

Deutsch-Kroatisches Wirtschaftsforum

Njemačko-hrvatski gospodarski forum

Zagreb, 15. – 16.06.2010

Organisiert mit Unterstützung von:

*Kroatische Wirtschaftskammer
Universität Zagreb*

Uz potporu:

*Hrvatska gospodarska komora
Sveučilište u Zagrebu*

*Deutsch-Kroatisches Wirtschaftsforum**Zagreb, 15. - 16. 06. 2010**Njemačko-hrvatski gospodarski forum**Zagreb, 15. - 16. 06. 2010*Grußwort
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Sehr geehrte Teilnehmerinnen und Teilnehmer,

wir begrüßen Sie sehr herzlich zum Deutsch-Kroatischen Wirtschaftsforum in Zagreb!

Zwischen Deutschland und Kroatien gibt es seit Jahrzehnten sehr enge kulturelle und persönliche Bindungen: Über 220.000 Kroaten leben dauerhaft in Deutschland. Umgekehrt besuchten allein im vergangenen Jahr 1,5 Millionen Touristen aus Deutschland die kroatische Küste und die Kulturstädte im Inneren des Landes.

Kroatien ist ein ausgesprochen schönes Land. Doch nicht nur der Tourismus bietet Investoren interessante Perspektiven. Auf diesem Wirtschaftsforum, das mit über 250 Teilnehmern, darunter 50 Gästen aus Deutschland, zu den größten und hochkarätigsten Treffen der deutschen und kroatischen Wirtschaft seit der Unabhängigkeit des Landes 1991 zählt, bieten wir Ihnen neben dem Thema Tourismus auch Gesprächsrunden zu Investitionen in den Bereichen Industrie, Energie, Agrar- und Ernährungswirtschaft, Infrastruktur und Handel an.

Veranstaltet wird das Wirtschaftsforum durch den Ost-Ausschuss der Deutschen Wirtschaft, die Deutsch-Kroatische Industrie- und Handelskammer sowie durch die diplomatischen Vertretungen Deutschlands und Kroatiens mit Unterstützung der Kroatischen Wirtschaftskammer und der Universität Zagreb.

„Mit dem Wirtschaftsforum geben wir das klare Signal, dass die deutsche Wirtschaft an Investitionen in Kroatien insbesondere zum Ausbau der öffentlichen Infrastruktur, in der Industrie und im Agrarbereich sehr interessiert ist“, beschreibt der Ost-Ausschuss-Vorsitzende Klaus Mangold die Ziele des Forums. „Eine entscheidende Rolle für die wirtschaftliche Entwicklung spielt der bevorstehende EU-Beitritt des Landes sowie die Öffnungspolitik hin zu den übrigen Staaten des früheren Jugoslawiens. Beides wird von der deutschen Wirtschaft nachdrücklich unterstützt.“ Kroatien sei für den Ost-Ausschuss ein Vorbild für die europäische Integration der gesamten Region.

Die Bundesrepublik Deutschland wird Kroatien auf seinem Weg in die EU weiterhin tatkräftig begleiten. Dies betont der Botschafter der Bundesrepublik Deutschland in Kroatien Dr. Bernd Fischer: „Deutschland beabsichtigt aufgrund seiner reichhaltigen Erfahrungen vor allem in den neuen Bundesländern, Kroatien auch bei der Nutzung von EU-Fördermitteln tatkräftig zu unterstützen.“

Nach einem schwierigen Jahr 2009, das zu zweistelligen Rückgängen im bilateralen Handel führte, fassen sowohl die kroatische als auch die deutsche

Poštovani sudionici,

najsrdajnije vas pozdravljamo na Njemačko-hrvatskom gospodarskom forumu u Zagrebu!

Njemačka i Hrvatska već desetljećima imaju vrlo bliske kulturne i osobne veze: preko 220 tisuće Hrvata trajno živi u Njemačkoj, a samo prošle godine je 1,5 milijuna turista iz Njemačke posjetilo hrvatsku obalu i gradove kulture u unutrašnjosti zemlje.

Hrvatska je iznimno lijepa zemlja. No zanimljive perspektive za investitore ne kriju se samo u turizmu. Ovaj gospodarski forum na kojemu sudjeluje preko 250 gostiju, među njima pedeset iz Njemačke, ubraja se u najveće i po rangui najviše skupove njemačkog i hrvatskog gospodarstva od uspostave nezavisnosti Republike Hrvatske 1991. godine. Pored turizma kao teme, na forumu vam nudimo i rasprave o investicijama u industriji, energetici, poljoprivredi i prehrambenoj industriji, infrastrukturi i trgovini.

Organizatori Njemačko-hrvatskog gospodarskog foruma su Odbor njemačkog gospodarstva za zemlje istočne i jugoistočne Europe, Njemačko-hrvatska industrijska i trgovinska komora te diplomatska predstavništva Njemačke i Hrvatske, uz potporu Hrvatske gospodarske komore i Sveučilišta u Zagrebu. „Gospodarskim forumom upućujemo jasan znak da je njemačko gospodarstvo vrlo zainteresirano za ulaganja u Hrvatskoj, osobito u izgradnji javne infrastrukture te u industriji i poljoprivredi“. Tako opisuje ciljeve foruma predsjednik Odbora njemačkog gospodarstva Mangold. „Odlučujuću ulogu u gospodarskom razvoju ima predstojeće pridruživanje Hrvatske Europskoj uniji te hrvatska politika otvorenosti prema drugim zemljama bivše Jugoslavije. Sve to snažno podupire njemačko gospodarstvo.“ Mangold kaže da je za Odbor njemačkog gospodarstva Hrvatska uzor glede europske integracije cijele regije.

Veleposlanik Savezne Republike Njemačke dr. Bernd Fischer naglašava da će Savezna Republika Njemačke i nadalje snažno i konkretno podupirati Hrvatsku na njezinu putu u EU te napominje: „Njemačka namjerava pružiti snažnu potporu Hrvatskoj u korištenju poticajnih sredstava EU-a s obzirom na svoja bogata iskustva prije svega u novim njemačkim saveznm zemljama.“

Nakon teške 2009. godine, kada se pad trgovinske razmjene dviju zemalja mjerio dvoznamenkastim brojkama, i hrvatsko i njemačko gospodarstvo trenutno ponovno hvataju korak. Ralf Blomberg, predsjednik Njemačko-hrvatske industrijske i trgovinske komore (DKIHK), prepoznaje prilike za gospodarski

Wirtschaft derzeit wieder Tritt. Ralf Blomberg, Präsident der Deutsch-Kroatischen Industrie- und Handelskammer (DKIHK), sieht derzeit gute Chancen für eine Wirtschaftserholung: „Als bilaterale Kammer spüren wir, dass sich die Bedingungen für einen Aufschwung der deutsch-kroatischen Wirtschaftsbeziehungen verbessern: Beide Länder bemühen sich, die Folgen der Wirtschaftskrise hinter sich zu lassen. Hinzu kommt der bevorstehende EU-Beitritt Kroatiens. Beides eröffnet sowohl für kroatische als auch für deutsche Unternehmen insbesondere für Kooperationen interessante Geschäftsmöglichkeiten.“

Wir bedanken uns insbesondere bei der kroatischen Regierungschefin Jadranka Kosor und den Angehörigen ihres Kabinetts für die große Unterstützung und die Präsenz in den einzelnen Veranstaltungsteilen. Die Premierministerin eröffnet das Wirtschaftsforum am Dienstag mit einer Keynote-Speech. Als Vertreter der Bundesrepublik Deutschland konnten wir den Parlamentarischen Staatssekretär im Wirtschaftsministerium Hans-Joachim Otto gewinnen. Unser Dank gilt auch den Sponsoren des Wirtschaftsforums. Namentlich sind dies die TUI AG, SAP, Telekom Hrvatska, Europa Press Holding Dekra, Kienbaum, Atlantic Grupa und die Lufthansa AG..

Im Jahr 2009 stand Deutschland unter den Hauptlieferländern nach Kroatien mit einem Anteil von 13,5 Prozent an zweiter Stelle nach Italien (15,4 Prozent). Unter den Hauptabnehmerländern rangiert Deutschland an dritter Stelle (11 Prozent) hinter Italien und Bosnien-Herzegowina. Deutsche Unternehmen haben 2,2 Milliarden Euro (Stand: 2008) direkt in die kroatische Wirtschaft investiert; nur Unternehmen aus Österreich und den Niederlanden investierten mehr. Wir hoffen, dass dieses Wirtschaftsforum dazu beiträgt, den deutschen Anteil in den nächsten Jahren weiter zu steigern. In diesem Sinne wünschen wir Ihnen interessante und erfolgreiche Tage in Zagreb!

Die Organisatoren:

*Deutsch-Kroatische Industrie- und Handelskammer
Botschaft der Bundesrepublik Deutschland in Zagreb
Ost-Ausschuss der Deutschen Wirtschaft*

oporavak: Budući da smo bilateralna komora, osjećamo da se uvjeti za zamah njemačko-hrvatskih gospodarskih odnosa poboljšavaju. Obje zemlje trude se ostaviti iza sebe posljedice gospodarske krize. Uz to dolazi i predstojeće pridruživanje Hrvatske Europskoj uniji. Sve to otvara zanimljive mogućnosti poslovne suradnje kako za hrvatska tako i za njemačka poduzeća.

Posebno zahvaljujemo predsjednici Vlade Republike Hrvatske Jadranki Kosor i predstavnicima njezine vlade na velikoj potpori te nazočnosti i na pojedinačnim dijelovima foruma. Predsjednica Vlade otvara Gospodarski forum u utorak govorom (keynote-speech). Predstavnik Savezne Republike Njemačke na forumu je parlamentarni državni tajnik u Saveznom ministarstvu gospodarstva Hans-Joachim Otto. Izraze zahvalnosti upućujemo i sponzorima Gospodarskog foruma. To su TUI AG, SAP, Telekom Hrvatska, Europa Press Holding, Dekra, Kienbaum, Atlantic Grupa i Lufthansa AG.

Godine 2009. Njemačka je bila jedan od glavnih izvoznika u Hrvatsku s udjelom od 13,5 posto na drugom mjestu iza Italije (15,4 posto). Kad je riječ o hrvatskom izvozu, Njemačka je bila na trećem mjestu s 11 posto iza Italije i Bosne i Hercegovine. Ukupni opseg izravnih ulaganja njemačkih poduzeća u Hrvatsku iznosio je 2,2 milijarde eura (do 2008. godine); više su ulagala samo poduzeća iz Austrije i Nizozemske. Nadamo se da će ovaj forum dati doprinos da se njemački udio sljedećih godina još poveća. Stoga vam želimo zanimljive i uspješne dane u Zagrebu!

