



Spotlight on  
Slovenia

**orgalim**  
EUROPE'S TECHNOLOGY INDUSTRIES



# TECHNOLOGY AT HEART



## Powering the green transition

### TECHNOLOGY IN ACTION

We showcase how four Slovenian technology companies are making the green transition happen already, and get their perspective from the front line of the opportunities and the challenges ahead.

**ETREL**

a Landis+Gyr company

**ETI**

**KOVIS**  
good ideas create future

**DOMEL**

### TECHNOLOGY MEETS POLICY

Two leading representatives of the Slovenian technology industries at Orgalim member organisation, the Chamber of Commerce and Industry in Slovenia, share how they are working to accelerate and empower green and smart tech.

Gospodarska  
zbornica  
Slovenije



Chamber of Commerce  
and Industry of Slovenia

#TechAtHeart



Orgalim is committed to championing an EU policy agenda for sustainable growth, to supporting the industry in its transformation, and to advancing dialogue between business, policymakers and citizens on the relationship of technology to society.

# FOREWORD



**E**nergy use accounts for 75% of the EU's greenhouse gas emissions. So we are facing a very rapid transition indeed to a new energy system in all parts of society to meet Europe's 2030 and 2050 climate targets. Rising energy prices only underline the urgency.

We certainly need to accelerate investment in renewable energy and related technologies, as it is estimated that the EU needs €470 billion of investment a year to meet its 2030 climate and environment policy goals. But we also need to scale up energy efficiency, because the cheapest – and greenest – energy is the energy that is not used.



**The EU needs €470 billion of investment a year to meet its 2030 climate and environment policy goals.**

From electric trucks to distributed renewable power for buildings and industry, Europe's technology industries are leaders, both in putting clean energy to use and in doing more with less. According to a study by VDMA and Boston Consulting Group, 86% of greenhouse gas emissions globally can be reduced by existing technology solutions, though less than half of these are already economically viable today.

This is therefore a key moment. Now is the time to truly recognise the importance of this 'twinning'. We cannot do green without tech.

The Slovenian Presidency of the EU in the second half of 2021 made accelerating the twin digital and green transition a key priority, leveraging the opportunity of the Next Generation EU recovery fund and the National Recovery Plans. Slovenian companies are already driving green tech, with technology solutions that are sometimes unsung yet critical pieces of the puzzle, from e-mobility to power distribution and safety.



**86% of greenhouse gas emissions globally can be reduced by existing technology solutions.**

This edition of Technology at Heart highlights case studies from four Slovenian companies making the green transition happen, with technology 'Made in Europe'. It illustrates, with examples from the front line, the enablers and the obstacles, drawing out insights and implications for policymaking at EU and national levels.

It would not have been possible without the strong support of Orgalim's member organisation, the Chamber of Commerce and Industry in Slovenia, GZS, and its industry associations, the Electronics and Electrical Industry Association and the Metal Processing Industry Association of Slovenia.

**Malte Lohan,**  
Director General, Orgalim



## Malte Lohan

Malte Lohan is the Director General of Orgalim, Europe's Technology Industries, speaking for innovative companies spanning the mechanical engineering, electrical engineering, electronics and ICT, and metal technology branches. He is responsible for setting Orgalim's strategy, acting as the senior representative of the European technology industries in Brussels and managing the operations of the association.



## Introduction

**F**ew countries can compare with Slovenia in terms of natural diversity. Ranging from the Alps in the North down to the Mediterranean, carpeted by forest over three fifths of its surface area, and home to hundreds of bears, lynx and wolves, it is no wonder that National Geographic ranked it as the greenest country in the world.

But this small country's chart-topping achievements don't end there. In 2021 it also ranked as the Greatest Sporting Nation Per Capita, with more Olympic medals and other sporting achievements per person than any other nation. Sporting stars include two-time Tour de France winner Tadej Pogačar and fellow cyclist Primož Roglič, double Winter Olympic gold medallist skier Tina Maze and mountaineer, Davo Karničar, the first person to ski down Everest, to name but a few. Not bad for a country of only two million people.

