

2022



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EIT-Food Startup Guide Slovenia



Contact

EIT Food accelerates innovation to build a future-fit food system that produces healthy and sustainable food for all.

We believe inclusive systems innovation, which enables all people and places to participate and benefit, is essential to a strong food system that is better for everyone. With teams on the ground across Europe, we bridge the gap between countries and regions with low innovation capacity and those leading the way. And we put consumers at the heart of our work, helping build trust by reconnecting them to the origins of their food, directly involving them in the innovation process, and working with the food sector to increase transparency. Collaboration is central to all our work, which spans the whole food value chain, and is vital to meet the big challenges we face. Together with our community, we will build an innovative and resilient food system that in turn creates a healthier society and planet.

**This report was prepared by Enky Consulting
for EIT Food CLC North-East Sp. z o.o.
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Disclaimer: The guide is intended to help entrepreneurs and startups. However, it does not replace seeking professional advice and guidance. As such, although EIT Food has made every effort to ensure that the information in this book is useful, they do not assume any responsibility for the outcome of your business.



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Welcome to the market!

We are pleased to hand over to you this very latest edition of the EIT-Food's startup guide. Doing business requires strength and resilience, but doing business in agriculture and in the food industry requires passion and willingness to overcome specific challenges. Some of those challenges are nature driven to which we may just need to be able to adapt and manage. The other group of challenges stem from complexity of the markets, regulatory environments or geographical differences. These we can address and that is precisely the aim of this guide. We want to help you in your business location decisions, whether you are at the start of your entrepreneurial journey or already plan to internationalize your business across Central & Eastern Europe.

As an entity building the EIT-Food network in Central & Eastern Europe (as well as in the Nordics region), our Co-Location Centre (North-East) implements a variety of programmes targeting the key challenges and priorities of agricultural and food system development. We are pleased to see your interest in making it happen through products and services brought to our market.

In current macroeconomic environment where supply chains remain volatile and market transparency is hampered, the access to information about the ecosystem is essential. That is why we focus in this guide on helping you quickly determine how a local ecosystem in Slovenia in the ag-food sector works. In view of that we give you a picture of top regulators, policy makers and startup community developers. We hope the guide would serve as a reference for your entrepreneurial efforts all across the way from being technology developer to acting as a solid market player on the market.

Wishing you all the best for your ag-food business,

Marja-Liisa Meurice
Director of EIT-Food CLC North-East

EIT-Food Startup Guide Slovenia 2022

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EXECUTIVE SUMMARY

1.2% share of the gross value added of agriculture in GDP

EUR236.5 million gross fixed capital formation in agriculture

68,331 agricultural holdings

6.9 ha utilized agricultural area per agricultural holding

6 livestock units per agricultural holding

57 years average age of the manager of the agricultural holding

479,486 ha utilized agricultural area

175,265 ha arable land

Self-sufficiency rates in 2020: milk **134%**, cattle meat 107%, poultry meat 111%, maize 116%

Total number of agricultural enterprises: **291**

Number of employees in agricultural enterprises: **1,877**

Value added: **€76 million** of agricultural enterprises

Net turnover: **€209** million of agricultural enterprises

Net turnover from foreign sales: **€27 million** of agricultural enterprises

The Slovene startup ecosystem consists of **23 entities**, 33 co-working spaces and 12 venture capitalists

LOCAL AGRIFOOD MARKET INSIGHTS



1



1.1. Introduction

GDP growth is forecast to be 5.8% in 2022, while growth will stabilise at 2.4% and at 2.5% in 2023 and 2024, respectively. Economic growth will remain broad-based throughout the forecast period. Private consumption will be driven by high employment, projected wage growth and accumulated savings during the pandemic. After strong growth in early 2022, investment activity will gradually become more subdued later in the year and into 2023 due to lower growth in foreign demand and higher prices, and lower availability of capital goods.

The situation in the domestic economy and the external environment is reflected in the inflation forecast, which is expected to average 9.0% in 2022, before declining to 4.5% and 2.3% in 2023 and 2024, respectively. Against a backdrop of record low unemployment and unfavourable demographic trends, employment growth will come mainly from the recruitment of foreign workers.

Investment promotion measures, which are equal for both domestic and foreign investors, are regulated by the Investment Promotion Act (ZSIInv). The Act provides for the following investment incentives: subsidies, incentives in the form of credit, guarantees and interest rate subsidies; and the possibility of purchasing municipally owned real estate at below-market prices on the basis of a direct contract. Public agency "SPIRIT Slovenia" is the entry point for all potential foreign investors who consider Slovenia to be a possible location for their investments. In 2021, Slovenia received foreign direct investment in the amount of €1.7 billion. The agrifood sector is not a major recipient of foreign investments.

1.2. Simplified overview of the Slovenian agrifood industry

In 2020, 291 agricultural enterprises with 1,877 employees, 76 million euros in value added and 209 million euros in net sales submitted their annual reports. Most performance indicators were higher than in the previous year, with the exception of profit, which was 50% lower (Bedenk and Križnik, 2021).

The 772 food companies that submitted an annual report employed a total of 14,486 people, generated value added of 623 million euros and net sales of 2.2 billion euros. Their total profits, down 12% compared to 2019, amounted to €112 million. Corporate debt, measured by the ratio of net financial debt to EBITDA, was 4.2 times EBITDA for agricultural companies and 2.2 times EBITDA for food companies in 2020 (Bedenk and Križnik, 2021).



Utilized agricultural area

The share of agricultural land in Slovenia in the total area is significantly lower than in the EU as a whole, but after a long-term decline, this relatively modest share has stabilized. In 2019, the utilized agricultural area (UAA) covered about 480,000 hectares. Mainly due to the abandonment of agriculture and overgrowth of land by trees and shrubs, but also due to conversion to built-up land, this is 15% less than at Slovenia's independence, but the same as in 2012 (IMAD, 2021).