Organizatori:

*Njemačko-hrvatska industrijska i trgovinska komora
Njemačko Veleposlanstvo u Zagrebu
Odbor njemačkog gospodarstva za zemlje istočne i
jugoistočne Europe*

Konferenzprogramm – 15. Juni 2010

Ab 16:00 Uhr	<u>Registrierung der Gäste</u> (Hotel The Westin Zagreb, Kristalna dvorana, Kršnjavoga 1)
17.00 – 18:00 Uhr	<u>Eröffnung und Begrüßung</u> (Hotel The Westin Zagreb, Kristalna dvorana, Kršnjavoga 1) Dr. Bernd Fischer, <i>Botschafter der Bundesrepublik Deutschland in Kroatien</i> Prof. Dr. Klaus Mangold, <i>Vorsitzender des Ost-Ausschusses der Deutschen Wirtschaft</i> Ralf Blomberg, <i>Präsident der Deutsch-Kroatischen Industrie- und Handelskammer (DKIHK)</i> Hans-Joachim Otto, <i>Parlamentarischer Staatssekretär beim Bundesminister für Wirtschaft und Technologie; Koordinator der Bundesregierung für die maritime Wirtschaft</i>
	<u>Keynote speech</u> „Kroatien am Vorabend des EU-Beitritts“ Jadranka Kosor, <i>Premierministerin der Republik Kroatien</i>
Anschließend	<u>Vertragsunterzeichnung</u>
18.30 – 20.00 Uhr	<u>Podiumsdiskussion</u> „Die kroatische Wirtschaft auf dem Weg in die EU“ (Hotel The Westin Zagreb, Kristalna dvorana, Kršnjavoga 1) Moderation Johannes Züll, <i>CEO RTL Hrvatska d.o.o.</i> Teilnehmer Bodo Hombach, <i>Geschäftsführer, WAZ-Mediengruppe</i> Guido Kerkhoff, <i>Vorstand Europa, Deutsche Telekom AG</i> Franjo Luković, <i>Vorstandsvorsitzender, Zagrebačka Banka d.d.</i> Robert Mustač, <i>Geschäftsführer, Messer Croatia Plin d.o.o., Vizepräsident der DKIHK</i> đuro Popijač, <i>Minister für Wirtschaft, Arbeit und Unternehmertum</i> Emil Tedeschi, <i>Präsident und CEO, Atlantic Grupa d.d.</i> Nadan Vidošević, <i>Präsident der Kroatischen Wirtschaftskammer</i>
20.00 Uhr	<u>Empfang</u> (Hotel The Westin Zagreb)

program konferencije – 15. lipnja 2010

od 16.00h	<u>Registracija sudionika</u> (Hotel The Westin Zagreb, Kristalna dvorana, Kršnjavoga 1)
17.00 – 18:00h	<u>Otvaranje foruma i pozdravni govor</u> (Hotel The Westin Zagreb, Kristalna dvorana, Kršnjavoga 1) dr. Bernd Fischer, <i>Veleposlanik Savezne Republike Njemačke u Hrvatskoj</i> prof. dr. Klaus Mangold, <i>Predsjednik Odbora njemačkog gospodarstva za zemlje istočne i jugoistočne Europe</i> Ralf Blomberg, <i>Predsjednik Njemačko-hrvatske industrijske i trgovinske komore (DKIHK)</i> Hans-Joachim Otto, <i>Državni tajnik pri Saveznom ministarstvu za gospodarstvo i tehnologiju, koordinator Savezne vlade za gospodarenje morem</i>
	<u>Keynote speech</u> „Hrvatska uoči pristupa Europskoj uniji“ Jadranka Kosor, <i>Predsjednica Vlade Republike Hrvatske</i>
Zaključno	<u>Zaključenje ugovora</u>
18.30 – 20.00h	<u>Podijska diskusija</u> „Hrvatsko gospodarstvo na putu ka EU“ (Hotel The Westin Zagreb, Kristalna dvorana, Kršnjavoga 1) Moderator Johannes Züll, <i>CEO RTL Hrvatska d.o.o.</i> Sudionici podijske diskusije Bodo Hombach, <i>Direktor, WAZ-Media Grupa</i> Guido Kerkhoff, <i>Član uprave za Europu, Deutsche Telekom AG</i> Franjo Luković, <i>Predsjednik uprave, Zagrebačka Banka d.d.</i> Robert Mustač, <i>Direktor Messer Croatia Plin d.o.o., Potpredsjednik uprave DKIHK</i> đuro Popijač, <i>Ministar gospodarstva, rada i poduzetništva</i> Emil Tedeschi, <i>Predsjednik i CEO, Atlantic Grupa d.d.</i> Nadan Vidošević, <i>Predsjednik, Hrvatska gospodarska komora</i>
20.00h	<u>Domjenak</u> (Hotel The Westin Zagreb)

Konferenzprogramm – 16. Juni 2010

9.00 – 10.30 Uhr 1. Runde der Panels
Panel Infrastruktur
 (Aula der Universität von Zagreb, Trg maršala Tita 14)
 Moderation
 Prof. Dr. Mladen Vedriš, *Professor für Wirtschaftspolitik an der Juristischen Fakultät, Universität Zagreb*
 Teilnehmer
 Tomislav Mihotić, *Staatssekretär für Infrastruktur, Ministerium für See, Transport und Infrastruktur*
 Prof. Dr. Nikola Ružinski, *Staatssekretär, Ministerium für Umweltschutz, Raumplanung und Bauwirtschaft*
 Dr. sc. Bojan Hlača, *Leiter der Staatlichen Hafenbehörde in Rijeka*
 Jadranko Husarić, *Geschäftsführer, Hrvatske Vode*
 Anton Kovačev, *President of the Managing Board, Croatian Bank for Reconstruction and Development*
 Johann Metzner, *Leiter Verkehrspolitik Europa, Deutsche Bahn AG*
 Zoran Popovac, *President of the Croatian Railway-Holding Management Board*
 Dr. Heike Burghard, *Leiterin des Länderforums Kroatien, German Water Partnership, GWP*

Panel Handel
 (Hotel Westin Zagreb, Kristalna dvorana, Kršnjavoga 1)
 Moderation
 Gerhard Handke, *Hauptgeschäftsführer, Bundesverband Großhandel, Außenhandel, Dienstleistungen e.V.*
 Teilnehmer
 Đuro Popijač, *Minister für Wirtschaft, Arbeit und Unternehmertum*
 Damir Kuštrak, *Executive Vice President for Export Markets, Koncern AGROKOR*
 Emil Justinić, *National Manager und Direktor, Kühne & Nagel d.o.o.*
 Prof. Dr. Zoran Parać, *ordentlicher Professor an der Juristischen Universität Zagreb, Leiter des Lehrstuhls für Handel- und Gesellschaftsrecht*

program konferencije – 16. lipnja 2010

9.00 – 10.30h 1. krug panela
Panel na temu infrastrukture
 (Sveučilište u Zagrebu, Aula, Trg maršala Tita 14)
 Moderator
 prof. dr. Mladen Vedriš, *Profesor na Katedri za ekonomsku politiku Pravnog fakulteta*
 Sudionici
 Tomislav Mihotić, *Državni tajnik za infrastrukturu, Ministarstvo mora, prometa i infrastrukture*
 prof. dr. Nikola Ružinski, *Državni tajnik u Ministarstvu zaštite okoliša, prostornog uređenja i graditeljstva*
 dr. Bojan Hlača, *Ravnatelj, Lučka uprava Rijeka*
 Jadranko Husarić, *Generalni direktor, Hrvatske Vode*
 Anton Kovačev, *Predsjednik uprave, Hrvatska banka za obnovu i razvitak*
 Johann Metzner, *Voditelj prometne politike za Europu, Deutsche Bahn AG*
 Zoran Popovac, *Predsjednik uprave HŽ-Holdinga*
 dr. Heike Burghard, *Head of Croatia Section, German Water Partnership*

Panel na temu trgovine
 (Hotel The Westin Zagreb, Kristalna dvorana, Kršnjavoga 1)
 Moderator
 Gerhard Handke, *Generalni direktor, Savezno udruženje trgovine na veliko, vanjske trgovine i usluga*
 Sudionici
 Đuro Popijač, *Ministar gospodarstva, rada i poduzetništva*
 Damir Kuštrak, *Izvršni potpredsjednik za izvozna tržišta, Koncern AGROKOR*
 Emil Justinić, *National Manager i Direktor, Kühne & Nagel d.o.o.*
 Prof. Dr. Zoran Parać, *Redovni profesor na Pravnom fakultetu, Voditelj katedre za trgovačko pravo i pravo društava*

Konferenzprogramm – 16. Juni 2010

Emil Tedeschi, *Präsident und CEO, Atlantic Grupa d.d.*
 André de Wit, *Managing Director, METRO Cash & Carry d.o.o.*

Panel Agrar- und Ernährungswirtschaft

(Wirtschaftskammer, Velika dvorana, Rooseveltov trg 2)

Moderation

Božica Marković, *Direktorin des Sektors Landwirtschaft, Ernährungsindustrie und Forstwesen der Kroatischen Wirtschaftskammer*
 Teilnehmer

Petar Čobanković, *Minister, Ministerium für Landwirtschaft, Fischerei und ländliche Entwicklung der Republik Kroatien*
 Vedran Duvnjak, *President Croatian Privatization Fund (angefragt)*
 Mislav Galić, *Executive Vice President for the Business Group Food, Konzern AGROKOR*

Jens Skifter, *Regional Director of Middle European Markets, Claas Global Sales, Claas KGaA mbH*

Marjan Vučak, *CEO, MEGGLE Hrvatska d.o.o.*

10:30 - 11:00 Uhr Kaffeepause

11:00 - 12:30 Uhr 2. Runde Panels

Panel Energie

(Hotel The Westin Zagreb, Kristalna dvorana, Kršnjavoga 1)

Moderation

Prof. Dr. Rainer Lindner, *Geschäftsführer des Ost-Ausschusses der Deutschen Wirtschaft*

Teilnehmer

Nataša Vujec, *Staatssekretärin für Energie, Ministerium für Wirtschaft, Arbeit und Unternehmertum*

Andreas Chollet, *Head of Project Development onshore, Prokurist, wpd*

Joerg A. Ferchow, *Solution Manager Service Industries, SAP AG*

Velimir Rajković, *Vorstandsmitglied, Hrvatska Elektroprivreda*

Prof. Dr. Wolfgang Straßburg, *Vice President International Business Development, RWE AG*

Prof. Dr. Volker Wittwer, *Chief Advisor to Director, Fraunhofer Institute for Solar Energy Systems ISE*

program konferencije – 16. lipnja 2010

Emil Tedeschi, *Predsjednik i CEO, Atlantic Grupa d.d.*
 André de Wit, *Managing Director, METRO Cash & Carry d.o.o.*

Panel na temu poljoprivrede i prehrambene industrije

(Hrvatska gospodarska komora, Velika dvorana, Rooseveltov trg 2)