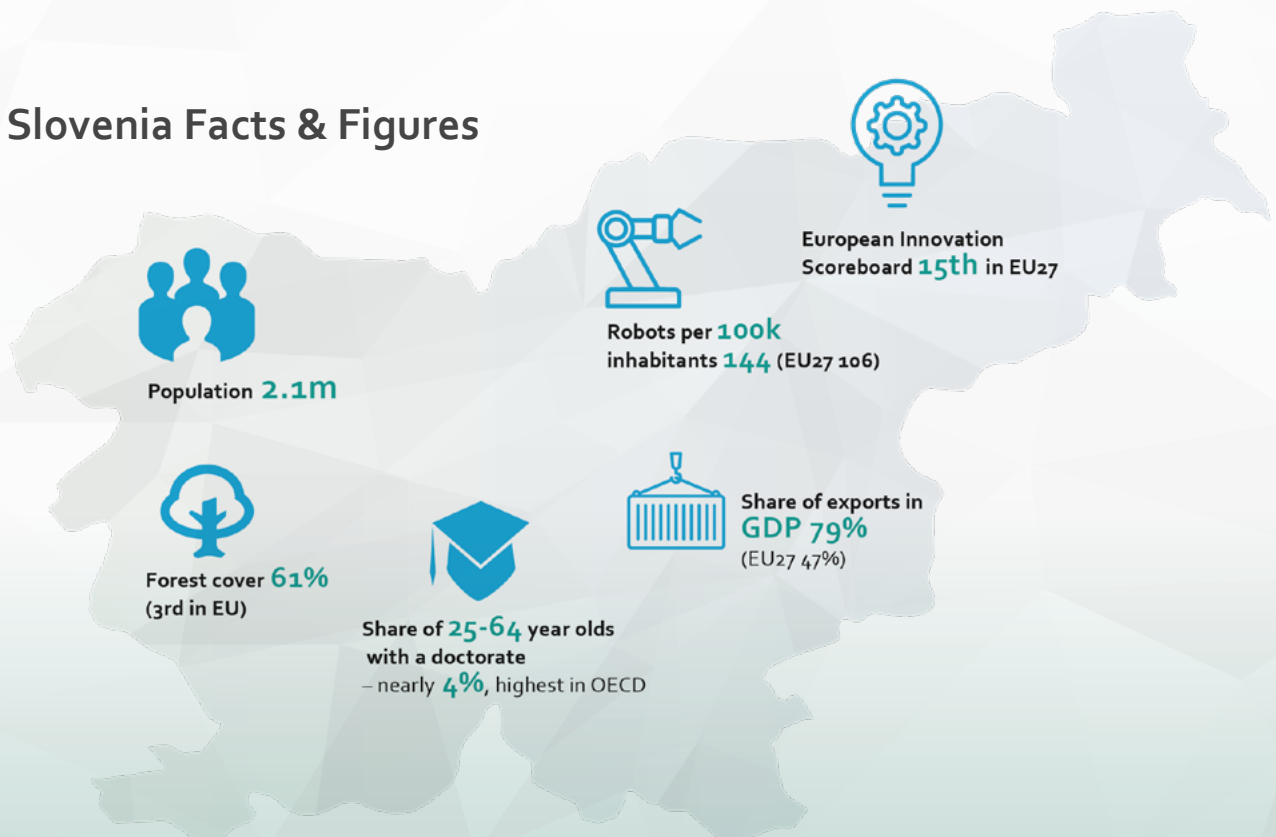
The tenacity, talent and sheer effort that took these athletes to the top of their sports is found equally in Slovenian industry. Skilled, hard-

working and innovative, with a natural inclination towards environmental and climate protection, Slovenia's technology industries are quietly turning out breakthrough innovations in a number of niche areas. As an indicator, Slovenia recently climbed from 16th to 13th spot in the European Commission's 2021 Digital Economy and Society (DESI) Index.

Look closely and you can find numerous Slovenian tech companies, mostly mid-sized or smaller, that, like their home country, punch well above their weight. And that, by nature of their position at the heart of Europe, are flexible and versatile, close to the trends coming from the northern countries while understanding the challenges and opportunities faced by their eastern and southern neighbours.

These are some of the companies that are powering the green transition. In the case studies that follow, we take a closer look at how.

## Slovenia Facts & Figures





## Decarbonising transport while optimising energy use



### Challenge

As the uptake of electric vehicles (EVs) accelerates in Europe, so does the demand for the electricity to power them. **Electricity demand in the transport sector is forecast to increase by 11% between 2017 and 2030, more than any other sector.**

And at peak times that increase in demand could be significant. **An electric vehicle charged at home can double the amount of electricity used by a residential property.** At retail and business locations where customers and employees often want to fast charge their cars before departing again, peak load demand can potentially be even greater.

