

**VISIT OF A BAVARIAN BUSINESS
DELEGATION TO SLOVAKIA**
28th - 31st October 2025



ORGANISATION

BAVARIAN MINISTRY OF ECONOMIC AFFAIRS, REGIONAL DEVELOPMENT AND ENERGY

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IN COOPERATION WITH

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DELEGATION TO SLOVAKIA**
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TOBIAS GOTTHARDT

Head of Delegation
Vice Minister in the Bavarian Ministry of Economic
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Member of the Bavarian Parliament

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Bavaria stands out as a powerhouse of economic dynamism and success. Our innovative small and midsize enterprises make a key contribution in this regard. Bavarian companies are competent and reliable partners. In the global market, they are renowned for innovative products, tailor-made services and outstanding customer support. They are among the market leaders in numerous fields.

Slovakia has an export-oriented economy with a strong industrial base. As a business location, Slovakia scores points with excellent integration into the domestic market and currency union, a dense network of industrial suppliers and motivated, productive workers at moderate cost. This qualifies Slovakia as both a procurement and an export sales market for Bavarian companies.

Slovakia is becoming greener, more innovative and more digital thanks to extensive EU funding. A total of 6.3 billion euros from the European Structural and Investment Funds is available until 2027 for achieving the green transformation alone. Solutions are needed for the decarbonisation of industry. This leads to opportunities for Bavarian companies in the areas of improving energy efficiency, using renewable energy and the decarbonisation of industrial processes, facilities and buildings.

Our objective with this delegation trip is to strengthen contacts between the Bavarian and Slovakian economies in important future sectors. The trip will bring participants in Bratislava and Košice together with stakeholders in politics and industry. We also want to meet with Ukrainian partners in Košice to discuss the possibility of supplying (green) hydrogen to Bavaria from Ukraine through the Slovakian (and Czech) gas pipeline network.

The representatives of the Bavarian companies accompanying me are very interested in contributing their expertise and in advancing new developments with partners in Slovakia and Ukraine in the fields of green energy – including the topics energy-efficiency, decarbonization in the industrial sector and hydrogen.

Tobias Gotthardt
Vice Minister in the Bavarian Ministry of Economic
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Bavarian Ministry of Economic Affairs,
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JENNY SCHACK

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JULIA GOEBEL

Gas infrastructure, hydrogen, energy supply

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Bavarian Ministry of Economic Affairs,
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CHRISTOPH ANGERBAUER

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COMPANY PROFILE

With more than 400,000 member companies, the Chamber of Commerce and Industry (CCI) for Munich and Upper Bavaria is the largest of the 79 Chambers of Commerce and Industry in Germany and one of the most extensive business networks in Europe. Our primary goal is to create the best framework conditions for the sustainable economic success of commercial enterprises in Munich and Upper Bavaria. Slovakia is a very important location for many of our member companies.

GOALS/PLANS

- Networking.
- Representation of business interests towards government.
- Support of member companies.



DR. GEORG HABER

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COMPANY PROFILE

The Bayerischer Handwerkstag is the umbrella organization of the Bavarian chambers and associations of skilled crafts. It represents and promotes the interests of the Bavarian skilled crafts sector vis-à-vis politicians, the government and associations. Its tasks are the uniform formation of opinion in the skilled crafts sector, commenting on fundamental issues and representing the sector in all relevant matters.

GOALS/PLANS

- Accompanying and supporting participating craft enterprises in matters of foreign trade.
- Exploring potential cooperation opportunities.



**BAYERISCHER
HANDWERKSTAG**



DR. RAINER PAPPENHEIM

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PROVISION OF SUPPORT FOR INVESTMENT FOR START-UPS AND SMES

COMPANY PROFILE

LfA Förderbank Bayern is the specialist development bank of the Free State of Bavaria especially for small and medium-sized enterprises and municipalities. Its mandate is to use the instruments of a bank to provide financial support for the projects of commercial companies and professions in practically all branches of industry and for other measures designed to improve the economic, transport, energy and environmental structure of Bavaria.

GOALS/PLANS

- Exploration of options for financing green energy projects.