Moderator

Božica Marković, *Direktorica Sektora za poljoprivredu, prehrambenu industriju i šumarstvo HGK*

Sudionici

Petar Čobanković, *Ministar poljoprivrede, ribarstva i ruralnog razvoja*
 Vedran Duvnjak, *Predsjednik, Hrvatski fond za privatizaciju (tbc)*
 Mislav Galić, *Izvršni potpredsjednik za poslovnu grupu Hrana, Konzern AGROKOR*

Jens Skifter, *Regional Director of Middle European Markets, Claas Global Sales, Claas KGaA mbH*

Marjan Vučak, *CEO, MEGGLE Hrvatska d.o.o.*

10:30 - 11:00h

11:00 - 12:30h

Stanka za kavu

2. krug panela

Panel na temu energije

(Hotel The Westin Zagreb, Kristalna dvorana, Kršnjavoga 1)

Moderator

prof. dr. Rainer Lindner, *Direktor Odbora njemačkog gospodarstva za zemlje istočne i jugoistočne Europe*

Sudionici

Nataša Vujec, *Državna tajnica za energetiku, Ministarstvo gospodarstva, rada i poduzetništva*

Andreas Chollet, *Head of Project Development onshore, Prokurista, wpd*

Joerg A. Ferchow, *Solution Manager Service Industries, SAP AG*

Velimir Rajković, *Član uprave, Hrvatska Elektroprivreda*

prof. dr. Wolfgang Straßburg, *Vice President International Business Development, RWE AG*

prof.dr. Volker Wittwer, *Chief Advisor to Director, Fraunhofer Institut f. Solar Energy Systems ISE*

Konferenzprogramm – 16. Juni 2010

Panel Industrie

(Aula der Universität von Zagreb, Trg maršala Tita 14)

Moderation

Davor Štern, *Wirtschaftsexperte*

Teilnehmer

Đuro Popijač, *Minister für Wirtschaft, Arbeit und Unternehmertum*Vladimir Ferdelji, *Vorstandsvorsitzender, Elektro kontakt d.d.*Mladen Fogec, *Chairman of the Management Board, Siemens d.d*Klaus Kellerhoff, *Senior Vice President Industrial Globalisation, EADS*Sani Ljubunčić, *Leiter der Agentur für Promotion von Exporten und Investitionen der Regierung der Republik Kroatien*Vjekoslav Majetić, *Eigentümer, DOK-ING d.o.o.*Pavo Zubak, *Vorstandsvorsitzender und Inhaber AUTOZUBAK*Panel Tourismus

(Wirtschaftskammer, Velika dvorana, Rooseveltov trg 2)

Moderation

Günter Ihlau, *Mitglied des Vorstandes, Vorsitzender des Ausschusses für Auslandstourismus, DRV Deutscher ReiseVerband e.V.*

Teilnehmer

Damir Bajš, *Minister für Tourismus*Dr. Miroslav Dragičević, *Founder/Senior Partner, Horwath HTL*Peter Fuchs, *Vorsitzender des Vorstandes, Valamar Hotels & Resorts*Goran Hrnić, *Geschäftsführer, Gulliver Travel d.o.o.*Klaus Dieter Martin, *Direktor, European Coastal Airlines d.o.o.*12:30 – 13:30 Uhr Kaffeepause13:30 – 15.30 Uhr Abschlussempfang des Wirtschaftsforumsfür die Teilnehmer der Konferenz mit Zusammenfassungen
(Hotel Westin Zagreb, Kristalna dvorana, Kršnjavoga 1)Zusammenfassung der ErgebnisseProf. Dr. Klaus Mangold, *Vorsitzender des Ost-Ausschuss der Deutschen Wirtschaft*

15:30 Uhr

Ende des Forums

program konferencije – 16. lipnja 2010

Panel na temu industrije

(Zgrada Sveučilišta u Zagrebu, Aula, Trg maršala Tita 14)

Moderator

Davor Štern, *ekonomski stručnjak*

Sudionici

Đuro Popijač, *Ministar gospodarstva, rada i poduzetništva*Vladimir Ferdelji, *Predsjednik uprave, Elektro kontakt d.d.*Mladen Fogec, *Predsjednik uprave, Siemens d.d*Klaus Kellerhoff, *Senior Vice President Industrial Globalisation, EADS*Sani Ljubunčić, *Ravnatelj, Agencije za promicanje izvoza ulaganja Vlade RH*Vjekoslav Majetić, *Osnivač i direktor, DOK-ING d.o.o.*Pavo Zubak, *predsjednik uprave i vlasnik, AUTOZUBAK d.o.o.*Panel na temu turizma

(Hrvatska gospodarska komora, Velika dvorana, Rooseveltov trg 2)

Moderator

Günter Ihlau, *Član uprave, Predsjednik Odbora za vanjski turizam, DRV Deutscher ReiseVerband e.V.*

Sudionici

Damir Bajš, *Ministar turizma*dr. Miroslav Dragičević, *Osnivač/Senior Partner, Horwath HTL*Peter Fuchs, *Predsjednik uprave, Valamar Hotels & Resorts*Goran Hrnić, *Direktor, Gulliver Travel d.o.o.*Klaus Dieter Martin, *Direktor, Europski obalni prijevoznik d.o.o.*

12:30 – 13:30h

Stanka za kavu

13:30 – 15.30h

Završni prijam gospodarskog forumaza sve sudionike foruma sa zaključcima iz radnih skupina
(Hotel The Westin Zagreb, Kršnjavoga 1)Sažetak rezultataprof. dr. Klaus Mangold, *Predsjednik Odbora njemačkog gospodarstva za zemlje istočne i jugoistočne Europe*

15:30h

Završetak foruma



Damir Bajs

Position Minister of Tourism
Company/Institution Ministry of Tourism, Republic of Croatia

Damir Bajs (*1964) has been Minister of Tourism since 2008. Bajs studied law at the Faculty of Law, University of Zagreb and graduated in 1995. He was an employee of the „Drazen Jerkovic Law Office“ in Zagreb in 1991 – 1994. Additionally, he also participated at the Croatian Homeland War from December 1991 – June 1992. Mr. Bajs was Head of the City of Bjelovar Proprietary Department from 1994 – 1995 and Secretary of the Bjelovar, Bilogora County from 1995-2000. He has been appointed Prefect of the Bjelovar, Bilogora County since 2000. Mr. Bajs has been a member of the Croatian Peasant Party since 1996.



Ralf Blomberg

Position President
Company/Institution DKIHK (German-Croatian Chamber of Industry and Commerce)

Ralf Blomberg was born on April 29, 1961 in Grevenbroich. He received his MBA from the University of Cologne in 1986. The same year he started his career at RWE AG, Essen. As up to now last station in Germany Mr. Blomberg became Head of Controlling at the 2400 MW Nuclear Power Plant Biblis 1998. In 2001, he was nominated as Managing Director of the Croatian/German joint venture company „TE Plomin d.o.o.“ which secures about 15 % of the Croatian power supply. To improve business development in Croatia for the RWE Group, the „RWE Hrvatska d.o.o.“ was founded in 2009 with Ralf Blomberg holding the position of Managing Director.



Dr. Heike Burghard

Position Geschäftsführerin
Company/Institution Dr. Burghard-ibd

Ms. Dr. Heike Burghard has been awarded the doctor's degree in Natural Sciences and has extensive experience in the environmental sector. The thesis of doctorate treated the topic of sustainable settlement development using the example of a rural municipality on Gran Canary island taking into account the tourist activities. Furthermore, she represented a German supplier for de-central waste water treatment plants in Spain. After her return to Germany she worked for many years in a well established engineering company with main focus on water and waste water projects. There she was acquiring extensive experience in the international water and waste water sector for almost 10 years now. As Director of the international business development she was responsible for the acquisition in international markets but at the same time was involved actively in the development and implementation of projects. Important EU-financed projects were realized in this period. Furthermore she organized several international delegation travels and conferences. She maintains contacts to international operating companies in the consulting, the supply and construction business.



Petar Cobankovic

Position Minister
Company/Institution Ministry of Agriculture, Fisheries and Rural Development

* Date of birth: 29th January 1957, Ilok

Education:
 Graduate engineer of agriculture, Faculty of Agriculture, Zagreb
 Elementary and Secondary School, Ilok

Professional career:

- 1983 – 1989 Chief enologist - Working Section:
viticulture and enology Ilok,
VUPIK Vukovar
- 1989 – 1991 Director of Working Section - viticul-
ture and enology Ilok,
VUPIK Vukovar
- 1997 – 1998 Director of Organization Section –
Podrum Ilok, VUPIK Vukovar

Political career:

- 1990 – 1991 member of Executive Council of Municipality Assembly of Vukovar
- 1991 president of Crisis Committee for Ilok – Homeland War participant
from May 1991 until April 1992
- 1992 – 1993 assistant of Commissioner of Government of the Republic of
Croatia for Vukovar Municipality with headquarters in
Vinkovci; responsible for contacts with UNPROFOR and other
international organizations
- 1993 – 2001 member of HDZ County's Committee
- 1993 – 1997 Deputy Mayor of Ilok – active participant in work with Croatian
Refugees Community and member of Board of Directors of CRC
- 1996 – 1997 active participant of peaceful reintegration – member of execution
Committee for Agriculture
- 1997 – 2000 deputy of Chamber of Counties of Croatian Parliament
- 2000 – 2001 County Prefekt of Vukovarsko-srijemska County
- 2002 President of HDZ County's Committee of Vukovarsko-srijemska
County
- 2003 coopted in Presidency of HDZ
- 2003 appointed Minister of Agriculture, Forestry and Water Management
- 2008 appointed Minister of Regional Development, Forestry and Water
Management
- 2009 appointed Minister of Agriculture, Fisheries and Rural Development

Awards:

Memorial Medal of the Homeland War
Vukovar Memorial Medal

*Dipl.-Ing. Andreas Chollet*

Position *Prokurist*
Company/Institution *wpd think energy GmbH & Co.
KG*

Andreas Chollet is Head of Project Development of
wpd group, a Germany-based developer and investor
in wind energy. He received his Diploma (Dipl.-

Ing.) in Energy Engineering in 2000 from Technical University Berlin and his
Master (M.A.) in Eastern European Studies from Free University of Berlin in
2001. Since 2001 he has been working for Enersys Gesellschaft für regenerative
Energien mbH which in 2006 was merged with wpd group. Since 2003 he has
been in charge of wpd activities in Croatia. He is Managing Director of wind
farms Trtar-Krtolin and Orlice, a 14 turbine wind farm and an 11 turbine wind
farm respectively, both near Sibenik.

