



Business delegation of Slovenian Wood & Furniture companies



Cairo, Egypt

14th – 15th of December 2022



REPUBLIC OF SLOVENIA
MINISTRY OF ECONOMIC DEVELOPMENT
AND TECHNOLOGY



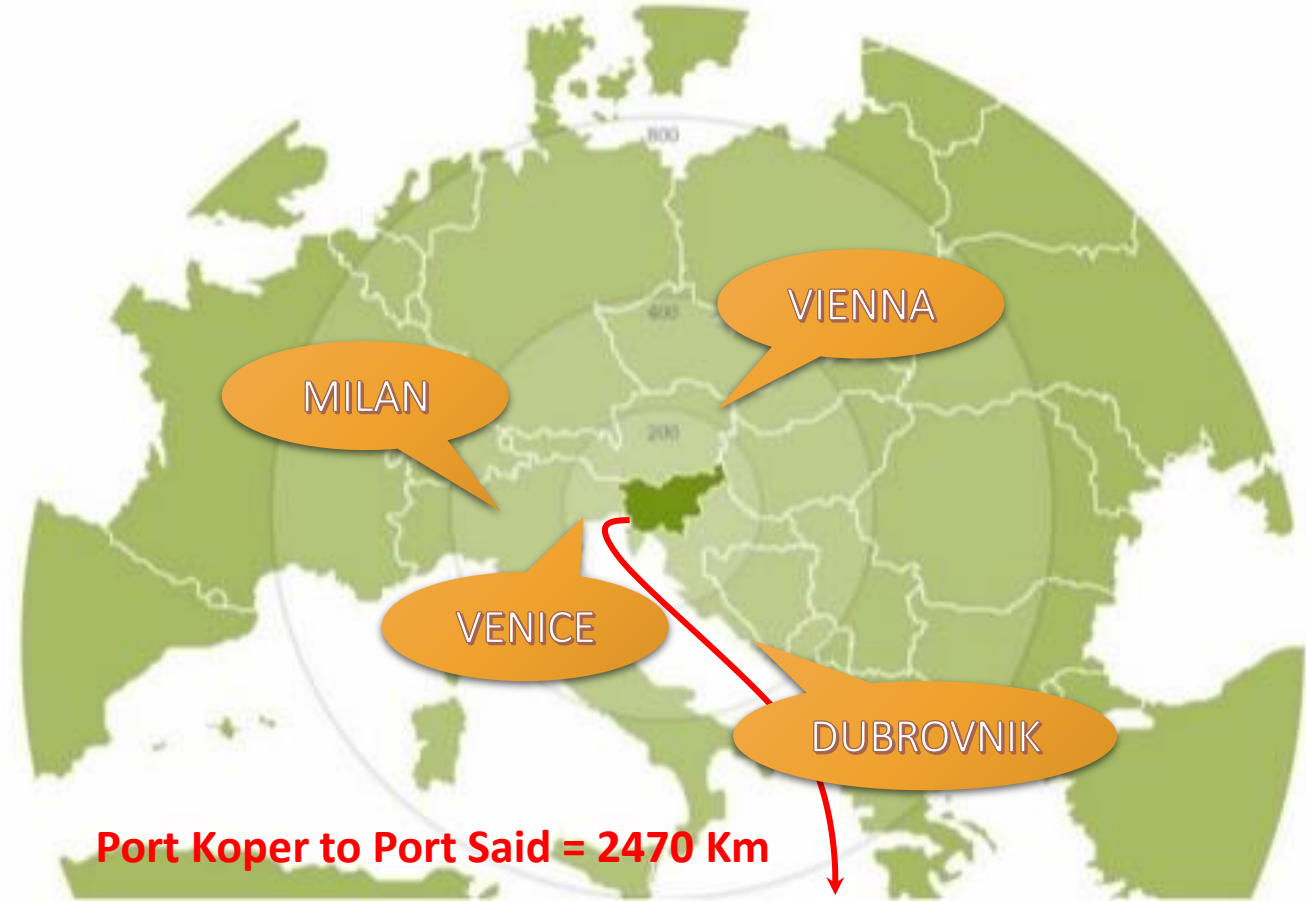
The delegation is partially financed by the Directorate of Woodworking at Ministry of Economic Development and Technology of Republic of Slovenia.

I FEEL SLOVENIA

Green. Creative. Smart.



AT THE CROSSROADS OF THE MAIN EUROPEAN ROUTES



Port Koper to Port Said = 2470 Km

I FEEL
SLOVENIA

Green. Creative. Smart.

