

## IT INDUSTRY

	Company name:	WEB	Field of activity:	Interested to export to Canada (describe what you want to export – product or service):	Interested to import from Canada:	Interested for investments:
1	ADURO IDEJA	<a href="http://www.adura.hr">www.adura.hr</a>	Software development and IoT development services	Face recognition entrance control system with logging of exit and entrance NFC Smart Lock solution for small hotels and apartment rentals	No	No
2	ALPHA APLIKACIJE Ltd.	<a href="https://alpha-aplikacije.hr/">https://alpha-aplikacije.hr/</a>	Web development, web design, digital marketing, graphic design, 3D video animation.	To offer services in web development, web design, digital marketing, graphic design, 3D video animation.		
3	BURZA d.o.o.	<a href="https://web.burza.hr/">https://web.burza.hr/</a>	Internet technologies: * UI/UX planning and design * Web development Digital Strategy * Business model assessment * Conversion analysis and optimization * Online marketing strategy * UX design sprints	Development of digital experiences * UI/UX design and optimization * Development of websites, web applications, progressive web applications and custom web solutions * Monitoring, analysis, 3rd party integrations * Production of corporate websites, showcase websites, e-commerce solutions, content platforms, etc. Digital consulting * Online strategies, digital transformation, business performance and optimization of existing business models	* Partnerships in the digital domain * Franchising in various digital fields, products and services * Partnerships with SaaS providers and workflow products * Personal educations, targeted educations, conference partnerships	Partnerships in the digital domain * in developing digital solutions and products * selling digital services and products
4	COMMINUS	<a href="http://www.comminus.hr">www.comminus.hr</a>	ICT	Products and services, development, BI solutions, Loyalty programs, development teams, consulting services, BA, QA, testing services. To meet with companies from different industry sectors.		
5	DIDACTA ADVANCE Ltd.	<a href="http://www.didacta.hr">www.didacta.hr</a>	Private company based on the creation and sales of didactic materials related to robotics and STEM fields. The company has more than 25 years of experience in this field. Some of the hardware and software solutions that company develops can be integrated with FischerTechnik products.	To offer products, accessories for micro:bit - one is Micro:bit IO board that can be used to extend the capabilities of the Micro:bit system with 6 sensor inputs ( infrared, ultrasound, photo, ... ) and 8 DC outputs ( motors, lights, electro-magnets, ... ). It can make a good upgrade for robotics purposes and for the control of various models.		
6	INFO NOVITAS	<a href="http://www.info-novitas.hr">www.info-novitas.hr</a>	Detail info about infinity ECM platform you can find here: <a href="https://en.info-novitas.hr/solutions/infinity-platform/">https://en.info-novitas.hr/solutions/infinity-platform/</a> INFINITY ECM is a modern multi-functional & multilingual Enterprise Content Management platform that includes a large number of integrated subsystems, solutions and more than 50 tools for collaboration, communication and management of the entire business. The system is modular, can be very easy to customize it to suit user preferences, and as	PARTNERS FOR SALES & DISTRIBUTION (IT company's, SW integrators, consulting companies), Also support organizations like business chambers to connect us with partners; Telecoms who are interested also to offer our solution on the market  Offer: Infinity ECM official partnership (License agreement for our IT solution); IT solution and direct IT services to end clients; Subcontracting/Outsourcing; Technical co-		Opportunity for Canada investors - private equity investment in company's Infinity ECM platforme.