This puts tremendous load management pressures on a grid that is already challenged with integrating the growing proportion of more variable renewable energy sources in the mix. Without flexibility in the system, the potential for overload and the requirement for new grid infrastructure to cope would ramp up prohibitively.

### Solution

Electric vehicle charging solutions sit at the sweet spot of the e-mobility and energy management sectors, providing not only the much needed charging stations for the growing number of EVs on the roads, but also enabling users and distributors

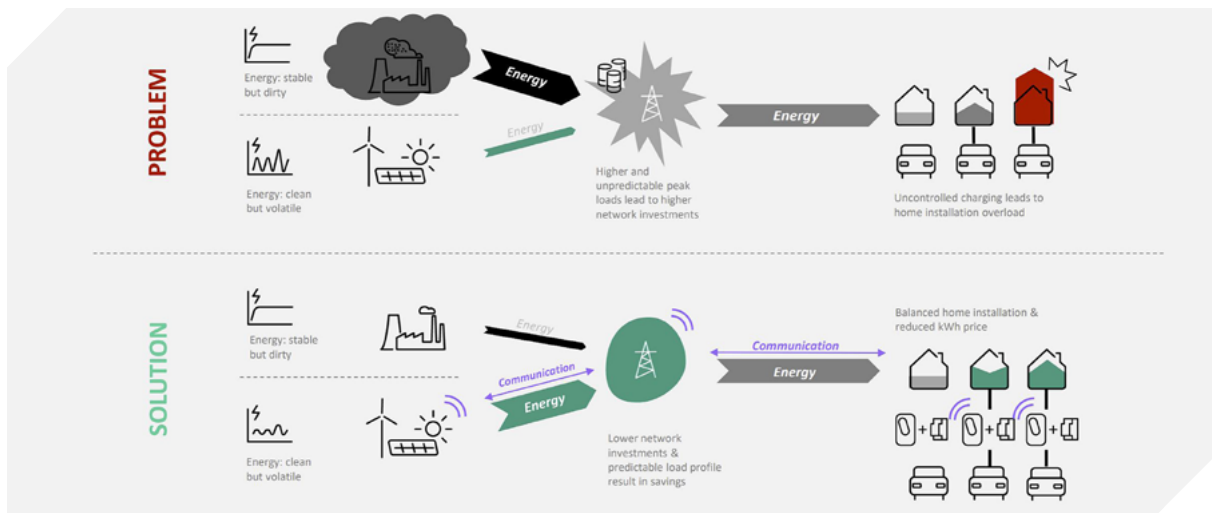
to manage and control energy usage to avoid intolerable peaks in demand.

“**Our product portfolio is designed to manage and control energy use in electric vehicle charging across the entire energy ecosystem, to ensure EVs become an essential part of smart grids.**”



**Miha Levstek, CEO, EtreL**

Slovenia-based EtreL makes both the charging station itself and the digital platform to manage the charging network and the loads. Using complex algorithms, EtreL's interactive charging technology balances the charging needs of the user, the vehicle, other chargers installed in the same location, building power supply limitations, local energy surplus and grid demand. **“You breathe with the system,”** as CEO Miha Levstek describes it.



Graphic: Etrell

In practice, the company's OCEAN smart charging platform allows users – whether EV drivers, charge point operators or e-mobility service providers – to share information on loads and available flexibility with power companies in exchange for financial compensation. This gives power companies the possibility to control EV charging load, in order to reduce it in times of peak demand, or use the batteries as a reservoir for electricity from renewable sources at times of high production.

Activating this demand-side flexibility can **save up to €5 billion a year in additional grid infrastructure costs across the EU up to 2030.**

## Policy implications

**1.** Energy regulators should adopt rules that will enable active and large-scale participation of final customers in the operation of power grids and energy markets.

**2.** Governments should adopt legislation to enable all citizens to charge their EVs on private charging stations.

**3.** Municipalities should elaborate short- and long-term plans and define incentives to increase the share of EVs and expand EV charging infrastructure on their territories.

