

VISIT OF THE MINISTER OF FOREIGN AFFAIRS OF THE REPUBLIC OF SLOVENIA
H.E. KARL ERJAVEC IN GEORGIA, 28th and 29th November 2017
INTEREST OF SLOVENIAN ENTERPRISES
(10/10/2017)

No	COMPANY/Representative	ACTIVITY	INTEREST OF ENTERPRISES
1.	 Dušan Olaj, Director t +386 1 3601 400 www.duol.eu www.duolagro.eu	Solutions in the field of Air supported structures (balloons) and their turnkey designs (covered sports fields, covered fields for economic activity, storage facilities in the field of agriculture ...).	<u>Requests for the following meetings:</u> • Ministry of Sport - minister or deputy minister. Topic: construction of sports infrastructure with Air supported structures made by Duol. • Football Federation - President or Secretary General - Construction of football hall. • Tennis Association - President or Secretary General - Construction of tennis halls. At this moment, they have 4 serious requests for the construction of tennis centers in Tbilisi. Their wish is to sign one contract during the visit (EUR 200,000).
2.	ELAN INVENTA  Silvester Štok, Sails Area Manager Silvester.Stok@elan.si www.elan-inventa.com	Manufacturer of sports equipment and equipment for sports facilities.	<u>Requests for the following meetings:</u> • Ministry of Education • Ministry of Sport In 2016, company ELAN Inventa had talks at the Georgia's Ministry of Education; they offered to the Georgian side a free renovation of one of the school gymnasiums, which would serve as a model example of a modern gym. They supply to the Georgian counterparts also with the visual presentation of the gym restoration and provided Georgian

			side with the relevant materials. <u>Company is looking for response of the Georgian side to their offer.</u> At the meeting with the Minister of Sport (in 2016), they expressed their willingness to participate in the fitting of three new sports halls in the cities of Batumi, Telavi and Gora. <u>These are projects currently being implemented by the Georgian side, and the interest of Elan Inventa is still to participate at those projects.</u>
3.	RIKO® Andrej Ivanc, Head of Environmental Engineering andrej.ivanc@riko.si www.riko.si, www.rikogroup.com, www.starckwithriko.com	<u>Energy:</u> construction of hydropower stations and transformer stations. <u>Ecology:</u> construction of a waste landfill, construction of municipal waste water treatment plants.	<u>Requests for the following meetings:</u> - Representatives of local and state authorities responsible for the construction of communal infrastructure. This summer, RIKO together with the partner SADE from Georgia and the local construction company LTD Geo Build from Tbilisi participated at two prequalification offers: 1) Construction of a new sanitary landfill site with associated infrastructure Kutaisi – financed by KfW Banka 2) Construction of a new sanitary landfill site with associated infrastructure Adjara – financed by EBRD Bank At the moment, they are waiting for official results, according to the unofficial information; they are classified in the short list for the second round. They expect that in the next year, they will participate on 3-4 similar projects in the field of construction of communal infrastructure, landfills.

			In this regard, it is important that RIKO, as established company with solutions and references in this field, acts as a designer and supplier of technological solutions to the concrete ecological problem.
4.	 Marko Škoberne, President marko.skoberne@esotech.si http://www.esotech.si/	Engineering company, development and implementation of ecological (industrial waste water treatment) and energy projects.	<u>Requests for the following meetings:</u> Representatives of local and state authorities responsible for the construction of communal infrastructure.
5.	 Možina Damjan, Sales manager damjan.mozina@krka.biz www.krka.biz	Pharmaceutical company	<u>Requests for the following meetings:</u> - The Medicines Agency (topics: parallel import of medicines) and - Ministry of Health (health insurance system). Currently, they sell in Georgia 183 different products and strengthen the offer each year with the new products for different therapeutic groups. They do not have their own representation or company in Georgia. They do business with one of the largest drug distributors in the country, PSP, which takes care both for the marketing and distribution of their medicines. According to the data for the first half of 2017, based on the value of the sales they are among the fifth producers, while among all other foreign generics providers, their current market share is 3.6%. Despite the contraction of the market for medicinal products in Georgia (compared to the first half of 2016, the market contracted for 13 %), they also increased their sales for 2 (102%)

			index). They do not face any obstacles on the market, except that Georgia completely liberalized parallel imports of medicines from European Union, which occasionally leads to a problem with the registration in Georgia of not completely coherent medicines. The Partner PSP (Mr. G. Gogilashvili is also the Honorary Consul of the Republic of Slovenia in Georgia) proposed a meeting with the management of GM Pharmaceuticals, an established domestic Georgian drug manufacturer.
6.	 Andrej Pušnik, Director Andrej.Pušnik@eho.si www.eho.si	Manufacturer of refrigerating systems for fruits and vegetables.	<u>Requests for the following meetings:</u> • Ministry of Agriculture • Association for the food industry (fruit, vegetables, wholesalers). Currently, the first project in Georgia is being completed, namely, a banana ripening storage facility. They are interested in cooperating with fruit and vegetable wholesalers and suppliers.
7.	TEVEL  Nataliya Glogovich, Sales manager nataliya.glogovich@tevel.si http://www.tevel.si/	Design and implementation of technical safety in industry and mining, in particular the field of design and implementation of explosion protection.	<u>Requests for the following meetings:</u> • Ministry of Mining and representatives of the following corporation: Georgian Industrial Group (GIG) Address: Gazapkhuli str. 18, 0177 Tbilisi, Georgia Tel: +995 32 221 01 87 E-Mail:

			gig@gig.ge www.gig.ge Subsidiaries of GIG: 1. Georgian International Energy Corporation http://www.gig.ge/?page=giec 2. Saknakhshiri http://www.gig.ge/?page=gig 3. NEOGAS http://neogas.ge/eng/contact Contact Information: Telephone: +995 32 2 21 03 31 Call Center: +995 32 2 47 16 16 Email: info@neogas.ge marketing@neogas.ge For corporate clients: +995 32 221 03 31 (Ext.418) +995 579 27 61 44 Marketing Service: +995 32 221 03 31 (Ext.231) 4. KAMP http://kamp.ge/en/ Tel. 0431 26 62 00, info@kamp.ge Automshenebeli str. 88, 4600 Kutaisi, Georgia
8.	SIST – Slovenian Institute for Standardization Dr. Bogdan Topič, President e-mail: president@sist.si http://www.sist.si/	SIST is a public institute established by the Government of the Republic of Slovenia in August 2000. Act of 1999 appointed SIST as a national	Requests for the following meeting: Meeting with the counterparts in Georgia (Institute for Standardization of Georgia).

		standards body represents the interests of Slovenian national standardization in the international and European standards organizations.	
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