

'COVID-19
has exposed the
vulnerabilities of complex
global supply chains'

WORLD
ECONOMIC FORUM
MAY 2020



Localize Your Supply Chain with SARIO

THE BEST WAY TO STAY COMPETITIVE & RESILIENT TO DISRUPTIONS

The Slovak Investment & Trade Development Agency (SARIO) is eager and ready to support your business by localizing your key suppliers and by sourcing your new potential suppliers among well-established companies in **SLOVAKIA**.

TRENDS & LESSONS LEARNED

Pandemic as an Accelerator for New Business Strategies



rethinking the concept of global
supply chain



risk management & planning,
resilience



focus on value gradually replaces solely
cost-driven strategies



reshoring, diversification, regionalization
& replication

'The quest to find the most cost-effective suppliers has left many companies without a plan B. Businesses will be forced to rethink their global value chains ... the disadvantages of a system that requires all of its elements to work like clockwork have now been exposed.'

—
BEATA JAVORCIK

EBRD, Chief Economist
FT, May 2020

'It turned out that in such situations, the advantage is our local supply network, which is located in the region (Žilina) or the neighboring Czech republic, which was also not affected by the infection as significantly as other European countries. Therefore, we did not face such a significant outage in the supply chain as other Slovak (based) companies that had suppliers in more affected areas.'

—
KYONG-JAE LEE

Kia Motors Slovakia, CEO
Trend, June 2020

Source: UNCTAD, World Economic Forum,
Business Insider, EY, Financial Times, 2020

SARIO Localization Services

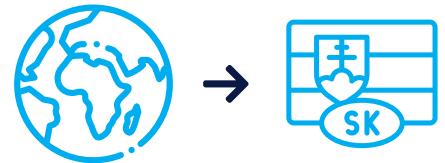
How Can SARIO Help You?

1 LOCALIZATION OF YOUR KEY SUPPLIER

Addressing a Supplier of Your Choice

Assisting a Supplier With the Localization Package

- Business Environment Overview
- Sector & Regional Analyses
- Selection of Suitable Real Estates
- Consultancy on Investment Incentives and R&D Superdeduction
- Identification of Local Suppliers
- M&A Partner Selection



2 SOURCING OF SLOVAKIA-BASED COMPANIES

Production & Innovative Sourcing

- Specification of sourced products or services

Longlisting

- Thorough desktop search by a dedicated team

Shortlisting

- Approaching selected potential suppliers with more detailed requirements

Sourcing Workshop or Sourcing Road Trip

- Pitching, visits, RFQs



SARIO LOCALIZATION SERVICES

Dedicated, Tailor Made & Proven



since 2002

INVESTMENT PROJECTS

wide range of customized services for Slovak and foreign investors

565 successful projects	11.9 BN € total investment	129,000 new jobs generated
-------------------------------	----------------------------------	----------------------------------



MinebeaMitsumi
Passion to Create Value through Difference



since 2002

SOURCING OF PRODUCTS & SERVICES

specialized supplier search based on client's requirements and needs. Through the years, SARIO has built database of hundreds of potential suppliers



PSA PEUGEOT CITROËN



since 2017

INNOVATION SERVICES

a matching platform connecting the needs of large corporations with competences of cutting-edge Slovak technology companies