*Dr. Miroslav Dragicevic*

Position *Founder and Senior Partner*
Company/Institution *Horwath Consulting Zagreb*

Dr. Dragicevic was born in 1949. He earned the PhD
in Economics at the Department of Economics of
the University of Zagreb. With 30 years of expertise
in tourism consultancy, including the position of

Managing director of the Institute for Tourism, Zagreb, M. Dragicevic founded
Horwath Consulting Zagreb in 1993. During the past 15 years, he has established
Horwath Consulting Zagreb and Belgrade as the leading private consulting firm
in Southeast Europe specialized in tourism, hotel, and leisure industries. By creat-
ing the relationships with international sources of know-how and applying the
modern asset and operational management concepts in hospitality in transition,
Dr. Dragicevic has been actively promoting the development of tourism industry
in Southeast Europe. He has been the project director of numerous tourism and
master plans on national and regional level and of the key asset management
plans and development projects in hotel and tourism industry. Dr. Dragicevic is

a member of Aiest (International Association of Scientific Experts in Tourism) and the member of the ISHC (International Society of Hospitality Consultants).



Joerg Alexander Ferchow

Position *Solution Manager Service Industries*
Company/Institution *SAP AG*

Joerg Alexander Ferchow has a master degree in business administration with a focus on computer science. He has been working in the area of utilities industry for 14 years., specializing in liberalization of energy markets.

Vladimir Ferdelji

Position *Chairman*
Company/Institution *Elektro kontakt d.d.*



Dr. Bernd Fischer

Position *Ambassador*
Company/Institution *Embassy of the Federal Republic of Germany in the Republic of Croatia*

- * Date of birth: May 27th, 1950
- * Marital status: married, two children

Education:

Studied English and Geography at the Universities of Heidelberg, Arizona (Fulbright Scholarship), and the London School of Economics (DAAD Scholarship) Ph.D. in Philosophy at the University of Heidelberg

Professional career:

Diplomatic School Bonn • • German Embassy Tokyo, Second Secretary (cultural and consular affairs) • • Federal Foreign Office, Bonn, desk officer for humanitarian aid to Africa • • German Mission to the United Nations New York, Counselor (disarmament) • • German Delegation to the Conference on Security and Cooperation in Europe Vienna, Counselor • • Head of the Office for International Party Relations of the Christian Democratic Union Bonn • • Chief of Protocol and Head of the Department for Foreign Relations of the City-State of Berlin • • Head of the Section for the German International School System, Youth Exchange, and International Sports Relations Bonn/Berlin • • Lecturer at the Free University of Berlin on diplomacy; published book on the history of diplomacy in Berlin • • German Embassy Washington, Head of the Economic and Scientific Department • • German Embassy Tokyo, Head of the Political, Press and Cultural Department, Deputy of the Ambassador • • German Embassy Zagreb, Chargé d'affaires a.i. • • Federal Foreign Office • • Ambassador to Croatia



Mladen Fogec

Position *CEO*
Company/Institution *Siemens Croatia*

Mr Fogec is in charge of growth and development of the company and all of its sectors, and the increase in export and competitiveness of the company on the domestic market and the markets of neighboring countries. He became the CEO of Siemens Croatia on June 1, 2009. Prior to this position, he was the technical director of the Siemens Croatia Healthcare sector. Upon completing the study of electrical engineering on the Faculty of Electrical Engineering and Computing in Zagreb, Mladen Fogec found his first job in 1985 with ATM Inzenjering, a system integration company which Siemens later bought. The greatest achievements of his career are the establishment and continuous safeguarding of the leading position on the Croatian market in all segments of medical equipment and systems, successful management of the Healthcare Sector portfolio and the realization of a number of turn-key projects for Croatian healthcare institutions both in public and private healthcare.



Peter Fuchs

Position President of the Management Board

Company/Institution Valamar Hotels & Resorts

Mr. Peter Fuchs has more than 30 years of experience in hotel and tourism industry. He has held executive positions in several hotel and tourism companies:

Falkensteiner hotel group in Croatia as CEO, Steigenberger hotel group as F&B director for the entire group and regional director of Mövenpick Germany. From April 2005 to the end of 2006, he was a member of the Valamar Management Board in charge of Operations, and since 1.1.2007. he holds position of Valamar Hotels and Resorts Management Board President.



Mislav Galic

Position Executive Vice-President for the Business Group Food

Company/Institution Koncern AGROKOR

Mislav Galic was born in Rijeka in 1972. He holds a degree in management from Universite Paris IX Dauphine and a MBA in Informatics management

from Universite Paris IX Dauphine and MBA from Universite Paris V Descartes in Banks and finances. He started his career at the Banque Nationale de Paris. He has been with Agrokor group since 1997 where he started as an Assistant in Corporate Finances. From the end of 1997 until the end of 1998 he was an Assistant of Vice President for Finance. From 1998 until the 2008 he was the CEO of Ledo d.d. In 2008 he was appointed to the position of the Executive Vice President for the Business Group Food.



RA Gerhard Handke

Position Director General

Company/Institution Federation of German Wholesale, Foreign Trade and Services (BGA)

Gerhard Handke (*1957) studied law in Bonn where he was also employed at the Institute for SME Re-

search. He worked as Junior Lawyer at the appellate court of Konstanz as well as at the German Chemical Industry Association (field office Bonn) and Fellow at the representative of German Industry and Trade in Washington, D.C. From 1990 to 1992, he was Head of Office of a member of parliament in the German Bundestag. Handke worked as Head of the Department for "political contacts" at the German Federation of the Construction Industry from 1992 to 1996. He entered the Federation of German Wholesale and Foreign Trade (BGA) as Managing Director and Head of Department for principles of economic policy, communication and traffic in 1996, where he was appointed Managing Director of department for tariff and social policy in 1997. In 1999 he was appointed Deputy Director General of the BGA. He has been working as Director General since 2004.



Sc.D. Bojan Hlaca

Position Executive Director

Company/Institution Rijeka Port Authority

Bojan Hlaca has been executive director of the Rijeka Port Authority since 1996. He was born in Rijeka in 1958, where he took a degree in mechanical engineering at the Faculty of Engineering. His professional and research interests have been closely linked with maritime economy,

shipping trade, port operations, flow of goods, logistics from the beginning. His training started with port and shipping management courses taken at the Maritime Transport Academy in the Netherlands in 1992 – 93. In 2003, he graduated with a master degree on "The Port of Rijeka as a development factor in the Croatian traffic system" from the Faculty of Transport Studies, the University of Zagreb. It

was his doctoral dissertation named “ Container Traffic Optimization Methodology with reference to North Adriatic Ports” on the basis of which Mr. Hlaca was awarded a doctorate degree by the Faculty of Transport Studies of the University of Zagreb in 2006. As to his professional career, he has been continually engaged in port operations and in the shipping trade sector, first by filling important posts in the port company Luka Rijeka from 1984 to 1996, and then by being appointed the First Executive Director of the newly established Port of Rijeka Authority. This institution, run by Mr. Hlaca, has obviously played an important role in the revitalization of the port of Rijeka and improvement of its position in the North Adriatic region.

Bojan Hlaca is author or co-author of a great number of studies, projects and research papers dealing with traffic development strategy, international transport, development possibilities of the port of Rijeka, port management concepts, feeder service and revitalization of the container transport in the Adriatic ports and the like, published in the renowned publications or presented at many international round tables, working groups and conferences, either in Croatia or abroad. There are a number of important international and national institutions and organizations in the work of which Bojan Hlaca is actively participating, as either a regular member or member of their boards or assemblies. These are: Member of the Management Board International Association of Cities and Ports based in Le Havre, Member of the General Assembly of European Sea Ports Organization in Brussels, Member of the Chartered Institute of Transport, London. He has also been director for Croatia at the International Association of Ports and Harbors, Tokyo and President of the Croatian Port Authority Association since 1998. As to his political engagement, he is elected member of the Parliament of Republic of Croatia.



Bodo Hombach

Position Managing Director
Company/Institution WAZ Media Group

Mr. Hombach (*1952) worked as General Manager of the Education and Science Trade Union for North Rhine- Westphalia from 1976-1979. He was engaged as General Manager of the Social Democratic Party

(SPD) for North Rhine-Westphalia from 1979-1991. From 1990 -1998, he was

elected Member of Parliament of the Federal State of North Rhine-Westphalia where he was appointed Parliamentary Spokesman on economic affairs for the Social Democratic Party (SPD), North Rhine-Westphalia as well as Chairman of the Parliamentary Investigation Committee, North Rhine-Westphalia. Bodo Hombach worked as Managing Director of Preussag (Salzgitter) Handel Ltd. as well as of Preussag (Salzgitter) International Ltd., Duesseldorf at the same time (1991-1998). He was elected Minister for Economic Affairs, Small and Medium Enterprises, Technology and Transport of the Federal State of North Rhine-Westphalia in 1998. From 1998 (-1999), he was appointed Federal Minister for Special Affairs and Head of the Federal Chancellery, Berlin. He worked as Special Coordinator of the Stability Pact for South-Eastern Europe in Brussels from 1999-2001. Mr. Hombach has been managing director of the WAZ Media Group in Essen since February 2002.



Goran Hrnica

Position CEO
Company/Institution Gulliver Travel DMC

Mr. Hrnica (*1959) finished the faculty of tourism of the University of Dubrovnik in 1995. He has been appointed CEO, Gulliver Travel d.o.o. since 1989.

Mr. Hrnica worked in the Dalmatian Dubrovnik Commercialist/ operation department from 1979. till 1983. He was appointed as the head of the operation centre, ATLAS d.d.; Dubrovnik from 1983-1989. Goran Hrnica is member of various boards such as VK JUG President Board from 2007, member of the working group for incoming from 1997-2001 and UHPA member of the management board from 2007.

Jadranko Husaric

Position Executive Director
Company/Institution Hrvatske Vode



Günter Ihlau

Position Member of the board, Chairman of the committee international tourism

Company/Institution Deutscher ReiseVerband e.V. / German Travel Association

After he studied business management Günter Ihlau (*1945) started working as trainee at TUI in 1971. He was TUI Regional Director in different destinations world-wide from 1972-1988. In 1988 he was appointed as Director TUI Customer Service in the headoffice of Hannover (Germany). Since 1997 Ihlau has been holding the position of the Vice-President International Relations TUI. Mr. Ihlau is member of the board of DRV (Deutscher Reise-Verband e.V. / German Travel Association), he is the Vice-Chairman UNWTO Affiliate Members (United Nations World Tourism Organization) and he is the Vice-President of IFTO (International Federation of Tour Operators).

Emil Justinic

Position National Manager und Direktor

Company/Institution Kühne & Nagel d.o.o.

Emil Justinic (*1950) graduated as engineer from the Faculty of Traffic and Transport Sciences, University of Zagreb in 1974. He worked in the field of investment and maintenance at "Robni terminali" from 1974 – 1980. In 1980, he was appointed Director of the WU "Kamionski kolodovr" at "Robni terminali." From 1989 – 1991, Justinic was engaged as Marketing Director of "Cetra." He has been working as Director of Kuehne&Nagel d.o.o. since 1991.

