

**NEW TECHNOLOGIES, DIGITAL AND GREEN TRANSITION:
CHALLENGES AND OPPORTUNITIES FOR DEVELOPMENT AND GROWTH OF
ITALIAN-SLOVAK COOPERATION**

Rome, 11 April 2024

SLOVAK PARTICIPATING INSTITUTIONS' CHARACTERISTICS:

**SLOVAK INVESTMENT AND TRADE DEVELOPMENT AGENCY
(Slovenská agentúra pre rozvoj investícií a obchodu – SARIO)**

[| SARIO, Slovak Investment and Trade Development Agency](#)

The Slovak Investment and Trade Development Agency (SARIO) is the investment promotion state agency of the Slovak Republic within the competence of the Ministry of Economy of the Slovak Republic.

The mission of SARIO is to accelerate the investment, export and innovation potential of the Slovak Republic with the intention of turning the country into a technology center attractive to foreign investors, experts and potential business partners. Our goal is to develop export potential in globally competitive industries and territories, support the expansion of established companies, foreign investment, increase employment in high value-added sectors and all regions in accordance with the strategy and economic policy of the Government of the Slovak Republic.

Representatives:

Mr Robert Simoncic, Director General

Mr Tomas Salini, Director, Investment Projects Department

Focus of the presentation:

Presentation of Slovakia as an attractive business and investment destination for foreign investors with a view to creating jobs, preferably in high value-added sectors.

Presentation of Slovak companies as reliable and competitive business partners.

Presentation of the main services of the SARIO agency.

Expectations:

- establishing contacts on institutional level with Italian partners
- outline concrete possibilities for bilateral cooperation, determine its sectoral focus
- discussing the possibilities of cooperation in potential business missions in the region
- presentation of business environment in Slovakia for potential Italian investors

Possible follow-up:

- cooperation in realization of business missions in the region
- assisting with inquiries of Slovak businessmen or Italian ones interested in distributors from Slovakia
- interlinking Slovak companies with the Chamber of commerce and industry
- cooperation with specific Italian companies that would consider Slovakia a potential investment destination

SLOVAK CHAMBER OF COMMERCE AND INDUSTRY
(Slovenská obchodná a priemyselná komora – SOPK)
[Camera di commercio e industria slovacca \(sopk.sk\)](http://Camera.di.commercio.e.industria.slovacca.sopk.sk)

Slovak Chamber of Commerce and Industry (SCCI) is a public private institution founded by law in 1992. It acts as an independent representative of Slovak business and economic activities, focused on supporting and protecting business activities and coordinating business interests of its members in Slovakia and abroad.

SCCI is the only business institution that has created regional structures covering the whole of Slovakia. The Headquarters is in Bratislava, and in each regional capital city one regional chamber of SCCI develops its activities. In addition, it also establishes 17 professional sections and 5 advisory bodies – committees with nationwide scope.

Both natural persons and corporate entities who are active in business or are related to business environment are members of SCCI. As of 1996, membership is voluntary.

SCCI is present in international chambers – Eurochambers based in Brussels and International Chamber of Commerce based in Paris.

The Slovak Chamber of Commerce and Industry has been building a tight relation with foreign chambers of commerce. Cooperation is based on official contracts. This helps SCCI and its members find new business or production partners from abroad or deepen any existing cooperation. Regional SCCI chambers are also included, while most of the activities are carried out with partners that are geographically close.

Considering industry fields, a wide range of businesses is active in SCCI. Either production companies, trade corporations, banks, insurance houses, service providers, agricultural or food industry entities – as well as specialized high schools. When it comes to size, SCCI members range from large companies with Slovak and foreign capital, holdings, incorporated companies to smaller SMEs. SCCI members take 84% share of total Slovak GDP and almost 90% of Slovak export.

SCCI offers a wide range of services, regardless of whether companies are or are not an SCCI member: organizing of business missions, B2B events, participation at international fairs and exhibitions; organizing seminars and training; legal services; advisory and consulting services; certification services; projects; publishing activity.

Representative:

Ms Zuzana Scepanova, Director, International Cooperation and EU Integration Department
Ms Daniela Siranova, Project Coordinator, Enterprise Europe Network

Focus of the presentation:

Establishing cooperation with the Chamber of Commerce in Naples on the level of SCII and on the level of SCII members

Expectations:

Connect with Italian companies from the following industry sectors: automotive, machine, food, chemical, plastic, textile, tourism

COUNCIL OF SLOVAK EXPORTERS

Exporteri.sk - Rada slovenských exportérov

The Council of Slovak Exporters (CSE) is a 120+ strong member association representing the Slovak Export community, solely through facilitation, collective voice, and as an intermediary communication hub with relevant financial, legal, and insurance partners secured in place for our members.

Our Core pillars:

- Public Communication in support of Slovak exporters
- Tailored information and assistance
- High Level networking events
- Global Network of partners linked to international trade

Since our inception, we have attained multiple accolades and garnered plaudits for hosting multiple bespoke bilateral events, among many other nuanced offerings, and count ourselves as a trusted and reliable international partner. What we lack in size we make up in more than effective delivery and as recognition of our accomplishments, the Council also sits on the Governmental Council for Competitiveness and Productivity with the Prime Minister tri-annually, on all matters pertaining to Slovak Export.