## Related Orgalim EU policy positions

- [Renewable Energy](#)
- [Energy Efficiency](#)
- [Energy Performance of Buildings](#)
- [Alternative Fuels Infrastructure](#)
- [Trans-European Networks in Energy](#)

# ETRELL

a Landis+Gyr company

## About Etrell, a Landis+Gyr company

Since 2007, Etrell has been designing and developing innovative charging solutions that help transform EVs from static consumers to essential building blocks of smart grid infrastructure. Its product portfolio provides stable and scalable solutions to any charge point operator and e-mobility service provider who wants to help EVs become an integral part of the energy infrastructure and facilitate the integration of renewably sourced energy for electric mobility. Etrell's chargers have been recognised by the Solar Impulse Foundation as one of the 1,000 solutions that address environmental challenges without compromising economic growth. In May 2021, the company became a part of Landis+Gyr, a leading global provider of integrated energy management solutions for the utility sector. As a lead for the e-mobility division within the Landis+Gyr Group, Etrell continues to pave the way for sustainable e-mobility and a greener world.

[etrel.com](http://etrel.com)



## Delivering renewable energy safely



### Challenge

The energy transition is ramping up electric power use in all sorts of settings that need to be absolutely safe – our cars, home photovoltaic systems, electric public transport and in the workplace.

Ensuring and reassuring citizens that these renewable energy systems are indeed safe is critical to drive acceptance and implementation at the pace needed.

The challenges lie around not just the large amounts of energy that need to be stored and released, but also the extreme conditions in which these systems often operate.

Take photovoltaic panels. They need to keep working reliably in very variable outdoor conditions, with system temperatures that can reach 100°C and nominal DC voltage levels of up to 1500V in larger scale photovoltaic power plants.

Or electric trucks. Electric heavy duty vehicles need to store several times the amount of electricity an electric car does under conditions that are extremely unstable: accelerating and decelerating, outside temperatures ranging from -20°C to +40°C, vibrations, and more.

The need to tackle these challenges around electric commercial vehicles, for one, is urgent.

The number of zero-emission trucks on European roads will need to increase from around 2,300 at present to 200,000 by 2030 if the EU's CO<sub>2</sub> targets are to be met.

“**For the good development of the EU over the next decades, a coordinated approach to the energy transition is really crucial – maybe more crucial than many people realise.**”



**Tomaž Berginc, CEO, ETI Group**

### Solution

Power needs control, as Slovenia's ETI likes to say. Fuses, circuit breakers and other switchgear may be relatively small pieces in the puzzle of safe and effective renewable energy systems but they are arguably the most crucial. **“Basically, we make these systems safe to use, reducing the**

possibility of harm to the user or damage to their property,” says ETI Group CEO, Tomaž Berginc.

The company makes control and protection devices for the protection of electrical installations, photovoltaic and other renewable energy sources, battery storage systems, e-mobility and also for semiconductor protection.



ETI's residual current circuit breaker for EV charging stations

Its fuses for e-vehicles are able to operate consistently in the extreme conditions faced by electric heavy goods vehicles on the road and are already in use in electric trucks and buses operating in European cities. Its photovoltaic fuses deliver higher breaking capacity with a lower cut-off current, without being influenced by the fluctuating electric and temperature cycles they must cope with.

Among its switchgear, ETI's most important products for protection of electrical installations in green technologies are B and B+ type residual

current circuit breakers, intended for protection against leakage of smooth DC currents that could occur in, for example, residential photovoltaic systems. It also makes a residual current circuit breaker that is especially designed for home electric vehicle charging stations. Its main benefit is that it is compatible with the existing protection of the electrical installation, so you eliminate the need to replace the entire panelboard when installing a home charging station.

## Policy implications

Companies have the specific technology solutions to drive the energy transition, but it is up to governments and the general populace whether these new technologies will gain momentum and enter into widespread use, Berginc argues.