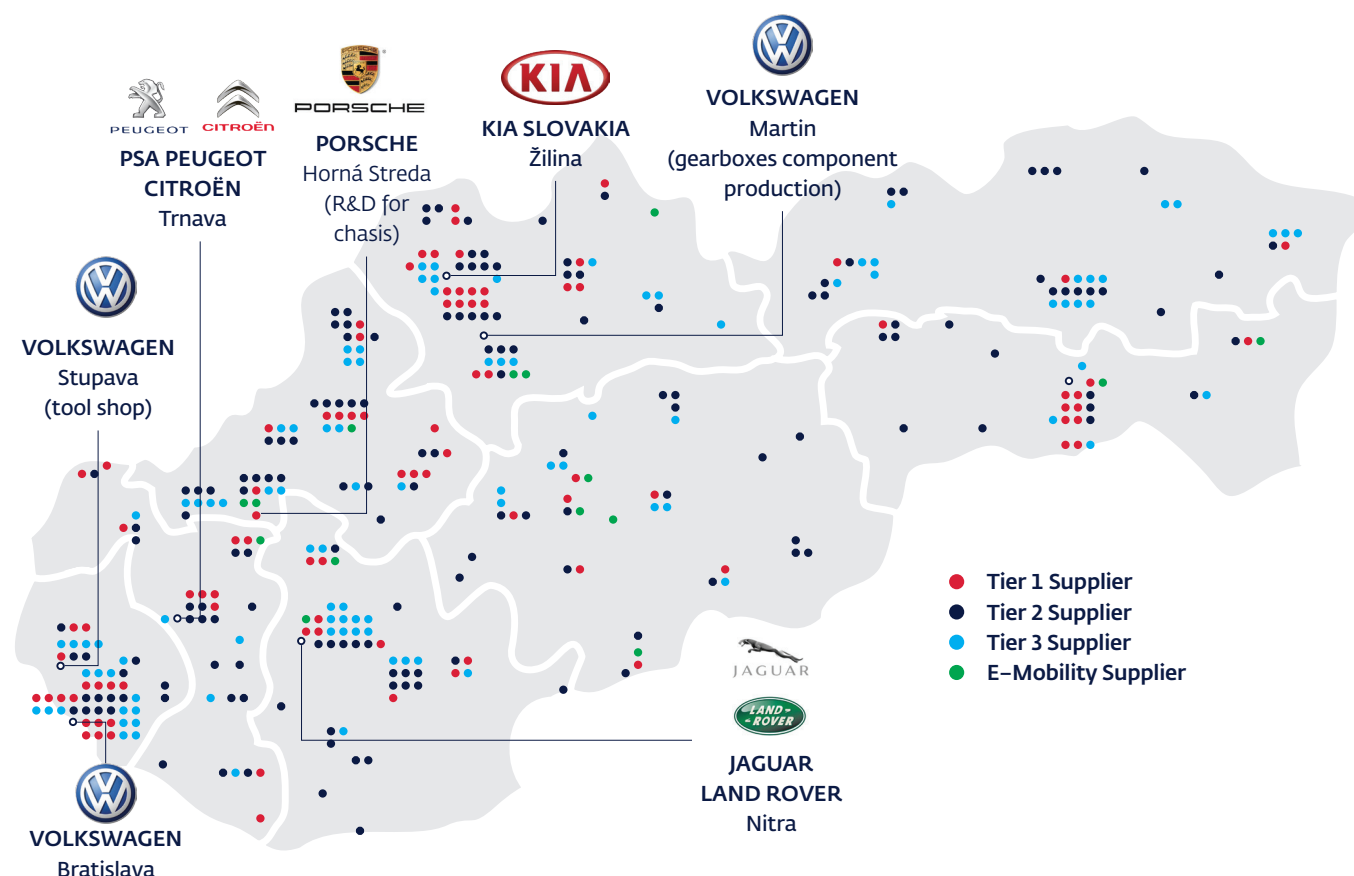
20 innovation services events	25 large clients	10 pilot projects
-------------------------------------	------------------------	-------------------------



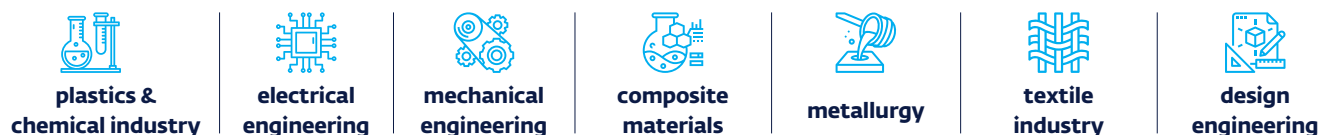
THALES
Together • Safer • Everywhere

ESTABLISHED SUPPLIER NETWORK

4 OEMs & 350+ Automotive Suppliers



Well-developed automotive supplier network serves multiple industries thanks to its cross-sector specialization



10 REASONS

Why to Consider SLOVAKIA as Your Investment Destination

- 1 LOCATION**
Strategic location in the heart of Europe with great export potential
- 2 SAFETY & STABILITY**
One of the safest and politically most stable countries in Europe (source: Credit Insurance Group Credendo)
- 3 EUROZONE**
A member of the Eurozone since 2009 as one of the few in Central & Eastern Europe
- 4 QUALIFIED WORKFORCE**
Cost-effective, skilled and loyal labour force with excellent multilingual skills
- 5 PRODUCTIVITY**
The highest labour productivity rate in Central & Eastern Europe (source: OECD)
- 6 INVESTOR-FRIENDLINESS**
Slovak government is continuously increasing the quality of local business & investment environment
- 7 INNOVATIVE ECOSYSTEM**
The highest share of higher added-value jobs in CEE, ready for new investments into R&D & innovation
- 8 OPENESS**
One of the most export oriented & open economies in the EU (source: Eurostat)
- 9 DEVELOPED INFRASTRUCTURE**
Developed and steadily growing infrastructure network with regards to road, railway & flight connections
- 10 INCENTIVES**
Attractive investment incentives scheme and special tax regimes for R&D activities

