

## **Embassy of the Republic of Turkey in Ljubljana**

Office of the Commercial Counsellor  
Bleiweisova cesta 30 (Tivoli Center Building)

**Asuman KILIÇ TÜRKEŞ**  
**Chief Commercial Counsellor**

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### **CONSTRUCTION OF THE PRODUCTION AND DISTRIBUTION CENTRE IN SLOVENIA INVITATION FOR INVESTORS FROM THE REGION OF TURKEY**

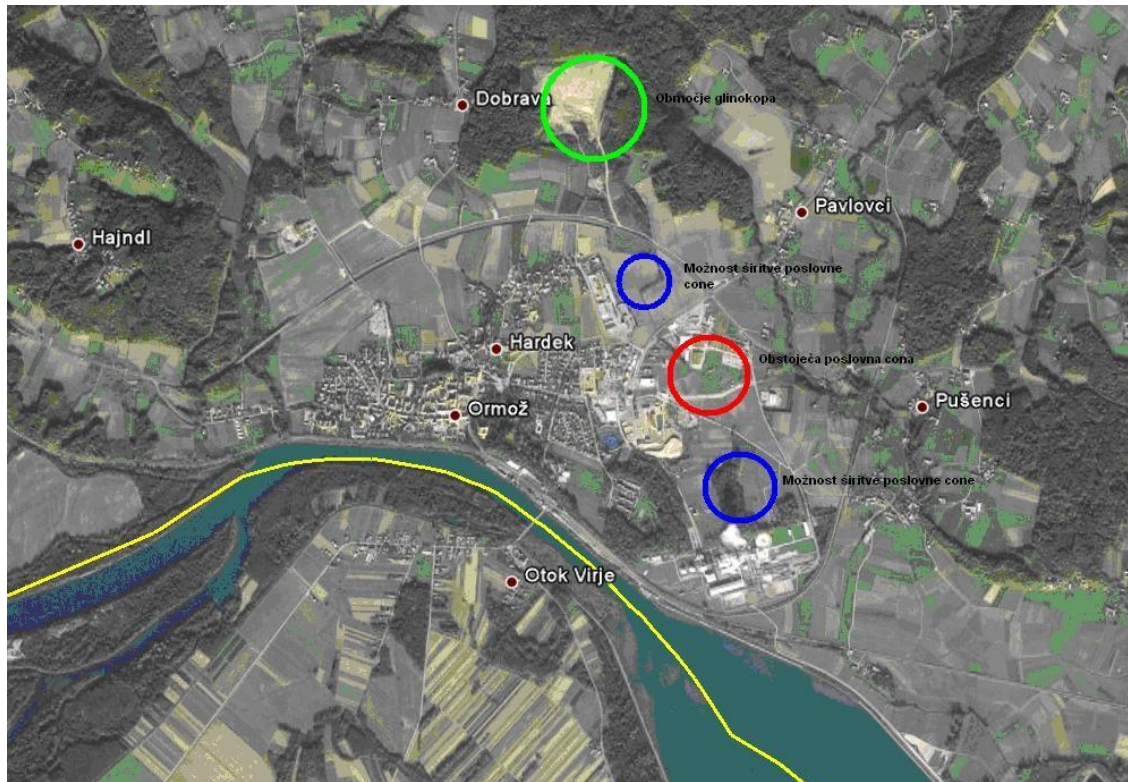
To whom it may concern:

In the immediate vicinity of the neighboring countries of Croatia, Austria and Hungary, we have at our disposal the associated buildings and the entire infrastructure that is, according to the assessments by the Municipality of Ormož and the Ministry of Economic Development and Technology, one of the most important infrastructure projects for which we are interested in attracting investors from the Republic of Turkey. In our strategic development plan for this area and the region includes the establishment of a modern production and distribution warehouse center, which will connect Southern Europe with the European Union. The exceptional geographical location of the site under sale gives the future investor the potential to create one of the largest land terminals and enclosed warehouses in this part of Europe, as well as excellent regional access to neighboring countries – Northern Italy, Austria, Germany, Hungary, Slovakia, Poland, Croatia – or to fully or partially set up production of various products intended for the EU market.

As one of the most promising business locations in Slovenia, the priority for the project is to gain exceptional support from the local environment and the Ministry of the Economy and Technological Development, with the aim of developing the Ormož logistics zone into a dynamic business center and the leading international zone at the nexus of the European Union and South-eastern Europe.

The Ministry of Economic Development and Technology and the Municipality of Ormož are investing great effort to set up a center for the distribution of vegetables and fruit in this part of Slovenia. As Turkey is one of the global superpowers in this field, we believe that this can serve as opportunity for one or more producers/distributors from Turkey that could combine synergies with the domestic environment and set up one of the largest centers in this region of the EU.