From ETI's perspective, to fully realise the potential of his company's technologies, two key enablers are, first, a more stable and unified EU energy policy and, second, greater investment in renewable energy sources. Regarding the latter, Berginc argues that **“the gap between demand and supply is too vast, which in my opinion poses a threat that the current push toward sustainability will lose its momentum, especially as the energy prices continue to rise.”**

## Related Orgalim EU policy positions

- [Renewable Energy](#)
- [Energy Efficiency](#)
- [Energy Performance of Buildings](#)
- [Alternative Fuels Infrastructure](#)

## About ETI



Founded in 1950, ETI is a mid-sized player in a very old, very consolidated industry, as CEO Tomaž Berginc puts it. Yet their size gives them a competitive edge, allowing them to be substantially more flexible when it comes to specific customer requirements, while still capable of offering considerable production

capacities and leveraging economies of scale. Today the company offers all required components for the protection, distribution and control of electric power in installations for residential, commercial and industrial buildings, as well as electricity distribution and renewables, such as PV and battery storage systems, EVs and more. In certain product lines, such as NH fuses, it is a market leader, while in others, mostly switches, it is a niche producer of technically advanced and innovative products. ETI group consists of 14 countries all over Europe; its production plants are located in Slovenia, Germany, Poland and Bosnia-Herzegovina. The company's fully digitalised Slovenian factory, designed to Industry 4.0 principles, was recently awarded Slovenian Factory of the Year. The company has seen productivity improve 23% on average across its sites over the last three years.

[etigroup.eu](http://etigroup.eu)





## Putting Europe on track to net zero



### Challenge

Transport accounts for around 29% of all EU carbon emissions and is one of the only sectors where emissions are rising, mainly because of forecast increases in the aviation and road transport modes. Rail, currently the most sustainable motorised mode of transport, is key to rapidly decarbonising transport.

But for rail to fulfil its central role in Europe's mobility future, it needs to become even more efficient, available and attractive. Take rail freight. The market share of rail freight has been shrinking in the EU, to 17.6% in 2019, down from 18.8% five years earlier.

**Currently high-speed rail freight is about 70% more expensive than the conventional lorry but emits 80% less CO<sub>2</sub> emissions.**

### Solution

There are numerous factors holding back the shift to both passenger rail and rail freight, some of them regulatory. From a technological viewpoint, braking is a key opportunity area for improvement, especially as rail speeds push higher.

Enter Slovenian metalworking company Kovis, which produces brake discs for all types of railway vehicles: from locomotives, trams and metro lines to high-speed trains.

Since the air resistance of brake discs is up to 4% of the total drag of high-speed trains, if you can reduce that air resistance, you can significantly improve the energy efficiency of trains, explains the company's CEO, Alen Šinko.

Kovis' latest innovation is its Flex brake disc. Brake discs traditionally have three main components: the brake plates, the hub and the connection elements. The new Flex disc is manufactured as one piece, enabling more than 20% lower mass, 35% lower ventilation losses, 22% longer lifetime and 25% better cost-effectiveness, Kovis estimates.

Crucially, **take 64 such discs in operation over a typical lifetime of 2 million km, and you are looking at energy savings of 107,200 kWh and emissions savings of 20.6 tonnes of CO<sub>2</sub>.** On top of that, the lower mass saves energy and emissions savings in material melting, which Kovis now does in electric induction furnaces instead of fossil fuel-fired traditional furnaces.

What is more, the company can boast 100% circularity, thanks to a briquetting machine that gathers all the waste metal from the manufacturing process ready to be re-melted, and a pledge to customers to take back the discs at the end of their life for recycling into new products.

Kovis has also developed a new brake disc for rail freight, as part of the Horizon 2020-funded Futura



Kovis factory

project. The disc achieves not only energy, emissions and material savings but also noise reduction for improved quality of life for people living near train tracks.

### Policy implications

It is important to recognise the importance of foundries in the value chain in the European Green Deal, says Šinko, as this sector is key to the production of high-tech products in the railway industry, robotics, mechanical engineering, the automotive industry, agricultural mechanisation and more, thus strengthening the EU's competitive advantage and resilience.

### Related Orgalim EU policy positions

- [Circular Economy Action Plan](#)
- [Energy Efficiency](#)
- [Sustainable Finance](#)

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**A major step in the transition to a low carbon economy was made by changing our smelting unit from a cupola to induction furnaces, which no longer use fossil fuels and thus reduce our carbon footprint.**



Alen Šinko, CEO, Kovis

### About Kovis



Founded in 1976, Kovis is one of the leading companies in Europe for the development and production of components for the railway industry, such as brake discs, axle boxes, and different parts for the railway industry and other industrial sectors. A strong focus on sustainability is a key driver of its strategy, from Industry 4.0 processes to improve efficiency and reduce materials and energy consumption, to robotisation of welding processes and the use of high performance CNC machines and induction furnaces. Kovis sells its products in 34 countries, with Europe being its most important market. 96% of revenue is created from sales on foreign markets.

