

**THE REPUBLIC OF SLOVENIA**  
**EMBASSY IN ATHENS**



Nicosia 9/10/2019

## **CYPRUS – SLOVENIA BUSINESS FORUM AND B2B MEETINGS**

On the occasion of the visit to Cyprus of the Slovenian Foreign Minister, Dr Miro Cerar, the Cyprus Chamber of Commerce and Industry in cooperation with the Slovenian Embassy in Athens and with the support of the Enterprise Europe Network will organise a Business Forum and B2B meeting on the 18<sup>th</sup> of October, 2019, Friday at 11:00-14:00 at the CCCI Building in Nicosia.

The Forum will be officially opened by the two ministers of Foreign Affairs Dr Cerar and Mr Christodoulides, and followed by presentation of the investment environment, as well as the logistics sectors, the Pharmaceuticals and Research Development in the two countries.

The purpose of the event is to provide participants with the opportunity to network and to develop collaboration.

Slovenian Business profiles are attached and companies wishing to have meetings with members of the mission are requested to complete and send the attached participation form, not later than 11<sup>th</sup> of Friday, 2019 to CCCI c/o Martha Georgiadou fax nu. 22667593, email: [martha@ccci.org.cy](mailto:martha@ccci.org.cy).

The description of your company's business activities in the participation form is required.

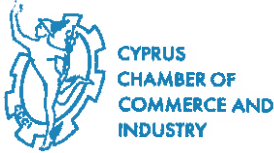
Meetings will last 10 to 15 minutes each and you will be informed for your appointments.

For more information please contact with Mr Zacharias Manitaras CCCI Officer, tel. 22889722 or Ms. Zoe Pieridou, EEN Cyprus tel. 22889769.

Yours sincerely

Christos Petsides  
Director  
Services and Trade

Stalo Demosthenous  
Senior Officer  
Enterprise Europe Network Cyprus



**THE REPUBLIC OF SLOVENIA  
EMBASSY IN ATHENS**



**PARTICIPATION FORM SLOVENIA – CYPRIOT BUSINESS FORUM & B2B  
MEETINGS  
18 OCTOBER 2019**

*Company Information - Please complete all fields below. The information that you provide will be used for matchmaking*

<b>Company Name:</b>	
<b>Participant Name &amp; Position:</b>	
<b>Email:</b>	
<b>Office Phone:</b>	<b>Mobile:</b>
<b>Postal Address:</b>	
<b>Year of establishment:</b>	
<b>Short description of your company's activities (products/services):</b>	

**WHICH COMPANIES WOULD YOU LIKE TO MEET WITH? PLEASE SELECT:**

1. EUROPACIFIC Logistika d.o.o.
2. INTEREUROPA KOPER
3. LUKA KOPER d.d. - Port of Koper
4. ILIRIKA d.d.
5. Posta Slovenije
6. CMA CGM

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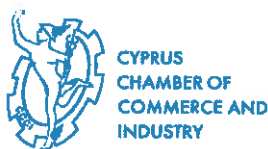
I....., hereby declare that I am over 18 years old. I authorize CCCI to use all the above data, with regards to my participation to the above mentioned event. I authorize the CCCI to send me questionnaires and/or other information with regards to my participation to the above mentioned event and/or other similar future events.

I am aware that promotional photos and/or videos from the above event can be published in websites and/or social media. Unless you authorize the CCCI to keep your data for future communication, all information provided will be destroyed upon the conclusion of the event. In addition to the right to withdraw your consent, you also have rights to access, modify, delete, restrict or oppose the processing of your data, which you may exercise through a written request to the CCCI. You also have the right to complain to the Office of the Commissioner for Personal Data Protection.

**Signature:** \_\_\_\_\_

**Date:** \_\_\_\_\_

Please return this form to: [martha@ccci.org.cy](mailto:martha@ccci.org.cy)



THE REPUBLIC OF SLOVENIA  
EMBASSY IN ATHENS



## CYPRUS – SLOVENIA BUSINESS FORUM 18 OCTOBER 2019

Cyprus Chamber of Commerce and Industry Building, Nicosia 1<sup>st</sup> Floor

### Program

- 11:00 – 11:30 Registration of Participants
- 11:30 – 12:00 Opening – Welcome Remarks  
President of the Cyprus Chamber of Commerce & Industry  
**Mr Christodoulos E. Angastiniotis**
- Minister of Foreign Affairs of Slovenia  
**Dr Miro Cerar**
- Minister of Foreign Affairs of Cyprus  
**Mr Nicos Christodoulides**