Klaus Kellerhoff

Position Senior Vice President

Company/Institution Industrial Globalisation

Company/Institution EADS



Guido Kerkhoff

Position Board member Europe

Company/Institution Deutsche Telekom AG

Guido Kerkhoff has been a Member of the Board of Management of Deutsche Telekom AG since March 2009. As the Board member Europe, he is responsible for managing Deutsche Telekom's subsidiaries in Europe, which offer both fixed-network and mobile communications services. This region includes the OTE group of companies in Greece, Romania, Albania, and Bulgaria, the Magyar Telekom Group in Hungary and its affiliates in Montenegro and F.Y.R.O Macedonia, as well as Slovak Telekom (Slovakia) and T-Hrvatski Telekom (Croatia). As of April 1, 2010, he is also responsible for the mobilecentric operations in The Netherlands, Austria, Poland and the Czech Republic, the joint venture in the United Kingdom as well as International Sales, Service and Marketing. Since April 2002, Guido Kerkhoff has held various management positions in Deutsche Telekom's Finance department and has been Head of Group Accounting and Controlling since mid-2006. Having graduated with a degree in Business Administration, Guido Kerkhoff began his career in the Group Accounting department of VEW AG from 1995 through 1996. He then moved to Bertelsmann AG, where he most recently headed up the department responsible for projects and general corporate accounting and controlling issues for over three years.



Jadranka Kosor

Position Prime Minister

Company/Institution Republic of Croatia

*Date of birth: 1st July 1953 in Pakrac

Education

Graduated at the Faculty of Law in Zagreb

Elementary School and High School completed in Lipik

Professional career

- 1991-1995 As a journalist of Croatian Radio she prepared radio shows for refugees of the Homeland War and she covered this sector for the Informative Program of Croatian Radio
- 1972 Journalist – correspondent for Večernji list, Radio Zagreb
- Political career
- 2003 appointed Vice Prime Minister and Minister of the Family, Veterans' Affairs and Intergenerational Solidarity
- 2002 Elected Deputy President of the HDZ at the 7th General HDZ Convention
- 1995-2002 Elected Vice-President of the HDZ
- 1998-2002 President of the HDZ Women Association «Katarina Zrinski»
- 1995-2000 Member of Parliament and Vice-President of the House of Representatives
- 2000 Elected representative in the 5th election unit

Publications

Award "Zlatno pero" of the Croatian Journalist Association • • Award of the European Community for Humanitarian Work • • Award "Europski krug" of the Croatian European House • • Life Achievement Award "Ivan Šibl" Croatian National TV • • Honorary Membership in the Association of Parents of Deceased War Veterans • • Honorary Vice President of the Deaf and Blind Association "Dodir" • • Published four books (two with the topic related to Homeland War and two poetry books)

**Anton Kovacev**

Position President of the Managing Board

Company/Institution HBOR (Croatian Bank for Reconstruction and Development)

Anton Kovacev has been managing HBOR since 1993, when he was appointed President of the Managing Board. During the last

17 years, HBOR has supported more than 41 thousand projects totalling almost EUR 11bn with an objective of achieving balanced development of all areas of the Republic of Croatia. From 1992 to 1993, he was General Manager of the Split Airport, prior to which he had held various responsible positions in civil and financial sectors. From 1992 to 2000, he was Member of the Parliament of the Republic of Croatia where he acted as Vice-President of the Economy and Reconstruction Committee (1992 – 1995) and Member of the Finance and State Budget Committee (1995 – 2000). Anton Kovacev was born in 1957. He graduated from the Faculty of Economics, University of Split in 1981. He is fluent in English.

**Damir Kustrak**

Position Executive Vice President for Export Markets

Company/Institution Koncern AGROKOR

Damir Kustrak was born in 1956. He graduated with a degree in civil engineering and received a Master's Degree from the Faculty of Agronomy, University of Zagreb. Mr. Kustrak started his professional career as a Project A sociate in Convest Inzenjering in Zagreb where he worked from 1983 to 1985. For the next five years he was employed as an Associate at the Institute of Mechanization, Technology and Construction. From 1990 to 1994, he was an Assistant Lecturer at the Faculty of Agronomy in Zagreb. Mr. Kustrak was a Senior Executive Vice President for Operations and Marketing in Agrokor from 1994 to 2000. From 2000 to 2003, he was Deputy Finance Minister. In 2004, he was elected President of the Management Board of Medika where he stayed for the next four years. Mr. Kustrak has been the President of the Croatian Employers' Association since 2004, and Executive Vice-President for Export Markets in Agrokor since 2008.



Prof. Dr. Rainer Lindner

Position Executive Director
Company/Institution Committee on Eastern European Economic Relations

Prof. (Dr.) Rainer Lindner has been Executive Director of the Committee on Eastern European Economic Relations (OA) since November 2008; Previously he was Foreign Policy Adviser to the Federal Government and the Bundestag at the German Institute for International and Security Affairs/Stiftung Wissenschaft und Politik (SWP). Prof. Lindner, who received his doctorate at the University of Tübingen (1997) and qualified as professor at the Universität of Constance (2005), is an associate professor at the University of Constance; he is a Member of the Board of the Deutschen Gesellschaft für Osteuropakunde/German Society for Eastern European Affairs (DGO), a founding member of the German-Ukrainian Forum (DUF), Chairman of the German-Belarusian Society (dbg) and Member of the Berlin Institute for Population and Development. Professor Lindner is co-editor of the journal "Osteuropa" (Eastern Europe) and has headed the international dialogue event "Minsk Forum" since 1997.



Franjo Lukovic

Position Chairman of the Management Board
Company/Institution Zagrebacka banka

Franjo Lukovic (* 1950) has been appointed chairman of Zagrebacka banka in 1995. He graduated in business economics from the Faculty of Economics, University of Zagreb. Lukovic gave lectures in monetary and credit policies as assistant lecturer at the Faculty of Economics, University of Zagreb from 1972 - 1974. He became the Head of the International Division of the Jugobanka, Vinkovci branch in 1974 and Deputy General Manager of Jugobanka in Zagreb in 1979. From 1990 – 1991, he worked as Advisor to the general manager in Zagrebacka banka where he was appointed Chief Executive Officer and General

Manager in 1991. Mr. Lukovic has been holding various other positions, for instance he is member of the Supervisory Board, UniCredit Leasing Zagreb, the Chair of the supervisory board UniCredit Bank dd Mostar (BH) and Nova Banjalucka Banka Banja Luka (BH)



Vjekoslav Majetic

Position Manager
Company/Institution DOK-ING d.o.o.

Work experience

1980 – 1997 Manager of the Zagreb Fair International Department
 1997 -1992 Manager of Jugotransport customs

branch office in Kutina, Croatia

1992 – 1995 During the War in Croatia supplier for UN Head Quarter in Zagreb with necessary equipment and Satellite systems
 1992 Established DOK-ING d.o.o. and up to present time. Have been actively working as the owner and Constructor

Education and training

1974 – 1983 Traffic Engineer, University of Zagreb, Faculty of Traffic Sciences

Awards

Croatian Chamber of Commerce best innovation award to DOK-ING for MV-4 mini flail, Zagreb 2001 • • Croatian Chamber of Commerce best exporter award for MV-4 mini flail, Zagreb, 2003 • • In Pittsburgh USA, amongst 1000 innovations from the USA and 20 other countries, at the 20th Jubilee Innovations Exhibitions, INPEX 2004, Vjekoslav Majetic won the Gold Medal for the MV-4 Mini Flail and Silver Medal for MVD Mini Dozer • • At ONPEX 2006 Vjekoslav Majetic was awarded Silver Medal for MV-10 Demining Machine and Gold Medal for Magnetic Prodder.



Klaus Dieter Martin

Position Managing Director / Founder
Company/Institution European Coastal Airlines
 d.o.o., Zagreb

Klaus-Dieter Martin (*1964) has been working as managing director of the European Sea Plane Service GmbH since 1999 and has managing director of

European Coastal Airlines d.o.o. Zagreb since 2001, when he begun the start-up of the regional Croatian seaplane airline. He worked as airline pilot from 1986 - 1995. for LTU International Airways, Munich. From 1995 - 2007 he was an Airline Captain for LTU International Airways, Düsseldorf (Boeing, B-757/767 and Airbus A-320/330), and Airline Captain for Cathay Pacific, Hong Kong (Boeing, B-747). Captain Martin has been working as training Captain on Airbus A-320/330 since 2007. He held a management position as flight safety pilot for LTU International Airways from 1990 - 1995. Captain Martin has been rewarded with the flight safety publications award in Los Angeles by the US Flight Safety Foundation in 1992.



Prof. Dr. Klaus Mangold

Position Chairman
Company/Institution Committee on Eastern European Economic Relations

As a member of the DaimlerChrysler AG Board of Management from 1995 to 2003, Klaus Mangold was responsible for DaimlerChrysler AG's Services

division and its central and eastern European markets. At the same time, he was Chairman of the Board of Management of DaimlerChrysler Services AG. Klaus Mangold was born on June 6, 1943. After graduating from high school he studied law and economics at the universities of Munich, Geneva, London, Heidelberg and Mainz. He held various positions in German industry prior to being a Management Board member and Chairman of the Management Board of Rhodia AG, a subsidiary of the French group Rhône Poulenc, from 1983 to 1990. He

was Chairman of the Board of Management of Quelle AG from 1991 to 1994 and joined DaimlerChrysler AG as a Member of the Board of Management in 1995.

Klaus Mangold is a member of a number of Supervisory and Advisory Boards, including those of Metro AG, Germany, Alstom S.A., France, E.ON AG, Germany, Continental AG, Germany and TUI AG, Germany. He is also Chairman of the Supervisory Board of Bank Rothschild, Frankfurt, and Chairman of the Committee on Eastern European Economic Relations of German Industry. Klaus Mangold is Honorary Consul of the Russian Federation for Baden Württemberg since 2005. As well as numerous awards and honors Klaus Mangold holds the Officer's Cross of the order of Merit of the Federal Republic of Germany, the Decoration of Honor in silver with star of the Republic of Austria and the Medal of Merit of the State of Baden Württemberg. He is also Commander of the Legion of Honor (France) and Professor of the European Business School, Schloss Reichartshausen.



Johann Metzner

Position Director Transport Policy
 Europe
Company/Institution Deutsche Bahn AG

Johann Metzner was born in Freudenstadt, Germany on June 13, 1967 and is married. He has two children. Metzner studied law in Freiburg and Berlin. He took

his first state exam in 1993 and did an internship at the High Court of Justice in Berlin with temporary secondment to a law firm in the USA between 1994 and 1996. Metzner took his second state exam in Berlin in 1996 and worked as attorney at law with focus on corporate, European and labour law in Berlin from 1996 to 1999. He joined Deutsche Bahn AG in 1999 where he was appointed legal counsellor for labor and collective bargaining law from 1999 to 2001. He changed to the European Affairs department of DB AG in 2001 and did a secondment to DB representation in Brussels from 2002 to 2006. He has been appointed Director for Transport Policy Europe of DB AG in Berlin in 2006.



