



# Trade with Slovakia



**S A R I O**

Slovak Investment  
and Trade Development Agency

why to do  
business  
with Slovakia

favorable  
Central European

location

gateway between East & West

stability...  
political & economic

member of the EU and Schengen area

strong regions

with local governments

{€}

>>

excellent transportation  
& telecommunication

Euro:  
the official currency

infrastructure

availability of highly  
qualified and flexible

workforce

steadily improving  
wide range of

transport

infrastructure

R&D

logistics

institutions  
& university base

joint-venture

business opportunities

manufacturing base

flexible

to customers requirements

best conditions  
for doing  
business in

CEE

clusters

of different industry sectors

## Introduction

Trade with Slovakia publication was prepared by project managers of Slovak Investment and Trade Development Agency (SARIO) in order to introduce foreign entrepreneurs the potential of Slovak business and trade environment. It describes the economic facts and figures of Slovakia, provides the overview of industrial sectors with their strengths and illustrates all relevant information in order to prove why Slovakia is an ideal location for trade. In this publication SARIO presents its services for entrepreneurs who consider doing business with Slovak companies. SARIO's main goal in terms of foreign trade is to support Slovak exporters in their effort to acknowledge themselves at the global market.

In case you are looking for business partner in Slovakia or CEE region, SARIO is ready to provide you all necessary services free of charge.

## Contents

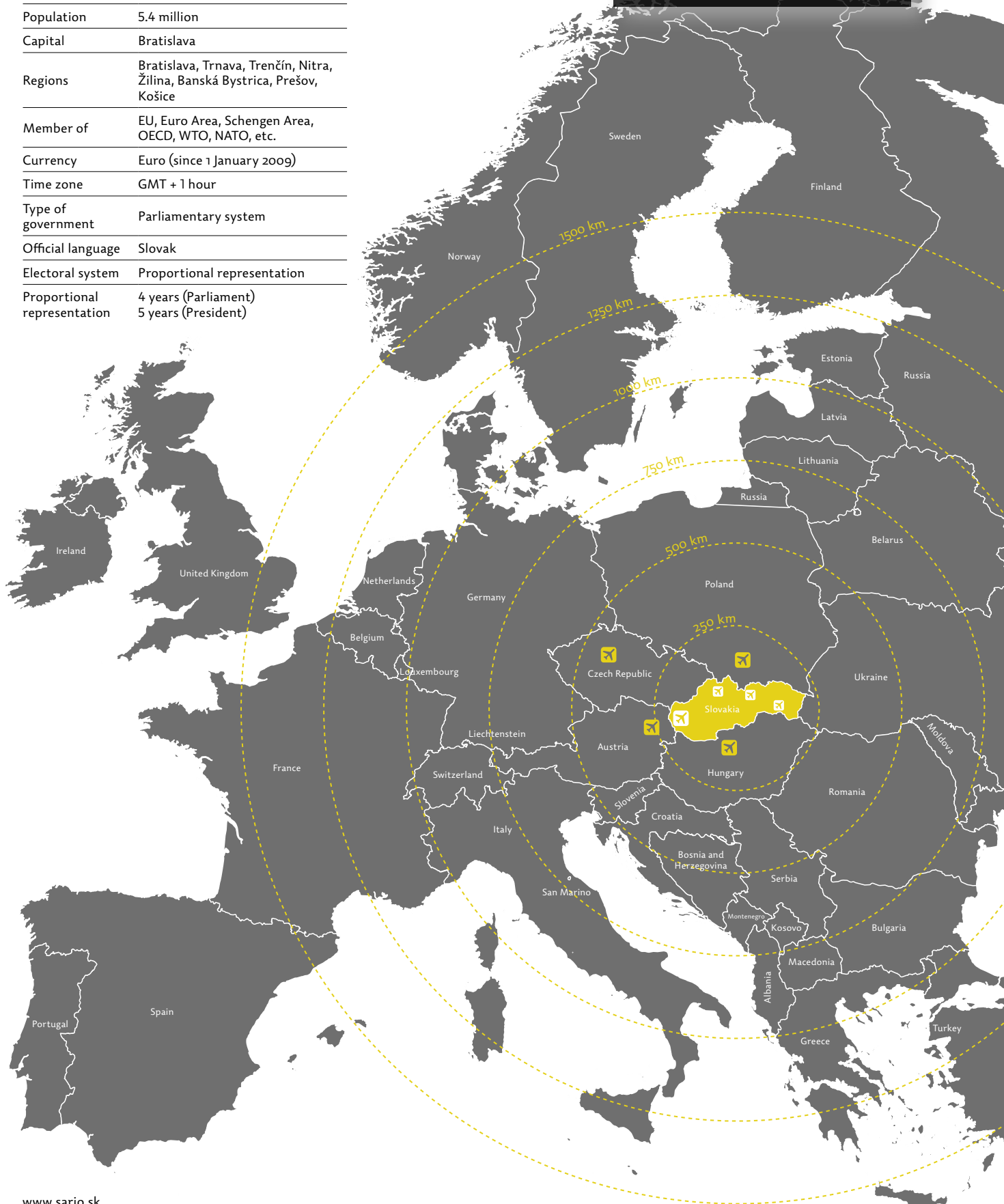
General Information on the Slovak Republic.....	4
Economy.....	6
Industry.....	8
High-tech.....	8
Medium-high-tech and Medium-low-tech.....	10
Low-tech.....	12
Selected R&D Capacities.....	14
Development Tendencies of Individual Regions.....	15
About SARIO.....	16
Online Business Opportunities.....	17
Special Projects.....	18

# General Information on the Slovak Republic

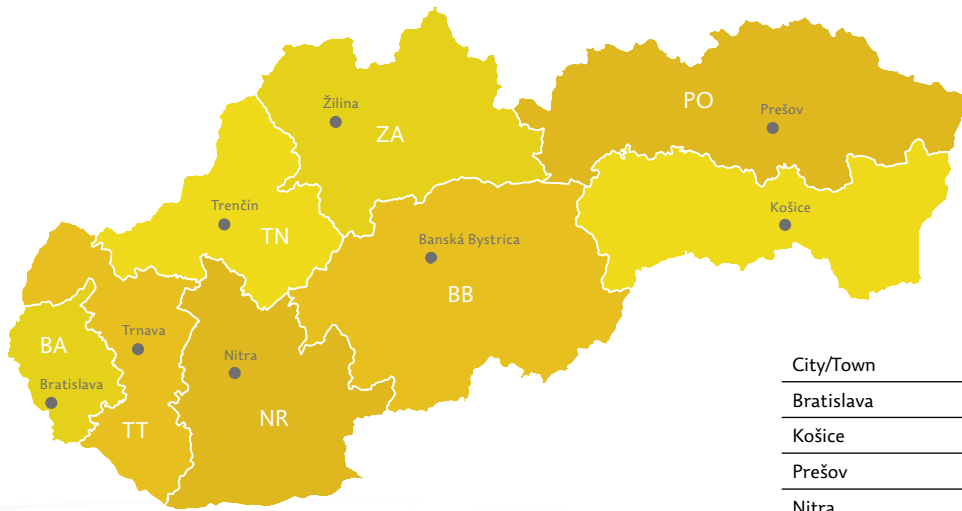
Slovakia, the country in the heart of Europe, offers great advantages to business:

- Great export potential
- The common European currency Euro
- Steadily improving infrastructure
- High productive and skilled workforce
- Strong tradition in automotive and engineering
- Strategic location between East and West

Official name	Slovak Republic
Area	49,035 km <sup>2</sup>
Population	5.4 million
Capital	Bratislava
Regions	Bratislava, Trnava, Trenčín, Nitra, Žilina, Banská Bystrica, Prešov, Košice
Member of	EU, Euro Area, Schengen Area, OECD, WTO, NATO, etc.
Currency	Euro (since 1 January 2009)
Time zone	GMT + 1 hour
Type of government	Parliamentary system
Official language	Slovak
Electoral system	Proportional representation
Proportional representation	4 years (Parliament) 5 years (President)







(BA)	Bratislava region	(ZA)	Žilina region
(TT)	Trnava region	(BB)	Banská Bystrica region
(TN)	Trenčín region	(PO)	Prešov region
(NR)	Nitra region	(KE)	Košice region

City/Town	Population
Bratislava	432 801
Košice	233 886
Prešov	90 835
Nitra	83 444
Žilina	85 129
Banská Bystrica	79 819
Trnava	67 386
Trenčín	55 832

Source: The Statistical Office of the Slovak Republic, 31.12.2013, www.statistics.sk

### Road Network

The Slovak road network consists of 18,040 km roads and motorways, incl. 430 km highways in operation, 242 km motorways; 3,317 km 1st class roads; 3,639 km 2nd class roads and 10,411 km 3rd class roads. International roads "E" are of 1,536 km, international routes "TEM" of 931 km and "TEN-T" corridors of 925 km. The length of urban roads represents 25,942 km. Moreover, the infrastructure is in the process of intensive development and modernization.