Master of Ceremony: Dep. Secretary General of CCCI, **Mr Leonidas Paschalides**

### Presentation

- 12:00 – 12:15 **Investment Opportunities in Slovenia**  
Presented by **Mr. Vid Habjan**, Head of Foreign Direct Investment  
Promotion Department at SPIRIT Slovenija
- 12:15 – 12:30 **Investment Opportunities in Cyprus**  
Presented by **Mr. Yiannos Papadopoulos**  
on behalf of Association of Large Investment Projects
- 12:30 – 12:45 **Presentation of Port of Koper in Slovenia**  
Presented by **Mrs Milena Slobko Jerman**, Sales and Marketing, Port of  
Koper
- 12:45 – 13:00 **Projects of Cypriot Companies in the field of Research and Development  
financed by EU funds and which are Potentially open to foreign Partners**  
Presented by **Dr Panayiotis Philimis**, Member of the Board  
Cy.R.I.C Cyprus Research and Innovation Center Ltd
- 13:00 – 13:15 Case Study by **Mrs. Karmen Grabnar Vovk**, Senior Communication and Brand  
Director at Outfit 7

**Moderation:** Director of Services and Trade of CCCI, **Mr Christos Petsides**

13:15 – 14:00 Pre – Arranged B2B Meetings

## SLOVENIAN DELEGATION MEMBERS

### Company profile and business interest in Cyprus

#### 1) Europacific, Logistika d.o.o.

Address: Ankaranska cesta 5, 6000 Koper, Slovenia

[www.europacific.com](http://www.europacific.com)

Ms. Ana Dežjot, COO – Chief Operation Officer

[ana.dezjot@europacific.com](mailto:ana.dezjot@europacific.com)

# EUROPACIFIC

*Logistics simplified*



#### ABOUT THE COMPANY

Europacific is a trusted logistics solutions provider that meets and exceeds expectations. Our success story began back in 2003 and is founded on our mission: We strive to be a flexible and reliable logistics company catering to the complex requirements of the modern logistics environment. We can manage and resolve any situation in order to successfully satisfy your logistics needs – from shipper to consignee. Focused on your requirements, our high-calibre service additionally includes in-house customs brokerage, a CFS located in Koper, as well as our own fleet of van escort vehicles and trucks with real-time GPS tracking devices. Europacific Logistics is your one-stop partner for the European market.

#### SERVICES

- Sea freight FCL, own LCL services and bulk
- Rail transport
- Own fleet of trucks and trailers for FCL, TLT, project
- ADR specialist
- Project and break bulk cargo
- Air freight
- Customs clearance
- Bonded warehousing and distribution
- Insurance
- Shipping agency
- Europacific urgent air service

#### CONTACTS

 +386 5 6626 380

 [info@europacific.com](mailto:info@europacific.com)

 [www.europacific.com](http://www.europacific.com)

#### BUSINESS NETWORK

- Head office: Koper
- Branch office at Ljubljana Airport
- Other branch offices: Croatia, Serbia, Slovakia, Hungary, India, and Singapore
- Extensive business in Central Eastern Europe (Austria, the Czech Republic, Hungary, Slovakia, Poland)
- Extensive business in Southeastern Europe (Bosnia and Herzegovina, Croatia, Montenegro, Romania, Serbia)



# Intereuropa®

Intereuropa Koper was established in 1947 in Koper.

We are market leader in South-eastern Europe and in collaboration with international partners we are present all over the world.

Together with its subsidiaries, provides logistics services in Slovenia, Croatia, Montenegro, Bosnia, Herzegovina, Serbia, Kosovo, Macedonia, Albania, and Ukraine. The company offers land transport services, including groupage, domestic transport, road transport, railway freight, and customs clearance services; logistics solutions consisting of warehousing and distribution; and intercontinental transport services, which include air and sea freight, shipping agency, and car logistics services. It also provides leasing of business premises, parking at customs terminals, trade fair logistics, and insurance brokerage services.

- 1.417 employee
- 2018 – turnover EUR 160.000.000
- 232.400 m2 of own warehouses facilities
- 1.711.000 m2 of land
- Membership in international organizations: FIATA, IATA, FETA, FONASBA, BIMCO, GS1, WCA, HCL
- Quality certificate ISO 9001:2015
- Authorised Economic Operator Status (AEO)

## Our strengths

- ☐ we adapt to the needs of customers
- ☐ own capacities
- established business partners network worldwide
- Excellent traffic connections
- ☐ EU link with the Balkans and all Europe
- ☐ we provide logistics solutions for a variety of goods
- professionalism, competence and rich experiences
- modern technology and equipment
- ☐ providing complex logistics projects

[www.intereuropa.si](http://www.intereuropa.si)

E-mail: [info@intereuropa.si](mailto:info@intereuropa.si)

Phone: + 386 5 55 41 000

Address:

INTEREUROPA KOPER

Vojkovo nabrežje 32

6000 KOPER - SLOVENIJA

**In Cyper we would like to meet the exporters, importers, agents, logistics company to check the possibilities for further development of the business via Port of Koper.**