			<p>such perfectly adapts to the business process of the organization.</p> <p>INFINITY ECM platform combines different components of modern IT platforms such as: CRM (Customer Relationship Management), DMS (Document Management System), ERMS (Electronic Records Management System), CMS (Case Management System), ITSM (IT Service Management System), BPMA (Business Process Management &amp; Automation), CMS (Collaborative Management System), KMS (Knowledge Management System), EAM (Enterprise Asset Management), IMS (Integrated Management System) whereby belongs to a group of modern global ECM (Enterprise Content Management) platform solutions.</p> <p>Within the same application interface INFINITY ECM platform integrates different subsystems such as: CRM; Marketing &amp; Sales management; Contracts and purchase orders management; Project &amp; project programs management; Outbound &amp; Inbound invoices with verification; Service desk management; 360 degree customer view; Contact centre (calls preview from digital telephone VoIP System and Call centre agent interface, with automatic recording and recognition of the caller); Records and Case management paperless system with DMS; Asset Management; Infinity ECM platform has grown into a global solution where within its scope of many platform subsystems, performance and modern technology concept has no such similar global competition.</p>	<p>operation; Research co-operation.</p> <p>Request: We search End clients who need our IT services and IT solutions; Sales/Distribution partners; Strategic partners; Implementation partners; Investment partners (private equity or Venture Capital).</p> <p>Other: Our specialties is Enterprise Web Applications Development, IT Consulting, Microsoft .dot Net Development, Outsourcing - Custom Web and Mobile Development; Web Design &amp; Programming, and Project Management.</p> <p>Our services: Custom Software development (Web applications; Mobile applications; Web pages &amp; portals; Web Shops); IT outsourcing; Graphical design; IT consulting services.</p> <p>To meet with: Company's (IT company's, software integrators, consulting companies, telecoms) who would like to be our partner for Infinity ECM or to use our other services such as software custom development (web and mobile applications).</p>		
7	KONEKTA TEHNOLOGIJE Ltd.	<a href="https://konekta-tehnologije.hr/">https://konekta-tehnologije.hr/</a>	IT, custom software development, web & mobile application development	<p>Software development</p> <p>Mobile apps development</p> <p>Web apps development</p> <p>Custom software development</p>		
8	MOBENDO	<a href="http://mobendo.com/">http://mobendo.com/</a>	IT Industry. Mobendo is ISV that is focused on developing custom software, with main focus on mobile applications. Besides developing custom software for clients, Mobedno also developed 3 products of our own - 1 product as a platform for fitness industry and 2 products for hospitality segment, with potential to expand it to other industries as well.	To export products mentioned above, and services - software development, project management and other SDLC activities.	N/A	Generally - yes.

9	POSLOVNA INTELIGENCIJA Ltd.	<a href="http://www.inteligencija.com">www.inteligencija.com</a>	Software development and IT consulting	<ul style="list-style-type: none"> <li>• Data Privacy Manager</li> </ul> <p>Data Privacy Manager is software for managing data privacy processes and GDPR. It brings value to Data Protection Officers, Marketing, IT. This software is designed with a principle of Privacy by Design and Default and is developed as a Data Protection Officer's toolkit. It is used to efficiently manage personal data processing and serves as a central point for demonstrating GDPR compliance. Managing a lot of personal data requires a high level of automation which is one of the biggest value Data Privacy Manager brings to the clients.</p> <p>Target customers: B2C companies, data-driven enterprises with EU end-users</p> <ul style="list-style-type: none"> <li>• PI DWH Models</li> </ul> <p>Platform-independent solution (i.e. blueprint) helping business users and IT to implement Data Warehouses, Data Marts and analytical applications. PI Data Warehouse Models will provide the basis for quality analysis of available data by deriving accurate information from data. They are business oriented and based on industry standards and implementation of best practices that are proven in real implementation projects at our clients from various industry areas. Designed to support and adjust to different needs of our clients from regulatory operational and management reporting all the way to complex simulations and open for all necessary modifications.</p> <p>Target customers: Retail, Telco, Banks, Insurance which are unsatisfied with current DWH or they are starting the business and do not have any yet.</p> <ul style="list-style-type: none"> <li>• PI Profitability Solution</li> </ul> <p>Based on IBM Planning Analytics platform, simple and flexible solution which identifies and monitor critical factors that drives business and boost performance by focusing on key drivers that improve profitability. Contains simple user interface for grouping accounts into allocation and P&amp;L positions. It detail data analysis before and after the allocation process from the lowest posting level through OLAP user interface. Includes predefined reports which can be exported into .pdf or Excel file and easily distributed around the company.</p> <p>Target customers: applicable to all industries</p> <ul style="list-style-type: none"> <li>• ConQ Content Analytics</li> </ul> <p>ConQ Content Analytics solution is a tool that allows a deeper insight into content usage and uncover trends and patterns within TV content, to provide better service to content consumers. It is designed to show information about content usage in real-time or for any given period of time, which helps you to better understand consumers behavior.</p> <p>Target customers: Media/Entertainment</p> <ul style="list-style-type: none"> <li>• Professional Services</li> </ul> <p>PI offers professional services for DWH/BI/PM/Data Migration/Data Quality/MDM system implementation for clients in various countries. System implementation services include a combination of shorter on-site visits and off-site modifications performed over a secure connection.</p> <p>We employ more than 130 consultants with operating experience in different technologies (Microsoft, IBM Cognos, IBM SPSS, Informatica, IBM DataStage, IBM Pure Data System, Business Objects), in various industries (telecommunications, banking, insurance, manufacturing, trade, distribution, and public administration) and with different types of projects (data warehousing, business intelligence, planning and budgeting, data mining, risk management, and master data management).</p> <p>Target customers: applicable to all industries</p> <ul style="list-style-type: none"> <li>• BIRD Academy Education Services</li> </ul> <p>BIRD Academy through modern education center provides innovative online and offline educations that will enable participants the access to knowledge and skills on using data in business and how to get the business information that is needed for making quality and timely decision. BIRD Academy educations trainers are the</p>	Yes
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10	PROFORES Ltd.	<a href="http://www.profores.com">www.profores.com</a>	<p>Working in the field of wearable technology and fashion through Baggizmo brand, with currently its two most recognizable products - Baggizmo bag and Baggizmo Wiseward smart wallet. The company is currently focused in developing new electronics, firmware and software that can be merged with other wearables and on scaling production and making new products</p> <p>Link to website: <a href="https://baggizmo.me/">https://baggizmo.me/</a></p>	<p>Interested to export premium Baggizmo products - Baggizmo bag and Baggizmo Wiseward smart wallet (<a href="https://baggizmo.me/">https://baggizmo.me/</a>). Baggizmo products are result of combination of contemporary minimalist design, premium high quality materials and advanced technology. The innovative Baggizmo Wiseward technology is in-house developed and packed with 10 sensors connected with an algorithm into a smart and highly intuitive security system that can be merged with any wearable item.</p> <p>Looking for partners in whole sale in retail (strong brand and store potential) and partners in production and R&amp;D for in-house developed electronics/tracking technology.</p>	<p>yes, possibly innovative textile materials, electronic components, software services.</p> <p>Interested in moving production to Canada - bag/wallet manufacturing and electronics manufacturing</p>	<p>Currently looking for 600k equity, that would cover production costs for products (70 %) and marketing and operational costs (30 %) in order to raise revenue to 3mil USD in the following 18 months. Already in negotiations with VC funds from Toronto.</p>
11	STRINGBIND Ltd.	<a href="http://www.stringbind.com">www.stringbind.com</a>	<ul style="list-style-type: none"> <li>- Custom web application development</li> <li>- Professional business applications</li> <li>- Cloud application development</li> <li>- Software consultants</li> <li>- Integrated web shops with ERP systems</li> <li>- Custom wordpress development</li> </ul>	<p>To offer services as software development agency to potential Canadian partners. Experience in custom software development for a variety of industries.</p> <p>Scope of activities:</p> <ul style="list-style-type: none"> <li>- Custom web application development</li> <li>- Professional business applications</li> <li>- Cloud application development</li> <li>- Software consultants</li> <li>- Integrated web shops with ERP systems</li> <li>- Custom wordpress development</li> </ul>		

