

Portorož, Slovenia  
1<sup>st</sup> and 2<sup>nd</sup> June 2015



**Summit100**  
BUSINESS LEADERS OF SOUTHEAST EUROPE  
*A new deal for a new age*

**2015**  
**NEWSLETTER**

**No.1**

*Official Newsletter of the Summit100 2015*

**Dr. IZTOK SELJAK**, Chairman of the Management Board Summit100

# Summit 100 is a key regional economic platform

➤ Dr. Iztok Seljak believes that we have an extremely valuable generational opportunity to develop our region from that perceived as part of the problem into that which is part of the solution in order to drive Europe's recovery from the crisis. He is Chairman of the Board of Summit100, regional platforms for the integration of the economy, which was formed in 2011 on the initiative of the Managers Association of Slovenia, the Serbian Association of Managers and the Croatian Employers Association.

## What is the idea behind the movement Summit100?

In 2010, businessmen felt the need to start to re-connect to joint appearances on third markets, and to begin removing systemic barriers that were erected between them, especially mental ones, in the minds of the region, in order to begin again the re-opening of the region to the outside - and thus become more interesting for the entry of foreign capital. Summit 100 today is a key regional connection platform for economic development.

## Who is involved in Summit100?

The Management Board of Summit100 has brought together the leading representatives of key managerial associations of each of the regional countries, including members of over 100 leading businessmen in the region, who jointly strive for successful development. We represent a significant percentage of regional GDP and have a large informal and formal impact and accountability.

## What are the visible results from Summit100?

We have directly contributed to the concept of joint participation in the development of the region as a whole; a concept that has been adopted by all Presidents of



the region, from Slovenia to Albania. Today we present an important economic parallel political process Brdo-Brioni or the basis on which it may obtain practical space for its implementation.

Concrete initial projects in the field of joint ventures in third markets has been successful. Phoenix, the construction consortium, which consists of 45 companies in the regional construction sector, has 30,000 employees and €5 billion in total annual sales; Serbian colleagues in Russia have successfully completed projects such as the University of Sochi, Skolkovo, CSKA Stadium etc. and through colleagues in BiH, places in the Arab world - Qatar, Saudi Arabia and other countries.

## Does the list include the development of the high-speed railway project and Smart Cities for South Eastern Europe?

When we can sit down in the high-speed train in Ljubljana and quite soon arrived in Zagreb and after a further hour and a half we were in Belgrade and the next hour and a half in Skopje, then the region will actually be quite better connected.

## This year's Summit100 conference is the fourth. What does it mean to be part of this event?

It is remarkable networking, with a circle of people, within which respect for fundamental values and an ethical approach devise and achieve large projects in the region and beyond. It is developing a personal relationship with the majority of presidents, prime ministers and ministers of the region, through which you can proactively contribute to the completion of important regional projects and to ensure participation in them.

## Who are the participants – it is an event that it is not possible to register?

Summit100 is usually attended by 150 key managers within the region by personal invitation. This ensures the composition, which has the necessary reputation and the power to achieve the set goals. This means around 30 participants from the Association Of Managers in Slovenia; all who have an interest in their active participation in Summit100, are welcome to connect with us. ☺





**INTERVIEW JELENA RADULOVIĆ**, Programme Director of Summit100

# I expect the momentum for concrete results

➤ Jelena Radulović, a partner in the Belgrade consulting company, Alba Partners, the programme director of the regional conference Summit100, predicts that this year's conference, which will take place in Slovenia on 1st and 2nd June in Portorož, moving boundaries. Visionary Radulović, a mathematician by profession, perceives the future as Summit100 adding another zero.

## What are the highlights of the Summit100 programme in June?

This year's event will, on the one hand strengthen the concrete content, and on the other bring new concepts, amongst others a pre-Summit100 with young managers and Summit100 at a special meeting of regional woman business leaders, with the President of Croatia, Kolinda Grabar Kitarović.

The programme begins with the European Commissioner for Transport Violet Bulc, and a discussion on how the region can take advantage of smart and innovative transport links to boost competitiveness. This will be followed by a Presidential panel, attended by all heads of state in the region and it will inspire a successful model of regional co-operation, by bringing colleagues from the Nordic Council of Ministers.