MARCO TRISCIUZZI

Executive Director
Bavarian Representative for Slovakia

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COMPANY PROFILE

The German-Slovak Chamber of Industry and Commerce (AHK Slowakei) represents the interests of the German business community in Slovakia and promotes economic and trade relations between the two countries.

As the official representative of the Free State of Bavaria in Slovakia, AHK Slowakei also serves as the first point of contact and service hub for Bavarian companies. Through our strong local network, we offer tailored support to Bavarian firms in selecting locations and establishing or expanding their business activities in Slovakia. We assist in identifying suitable Slovak business partners and in providing up-to-date information on concrete investment opportunities and projects.

With our in-depth knowledge of the Slovak market and a growing network in the field of green technologies, we are also a reliable partner for companies aiming to contribute to and benefit from the green transformation in Slovakia.





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CUSTOMIZATION, ENGINEERING AND MANUFACTURING OF GRP ENCLOSURES, CABINETS, SHELTERS AND HEATERS

COMPANY PROFILE

Intertec-Hess GmbH is a global leader in custom-built protection systems made from glass-reinforced polyester (GRP). Since 1965, the company has delivered over one million enclosures, cabinets, and shelters that protect sensitive equipment in harsh environments. Their solutions offer reliable protection against extreme temperatures, UV exposure, frost, and explosion hazards, often including integrated heating, cooling, and fire safety and ensures long-term safety and performance of the devices.

GOALS/PLANS

- Business networking.
- Market exploration.
- Exploring partnerships and investment opportunities in Slovakia.



BUSINESS DELEGATION



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RESIDENTIAL VENTILATION WITH HEAT RECOVERY, HUMIDITY CONTROL, AND MOLD PREVENTION

COMPANY PROFILE

Passiv Energie GmbH, based in Bavaria, Germany, designs advanced HVAC solutions for modern buildings. The company excels in efficient domestic ventilation, specializing in heat recovery ventilation systems that provide fresh air while conserving energy. By focusing on precise humidity control, their installations are fundamental for effective mold control, ensuring a healthy and comfortable indoor climate. They deliver integrated systems for sustainable, high-performance homes.

GOALS/PLANS

- Building partnerships with sales representatives and distributors, as well as looking for suppliers.



PASSIV ENERGIE



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GAS TRANSPORT, NETWORK OPERATION, SECURITY OF SUPPLY, HYDROGEN CORE NETWORK OPERATOR

COMPANY PROFILE

bayernets GmbH is a leading energy infrastructure company based in Munich, Germany and an important part of the trans-European energy network. We make a key contribution to the security of supply in our network coverage area. Through safe operation, demand-based optimisation and sustainable network expansion, we maintain an effective transport network. Our mission: A safe and technically sustainable energy supply in the heart of Europe.

GOALS/PLANS

- Communication with stakeholders within the framework of our H2EU+Store and Ukraine-EUHydrogenCorridor projects.



RICHARD HEINDL

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OUR EXPERIENCED EMPLOYEES HAVE IN-DEPTH, SPECIALISED TECHNICAL KNOWLEDGE AND ARE FAMILIAR WITH THE SPECIFIC REQUIREMENTS OF SEVERAL INDUSTRIES: AUTOMOTIVE, PACKAGING AND MEDICAL TECHNOLOGY, ENERGY, DEFENCE, INTRALOGISTICS AND MARINE AND RAIL TECHNOLOGY

COMPANY PROFILE

Our solutions, products and services in the fields of automation, digitalisation, special machinery and electronics are high-quality, reliable and consistent. With our cost-effective solutions, HEITEC supports over 2,000 customers to increase their productivity and optimise their products. More than 1,200 employees at locations in Germany and abroad guarantee customer proximity and industry expertise. Our development and production processes are audited and certified. HEITEC is the reliable partner for energy providers, municipal facilities, industrial companies and energy supply companies – with our manufacturer-independent expertise and comprehensive service portfolio, we support you throughout the entire project cycle: from planning to optimised operation of your energy systems.

GOALS/PLANS

- Deepening the business relationship in Slovakia.
- Acquisition of new customers.