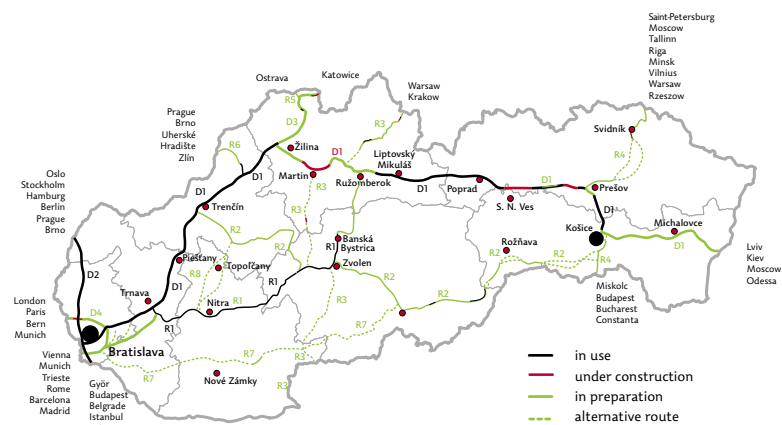
### Aviation Network

In Slovakia there are 4 major airports: Bratislava, Poprad, Košice and Žilina. The most important Slovak airports are Airport Bratislava and Airport Košice. Both provide regular and charter flights to European destinations. The advantage of strategic geographical location is proved also by proximity of important European aviation hubs: Vienna International Airport (app. 60 km from Bratislava), Budapest Airport (app. 180 km from Bratislava) or Prague Airport (app. 351 km from Bratislava).

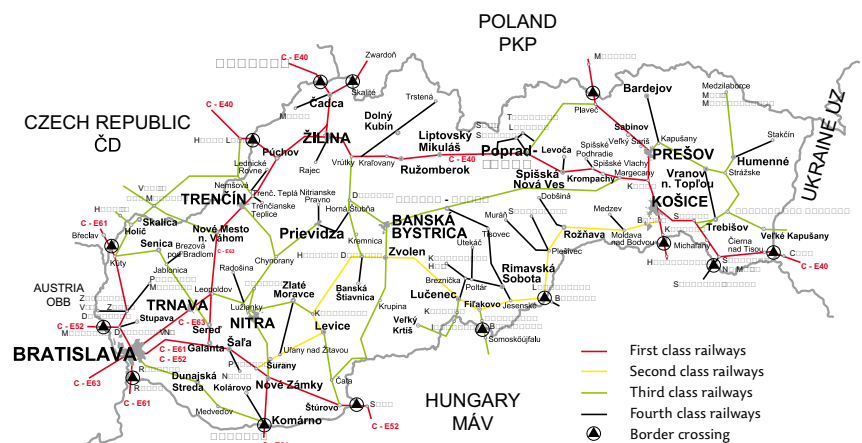
### Railway Network

According to the European Conference of Ministers of Transport, three railways corridors were approved to be included in the Trans-European Network (TEN):

- Corridor 4 (Berlin – Prague – Bratislava – Štúrovo – Budapest – Istanbul/Thessalonica)
- Corridor 5 (Terst – Budapest/Bratislava – Uzhorod – Lvov)
- Corridor 6 (Gdansk – Lodz – Žilina)



Source: The National Highway Company, www.ndsas.sk



Source: The Railways of the Slovak Republic, www.zsr.sk

# Economy

More than 10 years ago, Slovakia embarked on an ambitious plan of deep structural reforms with a vision to become one of the best business locations within the European Union (EU). Today, Slovakia is widely seen as a success model for other EU countries for creating an investment and business-friendly environment. Slovakia is a full member of the EU, NATO, OECD, Euro and Schengen Area. In 2010 Slovak economy recorded a 4% GDP growth, one of the highest in EU. By the end of 2011, the GDP growth fell to 3.3%, but with the positive outlook for 2012. The European Commission forecast expects Slovak economy to grow by 2.6% in 2012 and reach the highest GDP growth in Eurozone.

Slovakia adopted the Euro on 1 January 2009 and thus became the 16th member state of the Euro Area. The official exchange rate was 30.1260 SKK/EUR.

Membership in the Euro zone reduces the currency exchange risks and tightens the fiscal discipline of the adopting countries, resulting in stable economy.

	2003	2004	2005	2006	2007	2008	2009	2010	2011
Real GDP Growth	4.7%	5.2%	6.5%	8.5%	10.4%	6.4%	-4.7%	4.0%	3.3%
HICP Inflation	8.4%	7.5%	2.8%	4.3%	1.9%	3.9%	0.9%	0.7%	3.9%
Unemployment	15.2%	14.3%	11.6%	10.4%	8.4%	7.7%	11.4%	12.48%	13.16%
Nominal wage inflation (conversion rate)	6.3%	10.1%	9.2%	8.6%	7.4%	8.1%	3.0%	3.2%	2.2%
Export in EUR billion	19.4	29.57	32.86	40.91	47.35	49.52	39.72	48.27	56.4
Import in EUR billion	26.70	31.22	35.32	43.66	48.07	50.28	38.77	48.65	53.97

Note: Amount in EUR was calculated with the average exchange rate in the respective year.  
Source: The Statistical Office of the Slovak Republic, [www.statistics.sk](http://www.statistics.sk); National Bank of Slovakia, [www.nbs.sk](http://www.nbs.sk)

## Ease of Doing Business Ranking 2013



This ranking of the World Bank considers the quality and attractiveness of the business environment. Economies are ranked on their ease of doing business, from 1–183, with first place being the best.

A high ranking on the ease of doing business index means that the regulatory environment is conducive to the operation of business. The rating factors are: political and institutional environment, macroeconomic stability, market potential, private entrepreneurship support, taxation system, finance, enforcing contracts, the starting and closing of a business, labour market and infrastructure.

Country	Rank
Slovakia	46
Hungary	54
Poland	55
Czech Republic	65
Bulgaria	66
Romania	72

Source: Doing Business Report 2013, World Bank, [www.doingbusiness.org](http://www.doingbusiness.org)

**Flexible Labour Code** – This was recognized by the World Bank as one of the most flexible in the EU.

**Reformed Social System** – Among other things, new measures to avoid the abuse of the social system and better aimed targeting of social allowances were introduced. The introduction of employers' obligation to pay sickness insurance benefits for the first 10 days of an employee's illness leave resulted in a decrease of sickness rate from 9% to 3%.

**Second Pension Pillar** – Individual pension saving accounts in the pension administration companies were introduced.

**Health Care System Reform** – Market principles were introduced into the health care system.

**Reformed Act on Commercial Registry** – The amount of the time required to register a new company has been cut to a maximum of 5 days; the same applies to the issuance of a trade license with a maximum allotted time of 7 days. As of 1 October 2007, one stop shop centers were introduced at the Trade Licensing Offices. The one application form contains an application for trade licenses, tax registration and registration with a health insurance company.

**Banking & Finance** – The banking sector was privatized with 97% foreign ownership and it underwent a dramatic recovery.



## Foreign Trade Development

Slovakia is an open, export oriented economy, and therefore needs a high level of export efficiency. In the beginning of the 1990s, Slovak companies had big problems selling their products abroad because restructuring and privatization meant major changes to the structure of the economy. However, the inflow of foreign capital and domestic private investment were not sufficient to resurrect the export sector, resulting in consistently high foreign trade deficits.

At the end of 1990's the government measures supporting export started to show their effects. These measures influenced decrease of import, they had positive impact on the trade balance and created room for sales of domestic production.

After year 2000 the outside demand became an important factor and therefore the driving force of the Slovak economy. Robust economic growth in following years was combined with a breaking improvement on labour market and with preserving satisfactory macroeconomic stability. Launching the operation of new production capacities of foreign investors together with fulfilled economic reforms and the entry into the Euro area had decisive impact on good results and a positive influence on the economic development of the Slovak economy.