## So the theme will also be the Juncker development plan?

That's right - we'll discuss how you can take advantage of the regional €300 billion development plan as well as on alternative ways of financing regional co-operation projects. An important issue will be the smart city concept. We will host mayors of the major cities in the region, representing almost 40% of GDP of countries. Also this year we will hold creative workshops during the conference, focused on six areas: energy, tourism, transport and infrastructure, food and beverages, digital economy and the knowledge economy. The results of the workshops will be discussed by ministers - such creativity will be transferred to feasible reality and prosperity in the region. The programme ends with an appearance by the Slovenian Prime Minister, Miro Cerar.



## How do you keep track of what has been accomplished between the two annual conferences of Summit100?

So far, the activities during the annual meeting have been limited to the work of the Governing Board, which, whilst advancing each year we recognise the need to see quick results, but Summit100 is a long-running concept. Firstly, we have to warm and then run the marathon. The Summit100 mainly annual meeting gives us a series of ideas and energy, but honestly, to date without many tangible results. However, I believe in the mission of Summit100 to create conditions for the accomplishment of these major projects. And believe me: we have done great things so far. The story of regional co-operation that was launched in Arandjelovac (in Serbia) and continued in Bečići (Montenegro) and Cavtat (Croatia) is broader and deeper, and flourishing to become mainstream rhetoric. This is the first

step. Political support, which was initially sporadic, is now, for the second consecutive year, an absolute - it is the second step. And thirdly we support partners in Europe, the European Commission and the Nordic Council of Ministers. Now is the time to create concrete results and encourage this forward momentum this year in Portorož.

## In the future, may we look forward to Summit100, 2020?

It is only five years and I believe that by then we will have a lot of concrete and finalised projects of regional co-operation; perhaps even the beginning of some institutional support along the lines of the Nordic model in individual segments, such as the creation of a common labour market or co-operation in the energy sector. Summit100 2020 - my dream of adding another zero to the name - Summit1000, champions of regional business co-operation. ◀





President Pahor with the members of the Summit100 Management Board

# Pahor: Summit100 is important for the region



Summit 100 is a very important initiative for modernizing the region, said the President of Slovenia, Borut Pahor, during the meeting with the members of the Summit. In this meeting Pahor stressed the importance of continuing regional cooperation, and added that the political support in this regard is extremely important.

Meeting was focused on the preparation of the largest gathering of business leaders of South-Eastern Europe, Summit100, which will be held on 1st and 2nd June in Portorož.

The main topic of this meeting was the

possibility of regional cooperation in the fields of energy, tourism, transport and infrastructure, and the financial sector.

Pahor, as it was stated in a release, evaluate Summit100 as very important initiative for the modernization of the region, and has added that it is important to focus on the economy and politics. "That is why we have given full support to the region for this project, and we will do our part of the job, such as the harmonization of legislation and solving political problems, while at the same time we expect from businessmen

to take their part" said Pahor.

He said that in the project of Summit100 he recognizes optimism and active efforts for development.

"It is important that the region shows that it is able to make progress through its own efforts, because there is a lot of what this region has to offer!"

Chairman of the Board of Summit100, Iztok Seljak, pointed out that it is the right time to work on specific projects, particularly the establishment of the transport network. ☪

**Members of the Board:** Iztok Seljak, Chairman of the Board of Summit100 and Chairman of the Board of Hidria; Damir Kuštrak, Vice chairman of the Board of Summit100 and Vice-president of Agrokor; Amer Bukvić, Director of BBI Bank and Vice chairman of the Board of Summit100; Milan Petrović, President of SAM; Bojan Radun, Executive Director of Bambi; Maja Piščević, Executive Director of AmCham Serbia and initiator of Summit100; Jelena Bulatović, Executive Director of SAM; Dragica Pilipović Chafey, CEO SBB; Franjo Bobinac, President and CEO of Gorenje; Sonja Šmuc, Executive Manager of Managers' Association of Slovenia; Davor Majetić, Director of Croatian Employers' Association; Gordana Deranja, President of Croatian Employers' Association; Duško Knežević, President of Atlas Group; Živko Mukaetov, Director of Alkaloid; Meli Ramušović, Director of Development, Atlas Foundation; Eldin Hadžiselimović, Member of the Board, ASA Holding. **Program manager of Summit100** is Jelena Radulović, Partner at Alba Partners and **Creative Director of Summit100** is Miša Lukić, president of Multimedia Komunikacije. ☪