One of our unique strengths is our global network and partnership pool where we count on associations whom we actively collaborate with in Serbia; Saudi Arabia, the United Arab Emirates, Kazakhstan, Taiwan, and Ukraine to name a few which is bolstered in the region as the founding team behind the Visegrad 4 Business Conference, with our partners in Czechia, Hungary, and Poland comprising the rest of a team in a now well documented and established format uniting the private and public sectors, through business.

We are also proud to announce the recent launch of a brand-new portal and app tailored exclusively under the www.exporter.sk umbrella to help facilitate prospects for the Slovak export community to match partners and sector-specific opportunities through easily navigable filters in foreign markets.

Representatives:

Mr Lukas Parížek, Chairman

Mr Parížek previously served as the State Secretary of the Ministry of Foreign and European Affairs of the Slovak Republic in 2016-2020 and was a Special Representative for the Slovak OSCE Chairmanship. In his capacity as the State Secretary, Mr. Parížek was responsible for areas of security policy, economic diplomacy, development assistance, international organizations, and the non-EU European territories, as well as Africa, Asia and the Pacific, and the Americas.

He earned his degree in International Relations at the Moscow State Institute of International Relations (MGIMO) in the Russian Federation. After graduation, he worked for Transnational Threats Department at the OSCE Secretariat in Vienna, Austria. From 2013 to 2015 he worked at the Defence Policy Department at the Ministry of Defence of the Slovak Republic. Before his appointment, Mr. Parížek worked at the Department of Communication and International Cooperation at the Slovak Innovation and Energy Agency.

Mr Zulf Hyatt-Khan, Deputy Chairman

Mr Hyatt-Khan's role revolves around the internationalization of the enterprise of its 100+ members, the growth and development of the organization, the opening of new markets for Slovak businesses, and is also currently the co-founder of the Visegrad 4 Business Conference.

He brings a wealth of global and culturally nuanced experience that started in the UK and has spanned across the globe including senior positions in executive roles in B-G and Mega Projects in the Middle East for several Fortune 500 companies.

Mr Zulf Hyatt-Khan is also a globally accomplished event host and has a background as a broadcaster covering local activities and international high-level events and is the host of two podcasts entitled "(un)Diplomatic the Podcast" and "Exportair International".

KLUB 500

www.klub500.sk

Since 2002, Klub 500 has been bringing together Slovak owners of companies employing more than 500 employees. Klub 500 represents an elite group of business leaders in Slovakia who lead companies that achieve exceptional results and have a significant impact on the Slovak economy. Klub 500 defends the interests of Slovak entrepreneurs in negotiations with the Government of the Slovak Republic, representatives of the National Council of the Slovak Republic, ministries, other central government bodies, and local self-government bodies. Klub 500 is involved in the development of legal norms and conceptual materials in the areas of economic and industrial policy. The aim of Klub 500 is to create a quality and competitive business environment that benefits all entrepreneurs and their employees.

The Chairman of Klub 500, Mr. Vladimír Soták, was also a long-time Vice President of the Italian-Slovak Chamber of Commerce, and the cooperation between the Italian-Slovak Chamber of Commerce and Klub 500 continues to this day. Vladimír Soták is also the CEO of Železiarne Podbrezová, which is the largest exporter from Slovakia to Italy.

As part of its activities, Klub 500 provides its members with a unique platform for exchanging experiences and establishing business contacts, enabling its members to share best practices, discuss strategic challenges, and seek common opportunities for growth and development. This makes Klub 500 an important player in promoting entrepreneurial culture and innovation in Slovakia. Klub 500 is open to international cooperation and support in networking and information exchange at the international level as well.

Representatives:

Mr Stefan Rosina, Vice President, Chairman of the Supervisory Board of Matador Group

Mr Marián Kurcik, Vice Chairman of the Board of Directors and CFO, Železiarne Podbrezová

Mr Tibor Gregor, Executive Director, Klub 500

Expectations:

Klub 500 is ready to establish contacts with local employers' organizations.

NATIONAL UNION OF EMPLOYERS OF SLOVAKIA
(Republiková únia zamestnávateľov – RUZ)
www.ruzsr.sk

*The presentation will also include the **IT Association of Slovakia** www.itas.sk and the **Digital Coalition** [Digitálna koalícia | \(digitalnakoalicia.sk\)](http://digitalnakoalicia.sk).*

National Union of Employers of Slovakia (NUE) is the largest private employers association in Slovakia. **IT Association of Slovakia** is the largest association of information technologies companies in Slovakia.

Both associations are active in seeking international cooperation and partnerships particularly in areas such as green and digital transformation as well as in promoting private sector development.

Digital Coalition – The National Coalition for Digital Skills and Jobs of the Slovak Republic is a national initiative established at the initiative of the European Commission within the framework of the Digital skills and jobs coalition policy. Its mission is to improve digital skills in Slovakia. The organisation was established in 2017 by the then Deputy Prime Minister Peter Pellegrini and the IT Association of Slovakia.