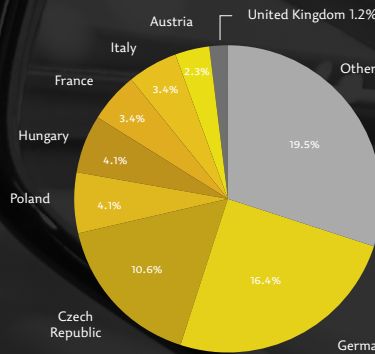
The European Commission Autumn Forecast 2012 reports: In the first half of 2012, exports continued to be strongly supported by the positive developments in industrial production and trade registered among Slovakia's main trading partners, notably Germany. From the production side, the increase in output has been driven by strong gains in value added in manufacturing, notably in the automotive industry.

### Top 20 Exporters 2011

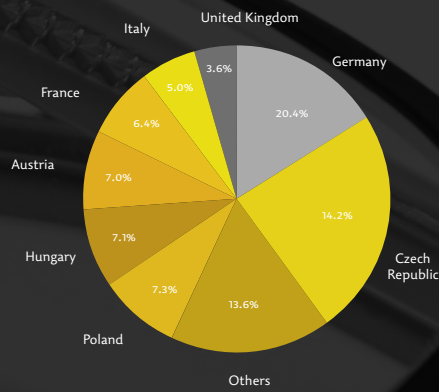
Source: www.etrnad.sk

1. Volkswagen Slovakia	Bratislava
2. Samsung Electronics Slovakia	Galanta
3. Kia Motors Slovakia	Žilina
4. U.S.Steel Košice	Košice
5. Slovnaft	Bratislava
6. PCA Slovakia	Trnava
7. Foxconn Slovakia	Nitra
8. Slovenské elektrárne	Bratislava
9. SPP	Bratislava
10. Slovnaft Petrochemicals	Bratislava
11. Mondi SCP	Ružomberok
12. INA Kysuce	Kysucké Nové Mesto
13. INA Skalica	Skalica
14. Slovalco	Žiar nad Hronom
15. Duslo	Šaľa
16. Vaillant Industrial Slovakia	Skalica
17. Tatravagónka	Poprad
18. Železiarne Podbrezová	Podbrezová
19. IKEA Components	Malacky
20. Emerson	Nové Mesto nad Váhom

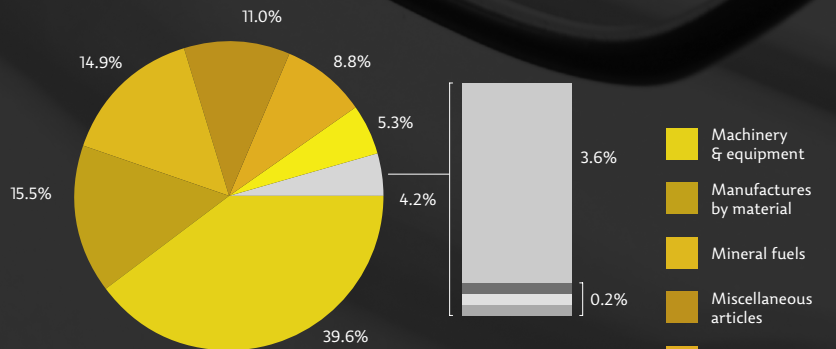
Import EU Partners in 2011 (%)



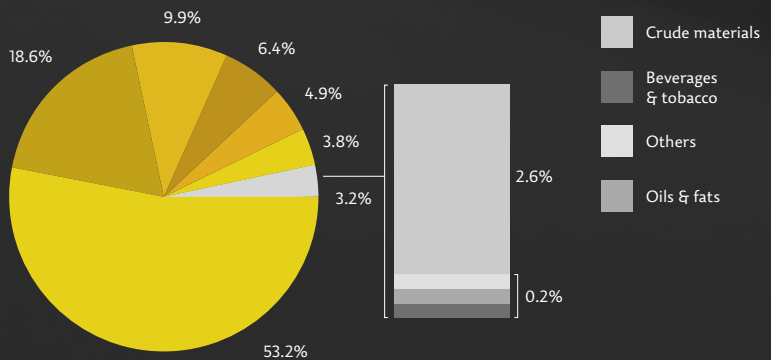
Export EU Partners in 2011 (%)



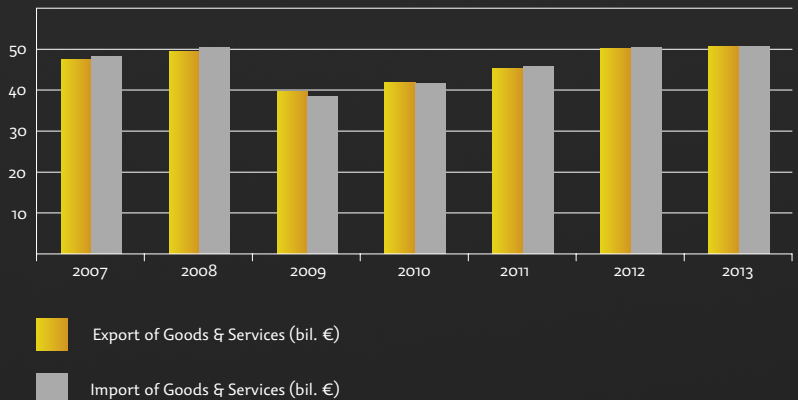
Import of Goods



Export of Goods



Slovak Export and Import in Numbers (Actual and Prognosis)

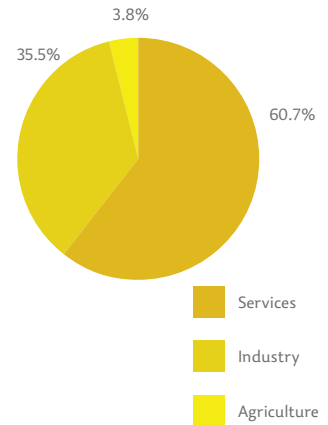


Source: The Statistical Office of the Slovak Republic, www.statistics.sk

# Industry

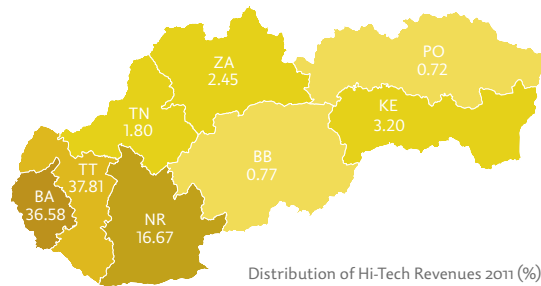
Industry is the largest and most important part of the Slovak economy. It employs about 35% of economically active inhabitants. Industry generates one half of the GDP and it has the leading position in foreign trade.

GDP Sector Composition  
Source: www.cia.org



## Hi-tech

High-technology (in short hi tech) comprises of sectors based on knowledge and high added value technology. One of main goals of the document Strategies Europe 2020 is also R&D support and therefore also development of knowledge based economy. The main hi-tech sectors are pharmaceuticals development and production, production of ITC products and air and spacecraft machinery production.



Distribution of Hi-Tech Revenues 2011 (%)

## Electronical and Optical Engineering

Since 2000, electrical engineering has been the fastest growing industrial sector in Slovakia and it plays an important and irreplaceable role within the Slovak economy. Only a few sectors can boast of such a stable growth in revenues, employment and added value consistently since the 1990's. The contribution of foreign direct investments has been significant. Many leading companies in this industry decided to establish their production and service facilities for the European market in Slovakia.

The electrical engineering has therefore become the second strongest pillar of Slovak industry after automobile production, and the second biggest employer and exporter.