In terms of ensuring conditions for local food production, the low proportion of arable land is particularly worrying. In terms of arable land per person, which is most important from a food security perspective, Slovenia is among the last four countries in the EU. In 2019, the arable land per person was about 8.4 ares (EU average: 22.2 ares) or a total of 174,000 hectares. Only about 3% of this area was used for growing vegetables, as a large part of the fields is used for growing fodder crops. These are also grown on permanent grassland, which accounts for the

largest share of arable land, about six-tenths. Permanent crops accounted for around 6% of the agricultural area, with vineyards and orchards being the main crops (IMAD, 2021).

Organic farming, the most desirable form of agricultural production from an environmental point of view, is more widespread in Slovenia than in the EU as a whole and is increasing. One-tenth of all farms were included in controlled organic farming in 2019. Again, permanent pastures and meadows for fodder production account for the largest share, and the shares of other types of land are relatively small. However, this does not match the demand, which is highest for organically produced fresh fruits and vegetables and vegetarian processed foods. Given the natural conditions, i.e. the high proportion of farms in mountainous and other remote areas where intensive conventional farming is not possible, there is still considerable scope for further development of organic farming in Slovenia (IMAD, 2021).

Utilized agricultural area (UAA), total and under organic farming

	2005	2008	2010	2012	2013	2014	2015	2016	2017	2018	2019	SDS 2030 target
UAA, share in total area, in %												
Slovenia	25,1	24,3	23,8	23,7	23,6	23,8	23,5	23,6	23,7	23,6	23,7	>24,0
EU	N/A	40,0	39,4	38,9	38,9	39,0	39,2	39,1	39,1	39,2	39,2	
UAA, share under organic farming, in %												
Slovenia	4,6	6,1	6,4	7,3	8,1	8,6	8,9	9,1	9,6	10,0	10,4	
EU	N/A	N/A	N/A	5,9	5,9	6,1	6,6	7,1	7,5	8	8,5	

Source: Eurostat, 2021, calculations by IMAD.
Note: N/A - not available

Agricultural intensity

Given its moderate average crop and livestock production, Slovenia is not among the countries with high agricultural intensity. The development of Slovenian agriculture has been characterized by dualism for some time: in addition to an increasing intensification of agriculture, which is accompanied by a decrease in the number of farms and thus a greater concentration of crop and livestock production, Slovenia has also seen an increase in organic farming.

A comparison with the EU average in crop production does not give a consistent picture, which can be seen in the average yields of the two most important Slovenian crops, wheat and corn: for wheat, the yield per hectare tends to be lower than the EU average, while for maize it is generally higher. Under the influence of weather conditions, yields of all crops vary considerably from year to year, but in the long term they increase as technology improves. As long as they are not too high, this means an improvement in the utilization of natural resources.

The environmental impact of animal production, measured by the number of animals per unit of agricultural land, is not among the lowest, given the natural conditions, but the average milk yield per animal is below the EU average. From the point of view of animal stress, this is favourable, but from the point of view of environmental impact per unit of production, it could be somewhat higher.

Average yields of the main crops and consumption of NPK fertilisers and pesticides

		2005	2010	2012	2013	2014	2015	2016	2017	2018	2019	2020
Average yields of wheat, maize and milk, in tonnes/ha or tonnes/cow												
Wheat	Slovenia	4,7	4,8	5,4	4,4	5,2	5,1	5,2	5,0	4,4	5,2	5,8
	EU	N/A	N/A	N/A	N/A	N/A	N/A	5,2	5,7	5,2	5,8	N/A
Maize for grain	Slovenia	8,3	8,5	7,1	5,4	9,2	9,0	9,5	7,1	9,5	9,3	10,4
	EU	N/A	7,1	6,0	6,8	8,1	6,4	7,3	7,8	8,4	7,9	7,0
Milk yield	Slovenia	5,5	5,5	5,6	5,4	5,7	5,6	6,0	6,0	6,1	6,2	N/A
	EU	N/A	N/A	N/A	6,5	6,7	6,8	6,9	7,0	7,2	7,3	N/A

Source:
Obtained from umar.gov (13.07.2022)

**MAIN
STAKEHOLDERS IN
THE LOCAL AGRIFOOD
INDUSTRY**

2



2.1. Key Slovenian agrifood companies

Company Name	Scope of the activity	Operating revenue in 2020, € million
RWA Slovenija d.o.o.	Representation of foreign companies, production of seeds of agricultural plants, sale of cereals and crops (corn, wheat, barley, rye, potatoes, grass seeds, vegetables and other). Export: Austria, Croatia, France, Hungary and Romania.	17.27
Panvita Agromerkur d.o.o.	The encompassing trademark of Skupina Panvita combines three interrelated projects: agriculture, meat and meat products and ecology and energetics. Today Skupina Panvita incorporates 10 interrelated organizations that employ over 600 individuals and realizes our responsibility toward the production of ecologically sustainable food products and the natural raising of livestock. Main focus: production and sale of poultry meat. Export: Bosnia and Herzegovina, France, Germany, Italy, Montenegro, North Macedonia and Slovakia.	16.89
Farme Ihan – KPM d.o.o.	A pig farm – by comprehensively managing the process from birth, selection, breeding, slaughter and pork cutting and processing to the highest internationally recognized standards, we offer our customers the highest level of safety in their daily food purchases. Its basic installation is specialized activity of pig slaughtering, with a capacity of 150,000 pieces annually and marketing of pork in the form of carcasses, parts of the macro and micro parts dissection.	5.91
PP – Agro d.o.o.	Producer of animal feed. AGRONATUR feeds are composed of the highest-quality raw materials and mixed according to carefully selected recipes. They are fortified with a wide variety of vitamins and minerals that your animals need for a healthy diet. We produce most of the basic ingredients ourselves, which allows us to constantly control the quality of the incoming raw materials.	15.71

Paradajz d.o.o.