Friendly growth environment (2021 est.)

GDP, real growth rate

8,1 %

GDP

56 bn \$

GDP per capita
(OECD, high-income)

26,000 \$

EU, euro-area, OECD
member

89% of EU-28 average



High dependance on exports (2021 est.)

Export share in GDP

86%

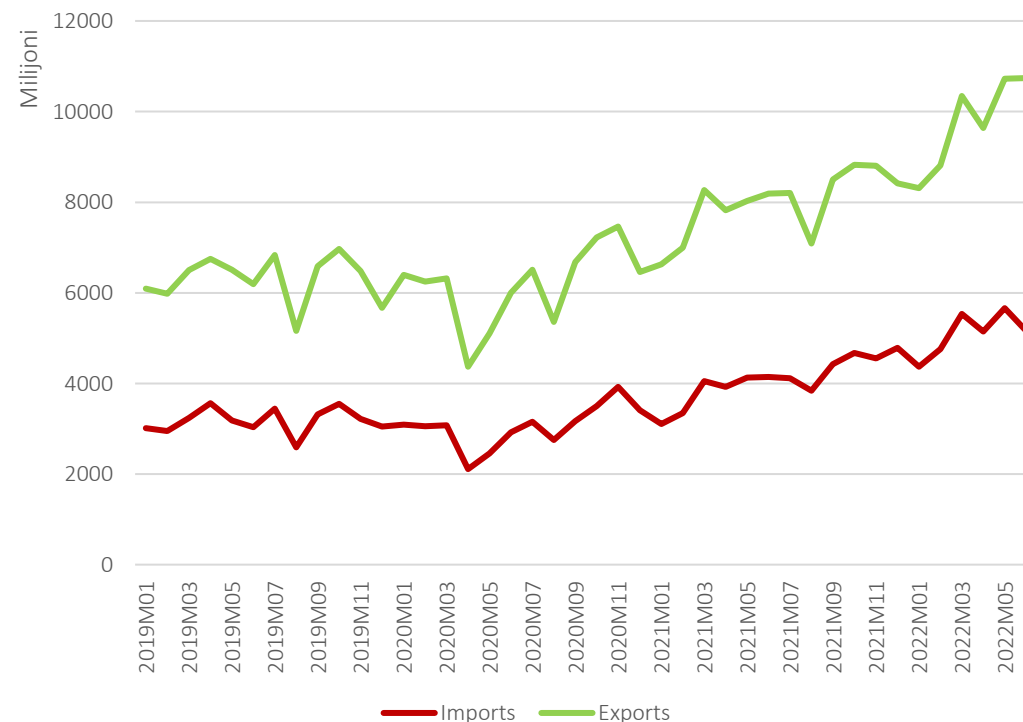
Value of Export

42 bn \$

Slovenia exported most goods to;