### TOP 10 (2011, in sales)

Source: www.etrend.sk

1. Samsung Electronics Slovakia	Galanta
2. Foxconn Slovakia	Nitra
3. Samsung Electronics LCD Slovakia	Voderady
4. Whirlpool Slovakia	Bratislava
5. Emerson	Nové Mesto nad Váhom
6. Universal Media Corporation Slovakia	Bratislava
7. BSH Drives and Pumps	Michalovce
8. Halla Climate Control Slovakia	Ilava
9. Panasonic AVC networks Slovakia	Kropachy
10. Osram	Nové Zámky

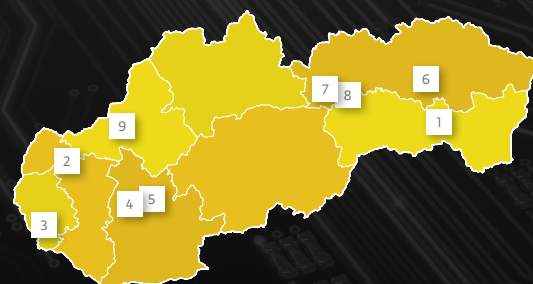
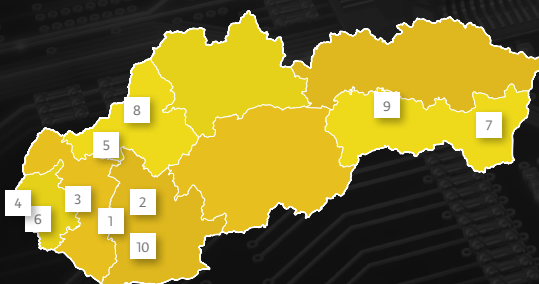
## Air and Spacecraft Machinery

In the air and spacecraft machinery sector in Slovakia there are some good examples of design engineering and product development for global customers:

- brightest LED lights in the aerospace industry at a fraction of industry prices sold as original equipment to many aircraft manufacturers and through dealers to retrofit market;
- development of the world's first touch screen OLED complete avionics suite, the DigitalFlightDeck™.
- development of biometric security access and control of aircraft;
- development of the world's first SmartPlane the AveoPhantom™;
- world's first biometric and/or pin code aircraft power-up control for anti-terror and anti-theft.

### Sample of Companies

1. Strojkov	Košice
2. COMP-LET	Senica
3. Aerotech Slovakia	Bratislava
4. AERO SLOVAKIA	Nitra
5. AERO PRO Nitra	Nitra
6. TomarkAero	Prešov
7. AIR TRANSPORT EUROPE	Poprad
8. TECH-MONT Helicopter company	Poprad
9. ALES	Trenčín



## Chemical and Pharmaceutical Industry

The contemporary chemical industry in Slovakia produces a wide range of refined petroleum products and petrochemical products, basic organic and inorganic chemicals and intermediate products, agrochemicals, rubber chemicals, rubber and plastic products and auxiliary industrial preparations.

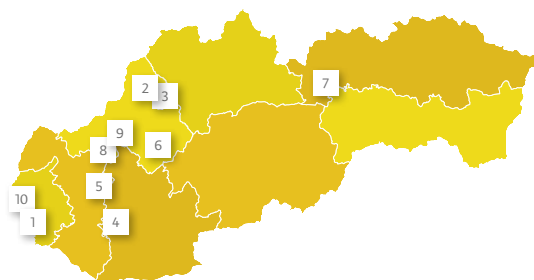
In the near future, the following will be crucial to the Slovak chemical industry: innovations that represent higher level than R&D and to ensure reliable access to oil and natural gas, as well as the stable supply of electricity. Considerable dependence on fossil hydrocarbons and the high price of oil and natural gas has led to the effort to expand sources of raw materials for greater use of renewable resources on a bio base.

In 2011 the chemical industry was growing for the second year in a row faster than whole Slovak industry. Revenues in industry grew by 16% while chemistry grew by 29%. With growing orders in chemical industry growth of employment returned as well. After decline in the previous two years, in 2011 employment rate grew by 6% to over 37,000 people. During first three crisis years only 11 new companies entered this sector. However the development did not stop. Diakol Strážske, part of Kronospan is about to build its own power station. Saar-Gummi, German producer of rubber sealings continues in expanding its factory in Dolné Vestenice. To its 850 employees, new 150 will be added. New hall for fuel tanks for 1.5 million EUR is being build by Inergy, Lozorno. Fiber production will be supported by Nexis Fibers, Humenné as well as revived SlovKord, Senica.

### TOP 10 (2011, in sales)

Source: www.etrend.sk

1.	Slovnaft	Bratislava
2.	Continental Matador Rubber	Púchov
3.	Continental Matador Truck Tires	Púchov
4.	Duslo	Šaľa
5.	Zentiva	Hlohovec
6.	Novácke chemické závody	Nováky
7.	Chemosvit	Svit
8.	Meroco	Leopoldov
9.	Nexis Fibers	Humenné
10.	Inergy Automotive Systems Slovakia	Lozorno



## ICT& SSC

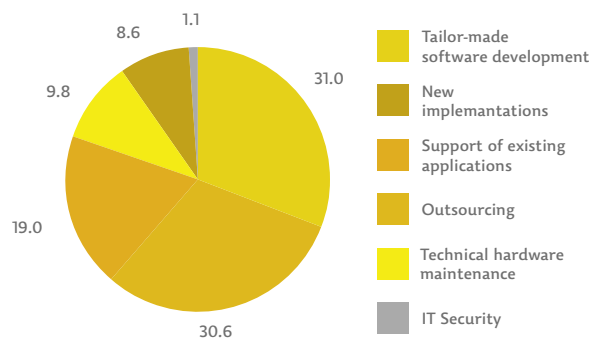
Based upon the latest Colliers International & A.T. Kearney survey, the actual Shared Service Center "Hot Spots" include Bratislava, while Košice, Bucharest, Hradec Králové, Trenčín, Ostrava, Sofia and others cities of the region are considered to be future top locations. Slovakia offers many advantages, such as relatively low wage costs for a talented and well-educated labor force, as well as many foreign languages spoken (English and German in particular), a business friendly environment and a good quality of life. Many international companies like Dell, IBM, Hewlett-Packard, AT&T, Lenovo, Accenture and NESS have already discovered Slovakia and taken advantage by opening operations here.

Slovakia does have some preconditions for ICT potential. For example, the Internet is - despite below average accessibility - used by an above-average number of Slovaks. The level of citizens' computer literacy is also encouraging, while it is at least at the average level of both EU27 and EU15.

The ICT sector has almost 33,000 employees; adding self-employed in the ICT sector arrives at 40,000 work positions. Average monthly wage in the ICT sector exceeds EUR 1,500.

### IT Services Market in Slovakia (% , 2011)

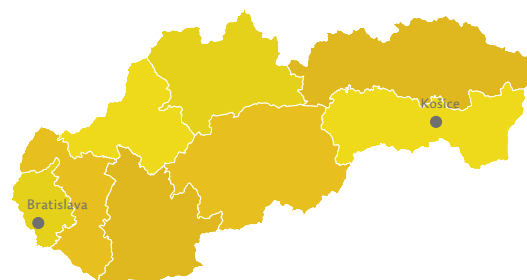
Source: Trend Magazine, 2011, Trend TOP v infotechnológiách, www.etrend.sk



### TOP 10 (2011, in sales)

Source: www.etrend.sk

1.	Hewlett-Packard Slovakia	Bratislava
2.	Asbis SK	Bratislava
3.	eD'system Slovakia	Bratislava
4.	Asseco Central Europe	Bratislava
5.	Eset	Bratislava
6.	Atos IT Solutions and Services	Bratislava
7.	T-Systems Slovakia	Košice
8.	Soitron	Bratislava
9.	WesTech	Bratislava
10.	Tempest	Bratislava





## Medium-high-tech and Medium-low-tech

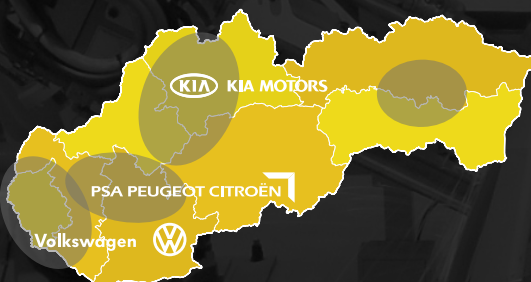
The concept of technology intensity has been expanded in 1997 to take into account both the level of technology specific to the sector (measured by the ratio of R&D expenditure to value added) and the technology embodied in purchases of intermediate and capital goods. Four groups of industries have been identified on the basis of the degree of technology intensity. The classification had the advantage of providing a simple and consistent tool for international comparisons.

## Automotive Industry

Recently, Slovakia has grown to become one of the leading car producers in Central Europe, primarily thanks to the presence of three world-class automotive companies being established in Slovakia: since 1991 Volkswagen Slovakia in Bratislava; since 2003 PSA Peugeot Citroën Slovakia in Trnava and since 2004 Kia Motors Slovakia in Žilina.

The automotive components industry in Slovakia has flourished hand in hand with the rise in automotive production. More car component makers are constantly shifting their operations to Slovakia, to the various industrial parks set up near Bratislava, Trnava, Žilina and Martin. Automotive parts production plants have increased the value of their production more than tenfold within the last decade.