Tomato production. Due to its excellent strategic position, tomatoes can be delivered all over Slovenia in one day, and at the same time we have the capitals and larger cities in neighbouring countries at our fingertips: Croatia, Hungary, Austria, and even Slovakia, and Bosnia and Herzegovina.

13.20**Evrosad d.o.o.**

Evrosad is a leading manufacturer of fruits in Slovenia. Today, they produce about 10,000 tons of fruit per 250 ha area. They annually produce about 3,500 tons of fruit per 120 ha area. Fruit Company Ormož d.o.o. and on their current area of 140 ha they produce more than 4,000 tons. They work in cooperation with the fruit growers of Posavske regije, with whom they have a contract on the purchase of apples, pears and peaches, and they produce 3,500 tonnes of fruit per total area of 150 ha. Fruit produced in our own production and purchased from our contract manufacturers is sold under a single brand "Evrosad". Export: Austria, Bosnia and Herzegovina, Croatia, Germany, Hungary, Italy, Lithuania, Romania, Russian Federation, Serbia and the United Kingdom.

11.03**Meja Šentjur d.d.**

Is one of the largest agricultural enterprises in the production of eggs and apples (Golden Delicious, Gala, Fuji, Mairac, Jonagold and others) in Slovenia. Export countries: Austria, Bosnia and Herzegovina, Croatia, Hungary, Italy and Serbia.

12.09**Puklavec Family Wines d.o.o**

In Slovenia, in the Ljutomer Ormož hills they produce exclusively white wines (top-quality, sparkling and quality wines). They fill wines under various brands: the most recognizable is Jeruzalem Ormož, the traditional Ljutomerčan wine brand, a boutique line of wines from top locations, intended exclusively for the Seven Numbers, and a fresh line of wines for gastronomy Estate Selection. In North Macedonia, they own a small boutique cellar Puklavec Family Wines Negotino, where they produce exclusively red wines from the varieties Cabernet Sauvignon, Merlot and Vranec. Export: Austria, Belgium, Brazil, Croatia, Germany, the Netherlands, Poland, the United Kingdom and the United States.

12.76**Radgonske gorice d.o.o.**

Radgona Golden sparkling wine is the first Slovene sparkling wine produced after the renowned French method of fermentation in the bottle. Radgona Golden sparkling wine exists in the types extra dry, dry and medium dry. In our cellar we have been filling Radgona Gold made by the classic method or "méthode champenoise" since 1852, when the name "Styrian sparkling wine" was first published in the newspaper Bleiweisove novice.

11.62

Panvita prašičereja d.o.o.

Production of pig meat. The Panvita breeding is comparable to the best farms in the narrower and wider European region, and its capacity is 124,000 reared pigs per year. The Panvita group appears on the market as a producer of healthy and high-quality pigs. Export: Austria, Romania and Slovakia.

6.76

“Business figures are encouraging, at least for a large part of the industry, indicating that the sector is strong and resilient and able to supply the market with safe and affordable food. However, this by no means means that the chain is strong and cohesive. We must continue to strive for fair cooperation, and above all, we must strive to sign long-term contracts for the cooperation. It is only by cooperating with each other that we will maintain and improve our economic position of family farms, agricultural businesses and the food processing industry and, ultimately, satisfy the needs and demands of the modern consumer”

Tatjana Zagorc, PhD GZS-ZKŽP and Janez Rebec, MSc UO GZS-ZKŽP



2.2. Public institutions

Different types of ministries provide various types of financial support for different types of companies in different stages (for more information please read 4.1):

- Ministry of Economic Development and Technology
- Ministry of Agriculture, Forestry and Food
- Ministry of the Environment and Spatial Planning

Chamber of Commerce and Industry of Slovenia

Chamber of agricultural and food enterprises (CCIS-CAFE). CCIS-CAFE is the representative industrial association of the food industry in Slovenia and represents more than 200 agrifood companies. Besides the role of representing the interests of their members, CCIS-CAFE plays an important role in the national innovation ecosystem by promoting technology transfer, promoting innovation and managing the strategic development-innovation partnership SRIP HRANA for the S3 thematic area of sustainable food production. CCIS-CAFE has also successfully served as the EIT food regional hub and is recognized as an important stakeholder in the local, regional, national and EU food innovation ecosystem with strong outreach.

Website: [link](#)

Address: Dimičeva 13, 1504 Ljubljana, Slovenia

E-mail: zivilska.ind@gzs.si

Telephone: +386 1 5898 227

The Chamber of Craft and Small Business of Slovenia

Obrtno podjetniška zbornica Slovenije .The Chamber of Craft and Small Business of Slovenia is an umbrella organization comprising the craft and small business chamber system jointly with 62 regional chambers of craft and small business. They offer: consulting, training, issuing of craft licences, EU certificates, certificates for occasional craft activities in the RS, transport licences.

Website: <https://www.ozs.si/english>

Address: Celovška cesta 71, 1000 Ljubljana, Slovenia

E-mail: info@ozs.si

Telephone: +386 1 5830 501

Chamber of Agriculture and Forestry of Slovenia

Kmetijsko gozdarska zbornica Slovenije . The Chamber of Agriculture and Forestry of Slovenia is the umbrella interest organization of natural and legal persons in the Republic of Slovenia engaged in agriculture, forestry and fishery. Its central task is to protect and represent their interests, to consult them and accelerate economical and environment-friendly activities. Informiranje članov o aktualnih dogodkih, različna izobraževanja (predavanja, tečaji, seminarji in delavnice) ter zagotavlja brezplačno tehnično, pravno in ekonomsko svetovanje.

Website: www.kgzs.si/cafs

Address: Gospodinjska ulica 6, 1000 Ljubljana, Slovenia

E-mail: kgzs@kgzs.si

Telephone: +386 1 5136 600

Leading national research institutes and universities in Slovenia

The Agricultural Institute of Slovenia is a public research institution founded in 1898 and is the leading research institute in the field of agriculture in Slovenia. It comprehensively deals with the issues of modern agriculture and is expanding its activities into the fields of environmental protection and ecology.