# Key events at Summit100, Portorož 2015

## Round tables and Juncker's plan, presidents of EIB and EBRD

At the opening, Summit100 will host Heads of State of regional countries, with the key message being the importance of business integration in Southeastern Europe. Participants of the 4th meeting of business leaders will have an opportunity, during discussions with key representatives of the European Commission, EBRD, EIB and other financial institutions, to come up with a model to finance regional projects, either through the announced Investment plan of the European Commission, "Juncker's €300 billion plan", or through alternative models of financing.

## Special guests: European Commissioner for Transport, Violeta Bulc, Ministers, Mayors of the Capitals of the region

This year, the Commissioner of the EC for Transport, Violeta Bulc, will participate in Summit100, almost all Heads of State of the Countries of the Region are expected (Albania, Bosnia and Herzegovina, Montenegro, Croatia, Kosovo, Macedonia, Slovenia and Serbia), and for the first time, in addition to

Ministers of the Government, the Mayors of the Capitals of the regional countries are also expected.

## Summit100 Smart Cities Declaration

The focus of this year's Summit will be support to creating smart capital cities, which should become the driving force of the regional economies and development of society as a whole.

Mayors of the Capitals will sign a Declaration of Cooperation in the future Smart Cities development.

## New: Separate programme for Women and Young leaders

Womens leaders will have a special place during this year's Summit, a special side-event being organised with H.E. Kolinda Grabar-Kitarović, President of the Republic of Croatia.

As an introduction to Summit100, a pre-summit event for top young leaders under 40 will take place, with a special address by Mr. Petar Kraljič, a world recognised consultant.

## Topic of Summit100 2015

At this year's meeting, the focus will be on innovative and intelligent transport as a mean to enhance the competitiveness of the region and achieving sustainable economic development through co-operation and investing in smart cities, resulting in better living standards for all citizens of the region.

## Main events of Summit100 - 6 creative workshops

Creative workshops will be a chance for open dialogue of business leaders in order to find synergy in the following fields:

- Energy
- Tourism
- Infrastructure and logistics
- F&B Industry
- Digital Economy
- Education as a foundation for sustainable development

The ideas of co-operation, discussed during roundtables will be presented to Ministers.

The goal is to use the synergy of the business world and politics, and try to turn creative ideas/projects into reality.

## SPECIAL GUEST: President of the European Investment Bank (EIB), Werner Hoyer



The President of the European Investment Bank (EIB), Werner Hoyer, will be the keynote speaker on the second day of the Summit100, on the panel "Can the Region Tap into Claude Juncker's €300 billion Development Plan to Kick-start Growth or What are Alternative Financing Options"?

The Juncker fund, formally called the European Fund for Strategic Investment (EFSI), will be established as part of the EIB, and be operational probably in September.

The basic idea behind this fund is to reduce the risk inherent in projects, in order to attract investors. The initial capital of the

fund includes €16 billion in guarantees from the EU budget and €5 billion of EIB funding. This should attract €240 billion for strategic investments, such as investment in broadband, energy and transport infrastructure, in education, research and innovation, renewable energy and energy efficiency, and €75 billion for SME's.

When the EIB 2012 Member States received a cash injection of €10 billion, it promised that the funds would increase by a factor of 18 and increase lending to infrastructure projects and small and medium Entrepreneurship.





**MICHAEL DIXON**, General Manager, Global Smarter Cities, IBM

# Why Smart Cities Turn to Analytics for Managing Water and Electricity

While there is always interest in the exciting innovations in cities – such as intelligent transportation systems – the backbone of any city, operation is comprised of efficient water pipes and reliable electrical wires.