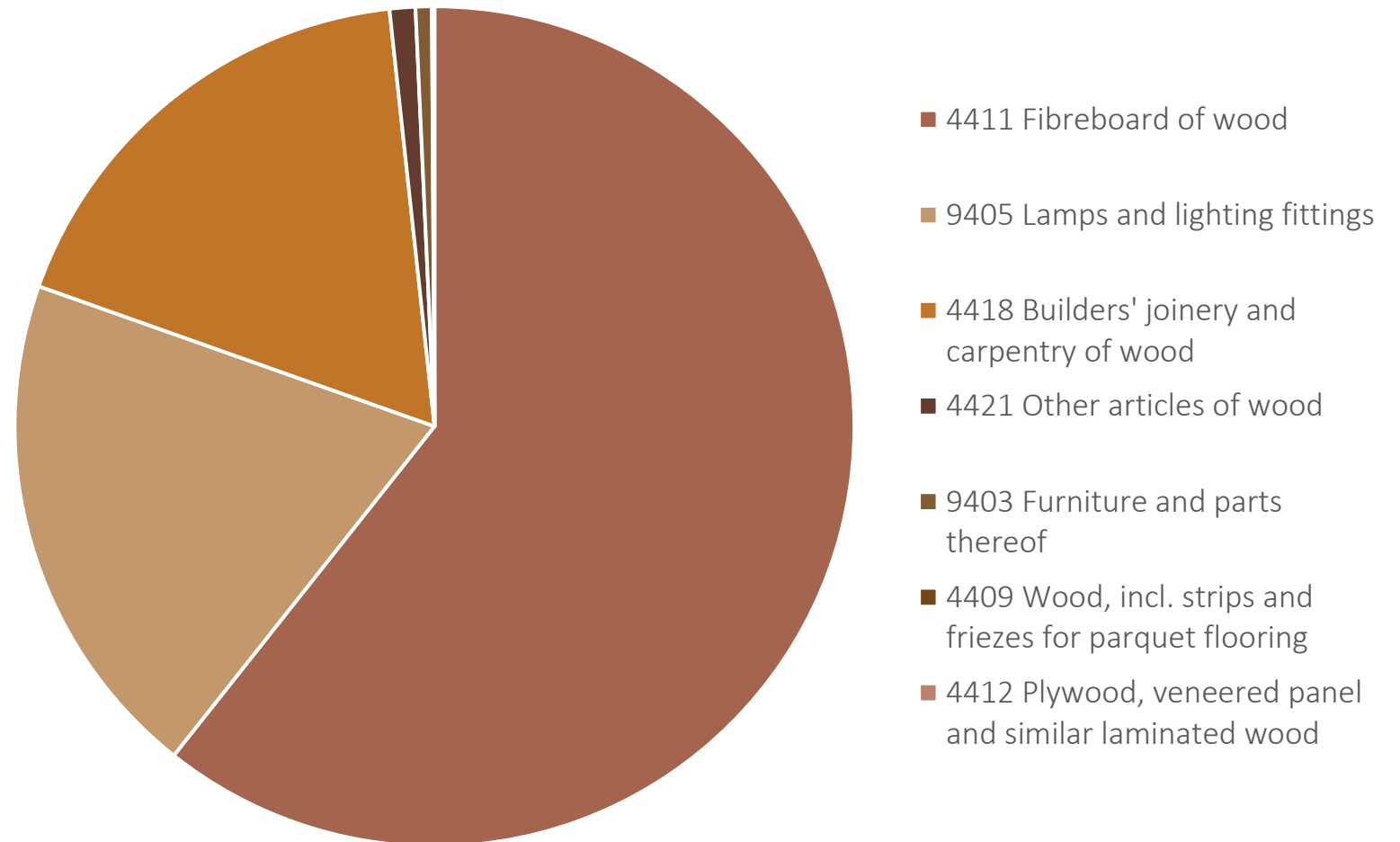
- Germany (17.3%),
- Switzerland (13.4%),
- Italy (10.7%),
- Croatia (7.9%)
- Austria (6.6%)