Coalition currently brings together almost 100 members – key stakeholders in the field of education and ICT in Slovakia. Members join the Digital Coalition voluntarily and free of charge by signing up to the Digital Coalition Members Memorandum at the same time as making valuable commitments to manage the impact of Industry 4.0 on human resources – the digital transformation of society and activities and professional contributions supporting the enhancement of digital skills.

Representative:

Ms Mario Lelovsky, 1st Vice President, NUE, 1st Vice President, IT Association of Slovakia, Chairman of the Board, Digital Coalition

Focus of the presentation:

Presentation of the both associations and the coalition and their interests.

Presentation of the Digital Coalition as a good example of a collaborative platform for various stakeholders in digital domain

Expectations:

Initialization of cooperation with partners in Campania region.

Formalization of cooperation, planning of future cooperation and projects

EXPORT-IMPORT BANK OF THE SLOVAK REPUBLIC

[EXIMBANKA - Eximbanka.sk](http://Eximbanka.sk)

Export-Import Bank of the Slovak Republic (EXIMBANKA SR), state-owned Official Export – Credit Agency serves as the direct instrument of the state for support of Slovak exporters by means of financing, guarantee and insurance portfolio. EXIMBANKA SR is actively helping exporters to enter into business relationships where the commercial financial sector is less interested to undertake risks, while creating conditions for the expansion of Slovak exports to perspective territories with higher level of risks. Mission of EXIMBANKA SR is to effectively increase competitiveness of Slovak exporters in international markets and minimize business-related risks.

EXIMBANKA SR has an active cooperation with its natural bilateral partners in Italy (SACE, SIMEST, CDP) within the EU working groups. OECD as well as the largest global union of export credit and investment insurers – the Berne Union

Representative:

Mr Rastislav Podhorec, Director General

Focus of the presentation:

Possibilities of support via banking, guarantee and insurance products portfolio of EXIMBANKA SR

Expectations:

Establishment of contacts and raising awareness of the possibilities of support from EXIMBANKA SR for delegation participants, primarily for the business community representatives; the local partners can benefit from the support for the purchase of goods and services of the Slovak companies.

Possible follow up:

EXIMBANKA SR is ready to assist Slovak exporters with setting up suitable credit and backstop solutions for their project already in the phase of a structured transaction.

ASSOCIATION OF AVIATION INDUSTRY OF THE SLOVAK REPUBLIC
Asociácia leteckého priemyslu Slovenskej republiky – AleP SR)
www.alep.sk

Association of Aviation Industry of the Slovak Republic (ALeP SR) is an association of professionals with focus on integrating, representing and protecting the interests of Slovak entrepreneurs in the aviation sector, creating a platform for their cooperation and networking. Recognizing the crucial role of education and skilled workforce in the aviation industry success, the association strives to establish intensive cooperation with educational institutions, training centers and professionals in order to attract and retain top talents in this sector.

Representatives:

Mr Roman Danda, President

Ms Karolína Hecl, Executive Director

Expectations:

Establishing contacts with a partner organization, representatives of producers, system integrators or aviation services providers as well as airport representatives and air navigation services providersrepresentatives.

CAMERA DI COMMERCIO ITALO-SLOVACCA

[La Camera di Commercio Italo-Slovacca | camit.sk](http://camit.sk)

La Camera di Commercio Italo-Slovacca è un'associazione bilaterale riconosciuta dal Governo Italiano che opera al servizio degli imprenditori che vogliono sviluppare relazioni commerciali tra Italia e Slovacchia.

Rappresentiamo un network di circa 200 imprese, includendo le più importanti realtà italiane presenti in Slovacchia. Gli associati che utilizzano la Camera come centro servizi e come strumento di dialogo con le istituzioni slovacche per risolvere problemi concreti, e per cogliere opportunità di finanziamento.

In oltre 20 anni di attività abbiamo aiutato circa 5.000 aziende fornendo consulenza di tipo fiscale, servizio di contabilità e supporto nelle ricerche di partner commerciali e di clienti. Quale organizzazione senza scopo di lucro, siamo in grado di operare esclusivamente nell'interesse dello sviluppo economico delle imprese, contribuendo concretamente a farle operare con successo sul mercato a cui si rivolgono.

Appartenendo al network mondiale delle oltre 70 Camere di Commercio Italiane all'Estero - Assocamerestero, ci è possibile ampliare a livello internazionale il nostro raggio di azione, operando in rete con oltre cinquanta Paesi. Siamo Soci della Camera di Commercio Slovacca.

Rappresentante:

Mr Robert Vercelli, President

Mr Giorgio Dovigi, Secretary General

SLOVAKIA TRAVEL

Slovakia.travel

Slovakia Travel is an agency for support and promotion of tourism in Slovakia. Since its establishment in 2021, the agency has been supporting and promoting inbound tourism from abroad as well as domestic tourism.

Representative:

Ms Veronika Holeckova

Focus of the presentation:

Presentation of Slovakia as an attractive tourist destination