The Institut Jožef Stefan is the leading Slovenian scientific research institute, covering a broad spectrum of basic and applied research. The staff of about 1,050 specializes in natural sciences, life sciences and engineering. The subjects concern production and control technologies, communication and computer technologies, knowledge technologies, biotechnologies, new materials, environmental technologies, nanotechnologies and nuclear engineering.

The National Institute of Chemistry. Basic and applied research are oriented towards fields that are of long-term importance to both Slovenia and the world, e.g. materials research, life sciences, biotechnology, chemical engineering, structural and theoretical chemistry, analytical chemistry and environmental protection, through which the institute is in line with the needs of the domestic and foreign pharmaceutical, chemical, automotive and nanobiotechnological industries.

The National Institute of Biology is the largest independent public research institution for life sciences in Slovenia. The numerous activities taking place at the NIB are related to the environment, agriculture, food and, more recently and increasingly so, to human health. They also have the Marine Biological Station Piran (MBSP) on the Adriatic coast in Piran. The focus of MBSP is ecological research, particularly interdisciplinary research concerning coastal seas.

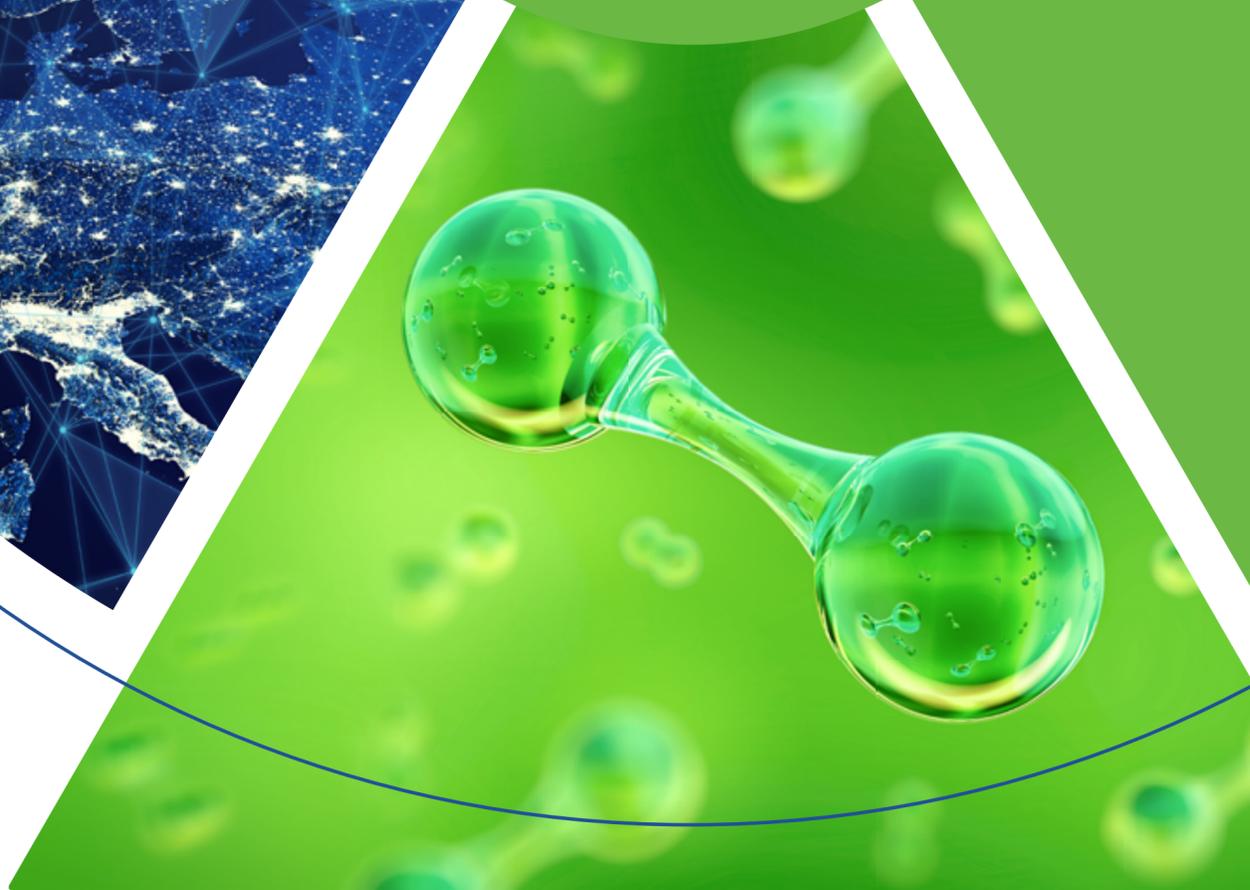
University of Ljubljana. The University of Ljubljana is the oldest and largest higher education and scientific research institution in Slovenia and has close ties with Slovenian companies and foreign enterprises. They own LU (Ljubljana University incubator) and TTO.

The University of Maribor is the second-largest University in Slovenia and thus brings together knowledge, research findings and the industry. The central project in this area is called IOT – Innovative Open Technologies. They own Tovarna podjetij (incubator).

University of Primorska. The University of Primorska is successfully implementing its two core activities: research and education. In all of its functioning it collaborates closely with the creators and users of knowledge locally and globally. The knowledge of the environment that the university directly offers to companies, public institutes and other organizations is a quality upgrade of basic research and a precondition for effective use of the intellectual potential of society and spaces in which it operates.

University of Nova Gorica. The University of Nova Gorica aims to be an independent, research-oriented and student-friendly university, where knowledge is formed within a harmonious relationship between students and researchers, so that the knowledge can be transferred to younger generations and into the business environment.