### Areas with the highest density of automotive suppliers



Among the important activities of modern automotive industry development can be listed not only the construction of the latest automotive plants with the latest technologies, but also the first initiatives in the development of e-Mobility in Slovakia. Research and development activities and results in the field of electric vehicles took place at Slovak universities: Technological University in Košice, Slovak Technical University in Bratislava and University of Žilina. Continually developing co-operation with Slovak universities and research centres is also of great significance.



### Student Car

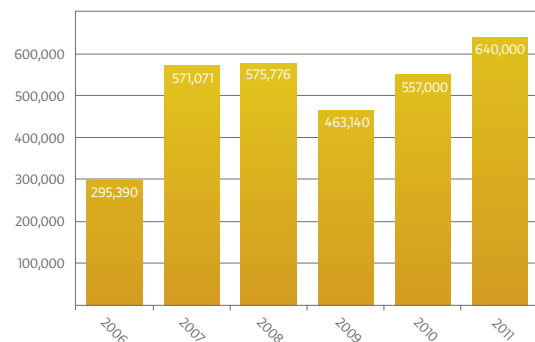
Technical University of Kosice, Faculty of Mechanical Engineering - Innovation Center of Automotive Industry (ICAV).  
Innovation Car – ICAR 2010 – students prototype design car project  
The main focus of the project was on building prototype car body model based on students proposals, innovations and experimental students work.

Automotive industry is the fastest growing sector of the Slovak economy and the main driver of economic development generating up to 20% of total export.

In the past years Slovakia has turned into the world's number one country in the production of passenger cars per capita (119 cars per 1000 inhabitants).

Today the sector employs more than 70,000 people. The estimates of the Slovak carmakers for 2012 is the production of 925 000 cars, which means the increase of annual production by 45%.

### Car Production in Slovakia

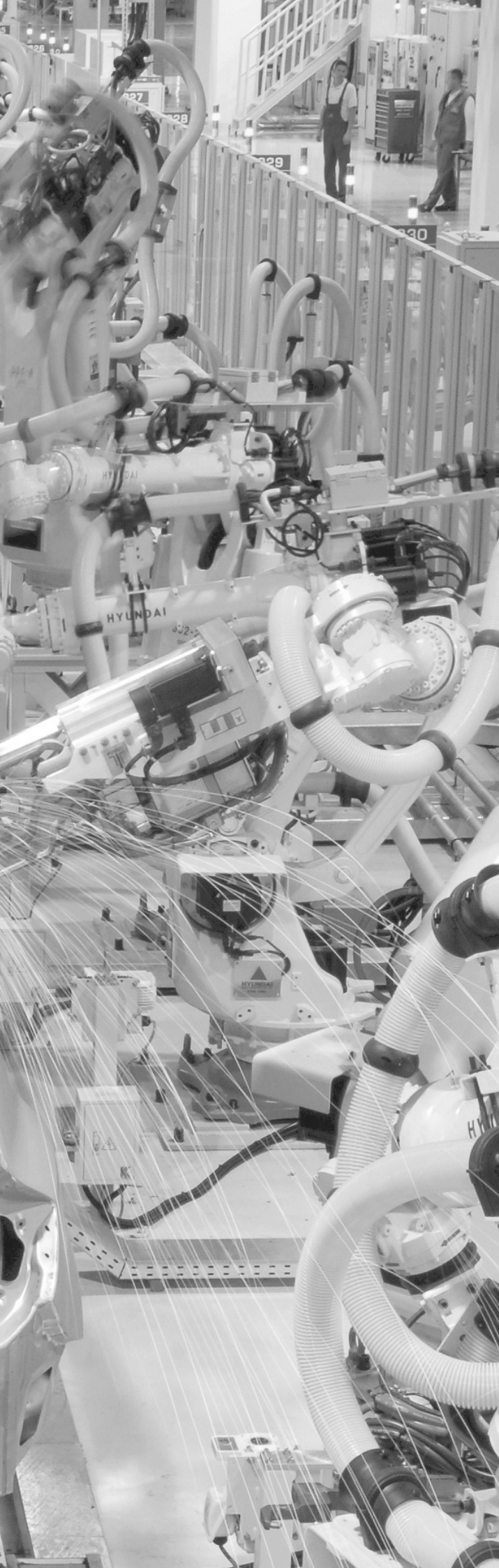


### Electric Formula

#### STUBA Green Team (SGT)

Electric formula race car was built in cooperation of Faculty of Mechanical Engineering, Faculty of Electrical Engineering and Information Technology and Faculty of Architecture at the Slovak University of Technology in Bratislava.





## Machinery Industry, Engineering Industry

Slovakia is well-known as a country with a strong position and tradition in the machinery industry. For the national economy it is of crucial importance, not only in terms of the gross domestic product and foreign trade, but also for job creation and overall employment.

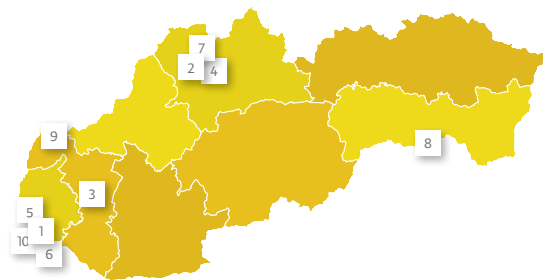
The revenues in the industrial production in 2011 reached 29.5 billion euros of which manufacture of basic metals and fabricated metal products was 9.37 billion euro, manufacture of machinery and equipment was 3.13 billion euro and manufacture of transport equipment was 17 billion euro. The increase of employment was eminent in every area of engineering industry in 2011. The number of employees in industrial production grew by 5% to 499,760 persons.

Developed infrastructure, skilled work force and business friendly environment have attracted huge foreign investments in 90's mainly into automotive and electronics industries. Engineering industry faces currently environmental challenges and growing competition pressure from developed as well as emerging markets (e.g. BRICS) and needs to respond by implementation of new technologies and innovations, reducing costs and optimization of manufacturing processes.

### TOP 10 (2011, in sales)

Source: [www.etrend.sk](http://www.etrend.sk)

1.	Volkswagen Slovakia	Bratislava
2.	Kia Motors Slovakia	Žilina
3.	PCA Slovakia	Trnava
4.	Mobis Slovakia	Gbefany
5.	Johnson Controls International	Bratislava
6.	SAS Automotive	Bratislava
7.	INA Kysuce	Kysucké Nové Mesto
8.	Getrag Ford Transmissions Slovakia	Kechnec
9.	INA Skalica	Skalica
10.	Faurecia Slovakia	Bratislava





## Low-tech

Low tech industries are not using very advanced technology methods or very advanced equipment.

### Food-processing Industry, Agriculture

Revenues of Slovak food processing industry in 2011 grew by 12% to almost 3.8 billion euro. Profit grew slightly; from 17 million to 20 million euro. Nevertheless, the sector is in black numbers only thanks to beverages for the second year in a row.

The biggest jump of the year belongs to Amylum Boleráz, part of the U.S. concern Archer Daniels Midland. In 2010 its revenues grew by 25% to 150 million euro. Sugar and sweets production sector increased its profits last year from 18 million Euro to 43 million euro.

The average salary in food processing industry was kept at 750 euro.

### Textile, Clothing, Leather and Shoe Industry

Footwear industry succeeded in 2011 to keep almost unchanged added value at more than 25% of sales. It also improved the profit - 19.2 million euros indicates annual growth of nearly 24%. Footwear industry is led by the leather ware industry production, while decisive impact on sector results have 4 companies: Rieker, Ecco, Gabor, and Rialto.

Revenues of 50 Slovak textile companies with 20 and more employees rose last year nearly by 24% to more than 247 million euro. Nearly nine tenths of these numbers were heading for export. These are mostly dealing with technically more demanding textile production. New investments have increased employment to 4,400 people.

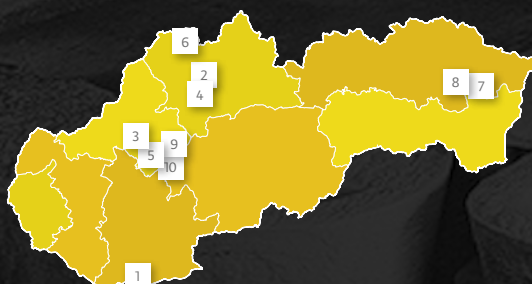
In the textile industry the growth was concentrated in manufacturing of non wearable products of which has more than doubled - to 79 million euro.