The availability, delivery and consumption of natural resources like energy and water is far more important to cities than a new fleet of buses. Optimising resources is particularly relevant for cities because of their impact on both 'liveability' as well as resilience.

One clear path to such optimisation is through the combination of analytics, mobility and predictive maintenance. With such solutions, city leaders can not only improve the delivery of services, but also better engage their citizens in the process.

IBM and Veolia, the world's leading water



services company, have come together to do just that. Announced today during Smart City Expo and World Congress, in Barcelona,

IBM will help Veolia create and manage a new set of digital services and solutions to improve system performance for utility clients. In addition, they will create new turn-key, ready-to-use digital solutions for cities currently managing their own services.

Understanding the water-energy nexus is necessary if we want to contribute to solving both issues simultaneously and stop moving problems from one resource dimension to another.

Technology like analytics and mobility are tools available to cities of all shapes and sizes, and the solutions that these tools can yield are replicable and cost effective.

Partnerships between public and private entities, as well as among private companies with shared interests, are crucial if we are going to meet the challenges of global urbanisation. Let's get to work.

## Smarter Cities: Turning Big Data Into Insight

### City Planning and Operations

**\$1 Trillion**  
global annual savings could be attained by optimizing public infrastructure.  
Source: McKinsey

**\$57 Trillion**  
in infrastructure investments will be needed between 2013-2030.  
Source: McKinsey

### Water Management

**60%**  
of water allocated for domestic human use goes to urban cities.

**\$14 Billion**  
in potable water is lost every year because of leaks, theft and unbilled usage.  
Source: World Bank

### Transportation Analytics

**50 Hours**  
of traffic delays per year are incurred, on average, by travelers.

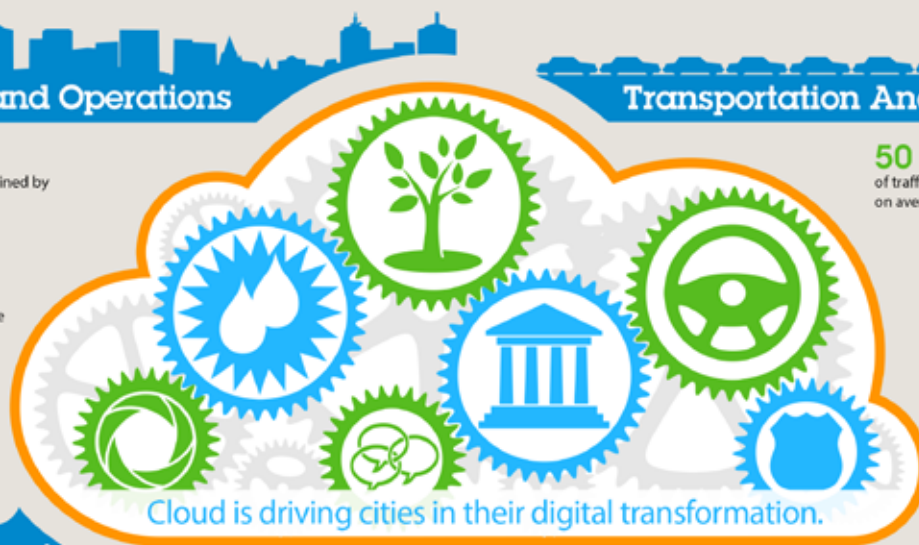
**30 Billion**  
people all over the world travel approximately 30 billion miles per year. By 2050, that figure will grow to over 150 billion miles.

### Open Cloud

**37,000**  
cloud experts support IBM's industry team alone.

**\$6 Billion**  
has been invested by IBM in more than a dozen acquisitions to accelerate its cloud initiatives.

Cloud is driving cities in their digital transformation.