AGRIFOOD ECOSYSTEM



3.1. Funding opportunities for agrifood start-ups

Developing projects can apply for financial support from various VC funds and participate in special acceleration programmes organized by leading economic development agencies. Companies from all over Slovenia can count on assistance, but the greatest focus is on the development of the country's eastern provinces.

Name of opportunity/ investor/ organisation	Type of support (venture capital [VC] funding, angel investors, government funding, EU funding, startup loans, incubator/accelerator funding, competition with prize money, etc.)	Short description of opportunity, target group (vertical and stage), eligibility requirement, and funding amount or average ticket size	URL	Timeline (application deadline, important dates, etc.)
Suricate Ventures	Private venture capital funding	Suricate Ventures is a privately financed venture capital firm with a smart money investment philosophy. They invest in early-stage technology ventures with a focus on Fintech and Insuretech, gaming, metaverse, health and logistics & supply chains. Suricate Ventures combines venture capital, industry expertise and networking.	https://www.ajpes.si/	Please see the page for exact dates and funding opportunities
daFUND	Private venture capital funding Pre-seed/seed stage	Investing in early-stage B2B start-ups propelled by software. Initial investment size from couple EUR10k to EUR100k – with our LPs' additional investments also up to couple EUR100k – follow-on investments possible.	https://dafund.eu/	Please see the page for exact dates and funding opportunities
Slovenian Business Angels	Angel investors Stage we focus on: seed stage	Member of Slovenian Business Angels, open to investment opportunities, if you have a proven use case and an ambitious but realistic road map.	https://www.upr.si/en	Please see the page for exact dates and funding opportunities
Silicon gardens	Early-stage technology start-ups	Silicon gardens invest in seed and early-stage start-ups with tickets starting at €50,000. Tickets can go up to €500,000 and individual angels are prepared to co-invest. They are interested in start-ups with proven market traction or minimal viable product that know their target group and are ready to make the next move.	https://www.stat.si/StatWeb/en/Field/Index/11/33	Please see the page for exact dates and funding opportunities

RSG capital	Venture capital	RSG capital invest in companies led by experienced individuals with an in-depth knowledge of their target market who offer a unique product or service. Their “targets” are technologically advanced companies that make good use of the available capital, that have the potential for rapid development and growth, and that could be competitive on a global scale. They can provide a capital increase of €1.5 mln to an individual company, as well as follow-on investments, depending on that company's needs.	https://www.ajpes.si/Registri/Poslovni_register/Porocila	Please see the page for exact dates and funding opportunities info@rsg-capital.si
ABC accelerator	Accelerator funding	You need to have a winning business case, strong traction or revenue and a dedicated team of people willing to go the extra mile. Accelerators give start-ups the know-how to survive, introductions to mentors and connections to investors. €25,000 of convertible loan for business development. After the programme they will convert the loan into 8% of your company equity and introduce you to in-house VC – ABC First Growth, which cooperates with their partners and invests from €100k to €250k in start-ups with traction.	https://abc-accelerator.com/apply	Applications are always open. Apply anytime.
CZK accelerator	Government funding	Creative Accelerator is a series of training sessions on business and specialized creative topics aimed at various target groups in the creative ecosystem and at the development of creative enterprises in various development phases.	https://popri.si/en/competition/	
Kolektor	Private investor (digitalization); early-stage start-ups	The corporate VC fund Kolektor Ventures, and a year later the Kolektor Labs internal industrial accelerator. Both of them provide optimal conditions for the development of new breakthrough technologies, business models and products for the smart factories of the future.	https://www.ki.si/en/	Please contact via online survey
Coinvest	Accelerator funding	Apply your start-up details in their database if you possess excellent tech talent and world-class business potential for fast growth and come from one of the following “New Europe” countries: Slovenia, Croatia, Serbia, Hungary, Greece, Turkey, the Czech Republic, Slovakia, Bulgaria, Romania, Poland, Bosnia, Montenegro, Albania, Kosovo or Russia.	https://www.coinvest.si/	Please contact mladen.dakic@coinvest.si (Investor Relations), miha.prebil@coinvest.si (Start-up Relations)

GEA CollegeGovernment funding,
incubator

The Youth Entrepreneur Competition is specifically for high school students who wish to develop their knowledge of entrepreneurship and business. Their assignments will entail development of their own business ideas, drafting performance analysis and own argumentation at public presentations.

<https://gea-college.si/en/o-gea-college-2/youth-entrepreneur-national-competition/>

Please see the deadline in the link.

Primorski Tehnološki park

Incubator/accelerator

Organizing competition POPRI – Youth is an international competition for entrepreneurial ideas of young people, with prize money – total funding amount €30,000.

<https://www.ozs.si/english>

Please see the deadline [on page](#). Final deadline on 14.2.2022.

KIKstarterIncubator/accelerator funding
Early-stage technology
start-ups

KIK me program – start-up support from €5,000 to €30,000 in early stage. For English, please contact info@kikstarter.si.

<https://kikstarter.si/pospesevalnik/>

Presentations:
11.1.2022, 15.2.2022,
15.3.2022, 12.4.2022,
10.5.2022, 14.6.2022.
Please contact info@kikstarter.si

LUIIncubator/accelerator funding,
competition with prize moneyEarly-stage technology
start-ups

LUI connect start-ups with venture capital, because they have good connections with Silicon Valley. Organizing competition with prize money:

- Rektorjeva prize (up to €12,000; deadline in September)
- Falling labs (deadline in spring)

<https://silicongardens.si/>

Please contact info@lui.uni-lj.si for dates and protocol.

UL Knowledge Transfer Office

Competition with prize money

University of Ljubljana is the organizer of two competitions
Up to €25,000 per project

<https://ijs.si/ijsw/IJS>

In summer. Please contact ipr@uni-lj.si for dates and protocol.