The biggest clothing manufacturer is Belfein, Čadca, producer of stockings. The company went last year with sales up by 13% totaling more than 37 million euro.

#### TOP 10 (2011, in sales)

Source: www.etrend.sk

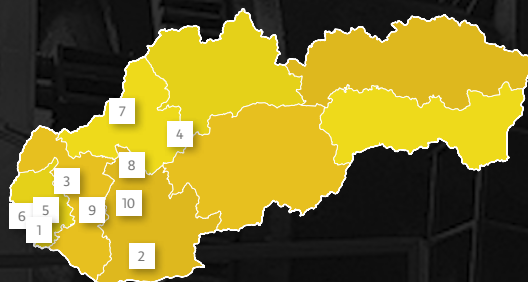
1. Rieker Obuv	Komárno
2. Ecco Slovakia	Martin
3. Gabor	Bánovce nad Bebravou
4. Trim Leader	Košfany nad Turčím
5. Rialto	Partizánske
6. Belfein Slovakia	Čadca
7. Tytex Slovakia	Humenné
8. Muller Textiles Slovakia	Myslína
9. Novesta	Partizánske
10. Speria Protection Slovakia	Partizánske



#### TOP 10 (2011, in sales)

Source: www.etrend.sk

1. Kraft foods Slovakia	Bratislava
2. Heineken Slovensko	Hurbanovo
3. Amylum Slovakia	Boleráz
4. Nestlé Slovensko	Prievidza
5. Palma Group	Bratislava
6. I.D.C. Holding	Bratislava
7. Považský cukor	Trenčianska Teplá
8. Hyza	Topoľčany
9. Slovenské cukrovary	Sereď
10. Penam Slovakia	Nitra



### Forestry, Wood-processing, Pulp, Paper and Furniture Industry

In 2011 sales of Slovak furniture producers rose for the first time since the beginning of crisis by 6% to the total of 607 million euro and the employment of the sector stabilized at over 10,000.

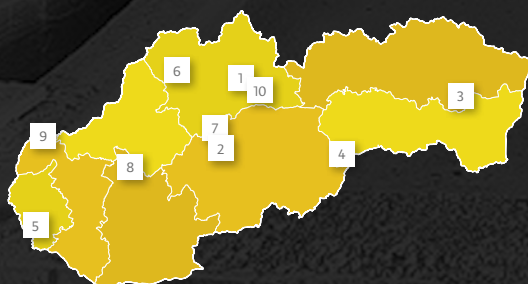
The top Slovak players Decodom and Ekoltech are preparing new investments; German Himolla will build second factory in Slovakia and also Swedish Swedwood, production daughter of Ikea is growing stronger.

Slovak producers did focus mainly on export; till now it covered 2/4 of sales, although current trend is to cover domestic market.

#### TOP 10 (2011, in sales)

Source: www.etrend.sk

1. Mondi SCP	Ružomberok
2. Lesy Slovenskej republiky	Banská Bystrica
3. Bukocel	Hencovce
4. SCA Hygiene Products	Gemerská Hôrka
5. Swedwood Slovakia	Bratislava
6. Metsa Tissue	Žilina
7. SHP Harmanec	Harmanec
8. Decodom	Topoľčany
9. Grafobal	Skalica
10. Mondi Packaging Ružomberok	Ružomberok



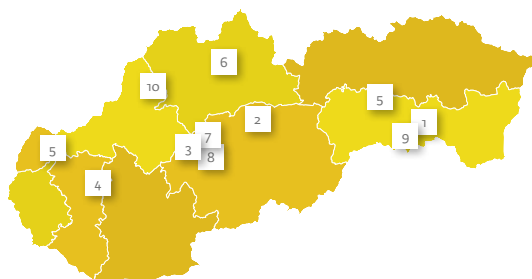
## Metallurgy Industry

In 2011 Slovak metallurgy companies with 20 and more employees recorded sales of 4.2 billion euro with the minimum 1% increase; out of which steel production share was almost 79%. The most successful company in this sector in 2011 was Bekaert when considering growth. Sales of its larger plant in Hlohovec grew by 19% and with 1,500 employees it is the biggest European factory of this company group.

### TOP 10 (2011, in sales)

Source: www.etrend.sk

1.	U.S. Steel Košice	Košice
2.	Železiarne Podbrezová	Podbrezová
3.	Slovalco	Žiar nad Hronom
4.	Bekaert Hlohovec	Hlohovec
5.	ArcelorMittal Gonvarri SSC Slovakia	Senica
6.	OFZ	Istebné
7.	Sapa Profily	Žiar nad Hronom
8.	Nemak Slovakia	Žiar nad Hronom
9.	Metalex	Košice
10.	Medeko Cast	Považská Bystrica



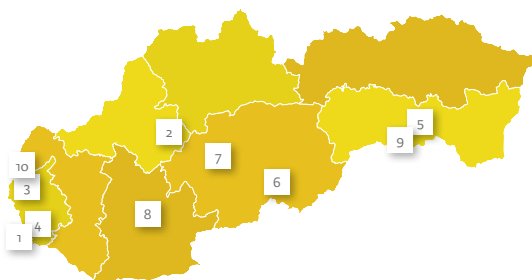
## Mining Industry

Share of mining in industry GDP creation oscillates around 3%. According to annual survey of the Statistical Office of the SR, mining revenues grew to 510 million euro and GDP to 324 million euro. Net profit rose only by 2%. The results of first 3 companies Nafta, Pozagas and Hornonitrianske bane were mainly responsible for improved results.

### TOP 10 (2011, in sales)

Source: www.etrend.sk

1.	Nafta	Bratislava
2.	Hornonitrianske bane	Prievidza
3.	Pozagas	Malacky
4.	Alas Slovakia	Bratislava
5.	Eurovia – Kameňolomy	Košice
6.	Agro CS Slovakia	Lučenec
7.	KSR – Kameňolomy SR	Zvolen
8.	KAS	Zlaté Moravce
9.	VSK Mineral	Košice
10.	Baňa Čáry	Čáry



## Glass Industry

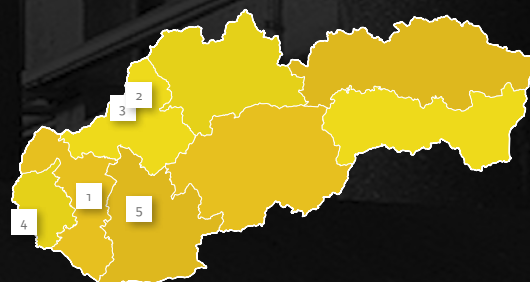
The stable situation in the sector is marked for years by the status of Johns Manville Slovakia, Trnava, glass fiber producer that counts for 28% of this sector revenues.

Sales of Slovak glass producers with 20 and more employees grew only marginally - by 1.5% to 377.3 million euro. Sales of wine and liquor bottles grew the fastest.

### TOP 5 (2011, in sales)

Source: www.etrend.sk

1.	John Manville Slovakia	Trnava
2.	Rona	Lednické Rovne
3.	Vetropack	Nemšová
4.	Medical Glass	Bratislava
5.	Saint – Gobain Glassolutions	Nitra



## Construction Materials

Sales of 1.1 billion euro brought to companies 35 million in net profit. Export makes for 1/3 of sales.

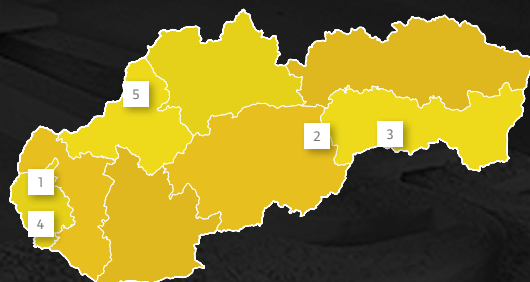
Refractory materials with sales of 160 million euro are doing the best. The reason is that their sales do not depend on construction but are used in steel works as well.

Companies are reducing costs - lime producers use energy efficient ovens, cement producers use alternative fuels and lower CO<sub>2</sub> emissions.

### TOP 10 (2011, in sales)

Source: www.etrend.sk

1.	Holcím	Rohožník
2.	Slovenské magnezitové závody	Jelšava
3.	Východoslovenské stavebné hmoty	Turňa nad Bodvou
4.	Saint – Gobain Construction Products	Bratislava
5.	Považská cementáreň	Ladce





# Selected R&D Capacities

Slovakia has wide range of domestic research and development institutions and universities. This potential is established on historical tradition of Slovakia as technical country. Slovakia has technical and natural science universities which can provide wide range of opportunities for close cooperation in research and development projects with foreign and domestic partners.