SARIO TRACK RECORD

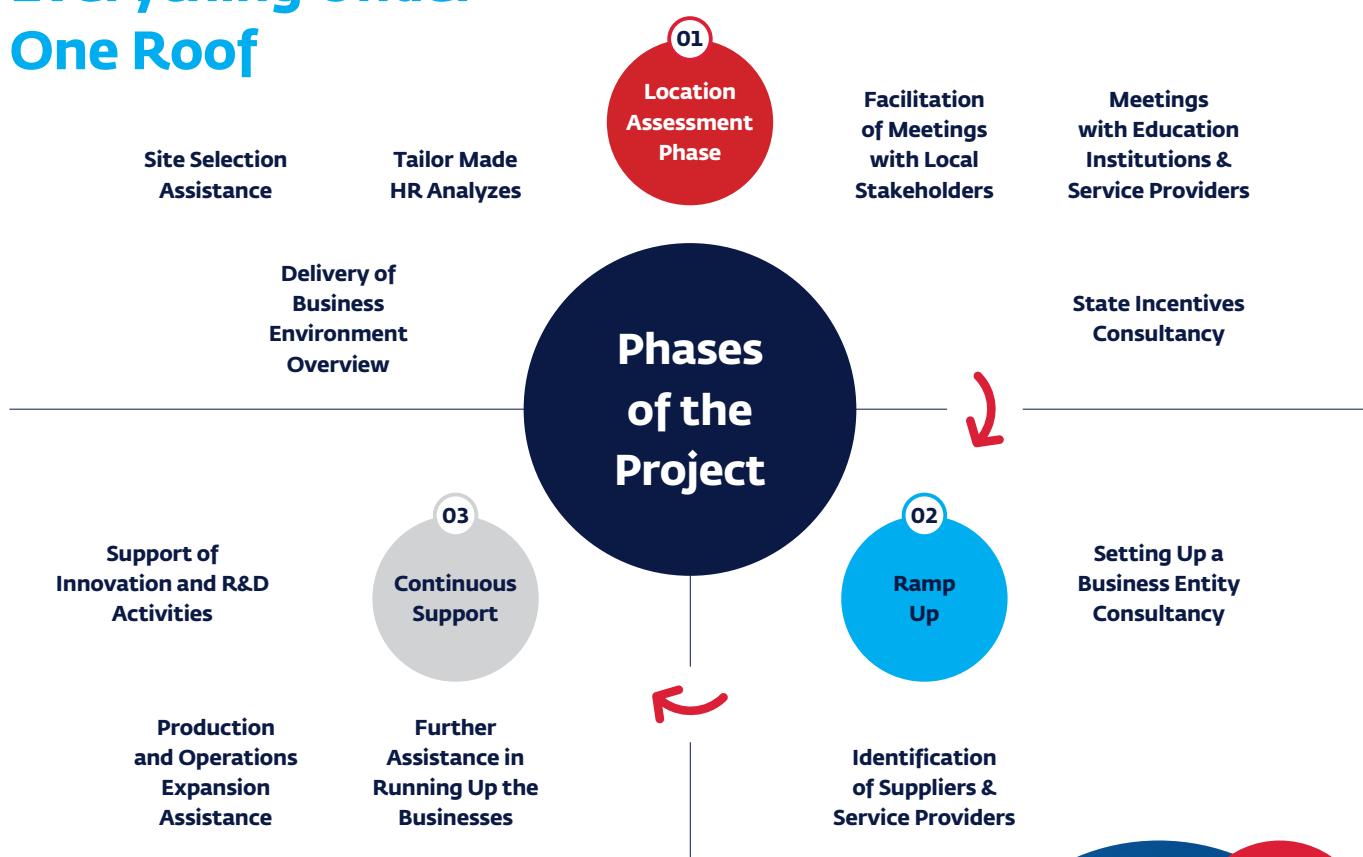
550+

successful SARIO investment projects since 2002
including Jaguar Land Rover, Kia, PSA, Amazon, Volkswagen,
Johnson Controls, Embraco, Samsung, Honeywell, Brose
and others.



SUPPORT FOR INVESTORS

Everything Under One Roof



CONTACT

Talk to Us Today!

Miroslav Beseda
Senior Consultant
T: +421 910 828 212
E: beseda@sario.sk

**Slovak Investment & Trade
Development Agency**
Mlynské nivy 44/b
821 09 Bratislava | Slovakia



**ALL OUR
SERVICES
ARE FREE OF
CHARGE**

The content of this document is protected by copyright. The use of texts and images, or even their extracts without the written permission of SARIO is a violation of the provisions of Act no. 185/2015 Coll. Copyright Act and is therefore illegal. This applies particularly to their reproduction, distribution or use in electronic systems. The contents of this presentation cannot be, even partially, copied for commercial purposes, distributed, altered or provided to third parties. Please note that some of the images in this document may be subject to copyright of third parties.