Chamber of Commerce and Industry of Slovenia	Competition with prize money (Ecotrophelia)	The Chamber organizes the Ecotrophelia Slovenia competition, which promotes entrepreneurship and competitiveness in the food processing industry, in particular by involving young, student innovators.	http://www.poslovniangeli.si/en/home/	Yearly .Please contact Maja Oblak maja.oblak@gzs.si
Podjetniški portal	Government funding	The page offers a great overview of all opportunities.	http://www.kolektorstartup.com/	The page offers a great overview of all opportunities.
Ministry of Economic Development and Technology	Government funding	Various types of financial support for different types of companies in different stages.	http://www.eu-skladi.si/	Please see the page for exact dates and funding opportunities
Ministry of Agriculture, Forestry and Food	Government funding	Various types of financial support for different types of companies in different stages.	link	Please see the page for exact dates and funding opportunities
Ministry of the Environment and Spatial Planning	Government funding	Various types of financial support for different types of companies in different stages.	link	Please see the page for exact dates and funding opportunities
Ministry of Labour, Family, Social Affairs and Equal Opportunities	Government funding	Various types of financial support for different types of companies in different stages.	link	Please see the page for exact dates and funding opportunities
ARSKTRP Agency of the Republic of Slovenia for Agricultural Markets and Rural Development	Government funding	Various types of financial support for different types of companies in different stages.	mailto:info@ozs.si	Please see the page for exact dates and funding opportunities

EU funding	Government funding EU funding	Various types of financial support for different types of companies in different stages.	link	Please see the page for exact dates and funding opportunities
SPIRIT Slovenia Business Development Agency	Government funding	Various types of financial support for different types of companies in different stages. Organizing and supporting female entrepreneurship – “Podjetnost je ženskega spola” (up to €3,000 financial support for newly established sole proprietorship).	link	Please see the page for exact dates and funding opportunities
Slovenian Regional Development Fund	Government funding	Various types of financial support for different types of companies in different stages. Incentives in the fields of entrepreneurship, agriculture, regional development (municipalities), financial contributions to regional guarantee schemes, pre-financing of projects with EU funding.	mailto:info@rsg-capital.si	Please see the page for exact dates and funding opportunities
Slovene Enterprise Fund	Government funding	Financial support for companies: <ul style="list-style-type: none"> ▪ Younger than five years: start-up incentives, seed capital, venture capital ▪ Older than five years: microcredits, guarantees, special incentives 	https://www.lui.si/english/ mailto:zivilska.ind@gzs.si	Please see the page for exact dates and funding opportunities
SID Bank	Government funding	Providing favourable sources of finance for companies (debt and equity financing), export insurance and municipal finance (e.g. infrastructure, regional and social development). They are focused on four areas: <ul style="list-style-type: none"> ▪ research, ▪ development and innovation, ▪ small and medium-sized enterprises, ▪ energy efficiency and urban development. They can be contacted by SMEs, large companies and municipalities.	For SMEs: mailto:info@kikstarter.si For large companies: LINK	Please see the page for exact dates and funding opportunities
Slovenian Environmental Public Fund (Eco Fund)	Government funding EU funding	Financial incentives such as soft loans and grants for different environmental investment projects.	mailto:info@kikstarter.si	Please see the page for exact dates and funding opportunities

3.2. Local incubators and accelerators that support agrifood start-ups

Chamber of Commerce and Industry of Slovenia –

Chamber of Agricultural and Food Enterprises (CCIS-CAFE). They are an independent, voluntary, non-profit interest group of legal entities engaged in lucrative business activities in the agricultural or food sector or related activities on the market. The Chamber operates regionally independently and, given the number of its members, is a recognized and prominent representative of the agrifood sector in Slovenia and abroad.

Currently, the Chamber has about 200 members and makes every effort to represent and network the agrifood industry vis-à-vis authorities and European industry associations, formulate positions and strategies vis-à-vis social partners and other domestic and foreign associations, and promote the development of the sector and the flow of knowledge, ideas and good Slovenian and European practices in the industry. They provide professional assistance to our members in the form of advice, information, education and training. They represent the interests of our members towards state authorities, institutions, trade unions, European associations and institutions of the European Union through the consensus of the whole sector, individual sectors or sections or a committee.

Digital Innovation Hub for Agriculture and Food Production

Digital Innovation Hub – DIH AGRIFOOD is a "one-stop store" offering digital transformation services to organizations (farmers, farmers' associations, food producers, food supply chain actors, solution providers) through a multi-actor approach (MAA) to provide safe, sustainable and high-quality food, taking into account economic, environmental and social aspects and impacts of food production and delivery. Focusing on: ITo, blockchain, big data, AI, robotics.

Website: [link](#)

Address: Dimičeva 13, 1504 Ljubljana, Slovenia

E-mail: zivilska.ind@gzs.si

Telephone: +386 1 5898 227

Website: <https://itc-cluster.com/>

Address: Lendavska ulica 5a, 9000 Murska Sobota, Slovenia

E-mail: info@itc-cluster.com

Primorska Technology Park

They systematically invest in the development of young talent and new businesses. Together they are building a vibrant start-up community based on fair play, cooperation and innovation. They are trying to create a dedicated accelerator for the agrifood sector.

Website: <https://www.primorski-tp.si/en/>

Address: Mednarodni prehod 6, Vrtojba, 5290 Šempeter pri Gorici

E-mail: info@primorski-tp.si

Telephone: 05 393 24 50

Fax: 05 393 24 55

KIK Štarter

Incubator and co-working space in the town of Kamnik near the capital of Slovenia. They collaborate with Cooperative 103, which focuses on smaller producers who want to bring their food to the market. KIK Štarter organizes several workshops for agrifood businesses.