[kovis-group.com](http://kovis-group.com)



## Improving the energy efficiency of electric motors



### Challenge

There are about eight billion electric motors in use in the EU, consuming nearly half of all the electricity the EU produces. Increasing the energy efficiency of these motors therefore represents a major opportunity for energy savings and thus the reduction of greenhouse gas emissions.

The EU estimates that increased energy savings of 110 terawatt hours of electricity and 40 million tonnes of avoided CO<sub>2</sub> emissions can be achieved annually by 2030 through more energy efficient motors, reducing the annual energy bill of households and industry by around €20 billion.

### Solution

Slovenia's Domel has been working on improving the energy efficiency of its motors for decades, going well beyond the required standards. It makes motors for vacuum cleaners and other household appliances, garden equipment and power tools; heating, ventilation and air conditioning (HVAC) motors in buildings and auxiliary motors for the automotive industry. **"Through optimised design, our motors are highly efficient from the energy consumption and material usage side,"** says CEO Matjaž Čemažar.



**Total cost of ownership may be a buzzword, but many people have not really taken it on board. There are plenty of motors running for hours each day with a huge potential for energy savings.**



**Matjaž Čemažar, CEO, Domel**

Its vacuum cleaner motors can be up to 30% lighter than imports from outside the EU, which means less iron and copper used and also less waste to recycle. Its industrial and buildings motors are also increasingly connected, enabling Internet of Things applications to further optimise efficiency, predictive maintenance and other Industry 4.0 benefits.

The efficiency improvements are particularly striking in buildings. The company estimates that all of the ultra-high efficiency, IE5-rated HVAC motors it has sold over the last five years have delivered savings of more **than 200 GWh of electricity in 2020, translating to 67,628 tonnes of avoided CO2 emissions in one year.**

Moreover, Domel's HVAC motors, designed and manufactured in Europe, achieve that high level of efficiency without the use of rare earth magnets, by using ferrite magnets instead, making them less dependent on critical raw materials.

## Policy implications

1. Reward materials efficiency and circularity. "We had high expectations that the energy label would limit cheaper and less efficient products coming onto the market but we have been disappointed," says Čemažar.
2. Support greater energy efficiency across the EU: Domel sees significant variations in awareness of the importance and value of energy efficiency across EU member states.
3. Fair, free and open trade and an efficient Single Market – exports represent 92% of Domel's turnover, 74% goes to the rest of the EU.

## Related Orgalim EU policy positions

- [Circular Economy Action Plan](#)
- [Sustainable, Safe and Affordable Transport](#)
- [Energy Efficiency](#)
- [Sustainable Finance](#)



Hybrid mid-drive for e-bikes

## Powering e-mobility

Domel is also bringing its expertise on efficiency to e-mobility. Besides auxiliary motors for EVs, the company has developed an e-bike drive motor, a hybrid mid-drive system for e-bikes and an in-wheel motor for new electric scooter.

The new e-bike mid-drive, developed in collaboration with partners, is one of the most powerful available in the fast growing market for electric mountain bikes. It received the gold award for innovation from the Slovenian Chamber of Commerce.

## About Domel

# DOMEL®

Domel is a strongly innovative company focused on energy efficient electric motors and the technologies around them. It is a development leader in the vacuum motor market and creates motion in professional and home appliances, in HVAC, in mobility, in industrial applications, in medicine and healthcare and in alternative energy sectors. Nearly a third (32%) of products are less than three years old. Based in the small town of Železniki where it is the largest employer (1,400 employees), the company sets a high priority on being socially responsible. "Each family in this town is somehow connected to the company, so for us, it is not only about profit but also about the wellbeing of our employees and the community," says CEO Matjaž Čemažar. Sustainability is a core tenet of the company's strategy and it has set a goal to halve its own carbon footprint by 2027 (from a 2019 base).

[domel.com](http://domel.com)



## Green, smart and innovative

The case studies in the previous section show how Slovenian technology companies are making the energy transition happen already today. In this section we widen the lens to shine a light on the wider tech industries ecosystem in Slovenia, in conversation with two of its leading representatives, Janja Petkovšek, Director of the Slovenian Metal Processing Industry Association, and Marjan Rihar, Director of the Electronics and Electrical Industry Association, both part of Orgalim member organisation, the Chamber of Commerce and Industry of Slovenia (GZS). In this way we aim to identify key enablers and barriers to accelerating the green transition, based on the real experience of European technology companies on the front line, to help make positive change happen faster.