Bozica Markovic

Position Director of Agriculture,
Food Industry and Forestry
Department
Company/Institution Croatian Chamber of Economy

* Born in Petrinja on 15 December 1966, mother of two children.

After completing her secondary education, Bozica Markovic went to study agriculture at the Faculty of Agriculture University of Zagreb (1992). She has been working in the Croatian Chamber of Economy since 1993. Between 2002 and 2004, she worked as a Senior Expert Associate and Associate Director of the Sector. She has been working as Director of Agriculture, Food Industry and Forestry Department in the Croatian Chamber of Economy since 2004. Ms. Markovic serves as a member of the task force for the preparation of the negotiation positions within the framework of Chapter 11 – Agriculture and rural development, 12- Food safety, veterinary and phytosanitary policy and Chapter 29 Custom Union and serves as a member of the Commodity Reserves Council.

Selected works:

Quantitative Analysis of the Impacts of Croatia's Agricultural Trade Policy on the Agri-food Sector (Institute of Agricultural Development in Central and Eastern Europe) 2002. - served as a member of the Croatian Team; Competitiveness of Livestock Production in Croatia during the Process of the Association to the EU (Ivan Juric, Dubravko Mikulic, Marija Djikic, Ino Curik, Ante Kolega and Visnja Knjaz), -11th International Symposium on the Science of Farming in 2003; Milk Production in Croatia (Petar Bosnic, Dubravko Mikulic, Teo Vujčić, Bozica Markovic, Visnja Knjaz); 11th International Symposium on the Science of Livestock Farming in 2003.; Analysis of Sweetwater Fishing (Milan Bozic, Bozica Markovic, Visnja Knjaz), collection of papers on the Basic Characteristics of Croatian Sweetwater Fishing, 2007.



Tomislav Mihotic

Position State Secretary for Infra-
structure
Company/Institution Ministry of the Sea, Transport
and Infrastructure of the
Republic of Croatia

* Born 14 April 1958

Education

CE, Civil Engineering Faculty in Split

Professional career started in 1895 with various positions in the city of Split, including the Institute for City Construction, Designing Studio „Projektant“, Municipal building inspectorate in the position of the Head of Department of Planning and Municipal Affairs, to the Head of Directorate of Building and Environmental Protection of the Split-Dalmatia County in 2010. Participation in national and foreign trainings, seminars and lectures, such as: SAD – education on reconstruction of war affected areas; Sweden - education of waste disposal problem; Representation of the Split-Dalmatia County in the preparation of the project for the protection of Kaštela bay heading the negotiations with international banks financing it; Participation in Croatian delegation in talks and negotiations on regional waters (primarily in Germany and Austria), on possibilities of investments into Croatian infrastructure as well as inclusion of PPP in the construction and management of infrastructure facilities in Croatia; Participation in planning of transport infrastructure in Split-Dalmatia County, etc.



Rober Mustac

Position Vice-President of DKIHK
Company/Institution DKIHK (German-Croatian
Chamber of Industry and
Commerce)

Robert Mustac was born in Zagreb, March, 13th in 1965. He graduated from the Faculty of Economics in Zagreb in 1989. He started his career in the Purchase department in Jedinstvo, Zagreb in the same year. After that he managed the German Gastro Company with 40 employees. In 1997 he joined as salesman for technical and medical gases and medical equipment the Messer Croatia Plin. He was fully involved as the key user in the project SAP in 1999. In 2000 he became member of the international key account management while in the year 2002 he became the sales manager. He was appointed general manager of the Messer Croatia Plin April, 1st in 2005. Mustac is also member of HUP (Croatian Employers' Association) chemistry department. Mustac has been Vice-President of the DKIHK since 2008.



Hans-Joachim Otto

Position *Parliamentary State Secretary*
Company/Institution *Federal Ministry of Economics and Technology of Germany*

Education
 Abitur (university entrance examination) in 1971 at the Kurfürst-Friedrich-Gymnasium in Heidelberg; university studies in law, economics and sociology at the universities of Munich, Heidelberg and Frankfurt am Main from 1971-1977.

Professional career

1980-1983 Research assistant at the Johann-Wolfgang-Goethe University in Frankfurt am Main
 since 1984 Partner at a law and notary office in Frankfurt am Main specializing in commercial, inheritance and media law

Political career

1977 Joins the FDP following service as school spokesperson and political involvement at university
 1980-1983 First Federal Chairman and co-founder of the FDP Young Liberals
 1982-1988 Member of the FDP Federal Executive Committee (Bundesvorstand)

1990-1995 Member of the FDP Federal Executive Committee (Bundesvorstand)
 since 5/2005 Member of the FDP Federal Executive Committee (Bundesvorstand)
 since 1992 Chairman of the FDP Federal Commission for Internet and Media
 since 1995 Chairman of the FDP Rhine-Main regional chapter
 1997-1999 City councilor and city council deputy chairman, Frankfurt a. Main
 1983-1987 Member of the state parliament of Hesse
 1990-1994 Member of the Bundestag
 since 1998 Member of the Bundestag
 1998-2005 Media and cultural policy spokesman for the FDP parliamentary group
 2005-2009 Chairman of the Bundestag Committee on Cultural and Media Affairs
 since 10.2009 Parliamentary State Secretary in the Federal Ministry of Economics and Technology
 since 3.2010 Federal Government Co-ordinator for the Maritime Industry



Prof. dr. sci. Zoran Parac

Position *Professor*
Company/Institution *Faculty of Law, University of Zagreb*

*Born in Zagreb, 1952

Academic

1975 BL Faculty of Law, University of Zagreb
 1982 ML Faculty of Law, University of Zagreb
 1989 PHD Faculty of Law, University of Zagreb

Professional

1976 Commercial Court Zagreb
 1978 Belupo Pharmaceutical Industry (legal council for industrial property)
 1981 University of Zagreb, Faculty of Law - Assistant Professor for Commercial Law

- 1989 University of Zagreb, Faculty of Law - Associate Professor for Commercial Law (including company law and securities)
- 2001 University of Zagreb, Faculty of Law – Extraordinary Professor for Commercial and Company Law
- 2006 University of Zagreb, Faculty of Law – Ordinary Professor for Commercial and Company Law.

former member of the Council of Experts of the Croatian Privatization Fund • •
 former President of the Council of the Croatian Antitrust Agency • •
 member of the European Pharmaceutical Trade Mark Association • •
 member of the Arbitration Court of the Croatian Chamber of Commerce • •
 arbitrator on the lists of international arbitrators of International Arbitral Centre of the Austrian Federal Economic Chamber in Vienna • •
 member of the Supervisory Board of the WB financed Capital Markets Infrastructure Development Project • •
 member of the International Law Association, Croatian Branch • •
 member of several supervisory boards • •
 since 1981 legal consultant to major foreign and domestic companies



M. Sc. Djuro Popijac

Position: Minister of Economy, Labour and Entrepreneurship

Company/Institution Ministry of Economy, Labour and Entrepreneurship of the Republic of Croatia

Education

- 1977 - 1981 University of Maribor • • Higher Technical School in Maribor • •
 Electrical engineering study • • Graduate engineer of electro-technology
- 2006 University of Zagreb, postgraduate studies at the Faculty of Economics
- 2006 Master of Science in social sciences, scientific field of economy and scientific branch of management

Professional Career	
9.2004	HUP (Croatian Employers' Association), General manager
7/8.2004	FINA (Financial Agency), CEO's adviser
1-2002 – 6.2004	FINA, CEO
4.2001 – 12.2001	ZAP (National Audit Office), Managing director
3.1997 – 3.2001	ZAP, Central Office, Zagreb, Assistant Managing director
10.1993 – 3.1997	ZAP, Central Office, Zagreb, Director of the IT Direction
1987 – 1993	ZAP (the then SDK), Bjelovar Branch Office, Assistant director
1984 – 1987	ZAP (the then SDK), Bjelovar Branch Office, EDP head
1982 – 1983	TSN, Maribor, trainee



Zoran Popovac

Position: President of the Management Board

Company/Institution Croatian Railway-Holding

Zoran Popovac was born on July 11, 1959 in Metković. He obtained his bachelor and master's degrees from the Faculty of Economics. He also underwent

further training and completed two several-months long advanced trainings abroad in finances and marketing. He speaks English and Italian. In 1991 and 1992, he actively participated in the Croatian War of Independence. He started his career as a Graduate Economist in the company Azbest and worked his way up from the position of a warehouse worker to the position of Finance Director in the period from 1982 to 1991. From 1992 to 2001, he worked for various domestic and international forwarding companies in the Port of Ploče Free Zone. He was a Member of the Amfora Management Board from 2001 to 2003 and President of the Bobita d.o.o. Management Board from 2003 to 2006, both in

Makarska. He joined Croatian Railways in October 2006 as a consultant to the Finance Director, and on January 1, 2007 when HZ Cargo was established, he was appointed Member of HZ Holding Management Board and President of HZ Cargo Management Board. He held these positions until February 18, 2009, when he was appointed President of HZ Holding Management Board.



Velimir Rajkovic

Position member of the Management Board in charge of sustainable development and quality

Company/Institution HEP, Hrvatska Elektroprivreda

Since 2006 Dean of the Polytechnic of Zagreb

Since 2005 Polytechnic of Zagreb – professor

- 2004 – 2006 Polytechnic of Zagreb – Deputy Dean in charge of operations
- 1999 – 2006 Polytechnic of Zagreb – Head of IT Department
- 1999 – 2005 Polytechnic of Zagreb – senior lecturer
- 1998 – 2002 Polytechnic of Zagreb – Head of Electrical Engineering Departm.
- 1995 – 1999 Junior Technical College Zagreb – Head of Electronics Department
- 1994 – 1999 Junior Technical College Zagreb – lecturer
- 1991 – 1994 Junior Technical College Zagreb – assistant lecturer
- 1989 – 1990 Rade Koncar Institute electronics specialist
- 1985 – 1989 Rade Koncar Institute – Head of Electronics Department
- 1982 – 1985 Rade Koncar Institute – Head of Digital Electronics Section
- 1974 – 1982 Rade Koncar Institute – development and research engineer for development of electronic hardware for computerized monitoring and control systems; designer of computerized monitoring and control process systems
- 1979 M.Sc. degree – Faculty of Electrical Engineering in Zagreb
- 1974 graduate engineer – Faculty of Electrical Engineering in Zagreb, Electronics program, Telecommunications and Information Technology sub-program
- Since 1998 collaborator on the scientific project “Industrial Systems of Artificial Intelligence”



Dr. Nikola Ruzinski

Position State Secretary for Environmental Protection

Company/Institution Ministry of Environmental Protection, Physical Planning and Construction