Website: <https://kikstarter.si/ftic-kikstarter/pospesevalnik-srip-hrana/>

Address: KIKštarter – Kreativna Industrija Kamnik; Fužine 134, 1241 Kamnik; Slovenia

E-mail: info@kikstarter.si

3.3. Contact details for the hub organization

EIT Food Hub in Slovenia

Biotechnical Faculty – University of Ljubljana,
Jamnikarjeva 101, 1000 Ljubljana, Slovenia

Website: <https://www.bf.uni-lj.si/en/>

Email: eit.food.slo@bf.uni-lj.si

Project leader: ass. prof. dr. Aleš Kuhar

¹Utilized agricultural area is the total area taken up by arable land, permanent grassland, permanent crops and kitchen gardens used by a holding. Arable land is any area ploughed at least every five years and used to grow crops, vegetables, flowers or ornamental plants. Arable land also includes fallow land and land sown in the second half of the year, areas under clover and lucerne, grassland ploughed after five years and hop fields. Land under permanent crops includes intensive and extensive orchards, olive plantations, vineyards, nurseries, and vine and root-stock nurseries. Permanent grassland is land used for grazing or mown for hay that has not been ploughed for at least five years.

HOW TO SET UP A COMPANY IN SLOVENIA



4



4.1. Setting up a legal entity in Slovenia

There are no conditions limiting how to establish a company in Slovenia – anyone may register a company, and the procedure is the same for all EU and EEA member countries' citizens and for citizens of the Swiss Confederation. Economic activity may be performed by an individual or business in a variety of different legal and organizational forms.

Individuals most often operate as sole traders (samostojni podjetnik or s.p.), and legal entities may establish different forms of businesses: the most common are the limited liability company (LLC or d.o.o.) and public limited company (PLC or d.d.). A company with a registered office in another EU member state may carry out its activities without prior registration.

As we see in Figure 1 below, the most frequently chosen legal form is a sole proprietorship (46.7%), and the second most common legal form is a limited liability company (32.2%).

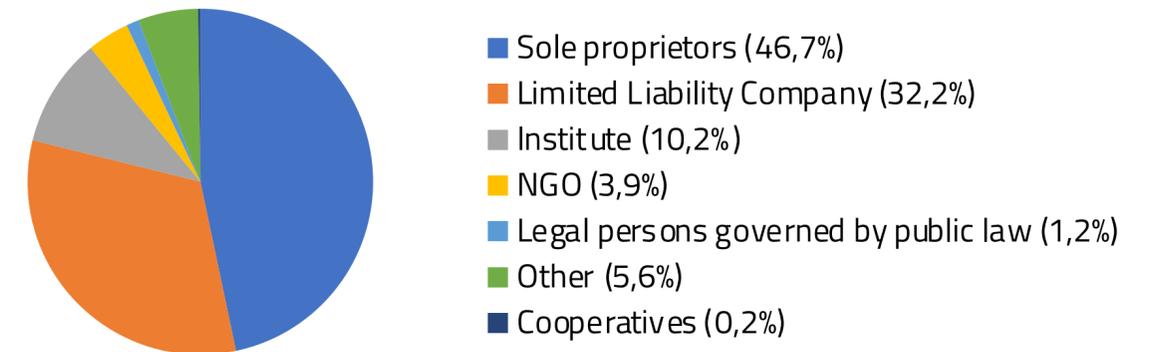
If you are a non-EU citizen, after establishing a business in Slovenia you can apply for a work and residence permit if one of the following conditions is fulfilled. Fulfilling one of these conditions enables you to relocate to Slovenia and also oversee your business first-hand:

- €50,000 investment into fixed assets of the company,
- or €10,000 monthly revenue for six months,
- or having an EU citizen employed for six months on a full-time salary.

All the entities must start the process of establishing a company in Slovenia by drafting an act of incorporation and articles of association for limited liability companies or a memorandum and articles of association for joint-stock companies. These documents specify:

- the name of the company;
- its registered address;
- its structure;
- details of the shares and stock;
- details of the capital;
- information on shareholders and their rights;
- information on the conversion and liquidation procedure.

Legal entities in Slovenia



Source: https://www.ajpes.si/Registri/Poslovni_register/Porocila# (11.07.2022)

Opening a bank account is also an important step in the Slovenian company formation procedure. The minimum share capital for a limited liability company in Slovenia is EUR7,500, while for a Slovenian joint-stock company the minimum share capital is set at EUR25,000 and at least a quarter of this amount must be paid into the newly opened bank account. The capital can be formed in cash or in the form of assets.

The process of establishing a company in Slovenia has been simplified by the introduction of the e-VEM one-stop shop. After the above-mentioned steps (preparation of the formation documents and opening of a bank account), the representatives of the company must visit the e-VEM one-stop shop and deposit the documents required for the formation, such as the application for registration and the formation documents, together with the bank certificate of capital contribution.

The documents may be signed with a certified secure electronic signature. If necessary, the office can assist the applicant in drafting the articles of association and the application for registration of the company. The one-stop shop publishes the information about the newly established company in the e-VEM portal and registers the company with the Slovenian Statistical Office, the Tax Administration and the Health Institute.

4.2. Opening a sole proprietorship or sole trader

The sole trader represents the simplest form of company formation in Slovenia. It is important to note that it is not a corporate form per se (it is not considered a legal entity under local legislation), as there is no legal distinction between the owner of the company and the company itself.

The sole trader is taxed according to the income tax rates applicable to individuals, which are subject to a progressive system. The advantage of the sole trader is that it can benefit from a simple and fast registration procedure, free of charge; more importantly, the investor must complete the basic accounting procedures throughout the financial activity of the company, unlike other companies that can be established in Slovenia.

When establishing a company in Slovenia operating as a sole trader, investors are required to provide only a few documents, namely:

- a valid identity card
- the person's Slovenian tax number and personal identification number.

Please note that Slovenian legislation allows the conversion of this form of business into a legal entity.

This is possible if the activity of the sole trader expands. In this case, there is a risk that the business owner will be personally liable for the debts of the company. To limit this risk, the sole proprietor can be transformed into a limited liability company, but a separate procedure must be followed.

It is a legal requirement to have a residence permit issued in Slovenia in order to register this form of business. Please note that the foreigner must have held the residence permit for at least one year at the time he/she applies to the local authorities for the registration of a Slovenian sole trader.