# PRELIMINARY PROGRAM

(as of 21st May 2015)



## > Monday, June 1<sup>st</sup>

**09:00 – 12:00** Registration

**10:00 – 11:45** **PreSummit100 Event for Top Leaders under 40: Young Leaders for the Region's Tomorrow**

Special Guest Speaker **Peter Kraljič** and panelists:

- **Marija Desivojevič Cvetkovič**, Vice President, Delta Holding
- **Eldin Hadžiselimović**, Member of the Board, ASA Holding
- **Dardan Sejdiu\***, Deputy Mayor, Pristina

Moderators: **Tjaša Kolenc Filipčič**, Zavarovalnica Triglav and **Peter Kraljič**

*Organized by Section of Young Managers at Managers' Association of Slovenia in cooperation with IEDC – Bled School of Management*

**12:00 – 13:55** **Welcome lunch**

Brief welcome addresses:

**Iztok Seljak**, Summit100 President of the Board  
**Aleksander Zalaznik**, President, Managers Association of Slovenia  
**Peter Bossman**, Mayor of Piran-Portorož

**(12:45 – 13:55)** **VIP Side-Event for Women Leaders**

Coffee and cake with **Kolinda Grabar-Kitarović**, President of the Republic of Croatia

*Organized by Women-leaders Section at Managers' Association of Slovenia*

**14:00 – 14:15** **How Summit100 Has Turned Into a Leading Regional Business Platform**

**Iztok Seljak**, Summit100 President of the Board, CEO of Hidria, with video retrospective of the Summit100 2011-2014

**14:15 – 15:00** **Smart and Innovative Transport as a Tool for a Competitive Regional Economy**

Special Key Note Address by **Violeta Bulc**, European Commissioner for Transport, including Q & A session with the European Commissioner

**15:00 – 15:30** **Networking coffee break**

**15:30 – 17:10** **Leaders of Brdo-Brijuni Process:**

**A New Deal for a New Age**

Key Note Address by **Dagfinn Høybråten**, Secretary General of The Nordic Council of Ministers

Panelists:

- **Borut Pahor**
- **Kolinda Grabar-Kitarović**
- **Mladen Ivanič**
- **Dr. Gjorge Ivanov**
- **Atifete Jahjaga**
- **Željko Sertić** (minister)
- **Filip Vujanović**

Moderators: **Franjo Bobinac**, Gorenje and **Milan Petrovič**, SAM

**17:10 – 17:20** **Signing of Declaration of Cooperation by Mayors of Capitals of the Region**

in the presence of Presidents and European Commissioner for Transport

**17:20 – 17:30** Photo - op all participants with Presidents

**17:30 – 18:00** **Networking coffee break**

**18:00 – 19:20** **Plenary Panel with Mayors: Smart Cities for Sustainable Growth: Turning the Region's Capitals into Smarter Innovation Hubs**

Key Note Introduction by **Michael Dixon**, General Manager Smarter Cities, IBM

Panelists:

- **Zoran Jankovič**, Mayor of Ljubljana, Slovenia
- **Lulzim Basha\***, Mayor of Tirana, Albania
- **Dr. Ivo Komšić**, Mayor of Sarajevo, Bosnia and Herzegovina
- **Milan Bandić**, Mayor of Zagreb, Croatia
- **Shpend A. Ahmeti\***, Mayor of Priština, Kosovo
- **Slavoljub Stijepović**, Mayor of Podgorica, Montenegro
- **Michael Dixon**, General Manager Smarter Cities, IBM

Moderator: **Zhivko Mukaetov**, Alkaloid and **Ivica Mudrinič**, Deutsche Telekom

**19:20 – 20:00** **Free time**

**20:00 – 23:00** **Gala dinner**

Special Welcome Address by **Andrej Slapar**, CEO, Zavarovalnica Triglav

## ➤ Tuesday, June 2<sup>nd</sup>

07:15 – 07:50 Siemens Morning Energy Boost

08:00 – 08:50 Registration

**08:45 – 09:30 Mastering Complexity for Business and Regional Growth**

Morning Treat of Professional Excellence by **Yves Morieux**, Senior Partner and Managing Director, Boston Consulting Group

**09:30 – 11:15 Plenary Panel: Can the Region Tap into Claude Juncker's EUR 300 bn Development Plan to Kickstart Growth or What are Alternative Financing Options?**

Key Note Introduction by **Werner Hoyer**, president, European Investment Bank

Panelists:

- **Benjamin Angel**, Head of Unit, European Fund for Strategic Investment, Directorate-General for Economic and Financial Affairs, European Commission
- **Duško Knežević**, chairman, Atlas Group
- **Jean-Marc Peterschmitt**, managing director, Central and Eastern Europe, EBRD
- **Slobodan Đinović**, CEO, Orion Telekom
- **Janez Škrabec**, CEO, Riko

Moderators: **Janko Medja**, NLB and **Damir Kuštrak**, Agrokor

**11:15 – 11:30 Run Simple**

Simon Kaluža, Managing Director, SAP Central and Eastern Europe

11:30 – 12:00 Networking coffee break

**12:00 – 14:00 Regional Partnerships and Projects for Creative Export, Improved Competitiveness and Joint Approach to the Local or Third Market**

*Creative Workshops*

- Introduction by **Jelena Radulović**, SAM and **Sonja Šmuc**, Managers Association of Slovenia
- Brief for creative workshops by moderators

**1. Energy Agenda**

**Tomaž Orešič\***, EPS and **Medeja Lončar**, Siemens

**2. Knowledge-based Economy**

**Amer Bukvič**, BBI Bank and **Danica Purg**, IEDC Bled

**3. Food & Beverages**

**Miodrag Kostić**, MK Group and **Emil Tedeschi**, Atlantic Grupa

**4. Digital economy**

**Ante Mandić\***, IN2 and **Dejan Turk**, VIP mobile and Si.mobil

**5. Infrastructure & Transport**

**Alan Klanac\***, Jadrolinija and **Sead Kočan\***, Transmet

**6. Tourism**

**Živorad Vasić\***, Crowne Plaza and **Georg Eltz**, Valamar Adria Holding

**Ministers will participate in the discussions at roundtables**

Discussion will be held at 6 round tables with each having two moderators-rapporteurs whose roles are to prepare the discussion, select the discussion participants, lead the discussion at the tables with top business leaders in the region to identify potential ways, projects or other frameworks of cooperation in the region in the particular sector and to rapport the findings at the end of the workshop (one moderator per topic).

Each discussion should among other ideas address also transport issues in terms of how improved, smart transport ideas could lead up to more competitive products or services in the particular sector.

**Timetable for creative workshops:**

- 12:15 – 12:25 Introduction of the problem at each roundtable by co-moderators
- 12:25 – 13:25 Discussion among all participants at the workshop
- 13:25 – 13:55 Presentation of the ideas of regional cooperation
- 13:55 – 14:00 Closing remarks: **Sonja Šmuc** and **Jelena Radulović**

14:00 – 15:30 Lunch

**15:30 – 17:00 Plenary Panel with Ministers: How to Turn Business Creativity to Prosperous Reality**

Panelists:

- **Branimir Gvozdenović**, Minister of Sustainable Development and Tourism, Montenegro
- **Slavko Matanović**, Minister for Communications and Transport, Bosnia and Herzegovina
- **Kori Udovički\***, Deputy Prime Minister and Minister for State Administration and Local Self-government, Serbia
- **Vladimir Peshevski\***, Deputy Prime Minister for Economic Affairs, Macedonia
- **Zdravko Počivalšek**, Minister of Economic Development and Technology, Slovenia

Moderators: **Tomaž Berložnik**, Petrol and **Vedrana Jelušić Kašić**, EBRD



**Closing remarks** by **Violeta Bulc**, European Commissioner for Transport

Discussion on the panel is based on the creative ideas of cooperation set out at workshops. The moderators of roundtable discussions will "challenge" the ministers on how a creative idea/project can be turned into reality.

**17:00 – 17:25 Competitive Region, Successful Countries**  
Special Key Note Address by **dr. Miro Cerar**, Prime Minister of the Republic of Slovenia

**17:25 – 17:35 Conclusions and Closing of Summit100 2015**  
**Iztok Seljak**, Summit100 President

**17:35 – 17:45** Photo op - all participants with Prime Minister and Ministers

**17:45 – 18:30 Farewell cocktail**  
with Prime Minister of the Republic of Slovenia

*\*tbc – to be confirmed*

*Disclaimer: The programme is subject to change at any time.*

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**Silver partner**



**Support partner**