## Registration and Company profile

### Company introduction / Predstavitev podjetja

<b>Company name:</b> /Naziv podjetja	Luka Koper d.d.
<b>Address:</b> /Naslov	Vojkovo nabrežje 38, 6501 Koper
<b>Telephone:</b> /Telefon	+386 5 66 56 100
<b>Fax:</b> / Fax	/
<b>Website:</b> /internetni naslov	www.luka-kp.si
<b>E-mail:</b> / E-mail	portkoper@luka-kp.si
<b>Representative name:</b> /Predstavnik podjetja	Mitja Dujc
<b>Position:</b> /Položaj	Commercial Director
<b>Mobile:</b> /Mobilni telefon	/
<b>E-mail:</b> / E-mail	Mitja.dujc@luka-kp.si
<b>Contact languages:</b> / Govorjeni jeziki	Slovene, English, Italian, Serbian/Croatian
<b>Brief company description, products and activities:</b> /Opis podjetja, proizvodi in dejavnosti	Port & terminal operator and global logistics provider
<b>Already engaged in import and export in Cyprus:</b> /Dosedanje uvozno-izvozne aktivnosti na ciprskem trgu	<input checked="" type="checkbox"/> YES, since year 1970 <input type="checkbox"/> NO Export to countries: globaly Import from countries: globaly
<b>Target partner enterprises (sector of activity and/or kind of products, services, profile) in Africa</b> /Ciljna podjetja na Cipru (sektor, proizvodi, storitve)	Logistics providers, shipping lines & agents, forwarders, importers-exporters of goods from/to Europe
<b>Kind of co-operation requested by the company (export, import, etc.):</b> /Željena vrsta sodelovanja (izvoz, uvoz,...)	Import-export of goods to/from Europe/Cyprus

## Port of Koper – Luka Koper

Luka Koper, port and logistic system, d.d. is a public limited company which develops and manages the Port of Koper, the only Slovenian seaport of very strategic interest. The company operates all **12 specialized terminals** in the multipurpose port, handling all types of cargo: containers, cars and Ro-Ro, various general cargo products, dry bulk, liquid bulk and passengers. The total throughput of the port in 2018 was 24 million tons, including 988,499 TEUs and 754,409 car units, making Koper the **largest container terminal in Adriatic** and one of the most important car terminals in Europe.

The Port of Koper has a strategic geographic position in the North Adriatic region and therefore important opportunities for servicing its Central European markets. It represents the **shortest link from the Far East via Suez to Europe** with a distance that is about 2,000 nautical miles shorter compared to other North-European ports and consequently enabling around 5 days shorter transit time. The consequent advantage is the optimization of the whole supply chain, making it more efficient and lean, with substantial cost and time savings for the customer.

The majority of the port's throughput is destined for the hinterland countries, namely: Austria, Hungary, Italy, Slovakia, Czech Republic, Germany and others. Port's connectivity shows a very high dependency on railway support as **60% of all cargo handled in the port is transported by rail** with daily container trains departures to main logistic and industrial centres in central and eastern Europe. Maritime connections include Mediterranean feeder and other short sea trade services. Koper has especially good container connections with Far East and South-East Asia, with weekly arrivals and competitive transit times.

Luka Koper d.d. is member of NAPA (Nord Adriatic Ports' Association), ESPO (European Sea Ports' Organization) and FEPORT (Federation of European Private Port operators), EcoPorts and Med Cruise. It has achieved several ISO quality standards and is very environmentally friendly oriented applying the EMAS scheme.

The main development focus will be on containers and cars, however the multi-purpose nature of the port will be preserved. The development plan of the Container terminal anticipates the extension of Pier No. 1 and the construction of new facilities, enabling an annual throughput of 1.5 million TEUs by 2021.