### How would you characterise Slovenia's technology industries today?

**Dr Rihar:** Slovenia has a long and extensive industrial tradition, which is reflected in its contribution to the country's economy: around one third of its GDP. Within that, the electronics and electrical industry represents some 19% of net revenues and 17% of added value of all industry in Slovenia.

Among our strengths are a high quality, well-educated work force, excellent scientific institutes and faculties and a widespread innovation culture. So we have had some great breakthrough innovations in niche products, as well as being masters of quality processes. Standards are high, not least because many of our companies are in the value chain of the automotive industry, where 100% lean and agile processes are a must.

**Ms Petkovšek:** The metal processing industry is Slovenia's top manufacturing sector in terms of turnover, exports and number of employees. Consisting of some 3,500 companies, mostly SMEs, it generates about 30% of value added from all manufacturing sectors and accounts for 34% of employees. Like most of Slovenian industry, it is strongly export oriented: about 70-75%.

**Dr Rihar:** The electronics and electrical industry is even more outward-facing, exporting 83% of products and services; 61% goes to the rest of the EU. The sector accounts for some 12% of all Slovenian exports.

**We have featured here four Slovenian companies that are helping to make the green transition happen. To what extent is this a priority across Slovenian industry?**



### Marjan Rihar

Marjan Rihar is Director of the Electronic and Electrical Industry Association (EEIA) within the Chamber of Commerce and Industry of Slovenia (GZS). In addition to managerial tasks for the association, he has recently been most involved in the implementation of the smart specialisation strategy, setting up strategic development innovation partnerships and competence centres with industry, the Chamber of Commerce and partner R&D institutions. He is a member of several bodies of state institutions

and of governing bodies of other GZS organisations. Marjan Rihar studied at the Faculty of Electrical Engineering in Ljubljana. He studied telecommunications at diploma degree, received a master's degree in industrial automation and a doctorate in computer-aided systems engineering. He has worked in industry, in research at Slovenia's Jožef Stefan Institute, and was a professional mayor for eight years.

**Dr Rihar:** Slovenia is very aware of the need to become greener and more energy efficient and people are very keen on it. Studying green technologies and also social sciences related to the greening of society is very popular in Slovenia. And the electrical industry is typically a step ahead on green and digital – they don't need convincing.

**Ms Petkovšek:** In the metal processing sector, we are generally very strong on efficiency. Companies are consistently lowering weight and wastage, reducing their emissions, their energy consumption and the amount of energy per product. Much attention and knowhow goes into design so products can be easily dismantled and recycled.

**The Slovenian government recently set up an Office for Digital Transformation and this has also been a top priority of Slovenia's EU Presidency. Where are your sectors on the path to Industry 4.0?**

**Dr Rihar:** Many companies in the electrotechnical sector are mid-sized or bigger and already quite well prepared for the transition to Industry 4.0. But I would say there is still a big opportunity here. Our institutes have very advanced technologies, for example on artificial intelligence, but the transfer of knowledge from research institutions to industry needs to be strengthened. We see the establishment of a state-supported 'National Demo Centre Smart Factory' as a promising step forward in this regard. In such a centre, even smaller companies could try out advanced technologies and concepts like digital twins and IoT applications, and then apply the acquired knowledge to their actual processes and production lines.

**Ms Petkovšek:** Companies are digitalising and deploying Industry 4.0 technologies like augmented reality, digital twins and so on, but I see that many are cautious. Our associations are playing a key role in bringing companies together, also with academia, to collaborate, exchange knowledge and build confidence.