HEITEC



RALF HEMECKER

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PROJECT SPECIFIC TAILORED POWER SUPPLY SOLUTIONS | SECURE POWER-ENERGY TRANSITION DECARBONISATION

COMPANY PROFILE

Gertek provides innovative and reliable power systems, to protect from power outages and power quality issues, integrating renewable energy sources and battery storage. Being part of the CE+T Group we can engineer industrial solutions for electrification and decarbonisation.

Markets: industry, telecommunication, railway, energy, health, data centre.

Products: rectifier, inverter, UPS, multidirectional converter, battery systems, service.

GOALS/PLANS

- Discover the needs of industrial companies for reliable, intelligent and green power solutions.



JAN HÖLZEL

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ELECTRICAL AND AUTOMATION TECHNOLOGY | OPTIMIZATION OF ENERGY INFRASTRUCTURE | BUILDING AUTOMATION & CONTROL TECHNOLOGY

COMPANY PROFILE

Process Control Engineers GmbH is an engineering firm with over 35 years of experience in the planning, coordination, and project management of technical facilities for the petrochemical and chemical industries, as well as critical infrastructures.

With in-depth technical expertise in the fields of electrical engineering, measurement and control technology (EMSR), and automation, we support industrial companies in the modernization, digitalization, and transformation of their plants. Our services range from conceptual planning and approval support to project management and project execution—all in accordance with the highest German and international standards (e.g., ISO 9001 or PMI®).

In recent years, we have strategically expanded our portfolio: Together with our sister company PCE Energy Solutions, we also offer solutions for increasing energy efficiency, decarbonization, electrical supply security, technical project management, and support ranging from consulting and assistance to the implementation of relevant audits (e.g., ISP 900, ISO 50001, EMAS, EcoVadis) in the industrial environment – both for existing plants and new construction.

GOALS/PLANS

- Establishing cooperations with companies from critical infrastructure or large-scale industry.
- Identifying local partners for joint projects in the areas of energy efficiency, electrification, digitalization, and sustainability.
- Transferring technical knowledge and proven project standards.
- Expanding our network in order to actively participate as an engineering partner in Slovakian industrial projects in the future.
- We are open to framework agreements, project partnerships, subcontractor roles, or even taking on partial planning within larger investment projects in Slovakia.





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ADVICE FOR COMPANIES IN ALL MATTERS OF ECONOMIC RELEVANCE

COMPANY PROFILE

IHK Schwaben, the Swabian Chamber of Industry and Commerce, represents the interests of companies in Bavaria's Swabia region. It offers comprehensive consulting, organises education, further training and examinations, and supports the regional economy. With its services and networks, IHK Schwaben supports companies across all sectors and strengthens the competitiveness of the business location.

GOALS/PLANS

- Exchange and cooperation with companies in the green energy sector.



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DEVELOPMENT OF MARKET-SPECIFIC SOLUTIONS IN COOPERATION WITH OUR LOCAL PARTNERS

COMPANY PROFILE

DW Verbundrohr GmbH, a renowned German company, with over 20 years of experience in the HVAC-business is the specialist for tap-water and heating/cooling pipe systems. With its brand MULTITUBO system, consisting of Aluminium-Multilayer-Composite pipes, Metal- and Plastic-connectors/fittings for pressing, pushing, welding and screwing and the referring accessories and tools, DW Verbundrohr GmbH offers situational solutions in the construction & mechanical engineering industry.

GOALS/PLANS

- Potential market entry through initial market exploration and contact with local decision-makers.





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MARKETING STRATEGY | INTERNATIONAL AWARENESS AND SALES CAMPAIGNS | PRODUCT LAUNCHES | & MORE

COMPANY PROFILE

DYADIC stands for international Business-to-Business communications since 2000. Green energy is part of this. With targeted messages and communication assets, we help you build relationships and gain reputation in both existing and new markets. Our 25+ people share this passion with professional strategy, consulting, and any kind of content throughout all media. What can we do for you? Everything from creating your unique brand story to implementing inspiring sales pitches and tradeshow assets.

GOALS/PLANS

- Getting inspiration from innovative players in the field of sustainable energy.
- Building relationships.