## Micro location



1. **Available surface: 22 ha**
2. **Two access roads**
3. **Connections to water resources**
  - Drinking water from the city water network
  - Water from own wells 4 x 30 m 3/h – powering boilers
  - Water from the reservoir lake of the river Drava – hydrant network
4. **Connection to the gas network**
  - Dimension of the inlet pipeline:  $\varnothing = 200$  mm
  - Inlet pressure (40) / 4 bar
  - Capacity of 10.000 Nm<sup>3</sup>/h of natural gas
  - Distribution by location
5. **Connection to the electrical network**
  - Voltage at the 20 kV supply
  - Connection power max. 8 MW
  - Two power supply cables (2 MW and 6 MW)
6. **Connection to the telephone network**
7. **2 road connections**
8. **Rail tracks**
  - Five industrial rail tracks with interconnections (switches) throughout the entire area in the direction from West to East in total length of 3 km.

- Direct connection with the railway station Ormož and the Koper-Ljubljana-Ormož-Murska Sobota-Budapest route, or from Ormož further towards Čakovec, Zagreb or Beograd.

### 9. Scales

- Road 3 x 60 t (6 bridges)
- Railway 1 x 100 t (2 bridges)

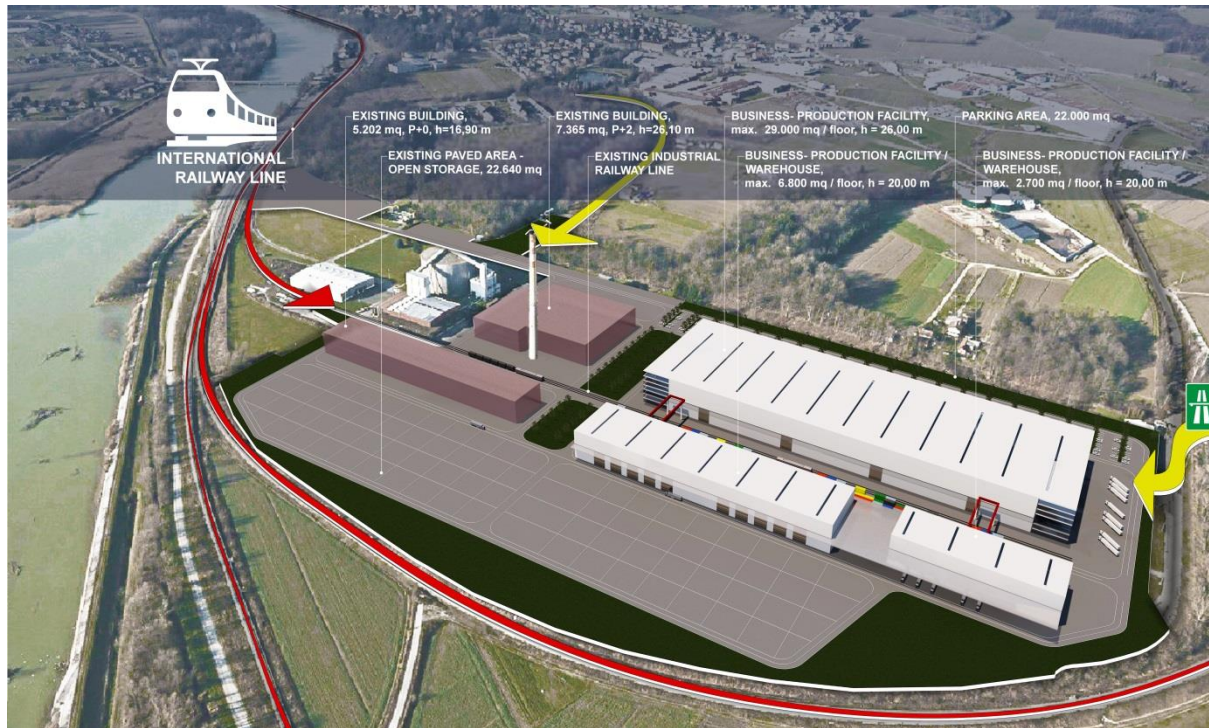
### 10. Existing facilities

- Existing production buildings in good condition, suitable for the installation of production and storage facilities,
- A management building with offices, changing rooms, toilets and office space for 250 employees,
- Large area suitable for construction for production or transport purposes,

## Railway lines cross Slovenia







## STRATEGIC LOCATION – COMPETITIVE ADVANTAGE OF INVESTMENT

**An exceptional site that, in addition to quality services and a competitive geographical location, provides great added value compared to the neighboring EU capitals and in the wider region:**

There is a developed infrastructure network in the vicinity:

Airports: Maribor – 50 km, Graz 70 km, Ljubljana – Brnik 150 km, vicinity of two important ports, the Port of Koper 280 km and the Port of Rijeka 270 km.

**Access to motorway in all directions, from 27 to 40 km.**

**Access to the main freight terminal from Belgrade, via Zagreb to Budapest, runs through Ormož (the area has its own 5-km-long railway track).**

### COMPETITIVE ADVANTAGES:

**Strategic location** that has excellent road and railway connections.

The location is far enough away from the city to prevent disturbances.