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**We are very well positioned for the green and digital transition. Our companies are innovative and keen to seize the opportunity of more green-oriented products, technologies and services.**

**Marjan Rihar, Director EEIA**

**What do you see are some of the key enablers and barriers to the digital and green transition for your sectors? Hence what are some of the policy priorities you are working on?**

**Ms Petkovšek:** Metal is one of those beautiful materials that can be recycled. Many of the companies in the Slovenian metal processing



## **Janja Petkovšek**

Janja Petkovšek has been Director of the Metal Processing Industry Association at the Chamber of Commerce and Industry of Slovenia since 2007. Within the association, she is responsible for providing daily assistance and consulting to member companies, participating in research projects, maintaining connections with Slovenian authorities and acting as a liaison officer for several national professional associations and their European counterparts as well as internationally with

Orgalim. She is also a member of several boards and committees such as the Board of the Journal of Mechanical Engineering at the University of Ljubljana and the Sectoral Committee for Manufacturing Technology at the Institute of the Republic of Slovenia for Vocational Education and Training. She also has extensive experience in EU co-funded projects, where she has been responsible for the field of education within the Erasmus+ programme.

industry are leaders in materials efficiency and designing for recyclability at end of life.

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**To drive circularity, we need tenders where price is not the only and decisive factor.**

**Janja Petkovšek, Director MPIA**

But those efforts to drive circularity are all too often not rewarded. When the main criterion on public tenders is the buying price, this is against everything I believe that we are going towards.

We need policymakers to enforce these green criteria, like the recycling percentage, where our companies are very strong. And at the same time there should be a recognition that we are competing with global companies that do not have such stringent requirements: it has to be feasible.

**Dr Rihar:** In such a highly outward facing sector as the electronics and electrical industry in Slovenia,

collaboration is key. We work to connect companies to international sources of knowledge and experience, encourage them to join international projects and facilitate collaboration with the excellent expertise and research facilities at the faculties and institutes in Slovenia.

Data sharing is a key enabler. Data spaces are very interesting and a number of companies have expressed an interest in joining a pilot project to participate in an industrial data space. A Slovenia GAIA-X Hub was launched in 2021. We believe a policy dialogue is needed to further stimulate awareness and uptake.

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**We need to encourage businesses to exchange data so it is very important that the EU Data Act enables voluntary data sharing.**

**Marjan Rihar, Director EEIA**

**Gospodarska  
zbornica  
Slovenije** 

Chamber of Commerce  
and Industry of Slovenia

## In profile: GZS

Celebrating 170 years of existence in 2021, the Chamber of Commerce and Industry in Slovenia (GZS) is a non-profit, non-governmental, independent organisation, and the most influential business organisation in Slovenia. It represents over 7,000 companies, covering all sectors of industry and includes within it a number of industry-specific associations, among which are the Mechanical and Metalworking Association, MPIA, and the Electronics and Electrical Industry Association, EEIA.

**“Three years ago, GZS set rather bold goals for Slovenia to be reached by 2025: EUR 60,000 value added per employee, EUR 50 billion of exports as well as an average gross wage of EUR 2,300,”** says Aleš Cantarutti, General Manager of GZS. **“To achieve these goals, we need a long-term strategic consensus on the wider socio-economic environment. Thus, in the forthcoming period, GZS will be focused on the green transition, support for digitalisation, innovation, research and development, assistance to members in drawing financial resources, internationalisation, and the career development of employees.”**

GZS is a leading partner of the government in the preparation of legislation and policy strategies. At the European level, as a member of Orgalim, it contributes actively to Orgalim’s policy advocacy work, notably through the EEIA and MPIA.

[gzs.si](http://gzs.si)

Orgalim's Technology at Heart series presents stories showcasing how the technology industries we represent are shaping a future that's good for Europe's economy and society – and how the right policy framework can help them do even more.

Orgalim represents Europe's technology industries, comprised of 770,000 innovative companies spanning the mechanical engineering, electrical engineering and electronics, and metal technology branches. Together they represent the EU's largest manufacturing sector, generating annual turnover of over €2,000 billion, manufacturing one-third of all European exports and providing 11 million direct jobs.

We are a European-level federation that engages with EU policymakers on behalf of our membership, speaking for 29 national industry associations and 18 European sector associations. Founded in 1954, and with hundreds of industry experts engaging across a broad range of policy areas, we are recognised as the foremost voice of Europe's technology industries in Brussels. Our advocacy work addresses the broad spectrum of policy and regulatory issues that impact our companies, while our Partnership services provide support to a broader network of clients in the field.

## ORGALIM REPRESENTS:

47



Associations

22



Countries

29



National member  
associations

18



European sector  
associations

3



**Industries:**  
mechanical engineering;  
electrical engineering, electronics  
and ICT; metal technology

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