Slovenia Exports and imports, in USD

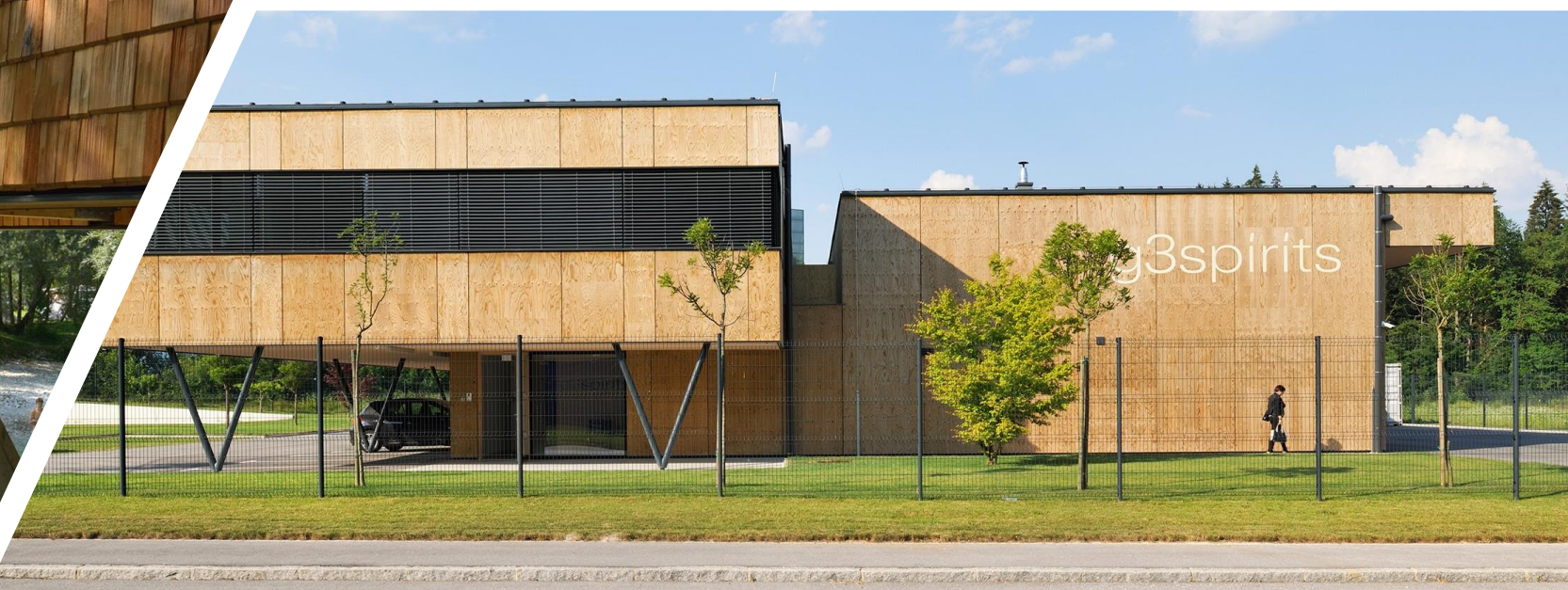


Export/Import of Furniture and wood products

Export to Egypt







GOALS

Target market segments include:

Interiors, office furniture.

White wood and hardwood.

Targeted contacts are:

Interior designers, architects, contract, dealers, distributors of furniture.

Companies who buy sawn white wood and hardwood.

COMPANIES

High quality European products, Custom made, High reliability.

- 1. GONZAGA-PRO d.o.o.**
- 2. ERGO VITAE d.o.o.**
- 3. SNEZNIK d.o.o.**
- 4. BELES d.o.o.**
- 5. MONTPREIS d.o.o. (Online only)*
- 6. LESKOM-OD d.o.o. (Online only)*
- 7. Wood Industry Cluster, Slovenia**

Turnover: 6,5 mio EUR
Export turnover: 35%
Number of Employees: 33
Year of Establishment: 2000



MAIN PRODUCTS:

Company Gonzaga-Pro offers an integrated service, from an idea to the production and final installation of furniture. This includes consultation, engineering and production of furniture for public institutions as well as private enterprises, from offices, kindergartens, schools, libraries, hotels to public urban spaces (playgrounds, parks and fitness trails).

We have a network of partner around the world and we offer our furniture together with them to their clients. We have such partners in Egypt, Qatar, KSA and UAW and we successfully furnish different types of spaces: from office buildings, to hotels, schools, etc.

LOOKING FOR:

Interior designers, architects,
distributors of office and other furniture.

CONTACT:

Mr IGOR ŠEPEC

E: igor.sepec@gonzaga.eu

W: <https://gonzaga.eu/en/>



Turnover: 1 mio EUR
Export turnover: 40%
Number of Employees: 15
Year of Establishment: 1990

DONAR

MAIN PRODUCTS:

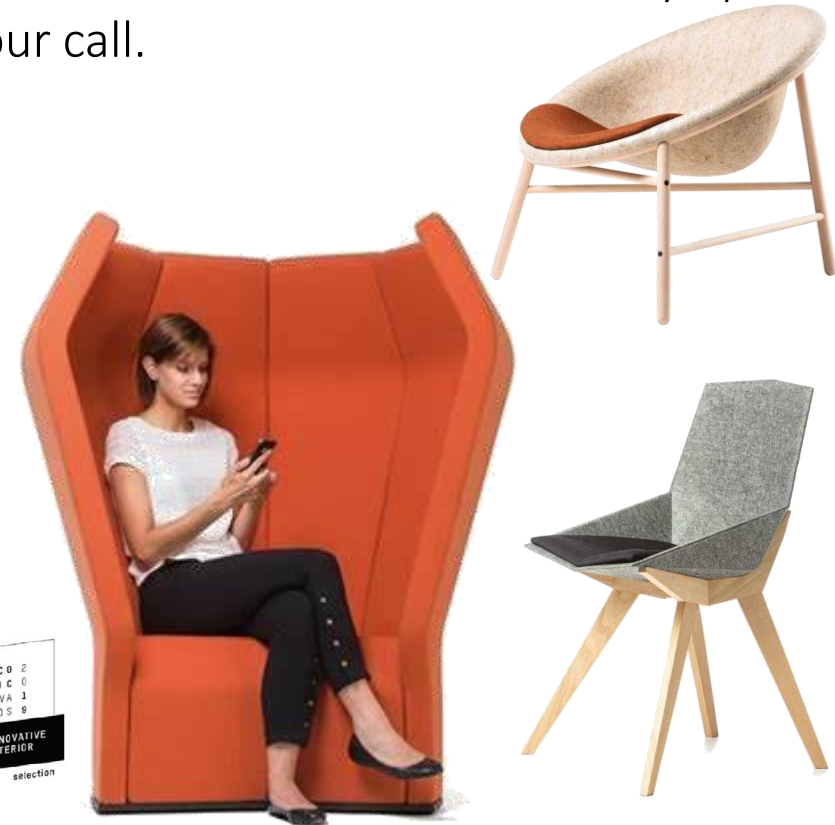
Responsible design for sustainable furniture. Earth.Intelligence.Comfort.
It's a decision to make the environment and society your main business partners and clients.
That's our reason to use responsible design for the production of sustainable furniture.
At Donar we don't want to make sustainability an option we want to make it the only option.
Using trash as an industrial material of the future is our call.
Future is here.