Steps when opening a sole proprietorship

- **Decision** on the legal form of the company (common options are a limited liability company and joint-stock company);
- **Apply** for a tax identification number in Slovenia if the owners of the company are foreigners;
- **Establish** a company name in accordance with the legal regulations in force in Slovenia;
- **Open** a bank account and deposit the minimum share capital required for the chosen legal entity;
- **Draft** the company's articles of association and sign them in front of a notary;
- **Register** with the Agency of the Republic of Slovenia for Public Legal Registers and Related Services (AJPES);
- **Select** the business activities to be developed by the Slovenian company according to the Standard Classification of Activities (SKD).

4.3. Opening a limited liability company (LLC or d.o.o.)

Being a limited liability company in Slovenia offers a number of advantages. It is tailored to the needs of investors who want to establish small and medium-sized enterprises (SMEs). An advantage of this structure is the low share capital requirement (€7,500), but also the limited liability for the company founders. The share capital can be paid in the form of money or in part in the form of real assets, i.e. real estate, movable property, rights, etc.

Founders of the limited liability company can obtain bank loans or apply for grants. These advantages cannot be offered to sole proprietors.

A Slovenian limited liability company can be used for most economic activities prescribed by local legislation. Depending on the sector in which the company will operate, investors may also need to apply for business permits and licences from local institutions.

Preparation of articles of association in the form of a notarial deed

In the current state of the law, if a foreign person wants to set up a company in Slovenia they need to use a traditional route through a public notary.

The mandatory way for a foreigner to establish a limited liability company in Slovenia is to go through a public notary.

The first step to incorporating a limited liability company is the execution of the articles of association in the form of a notarial deed (before a notary in Slovenia), as well as a declaration on the subscription of the shares. The articles and the declaration may be signed directly by the shareholders or by their attorney – in that case a power of attorney in the form of a notarial deed would be required.

The articles of association have to include some basic information, such as:

- the business name and registered office of the company
- the scope of the company's activity, as specified in the Slovenian Classification of Activities (SKD), which is substantially similar to the NACE classification
- the amount of share capital (minimum €7,500 for a limited company.)
- nominal value of shares
- number of shares taken up by the shareholders

You can draw up such a contract yourself or outsource this task to a specialized lawyer, especially if you intend to prepare a more detailed contract that corresponds to the specifics of the planned business and relations between partners. Note that if a matter is not specified in the articles of association, it will be governed by generally applicable regulations.

Other forms

If you wish to start a business with a different form of organization (joint-stock company, unlimited liability company, etc.) the assistance of a notary and/or a lawyer is highly recommended and in most cases also required.

4.4. Required permits for agrifood businesses

Entities operating in the food market are responsible for compliance with the requirements of food law, yet there are no specific concessions for agrifood businesses while setting up a company. Some activities might need permission to operate depending on the area (online sales, distribution, manufacturing, processing, production) and scale (retail or wholesale). Entrepreneurs may be obliged to fulfil the registration obligation not only to the State Sanitary Inspection, but also to the Commercial Quality Inspection of Agricultural and Food Products.

A full list of activities according to the standard classification of activities is available here: <https://spot.gov.si/en/activities-and-professions/activities>. In this database one can also find the legal basis (corresponding law or decree) for each regulation and condition.

We suggest consulting the institution SPOT that is located in the Chamber of Commerce and Industry of Slovenia, as they can provide assistance, information and advice to business entities. You can select a notary from the list of notaries ([LINK](#)).

Slovenia has a vibrant ecosystem supporting startups and growing SMEs. Through various educational or mentoring programmes within accelerators, incubators, technology parks and regional development agencies entrepreneurs can acquire relevant knowledge and skills to quickly test their business idea on the market. At the same time, they can quickly and easily start a business without much paperwork. Registration of a company is free and well supported through various publicly funded institutions. A large percentage of newly established companies decide to take advantage of flat-rate taxation where under current legislation companies are taxed with a flat rate of around 4% of revenues. As there is hardly any bookkeeping needed, the cost of accounting services are in such cases very low. Most tax operations and other business related administrative activities can be done through the eDavki and SPOT portals for business entities and business people intended for their interaction with public administration in a simple, quick and free way. Looking specifically at the agri-food sector, due to limited size of the market, there is currently no incubator or accelerator in Slovenia that deals exclusively with innovative ideas in the agri-food sector. However, there are several agri-food projects being developed within existing incubators and accelerators, some of them already attracting large investor funding and gaining traction on international markets.

Contact info:

Web: <https://www.gzs.si/SPOT>

Email: spot@gzs.si

Phone number: +386 (01) 58 98 000



4.5. Organizations providing support in setting up company in the hub country

If you would like to obtain more information about running a business, you can seek professional advice at the following institutions:

AJPES – free government organization

AJPES stands for Agency of the Republic of Slovenia for Public Legal Records and Related Services. On the official site you can do an online registration, collect various financial data and get more information about starting a business in Slovenia. AJPES offers various tasks: registry management, collection, processing and publication of annual reports, statistical research and data collection, credit assessment and other commercial activities.

Read more: <https://www.ajpes.si/>

SPOT – free government organization

The national SPOT system offers a comprehensive system of support and free state services for business entities. Institutions that provide assistance, information and advice to business entities are united under the single brand “SPOT”. The Slovenian business Point is a state business point that helps foreign business entities from the EU, EEA member countries and the Swiss Confederation who want to do business in Slovenia.

Read more: <https://spot.gov.si/en/>

DATA

The company DATA specializes in providing services for starting a business in the European Union and Slovenia and offers comprehensive support for foreign entrepreneurs. They offer 360-degree back office services, all in one place. They also offer business consulting services in the areas of taxation, labour law, human resources and entrepreneurship. Their in-house lawyers can draft civil and commercial contracts for you in accordance with Slovenian legislation.

Read more: <https://data.si/en/>