## Universities

Public Universities	City	Web Page
Comenius University	Bratislava	<a href="http://www.uniba.sk">www.uniba.sk</a>
P.J.Šafárik University in Košice	Košice	<a href="http://www.upjs.sk">www.upjs.sk</a>
University of Prešov	Prešov	<a href="http://www.unipo.sk">www.unipo.sk</a>
University of St. Cyril and Methodius in Trnava	Trnava	<a href="http://www.ucm.sk">www.ucm.sk</a>
Catholic University in Ružomberok	Ružomberok	<a href="http://www.ku.sk">www.ku.sk</a>
Seley Janos University	Komárno	<a href="http://www.selyeuni.sk">www.selyeuni.sk</a>
University of Veterinary Medicine and Pharmacy	Košice	<a href="http://www.uvm.sk">www.uvm.sk</a>
Constantine the Philosopher University	Nitra	<a href="http://www.ukf.sk">www.ukf.sk</a>
Matej Bel University	Banská Bystrica	<a href="http://www.umb.sk">www.umb.sk</a>
Trnava University	Trnava	<a href="http://www.truni.sk">www.truni.sk</a>
Slovak University of Technology	Bratislava	<a href="http://www.stuba.sk">www.stuba.sk</a>
The Technical University of Košice	Košice	<a href="http://www.tuke.sk">www.tuke.sk</a>
University of Žilina	Žilina	<a href="http://www.uniza.sk">www.uniza.sk</a>
Alexander Dubček University of Trenčín	Trenčín	<a href="http://www.tnuni.sk">www.tnuni.sk</a>
University of Economics in Bratislava	Bratislava	<a href="http://www.euba.sk">www.euba.sk</a>
Slovak University of Agriculture in Nitra	Nitra	<a href="http://www.uniag.sk">www.uniag.sk</a>
Technical University in Zvolen	Zvolen	<a href="http://www.tuzvo.sk">www.tuzvo.sk</a>
Academy of Performing Arts in Bratislava	Bratislava	<a href="http://www.vsmu.sk">www.vsmu.sk</a>
Academy of Fine Arts and Design	Bratislava	<a href="http://www.vsvu.sk">www.vsvu.sk</a>
Academy of Arts in Banská Bystrica	Banská Bystrica	<a href="http://www.aku.sk">www.aku.sk</a>

State Universities	City	Web Page
Slovak Medical University	Bratislava	<a href="http://www.szu.sk">www.szu.sk</a>
Armed Forces Academy of General M.R.Štefánik	Lipt. Mikuláš	<a href="http://www.aos.sk">www.aos.sk</a>
Academy of the Police Force in Bratislava	Bratislava	<a href="http://www.akademiapz.sk">www.akademiapz.sk</a>

## Selected Centers of Excellence

Centre of Information and Communication Technologies for Knowledge Systems	<a href="http://www.cna.sk">www.cna.sk</a>
Centre for Materials, Layers and Systems for the Extreme Condition Applications	<a href="http://www.machina.sk">www.machina.sk</a>
Centre of Excellence in Nano-/Micro-electronic, Optoelectronic and Sensory Technologies	<a href="http://www.fe.i.stuba.sk">www.fe.i.stuba.sk</a>
National Centre of Excellence in Renewable Resources Research and Application	<a href="http://www.nc-oze.stuba.sk">www.nc-oze.stuba.sk</a>
Centre of Excellence in SMART Technologies, Systems and Services	<a href="http://www.fit.stuba.sk">www.fit.stuba.sk</a>
Centre of Excellence in 5-axis Machining	<a href="http://www.mtf.stuba.sk">www.mtf.stuba.sk</a>
Centre for Development and Application of Progressive Diagnostic Methods in Processing of Metal and Non-metal Materials	<a href="http://www.mtf.stuba.sk">www.mtf.stuba.sk</a>
Centre of Excellence for New Technologies in Electrical Engineering	<a href="http://www.elu.sav.sk">www.elu.sav.sk</a>
Centre of Excellence in Computer Science and Knowledge	<a href="http://www.upjs.sk">www.upjs.sk</a>
Centre of Excellence for R&D of Structural Composite Materials for Engineering, Construction and Medical Applications	<a href="http://www.cekomat.sav.sk">www.cekomat.sav.sk</a>
Centre of Excellence for Intelligent Transport Systems and Services	<a href="http://ceids.uniza.sk">http://ceids.uniza.sk</a>

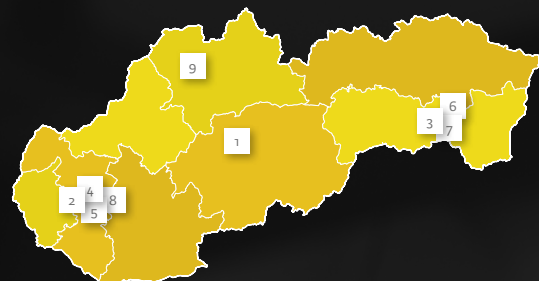
## Slovak Academy of Sciences

Science Sections	No. of Research Institutes
Earth and Space Sciences	5
Mathematical and Physical Sciences, and Computer Science	4
Engineering Sciences	6
Medical Sciences	9
Biological and Chemical Sciences	6
Agricultural and Veterinary Sciences	6
Historical Sciences	4
Humanities and Social Sciences	8
Arts and Culture	8

Other Specialised Organisations of Slovak Academy of Sciences	Web Page
Arboretum Mlynany SAS	<a href="http://www.arboretum.sav.sk">www.arboretum.sav.sk</a>
Center for Molecular Medicine	<a href="http://www.mmc.sav.sk">www.mmc.sav.sk</a>
Computing Center of SAS	<a href="http://www.vs.sav.sk">www.vs.sav.sk</a>
Encyclopaedic Institute	<a href="http://www.encyclopaedia.sk">www.encyclopaedia.sk</a>
Institute of Technology	<a href="http://www.ti.sav.sk">www.ti.sav.sk</a>

## Technology Clusters

1 Slovak Engineering Cluster	Banská Bystrica
2 Automotive Cluster – West Slovakia	Trnava
3 BITERAP Cluster	Košice
4 Electronical Cluster – Western Slovakia	Trnava
5 Energy Cluster – Western Slovakia	Trnava
6 Cluster AT+R	Košice
7 Košice IT Valley z.p.o.	Košice
8 Slovak Plastic Cluster	Trnava
9 Z@ict	Žilina



Source: Slovak Innovation and Energy Agency, [www.siea.gov.sk](http://www.siea.gov.sk)

Up to 45 Centers of Excellence in Slovakia are established thanks to European Union Structural Funds. Universities and institutions of the Slovak Academy of Sciences established several centers for research and development.

# Development Tendencies of Individual Regions

Prevailing Development Tendencies	Regions	Bratislava	Trnava	Trenčín	Nitra	Žilina	Banská Bystrica	Prešov	Košice
ICT		✓				✓			✓
Electronic & Optical Engineering			✓	✓	✓				
Air & Spacecraft Machinery				✓					✓
Chemical & Pharmaceutical Industry		✓		✓				✓	
Biotechnologies & Biomedicines		✓			✓	✓		✓	✓
Automatization, Measuring & Regulation		✓						✓	
Logistics & Transportation		✓				✓			
Renewable Energy Resources			✓				✓		
Ecology and Environmental Technologies				✓	✓		✓		
Energy Safety			✓						
Progressive Materials (glass, ceramics, textile, plastics)			✓	✓	✓		✓		
Packaging Materials								✓	
Automotive Industry			✓	✓		✓			
Machinery Industry & Mechatronics				✓		✓	✓		
Metallurgy, Light Metals Processing and Recycling							✓		✓
Wood Processing Industry							✓		
Agriculture			✓		✓				
Food Processing Industry and its Biotechnologies			✓		✓				
Mining Industry			✓						✓

Source: Slovak Innovation and Energy Agency, [www.siea.gov.sk](http://www.siea.gov.sk)

# About SARIO

Slovak Investment and Trade Development Agency (SARIO) is the governmental investment and trade promotion agency of the Slovak Republic.

The agency was established in 2001 and it operates under the Ministry of Economy of the SR.

SARIO is an entity which has a high level of credibility internationally and domestically; its officials are regularly invited to attend professional forums where they present and discuss the current issues of the foreign direct investment and foreign trade.

SARIO has a network of regional offices in Slovakia and operates worldwide via economic diplomats of the Ministry of Foreign Affairs.