Education

Ph.D. at the Faculty of Mechanical Engineering and Naval Architecture in Zagreb, B.Sc. in Mechanical Engineering

Professional experience

- 2005 State Secretary at the Ministry of Environmental Protection, Physical Planning and Construction
- 2004-2005 Member of the National Environmental Protection Council of the Republic of Croatia
- 2000-2005 Full Professor at and Head of Department for Environmental Protection at the Faculty of Mechanical Engineering and Naval Architecture, University of Zagreb
- 1995-2000 Deputy Minister at the Ministry of Science and Technology
- 1993-1995 Assistant Minister at the Ministry of Science and Technology
- 1992-1993 Vice Dean at the Faculty of Mechanical Engineering and Naval Architecture, University of zagreb
- 1976-1993 Zagreb University, Faculty of Mechanical Engineering and Naval Architecture

Other experience

Taught at undergraduate and postgraduate studies in mechanical engineering in Zagreb, Slavonski Brod and Karlovac • • Leader of a series of scientific projects • • Approved designer, member of the Croatian Chamber of Architects and Civil Engineers • • Coordinator of numerous projects in the field of environment, as well as development of water supply infrastructure, waste water treatment plants, technological water preparation in industry and thermal power plants, at home and abroad (Europe, Asia, Africa)



Jens Skifter

Position Regional Director
Company/Institution CLAAS Global Sales GmbH

Dipl.-Ing. Jens Skifter (*1969) graduated in mechanical engineering in 1993. He specialized in agricultural machinery and won with his diploma the first prize for the best final project from the Vitus Bering

Engineering College. He worked as Product Manager at Massey Ferguson, Germany from 1993 – 1995 and as Sales & Marketing Manager at AGCO-Massey Ferguson / FENDT Germany from 1995 - 1999. He started his career at CLAAS in 1999 where he worked as Export Manager with the responsibility for Scandinavia, Finland and Baltics. In 2003, CLAAS launched tractors in the distribution – managing the biggest change ever in dealerships throughout Scandinavia. Developing T.O., Profits and Network to be the best available – Market leadership in all harvesting equipments. Hereafter he was appointed Export Manager Overseas Markets. He got appointed Regional Director in 2008 and is responsible for the countries of Denmark, Sweden, Norway, Iceland, Finland, Estonia, Latvia, Lithuania, Austria, Slovenia, Croatia, Bosnia, Switzerland and tasks like:

Sales & Aftersales Organisations / manage the teams • • Distribution development in all markets • • Turnover/ Profitability development P&L all products • • Alignment of product requirements – liaison with product companies in order to develop adequate products for new markets • • HR Skills development – new initiatives and development thereof • • Strategical planning, development and implementation across the organisation – globally between Sales companies / Production companies • • Communication strategy and implementation thereof
 Project leadership in core initiatives targeting the optimisation of processes throughout the company ensuring a higher degree of campaign effect at lower cost • • Project leadership in core initiatives targeting the development of a new strategical approach when aiming for new markets / Continents (Oceania / Africa and South America)



Davor Stern

Position Director
Company/Institution Trade Consulting d.o.o

Mr. Davor Stern (*1947) is director and owner of Trade Consulting a consulting company based in Zagreb. As a consultant he is dealing with wide range of projects; real estate, construction, financial

services, oil & gas and renewable energy. Mr. Stern is also President of Tri-Granit Zagreb which is part of the international company TriGranit Development Corporation - one of the largest property developers in Europe. TriGranit Zagreb is currently building the future 3rd generation shopping-entertainment centre, “Arena Centar” in Zagreb. Mr. Stern has previously worked in the oil sector managing the Croatian national oil company INA as a CEO from 1997-2000. Prior to that he was serving as a Minister for trade, energy and industry in the Croatian government from 1995-1997. He was also a vice minister for foreign affairs in 1994. Mr. Stern has spent 16 years working in Russia and prior to that in the former Soviet Union as a representative of INA, trading companies Phillip Brothers & Salomon Brothers and Marc Rich from 1982 to 1994. Mr. Stern spent 4 years with the Russian oil company TNK as a member of the board and head of downstream till 2004.



Prof. Dr. iur. Wolfgang Straßburg

Position Vice President International
 Business Development
Company/Institution RWE AG

Prof. Straßburg, born in 1945, studied law in Munich and Tübingen. He took his doctor's degree in jurisprudence in Tübingen in 1974 and the following year

passed his major legal state examination. Since 1975, Prof. Straßburg has been working for the energy industry, mostly in leading positions - incl. positions as Managing Director and Executive Board member at home and abroad. Presently, he is Vice President of RWE AG. Since 1995, Prof. Straßburg is e8-Sherpa (e8-

Initiative for world-wide energy projects for sustainable development). In 1996, he was made Honorary Professor at the University of Hanover, and since 1998 he has been a visiting lecturer at the Ruhr University of Bochum. In more than 130 national and international publications he has dealt with topics of energy law and the energy industry.



Emil Tedeschi

Position President and CEO
Company/Institution Atlantic Grupa

Emil Tedeschi is the founder and majority shareholder of Atlantic Grupa. In 2002, he was named Manager of the Year by Croatia's Managers Association, and in 2005 CEO of the Year by Croatian business paper Poslovni vjesnik. In 2006, Kapital Network named him Businessman of the Year, a title he was awarded again for 2008. Through his participation in the work of crucial political bodies, Emil Tedeschi has been actively engaged in the process of Croatia moving closer to the standards and membership in the EU. He is a member of the Parliamentary Committee overseeing negotiating process as well as the Croatian Social and Economic Council. From 2005 to 2007, he was the President of the Croatian Employers Association where he has been an active member since its founding. He is a member of the Forum Young of the Global Leaders, a part of the World Economic Forum. He is also a member of the INSEAD Alumni Association and the Program Council of the ZSEM. He is the Vice-President of the Supervisory Board of RTL Hrvatska, and a honorary consul of Ireland in the Republic of Croatia.



Prof. dr. Mladen Vedris

Position Professor
Company/Institution Department of Economic Policy, Faculty of Law, University of Zagreb

Prof. dr. Mladen Vedris (*1950) received his B.A., M.A., and PhD from the Faculty of Economics in Zagreb. In 1990, he was elected President of the Executive Council of City Assembly of Zagreb. In 1992, he also became Minister without Portfolio in the Government of the Republic of Croatia, responsible for problems in urban living and the restructuring of government administration. At the beginning of 1993, he was named Vice-President of the Government of the Republic of Croatia for Economic Affairs. From mid-1993 to September 1995 he was president of the Croatian Chamber of Commerce. He founded the consulting and strategic planning firm Sonder in 1996. Prof. Vedris has been a lecturer in the Department of Economic Policy of the Faculty of Law in Zagreb since 2005. He is one of the founders of the Croatian National Competitiveness Council. Prof. Vedris is a member of the Advisory Council of the Croatian National Bank and a member of the Main Commission of the Croatian Society of Economists.



Nadan Vidosevic

Position President
Company/Institution Croatian Chamber of Economy

Nadan Vidosevic (*1960) completed the Faculty of Economics. He started working in the planning and analysis department of Dalmacijacement, Kastel Sucurac in 1984. In 1986, he was appointed Head of the accounting department of Dalmacijacement. He worked as Financial Manager from 1989 – 1990 and as General Manager of Dalmacijacement from 1990-1993. In 1993, Vidosevic was elected Member of the House of Counties in the Croatian parliament (Split-Dalmatia County) as well as elected President of the Commission for Local Government, Economy and Finance of the House of Counties in the Croatian Parliament and County mayor of Split-Dalmatia County. He was appointed Minister of Economic Affairs in 1993. Since 1995 Vidosevic has been working as President of the Croatian Chamber of Economy. Mr. Vidosevic has also been president of the board "KRAS" d.d. (food industry) since 2005.

He has earned various decorations such as the recognition of the Presidency of Bosnia and Herzegovina owing to contribution and improving the development of economic relations between the Republic of Croatia and Bosnia and Herzegovina, the Award of the Austrian Republic for improving of eco-

conomic relations between Croatia and Austria and the highest national award of the Republic Chile – Bernardo O'Higgins.



Natasa Vujec

Position State Secretary
Company/Institution Ministry of Economy, Labour and Entrepreneurship of the Republic of Croatia

* Born on April 26, 1967 in Sibenik

* Married, two children

Education

Postgraduate study: Faculty of Economy – Business Management - MBA, in the course • • Graduate study: Faculty of Mining, Geology and Petroleum Engineering – BSc of Oil Engineering, 1990 • • Secondary school: Educational Centre for Pedagogy, 1985, Zagreb • • Professional exam: passed on April 24, 1995

Professional Education

April 1998 “Halliburton stimulation workshop”, Djurdjevac
 July, 1998 “Well completion course- Halliburton”, Djurdjevac
 June 1998 Petroleum engineering summer school: “Coiled Tubing Application in Drilling, Completion and Workover”, Dubrovnik
 June 2000 Petroleum engineering summer school: “Lifecycle management of oil and gas wells”, Dubrovnik
 April 2000 IBM course N2650 – Principles of Project Management, Zagreb
 2-5.2001 39 Corso di perfezionamento alle funzioni tecniche e direttive aziendali, Rome
 10.2001 IHRDC, the International Petroleum Management Certificate Program, September, Boston
 2002 Euromoney Training EMEA, Modern Business Strategy & Corporate Financial Analysis,, Zagreb

Professional Experience - Hrvatska elektroprivreda d.d.:

2009- Head of Department of Gas Business Development and LNG, Sector for International Affairs and Restructuring

2007-2009 Counselor, Management Board Office, in charge of coordination of activities referring to natural gas and LNG INA-Industrija nafte d.d., Oil and Gas Exploration and Production SD
 2007- an expert in the Project Energy – LNG
 2004-2006 director of the Commercial Sector
 2003- director of the Water Management Sector, Oil and Gas Production Sector
 2001-2003 assistant director in the Oil and Gas Production Sector
 1999-2000 head of the Gas Technology Department, Production Engineering Office
 1998-1999 engineer-technologist in the Gas Technology Department, Production Engineering Office
 1998- engineer-technologist for oil and gas production I, Zutica Plant, Ivanic Grad
 1995-1998 engineer-technologist, Zutica Plant, Ivanic Grad
 1994-1995 production engineer, Zutica Plant, Ivanic Grad
 1993-1994 junior engineer, Zutica Plant, Ivanic Grad
 1992-1993 engineer trainee, Zutica Plant, Ivanic, Grad
 Faculty of Mining, Geology and Petroleum Engineering
 1991-1992 teaching assistant for the subjects “Mechanics of fluids”, “Programming” and “Programming with electronic data processing”



Marjan Vucak

Position CEO
Company/Institution MEGGLE Hrvatske d.o.o

Mr. Marjan Vucak was born in Herdecke, Germany in 1974. After finishing school in the economic field, he returned to Croatia to work for MEGGLE in 1998. At the beginning of his career he was

responsible for the markets of Bosnia and Herzegovina where he has established the commercial structures of MEGGLE. He hold the position of the Director of MEGGLE Mljekarad.o.o. in Bihac in 2000, where he successfully completed the privatisation of the company in 2003. Due to his succesful work for MEGGLE he was awared for the title “Manager of the Year” of Bosnia and Hercegovina

in 2004 and 2007. Vucak has been appointed CEO of MEGGLE Hrvatske d.o.o. since June 2008. Additionally to that he has been engaged as Direktor of the “region Adria” since January 2010, being responsible for the markets of the former Yugoslavia and Albania. Mr. Vucak is married and has two children



Andre de Wit

Position Managing Director MCC
Croatia

Company/Institution METRO Cash & Carry International, Germany

Andre de Wit (*1961) was appointed Managing Director of MCC Croatia in 2007. He successfully graduated in Business economics from the Business University of Rotterdam. He started his working career at the ING Bank, the Netherlands where he worked from 1984 – 1987. From 1987 – 1992, he worked as Manager of the furniture division and as Manager of the consultancy department in the Cooperative In- en verkoopvereniging Beco, the Netherlands. De Wit worked as General Manager for Beco Projecten BV, the Netherlands from 1992 – 1994. He gained various experiences as Store Manager in the IKEA flagship store in London (2001 – 2002) and as Division Manager IKEA Business in Germany (1998 – 2001) and the Netherlands (1994 – 1998) as Country Manager for Spain and Portugal for IKEA International.