**Favorable price** that provides significant financial advantages in the investment from the very beginning.

**Exceptional size** with a total surface area of 27 hectares.

**Flexible design** enables planning and construction of commercial facilities for the development of logistics services:

- food service logistics
- foodstuff logistics
- logistic services for support of e-sales
- cold foodstuff logistics
- retail logistics

**Access to affordable labor.**

- Several factories in the Ormož area have recently closed, so there is a surplus of labor on the market.

**The commercial zone is intended for large business systems.**

- The location and structural design allows us to offer large areas for sale to large customers in the field of industry, trade and commerce.

**We will provide the investor with after-sale support:**

- organizing documents
- obtaining permit
- obtaining subsidies
- local intelligence
- comprehensive administrative services, including legal services

*In the end, we want to present an example of best practice in such investments, the story of the successful investment in this sector, BTC Logistics Centre, which is now one of the leading companies in Slovenia; their shares are listed on the London Stock Exchange and the company is an important driver of change in the capital and operates the largest land terminal in Slovenia. We are convinced that, by investing in this project, you will have the same opportunities for dynamic and efficient development and sale of your services, and production of added value in business.*

The beginnings of BTC date back to 1954, when the company Centralna javna skladišta (Central Public Warehouses) was founded. In 1963, the company managed a total of 68,867 m<sup>2</sup> of commercial areas, on which the largest warehouse in the former Yugoslavia was constructed just two years later. The gradual construction of public warehouses helped the company develop into the largest goods and transport center in the former Yugoslavia. The company, which successfully operated in the goods storage and distribution sector, reached the level of one of the largest European land terminals in the period between 1977 and 1987, with 180,970 m<sup>2</sup> of enclosed warehouse space. Goods imported from Europe were stored here and then distributed throughout the former Yugoslavia or prepared for export. With the independence of Slovenia and the gradual introduction of a market economy, the need for such large storage capacities decreased significantly. When faced with the question of what to do and how to repurpose such extensive commercial areas, the management, examining the various available options promoted by global trends, decided to repurpose the warehouse space on the outskirts of Ljubljana for trade. The company that had until then managed warehouse space was reformed as joint-stock company, responsible for the selection of new programs and commercial substance, as well as appropriate infrastructure. The first stores started to open that year. The empty warehouses gradually obtained a new, more urban look, and the beginnings of the first Slovenian shopping center were born.

Today, BTC is a comprehensive logistics provider. Logistics is one of the leading activities in Europe and is achieving a high rate of growth. The BTC Logistics Centre, which began on the southern edge of BTC City, along Letališka cesta, is one of the most successful and competitive companies with complete modernization and specialization of activities. As a provider of comprehensive logistics services, it provides warehousing of goods and all goods-related (pre-packaging, labelling, commissioning, inventory management, etc.) and distribution-related services. It provides international transport services and has its own freight customs terminal. The logistics services are supported by advanced information

technology that ensures efficient and paperless operation, high traceability of goods, and reliable and direct connections between all participants in the supply chain: suppliers, partners, carriers, distributors and customers. In accordance with the business policy of BTC, the logistics operations strictly adhere to the principles of sustainable development. The Logistics City of BTC Logistics Centre, in which the Slovenian Logistic Association and the Association of Drivers and Car Mechanics of Slovenia also have their headquarters, has become a nexus of logistics and transport skills in Slovenia. Together with business partners, professional institutes and educational institutions (Faculty of Economics, University of Ljubljana), they established the Logistics City, a center of knowledge on logistics. At the Logistics City, various new services that complement the importance of logistics throughout the supply chain are being developed.

**Prospective investors will be invited to interviews led by representatives of:  
the Ministry of Economic Development and Technology.**

*We estimate that the project should be presented to your larger logistics and production companies that are expanding into the EU market or to the owners of transport or warehousing services that are interested in regional access to European Union states.*

*The project is supported by the following institutions, which will personally invite your recommended investors and conduct all interviews with future investors:*

<b>Ministry of Economic Development and Technology</b> Kotnikova ulica 5 1000 Ljubljana	<b>SPIRIT public agency</b> <b>Republic of Slovenia</b> Verovškova ulica 60 1000 LJUBLJANA
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**[ABC NEPREMIČNINE d.o.o. – real estate agency](#)**

**SI-1000 Tivolska 48 Eurocenter Ljubljana**

**P.+3861 3000000 F. +386 13000001**

**Contact persons:**

**Andrej Kuplenk, General manager**

**T: +386 40 880 000**

**E: [andrej.kuplenk@abc.si](mailto:andrej.kuplenk@abc.si)**

**Suzana Pirtovšek Akmert , PR**

**T: +386 41 735 415**

**E: [suzana.pirtovsek@business-ready.si](mailto:suzana.pirtovsek@business-ready.si)**