to changes and trends. It transforms nature's untainted riches into commercial products of the highest quality while at the same time carefully managing the social and natural environment in which it operates.

Any company that has been in business for 152 years and is still in excellent condition is really quite special. You can find its products on 4 continents in 23 export countries.

#### MAIN ACTIVITIES / PRODUCTS / SERVICES

- Natural mineral and spring waters
- Carbonated non-alcoholic beverages
- Non-carbonated non-alcoholic beverages
- Energy and sports drinks
- Instant vitamin drinks
- Syrups

#### VALUE PROPOSITION / OFFERING

- Our mineral waters come from a protected natural underground mineral water spring.
- They contain natural CO<sub>2</sub> bubbles from the depths of the earth, which contribute to a way better mineral absorption into body cells
- Rich in minerals (contain calcium and magnesium)

#### SEGMENTS THAT ARE MOST RELEVANT FOR OUR COMPANY

Natural mineral waters (sparkling and non sparkling)

#### REFERENCES

Company Radenska is present on 4 continents in 23 countries





## CORE BUSINESS

Production of natural fruit and vegetable juices

## ABOUT THE COMPANY

A family-owned company specialized on production of directly pressed natural juices which are made from hand-picked, fresh fruit that has grown on the trees in carefully cultivated orchards. Most of fruit is of local origin or from the near region, where sunny Mediterranean climate gives it unique flavor.

The selected fruits are processed to preserve as many natural components as possible without artificial colors, flavors, or any additives.

Enjoy Smodin Juice, feel nature.

## MAIN ACTIVITIES / PRODUCTS / SERVICES

- Production of fruit and vegetable juices.
- Contract filling and packaging
- New products development

## SMODIN d.o.o.

Vogrsko 131, 5293 Volčja Draga, Slovenia

Contact person: Andrej Gregorič,  
General manager

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Contact person: Borut Černigoj,  
Export

☎ +386 31 327 951  
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🌐 www.smodin.si

## VALUE PROPOSITION / OFFERING

- Smodin juices are directly pressed (NFC) and have 100% fruit or vegetable content.
- We differ from 95% of regular juice producers worldwide, because we do not use concentrated juices.

## SEGMENTS THAT ARE MOST RELEVANT FOR OUR COMPANY

- Retail
- Vending machines
- HoReCa

## REFERENCES

Domestic and local retailers: Spar, Lidl, Hofer, Mercator...







### CORE BUSINESS

Unichem is the leading Slovenian company producing high-quality products for the effective protection of living areas against insects, mice, and rats and products for care and protection of plants, with the special focus on ecological gardening.

### ABOUT THE COMPANY

Unichem is a modern, well-equipped company, technologically and information-wise, that has registered products in over 40 countries around the world and offers more than 200 different products for the garden (plant care and protection) and home (insecticides and rodenticides). Company strives to attain long-lasting relationships in all levels – with the end customers, business partners and employees.

### MAIN ACTIVITIES / PRODUCTS / SERVICES

- Developing, registering, manufacturing, and marketing a wide range of products.
- High tech Insecticides:
  - Micro-encapsulated Effect Microtech CS (six months efficacy).
  - Effect Ultimium – at least three weeks protection against Crawling Insects including Bed bugs.
  - Effect Neopermin Insecticidal powder – effective also as barrier against crawling insects.
- Effective single feed rodenticides branded as RATIMOR – effective for all rodents.

### UNICHEM d.o.o.

Sinja Gorica 2, 1360 Vrhnika, Slovenia

Contact person: Iztok Pichler, Export area manager

+386 1 755 8152

unichem@unichem.si

en.unichem.si

### VALUE PROPOSITION / OFFERING

- Internationally oriented, successful, sustainable and end user friendly company.
- Cooperation with our business partners and users of our products in a transparent manner.
- We invite ambitious and top experts to work with us.
- We are always ready to listen to our customers and their needs.

### SEGMENTS THAT ARE MOST RELEVANT FOR OUR COMPANY

- Insecticides
- Rodenticides
- Plant care & protection

### REFERENCES

Satisfied customers all over the World, among them also in Jordan, Bahrain, Qatar, UAE.



**Effect** **EFFECT MICROTECH CS PRO**  
Micro-encapsulated Insecticide for Crawling Insects

**ACTIVE AGENT:**

- Prallethrin 1% → **KNOCK-DOWN EFFECT**
- Permethrin 8% → **KILLING EFFECT**
- PBO 8% → **ENHANCED EFFICIENCY OF THE ACTIVE INGREDIENTS**
  - acts as an insecticide synergist
  - enhances the speed of knockdown
  - synergises the killing effect
  - acts also as a "resistance breaker"

**MEMBRANE:**

- Microencapsulation of active ingredients → **PROLONGED EFFECT: UP TO 6 MONTHS**
- protects the active ingredients against heat and moisture



**VINAKOPER d.o.o.**

Šmarska cesta 1, 6000 Koper, Slovenia

Contact person: Blaž Edšidt, Export manager

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- ☎ +386 5 663 0100
- ✉ vinakoper@vinakoper.si
- 🌐 www.vinakoper.si

**CORE BUSINESS**

Winery – production of wines

**ABOUT THE COMPANY**

The nobility and lavishness of our wine varieties can be attributed to the heritage of a thousand-year-old tradition of oenology and viticulture in Slovenian Istria and are the product of the exquisite natural characteristics of the Istrian soil, and hard-working hands of locals. In Vinakoper, we have been producing top-quality wines with love and respect since 1947.

**MAIN ACTIVITIES / PRODUCTS / SERVICES**

- Taking care of 580 hectares of vineyards,
- Producing a broad diversity of wines under 20 brands,
- Organizing wine events,
- Selling through our wine boutique and restaurant, shops, retailers, HoReCa segment in Slovenia and over the world.

**VALUE PROPOSITION / OFFERING**

- Viticulture founders of our region,
- 100 highly skilled professionals create highest quality wines,
- Over 1000 international wine awards,
- Our wines are bestsellers,
- We are more than just a wine producer.

**SEGMENTS THAT ARE MOST RELEVANT FOR OUR COMPANY**

- Domestic market
- HoReCa segment
- Export

**REFERENCES**

- Walmart
- Wai Shing
- Baidu
- Carrefour
- Aldi





WINERY

# Zajc

Since 1858

## CORE BUSINESS

Wine making

## ABOUT THE COMPANY

Zajc is a story of *joie de vivre*. Zajc wines are different, sociable and unique. They are confident and never jealous.

The family's continuous tradition of wine-making started in 1858 when they acquired their oldest vineyard in Cirknik close to Mokrice.

The grapes are treated nature-friendly and picked only manually on all six locations with almost 70.000 vines grow.

Zajc winery is the only producer of organically grown local wine »Cviček«.

## MAIN ACTIVITIES / PRODUCTS / SERVICES

- Red, white, rose and sparkling wines from local grapes,
- Wines with protected designation of origin,
- Organic wines,
- Low alcohol wines.

## VALUE PROPOSITION / OFFERING

The taste and natural healthy grape are crucial for making good natural wine and be successful in it since 1858.

## ZAJC Family Winery

Pod Trško goro 1, Novo mesto 8000, Slovenia

Contact person: Marko Zajc, Co-owner and procurist

☎ +386 41 764 761

✉ marko@zajc.si

🌐 www.zajc.si

## SEGMENTS THAT ARE MOST RELEVANT FOR OUR COMPANY

- HoReCa
- Retail for food and drink
- On-line shop

## REFERENCES

- Tradition since 1858
- Yearly Decanter awards
- Sale on domestic and US market



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