Prof. Dr. rer. nat. Volker Wittwer

Position Chief Adviser to the Director
Company/Institution Fraunhofer-Institute for Solar Energy Systems

Prof. Wittwer received his diploma in physics in Munich in 1971 where he continued his research and received his Ph.D. in Solid State Physics in 1974. He has been working at the Fraunhofer-Institut für Angewandte Festkörperphysik

since 1974. In 1981, he was co-founder of the Fraunhofer-Institute for Solar Energy Systems in Freiburg. He held the position of the Deputy Director of the Fraunhofer Institute from 1997-2009. Prof. Wittwer gave lectures in physics at the University of Oldenburg from 1993 – 1997. Additionally to that he has been a lecturer in Microsystems at the Faculty of Applied Science at the University of Freiburg since 2001 where he got his professorship in 2007. His fields of research are: Optical functional surfaces: electrochromic materials and systems thermochromic materials, nanostructured surfaces, selective absorber coatings, low emission coatings; Solar efficient low energy houses: switchable glazings, solar heating and cooling; Photovoltaic systems: polymer solar cells, nanocrystalline dye solar cells, module technology, concentrator technology (thermal and PV); Micro energy systems: small fuel cells, system aspects.

Pavo Zubak

Position Chairman and owner
Company/Institution Autozubak

In 1978, Pavo Zubak opened an auto repair shop in Sesvetski Kraljevec. In 1979, his repair shop is authorized for repairs of VW and Audi vehicles and in 1987, just before Unverzijada, he is presented with the Award of the City of Zagreb for „courtesy, interior and exterior appearance, tidiness and quality of service“. In 1990, the business activities of V.A.G. Commerce are expanded to car sales and it becomes the first privately-owned distributor of VW vehicles. 1993 VW and Audi authorize Auto centar Zubak as their general distributor in Croatia, joined by Porsche in 1995 and Seat a year later. 1997 Auto centar Zubak is presented with the Zlatna kuna business excellence award from the Croatian Chamber of Economy in the category of medium-sized companies. 1999 P.Z. Auto is founded as a joint venture company with the Porsche Holding from Austria and this company becomes the general distributor for all VW group brands in Croatia. In the period from 2000 until 2009, along his core business of car sales and maintenance supported by opening new dealerships, P.Zubak significantly expands the scope of his business activities.

2003 all companies under the name of Zubak - Auto kuca Zubak, Auto centar Zubak and Zubak auto are joined under a single brand of AutoZubak. 2007 a new member of the Group is founded. In 2009 Gradska kavana in Zagreb is

taken under lease and completely renewed and in 2010 new projects are started – AMC Assistance, Maintenance packages, Loyalty club and AZ Crobus.



Johannes Züll

Position Chief Executive Officer
Company/Institution RTL Televizija

Johannes Züll, born in Nuremberg, was appointed Chief Executive Officer of RTL Televizija in Croatia in 2009. Previously, he oversaw the German activities of the Aegis Media Network-brands Carat, Vizeum, Posterscope and Isobar. From 1999 to 2007, he held various executive positions within RTL Group, including Managing Director at RTL Interactive and Head of Strategy and Business Development at RTL Television in Cologne. He also served as Managing Director of the news channel N-TV, as Managing Director RTL New Media, Head of the Internet & New Technologies division at RTL Group in Luxembourg, and as Head of Business Development for TV in the German-speaking territories, CLT-UFA. Züll also sat on the supervisory boards of Super RTL and IP Deutschland. Prior to his career at RTL Group, Züll worked for the Boston Consulting Group in Germany and Thailand from 1993 to 1999. Johannes Züll studied Business and Economics at the University of St. Gallen (HSG) in Switzerland and at Indiana University in the US. He holds an MBA from the University of St. Gallen.

Ost-Ausschuss der Deutschen Wirtschaft

Der Ost-Ausschuss der Deutschen Wirtschaft wurde 1952 als Gemeinschaftsorgane der Spitzenverbände der deutschen Wirtschaft gegründet. Mitglieder des Ost-Ausschusses sind Unternehmen aus Deutschland mit Interessen in Russland, Ostmittel- und Osteuropa sowie Südosteuropa, dem Kaukasus und den zentralasiatischen Ländern. Der Ost-Ausschuss bündelt und vertritt die länderspezifischen Interessen der deutschen Wirtschaft in 22 Ländern. Er flankiert und fördert Handel, Investitionen und Dienstleistungstransfers deutscher Unternehmen und unterstützt somit die Wirtschaftsbeziehungen mit diesen Ländern und Regionen.

Odbor njemačkog gospodarstva za Istok

Odbor njemačkog gospodarstva za Istok je bio osnovan 1952. kao zajednička ustanova vodećih saveza njemačkog gospodarstva. Članovi Odbora su poduzeća iz Njemačke koja su zainteresirana za Rusiju, Središnju i Istočnu Europu kao i Jugoistočnu Europu, Kavkaz i centralnoazijske zemlje. Odbor za Istok koncentrira i zastupa specifične interese njemačkog gospodarstva u 22 zemlje. On pokrepljuje i pospješuje trgovinu, ulaganja i transfer usluga njemačkih poduzeća i podržava gospodarske odnose sa ovim zemljama i regijama.

Ost-Ausschuss der Deutschen Wirtschaft



Ost-Ausschuss der Deutschen Wirtschaft/

Odbor njemačkog gospodarstva za Istok

Breite Straße 29

10178 Berlin

Germany

Tel.0049 – (0)30 – 2028 - 1441

Email: ost-ausschuss@bdi.eu

www.ost-ausschuss.de

Die Deutsch-Kroatische Industrie- und Handelskammer

Die Deutsch-Kroatische Industrie- und Handelskammer (DKIHK) wurde als offizielle Vertretung der deutschen Wirtschaft, als Mitgliederorganisation und als Dienstleister für Unternehmen am 30. Oktober 2003 in Zagreb gegründet. Die DKIHK ist Teil des weltweiten Netzwerks der bilateralen deutschen Auslandshandelskammern (AHK) mit 120 Büros in 80 Ländern und wird vom Bundesministerium für Wirtschaft und Technologie gefördert. Die DKIHK unterstützt deutsche Unternehmen, die in Kroatien vertreten sind oder sich für den kroatischen Markt interessieren, und kroatische Unternehmen, die auf dem deutschen Markt aktiv werden wollen.

Für die schon über 280 in der DKIHK zusammengeschlossenen deutschen und kroatischen Unternehmen sind der Erfahrungs- und Informationsaustausch sowie die Interessenvertretung von besonderer Bedeutung. Gegenüber den verantwortlichen Regierungsstellen und Behörden engagiert sich die DKIHK für die Förderung der Wirtschaftszusammenarbeit zwischen Deutschland und Kroatien durch Nutzung der Chancen und Vermeidung bzw. Überwindung von Problemen. Dabei arbeitet sie eng mit ihren deutschen und kroatischen Kooperationspartnern zusammen. Das vielfältige Dienstleistungsangebot der DKIHK wie z. B. Marktstudien, Geschäftspartnervermittlung und Hilfe bei Firmengründungen steht auch Nichtmitgliedern zur Verfügung.



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 Fax: +385 1 6311 630
 E-Mail: info@ahk.hr

Njemačko-hrvatska industrijska i trgovinska komora

Njemačko-hrvatska industrijska i trgovinska komora (DKIHK) osnovana je 30. listopada 2003. godine u Zagrebu kao službeni zastupnik njemačkog gospodarstva te kao organizacija članova i uslužno poduzeće. DKIHK je dio svjetske mreže njemačkih vanjskotrgovinskih komora (AHK) sa 120 ureda u 80 zemalja diljem svijeta, a podržava ju Njemačko savezno ministarstvo za gospodarstvo i tehnologiju. DKIHK podržava njemačka poduzeća koja se angažiraju u Hrvatskoj ili koja se zanimaju za hrvatsko tržište kao i hrvatska poduzeća koja posluju ili žele poslovati na njemačkom tržištu.

DKIHK broji već više od 280 članova iz njemačkih i hrvatskih poslovnih krugova kojima je od posebnog interesa razmjena iskustava i informacija te zastupanje tržišnih interesa. Spram odgovornim Vladinim i upravnim tijelima DKIHK se zalaže za promicanje bilateralne gospodarske suradnje pomoću korištenja svih mogućnosti te uklanjanja odnosno svladavanja problema. Pri tome DKIHK usko surađuje s kooperacijskim partnerima u Njemačkoj i Hrvatskoj. Široka ponuda usluga DKIHK seže od istraživanja o tržištu preko posredovanja poslovnih partnera do podrške pri osnivanju društva s ograničenom odgovornošću, a mogu je koristiti i ne-članovi.



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*Deutsche Botschaft in Zagreb/
Njemačko Veleposlanstvo u Zagrebu*



Deutsche Botschaft in Zagreb

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Njemačko Veleposlanstvo u Zagrebu

Ulica grada Vukovara 64

10.000 Zagreb

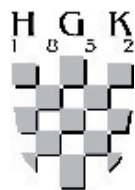
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UNTERSTÜTZER/UZ PODRŠKU OD

Die Unterstützer/uz podršku od

Kroatische Wirtschaftskammer
Hrvatska gospodarska komora



Universität Zagreb
Sveučilište u Zagrebu

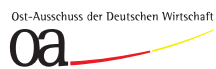




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