ILIRIKA  
*Tranzit shpirteshor*

COMPANY PRESENTATION  
Ilirika MBA



<p><b>SLOVENIA</b></p> <p><b>ILIRIKA D.O.</b>  <i>Brokerage, Asset management,          Corporate finance</i></p> <p>Števančičeva cesta 4/b          1000 Ljubljana          Slovenija</p> <p>T + 386 1 300 22 54          E <a href="mailto:info@ilirika.si">info@ilirika.si</a></p>	<p><b>SERBIA</b></p> <p><b>ILIRIKA INVESTMENTS AD,          BELGRADE</b>  <i>Brokerage, Corporate Finance</i></p> <p>Knez Mihailova 11-15/IV          11000 Beograd          Serbia</p> <p>T + 381 (11) 310 1000          E <a href="mailto:info@ilirika.rs">info@ilirika.rs</a></p>	<p><b>NORTH MACEDONIA</b></p> <p><b>ILIRIKA INVESTMENTS AD,          SKOPJE</b>  <i>Brokerage, Corporate Finance</i></p> <p>Bul. Sv. Kiril i Metodij          br. 45, lokal 8          1000 Skopje          North Macedonia</p> <p>T + 386 (2) 3296 859          E <a href="mailto:info@ilirika.com.mk">info@ilirika.com.mk</a></p>
<p><b>ILIRIKA OZU AD, BELGRADE</b>  <i>Mutual Funds</i></p> <p>Knež Mihailova 11-15/IV          11000 Beograd          Serbia</p> <p>T + 381 (11) 3903472          E <a href="mailto:info@omf.ilirika.rs">info@omf.ilirika.rs</a></p>	<p><b>ILIRIKA FUND MANAGEMENT AD,          SKOPJE</b>  <i>Mutual Funds</i></p> <p>Bul. Sv. Kiril i Metodij Olinde 11          br. 45, lokal 8          1000 Skopje          North Macedonia</p> <p>T + 386 (2) 329215 810          E <a href="mailto:info-fund@ilirika.com.mk">info-fund@ilirika.com.mk</a></p>	



# ILIRIKA FINANCIAL INSTITUTION

## Local presence

Beside Slovenia we are present at markets in Serbia and North Macedonia through our local offices:





Over 150  
transactions in  
recent years



# ILIRIKA CORPORATE FINANCE Services

One of the leading financial institutions in the area of corporate acquisitions in Slovenia and Southeast Europe. In more than 25 years, we have had contacts with numerous global and regional companies by providing them our quality M&A services. We supplement a comprehensive range of investment services in Slovenia with business and investments opportunities in foreign market.

By far the largest regional market share in successfully executed domestic and international M&A (buy side) transactions

## Company Profile

Pošta Slovenije is Slovenia's national postal operator, wholly owned by the Republic of Slovenia. With the largest national delivery network and nearly 5,500 employees, the company is one of the leading partners for the business enterprise sector in Slovenia, providing traditional postal and courier services (guaranteeing the universal service in the country), morning newspaper deliveries, financial services, logistics services (including the supply chain logistics), secure electronic services etc.

The company is the controlling company of the **Pošta Slovenije Group** which includes a number of subsidiaries that provide the following services:

- hybrid mail services including the preparation, design, printing or printout of addressed mail, insertion of promotional material, submission of postal items for delivery, drafting and sending printed and electronic invoices, accredited electronic archiving and 3D printing;
- online retail sale of B2C and B2B;
- daily digitalisation of incoming and internal mail for businesses and public institutions;
- logistics services, specializing in particular in warehouse logistics. In terms of warehouse capacities, the company is one of the largest in Slovenia. It provides logistics, transportation and forwarding services, and various supplementary warehouse services (e.g. packaging, labelling and declaration services).
- freight forwarding and other transport support services, which cover forwarding and agency transactions, primarily with regard to organising international and domestic transportation services and representation in customs clearance proceedings. As an equal link in the Expeditors Global Network, the company provides its customers global door-to-door transportation services, including other logistic services required for the complete execution of a transaction.

The Group also includes a sheltered undertaking providing services to support the controlling company's operations. It is one of the largest employers of disabled persons in Slovenia and provides a safe work environment for vulnerable groups of employees.



CMA CGM Slovenija d.o.o.

REPUBLIKA SLOVENIJA  
MINISTRSTVO ZA ZUNANJE ZADEVE  
Direktorat za gospodarsko in javno diplomacijo  
Sektor za bilateralno gospodarsko sodelovanje I

REF: CMA CGM SLOVENIA d.o.o. – The Shipping expert at the doors of Central Europe (short introduction)

CMA CGM SLOVENIJA d.o.o. with head office at port city of Koper, being part of the French CMA CGM Group a world leader in shipping and logistics.

CMA CGM with its 528 vessels serve more than 420 ports on five continents around the world and carried nearly 21 million TEUs (twenty-foot equivalent units) in 2018, present on every continent and in 160 countries through its network of 755 offices.

In Slovenia our ships call at port of Koper an integral part of the Adriatic Gateway to the heart of Europe. We ship cargo with direct Ocean Alliance service, Short Sea lines services to worldwide destinations at Asia, Africa, America, Mediterranean, Middle East, India and Australia. We connects Slovenia with Cyprus with direct weekly container service ADRIMED.

Customers who choose CMA CGM SLOVENIJA to grow their business also know we are more than maritime shipping. We offer efficient rail and road intermodal solutions from the port of Koper: including own dedicated block trains connecting Slovenia with Central and Eastern Europe every week, a much appreciated eco-friendly transport mode.

CMA CGM SLOVENIJA d.o.o., always ready to go beyond your expectations.

**We would like to meet import / export logistic companies.**

With Kind Regards,

Bine Štancar, Director  
CMA CGM Slovenija d.o.o.