LOOKING FOR:

Architects/Architectural Studios,
Interior designers, Contract,
Furniture dealers / Retail chains / Distributors.

CONTACT:

Mr MATEJ FEGUŠ
E: matej.fegus@donar.si
W: www.donar.si



Turnover: 11 mio EUR
Export turnover: 65%
Number of Employees: 150
Year of Establishment: 1953



MAIN PRODUCTS:

We are a Slovenian company owned by the state, focused on processing of timber used for construction and other furniture wood industry. Company has three different types of products:

- sawn wood; sawmill cuts 70,000 m³ of logs pro year (white wood and beech),
- beech decimated elements; a trimming and edging line for beech elements for further processing,
- laminated finger-joined panels; laminating line for panels production for furniture industry (beech, oak, maple)

LOOKING FOR:

Companies who buy
sawn white wood and beech.

CONTACT:

Ms SVJETLANA VUKAN
E: svjetlana.vukan@sneznik.si
W: <https://sneznik.si/en/>



Turnover: 6 mio EUR
Export turnover: 80%
Number of Employees: 26
Year of Establishment: 2010



MAIN PRODUCTS:

We deal with manufacturing and exporting beech and spruce sawn timber to markets in Europe, North Africa, Middle East, India and Asia. Our core activity is primary processing of wood in sawn timber for construction and furniture industry with the yearly capacity of 35,000 m³.

We have several years of experience in exporting our products to various markets, notably to Egypt, Tunisia, Morocco, the United Arab Emirates and others.

LOOKING FOR

We are looking to further strengthen our presence on the Egyptian market and attract new business partners.

CONTACT:

Mr MATIC ŽAGAR

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W: <https://www.beles.si/en/>



Turnover: 3,6 mio EUR
Export turnover: 80%
Number of Employees: 12
Year of Establishment: 1991



MAIN PRODUCTS:

We are able to offer you fresh, air dried and also kiln dried deciduous (hardwood) lumber. Our main products are: Maple Sycamore, Cherry, Ash, Oak and other European hardwood lumber. Today we export to three continents: Asia, Africa and to 25 European countries.

LOOKING FOR:

Buyers of the hardwood Lumber (Maple Sycamore, Cherry, Ash, Oak,..)

CONTACT:

Ms Aleksandra Saša Robič
E: sasa.robic@montpreis.si
info@montpreis.si
W: <http://montpreis.si/en/>



Turnover: 4,1 mio EUR
Export turnover: 35%
Number of Employees: 5
Year of Establishment: 2008



MAIN PRODUCTS:

Our business consists of the wholesale of wood in logs and different production stages such as boards, semi-products and firewood. We are also a commercial agent for used and new machinery for wood production.

Most of our wood originates in Slovenia but we also import minor quantities from Eastern Europe, Croatia and Austria. We sell our products in Slovenia and in the other EU markets, mainly in Italy. We also cooperate with Chinese and Vietnamese partners and some other eastern markets.

LOOKING FOR:

Buyers of the soft and hard wood logs, sawn wood and semi-products.

CONTACT:

Mr SAŠO TALJAT

E: leskom-od@siol.net

W: <http://www.leskom-od.si/>





MAIN PRODUCTS:

In addition to other activities, the Wood Industry Cluster Slovenia supports Slovenian furniture manufacturers in appearance in foreign markets. It has been operating since 2000 and is established by industry, research institutes and the state.

LOOKING FOR:

Information about the Sweden Furniture market.
New contacts with Sweden Furniture companies.

CONTACT:

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Business delegation of Slovenian Wood & Furniture companies

Organized by



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Supported by



Chamber of Commerce
and Industry of Slovenia

<https://eng.gzs.si>



Project of eight European
Furniture clusters

www.fgoi.eu