## 2012 in figures

Business Missions	6 foreign and domestic missions
Intergovernmental Committee Commissions	3 foreign and domestic events
Business Forums	14 domestic events
Matchmaking Opportunities	122 domestic and 60 foreign companies
International Fairs and Exhibitions	4 domestic and foreign participations
Joint Venture	25 foreign and domestic projects
Engineering 2012	33 companies from 2 countries
5th Slovak Matchmaking Fair	139 companies from 15 countries



## SARIO Services

### Services for companies looking for Slovak business partner

- Tailor-made solutions for your business in Slovakia
- Assistance with meetings and itineraries arrangement and your business trip planning
- Organization of networking and matchmaking events helping you to personally get in touch with your prospective partner
- Identification of potential suppliers and subcontractors by matching your sourcing and procurement needs with the capabilities of Slovak producers
- Monitoring available production capacities in Slovak companies
- Communication of your co-operation proposal to suitable companies through our network of regional representatives
- Searching for suitable partners in the regions according to your conditions (networking)
- Facilitation in establishing joint ventures, production co-operation and other forms of partnership
- Background checks of companies that you consider to be your potential partners for doing business

### Services for exporters

- Participation at international expositions and trade fairs to promote Slovakia and Slovak entrepreneurs and agencies
- Assistance to SME related to their promotion abroad at exhibitions and workshops
- Organization of business missions abroad
- Market analysis, contacts and information on foreign territories
- Searching for foreign partners for domestic companies
- On-line database and business opportunities matchmaking services
- Pro-export training center





## Online Business Opportunities

### Slovak Sourcing and Co-operation Portal

Slovak Sourcing and Cooperation Portal (the Portal) is one of the essential tools to provide operational communications and virtual information sharing on supply and demand in all industries. The Portal is working on a platform of modern information system and meets all parameters for smooth communication concepts of domestic and foreign entities ([www.slovakiasourcing.com](http://www.slovakiasourcing.com)).

Through this portal, you can find:

- Suitable suppliers
- New sub-contractors
- Joint venture offers and other forms of partnerships
- Investment partners
- Offers of available production capacities

### BENEFITS

What will you gain through the portal?

- Access to a database of Slovak natural and legal entities and their product portfolios;
- Opportunity to list your own requirements for goods and services, co-operation, sub-contracting and investments in the portal, with each listing remaining "live" for 60 days;
- Be easily open to a multitude of Slovak companies that are interested in forming partnerships with you, who will flexibly be able to contact you directly via your email address.

### Catalogue of Cooperation Activities

This is an online catalogue that offers an insight into the potential of Slovak business entities with export activities and also informs you about Slovak companies interested in economic cooperation with foreign business partners in the form of subcontracting or joint ventures. The businesses included in this catalogue are selected with a focus on machinery, automotive, chemical, and electro technical industries – sectors with a long established tradition in the country with a sufficient production and export base. This catalogue also contains sector analyses of these industries, focusing on the last development and new trends for the future.

More than 150 Slovak companies with detailed cooperation proposals.

### BENEFITS

What will you gain through the catalogue?

- Possibility to find a suitable partner based on your requirements (opportunity to match your idea with a real project)
- Access to valuable information

Slovak Sourcing and Co-operation Portal figures by September 2012

Registered Companies	2620
Supplies and Demands	2419
Foreign	1829
Domestic	590
Subcontracting	325
Joint-ventures	163
Investments	172
Tenders	523
Goods	1236

## Special Projects

### Slovak Matchmaking Fair

"Slovak Matchmaking Fair" is an annual event which creates a networking platform for Slovak and foreign entrepreneurs. Each year the event enables foreign participants to see and feel the vast potential of partnering and conducting common activities with Slovak companies.

The event is attended by domestic and foreign business partners as well as representatives of trade chambers, the partnership of various organizations, associations, corporations, sub-contractor organizations and others.

The main goal of the event is the presentation of sub-contractor offers for partnership, tenders, available production capacities, inquires in order to establish joint ventures and to obtain co-operation partners for Slovak companies in the various sectors of industry. Companies can gain new opportunities in the fields of engineering, automotive industry, electrical engineering, IT technologies, as well as in the processing of plastics and wood.

### International Machinery Cooperation Day

International Machinery Cooperation Day – Engineering is the accompanying event of The International Machinery Fair at the premises of Exhibition Area AGROKOMPLEX, Nitra. It targets the companies producing metal products and metal constructions, machines and equipment, car production, trailers, transportation equipment, technology transfer, innovation and know how. This event is unique in Slovakia; it creates room for bilateral negotiations of Slovak and foreign subjects in the sector of machinery industry, profile presentation, partnership subcontracting offers, available production capacities, demands for joint-venture creation and mutual economic cooperation.

#### International Machinery Cooperation Day 2012 results

Registered companies	44
Slovak companies	28
Foreign companies	16
Number of countries	6
B2B meetings	205

#### Results & Reviews of the Slovak Matchmaking Fair

	2010 Results	2011 Results
Registered Companies	120	139
Slovak Companies	68	90
Foreign Companies	52	49
No. of Countries	14	15
B2B Meetings	609	488

"Very useful information and interesting communication was possible! The timing and event location were perfect."

(Michael Sander, SEZ AG; 2008)

"The meetings were very good, I am certain that Waipuna will now find a way to start business in Slovakia."

(Dennis Tindall, Waipuna; 2008)

"Excellent job! We felt like at home."

(Russian participant; 2009)

"I have to say that the formula of focusing just on the trade players was, once more, totally successful. No time-wasters; all the meetings were totally matching my expectations."

(Ettore U. Bellucci, Rena s.r.o.; 2010)

"Participation at this event gave us the opportunities to gain new business contacts as well as meet our traditional business partners."

(Alexander Karaffa, VÝVOJ martin, a.s.; 2010)

"Great and very useful event, we will definitely participate also next year"

(Serbian participant; 2011)

## Regional Offices

Bratislava / Trnava Region  
Trnavská cesta 100  
821 01 Bratislava  
E-mail: bratislava@sario.sk

Banská Bystrica Region  
Kuzmányho 5  
974 01 Banská Bystrica  
E-mail: banksabystrica@sario.sk

Žilina Region  
Háľkova 31  
010 01 Žilina  
E-mail: zilina@sario.sk

Košice Region  
SNP 48/A  
040 01 Košice  
E-mail: kosice@sario.sk



160 companies from various industries on export activities trends subcontracting joint-venture discover the potential development challenges strategic partnerships contracts production solutions insight projects services sector analyses insight prognosis engineering growth business opportunities electrotechnical chemical automotive hi-tech industry machinery energy sector pharmaceutical plastic & rubbery solutions get **access** to valuable information & find a suitable **>>** business partner for your project new joint-venture subcontracting match your idea with **reality**

business opportunities  
 sector  
 analyses  
 engineering  
 electrotechnical  
 hi-tech industry  
 machinery  
 energy sector  
 automotive  
 pharmaceutical & chemical industry  
 plastic & rubbery  
 + other industries  
 prognosis  
 trends  
 new  
 products  
 company profiles  
 references  
 advantages data  
 foreign business  
 partners  
 cooperation  
 information  
 activities  
 exporters  
 new trends  
 SARIO services  
 joint-ventures  
 subcontracting  
 company profiles  
 complex information data  
 contracts  
 quality  
 cooperation strategic  
 projects  
 revenues  
 employees  
 perspective  
 export  
 destinations  
 projects  
 business  
 cooperation  
 growth  
 investment  
 SARIO services  
 solutions  
 customers quality  
 industry overview  
 production  
 challenges structure  
 complex insight into  
 industries & business  
 opportunities  
 analyses  
 machinery  
 pharmaceutical & chemical industry  
 focus on  
 energy  
 electrotechnical  
 plastic & rubbery  
 sectors  
 matchmaking  
 contracts  
 projects  
 partnerships  
 new trends  
 contracts development  
 interactive  
 online  
 catalogue

Catalogue of Cooperation Activities:  
Valuable information at your fingertips

Find out more about Slovak companies  
interested in business cooperation.

Slovak Investment and  
Trade Development Agency

Trnavská cesta 100  
821 01 Bratislava

Tel.: +421 2 58 260 100

Fax.: +421 2 58 260 109

E-mail: [export@sario.sk](mailto:export@sario.sk)

Slovak Investment  
and Trade Development Agency (SARIO)



[www.sario.sk](http://www.sario.sk)