CAROLIN REISER

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STRATEGIC CONSULTING AND H2 ROADMAP | MARKET AND TECHNOLOGY ANALYSES | NETWORKING AND MATCHMAKING

COMPANY PROFILE

The Hydrogen Center Bavaria (H2.B) is the networking and coordination center for hydrogen in Bavaria, initiated and financed by the Free State of Bavaria. The H2.B operates nationally and internationally at the interface between industry, science and politics. The center bundles the diverse competencies and hydrogen activities of the Free State under one cross-sector umbrella and provides information, advice and networking support for its 400 partners in the Hydrogen Alliance Bavaria.

GOALS/PLANS

- Presentation of Bavarian H2 economy (competencies + goals).
- Identification of cooperation potential.

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**TECHNOLOGY TRANSFER | NETWORKING | PROMOTION OF INNOVATIONS |
ENERGY EFFICIENCY | ENERGY STORAGE | DIGITALIZATION**

COMPANY PROFILE

At Bayern Innovativ, we promote the development of viable ideas and technologies into genuine innovations. We provide the right impetus to make your ideas a success, we support your projects and we network industries and markets. The Bavarian Energy Technology Cluster promotes cooperation between companies and science in order to drive forward technological innovations and develop solutions for the energy sector. Thanks to its close cooperation with Bayern Innovativ GmbH and other networks and clusters, the Energy Technology Cluster has access to all relevant sectors. This enables its players and partners to network even better, for example to present their results and projects at trade fairs, exhibitions and congresses.

GOALS/PLANS

- Knowledge transfer and new contacts in the field of innovation.
- Driving progress towards a sustainable energy supply and finding concrete answers to the challenges of the energy transition.



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COMPANY PROFILE

Promoting exports for small and medium-sized enterprises in Bavaria is Bayern International's mission. Bayern International, a venture of the Free State of Bavaria, also helps promote Bavaria as a business location. Bayern International helps SMEs enter new markets around the world: Within the trade fair program, Bavarian companies can obtain financial aid and organisational support to present themselves at trade fairs abroad. Delegation trips under the political leadership of the Bavarian Ministry of Economic Affairs, Regional Development and Energy as well as industry-focused trips for entrepreneurs help with market entry. A continuing education programme and a Bavarian company database bring foreign decision-makers together with Bavarian companies.

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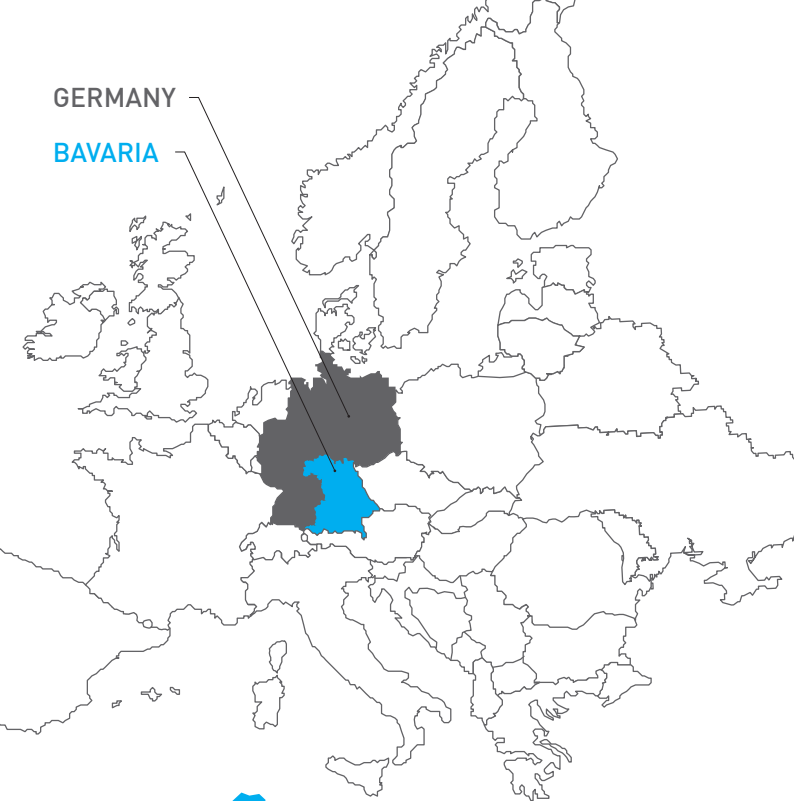
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NOTES



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