12	WORK CONNECT d.o.o.	<a href="http://www.wor-con.com">www.wor-con.com</a>	IT industry. Worcon is the startup project of Work Connect d.o.o company started in 2017 with the aim of connecting all the world's manufacturers in one place. Europe's biggest bidding exchange platform connecting manufacturing & processing machinery industry buyers and suppliers at same place.	Looking for Buyers - companies who needs parts from CNC machining, injection molding, woodworking and other. Interested in Suppliers - which bid for jobs / tenders for CNC machining, injection molding, woodworking and other.	Interested in Suppliers - which bid for jobs / tenders for CNC machining, injection molding, woodworking and other.  Looking for Buyers - companies who needs parts from CNC machining, injection molding, woodworking and other. Interested in Suppliers - which bid for jobs / tenders for CNC machining, injection molding, woodworking and other.  Looking for Buyers - companies who needs parts from CNC machining, injection molding, woodworking and other. Interested in Suppliers - which bid for jobs / tenders for CNC machining, injection molding, woodworking and other.	YES, As a startup with an exponential growth potential we are always looking for a strategic investor. All options open.
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## FOOD INDUSTRY

	<b>Company name:</b>	<b>WEB</b>	<b>Field of activity:</b>	<b>Interested to export to Canada (describe what you want to export – product or service):</b>	<b>Interested to import from Canada:</b>	<b>Interested for investments:</b>
13	ORGULA GRUPA Ltd.	<a href="http://orgula.hr/orgula-grupa/">http://orgula.hr/orgula-grupa/</a>	Production and trade of Extra virgin olive oil (both conventional and organic) and sea salt (Flower of the salt, Flavored gourmet sea salt). The company sells various type of EVOO under own brand Orgula, and sea salt under Orguleta brand and owns milling facility for olive processing and bottling, and own shops as a part of distribution chains. Our partners are large food grocery and HoReCa chains.	To start exporting Flower of the salt and Flavored sea salt from Croatia, as well as Croatian Extra virgin olive oil.	-	-

14	ZIGANTE TARTUFI Ltd.	<a href="https://www.zigantetartufi.com/index.php/en/">https://www.zigantetartufi.com/index.php/en/</a>	<p>Processing and selling about 12 tons of truffles a year. About 200 truffle - hunter go exclusively for Zigante company to collect fresh truffle (black and white). The product processing is carried out exclusively in accordance with IFS standards.</p> <p>All products can be realized with the required company logo, design and recipes.</p> <p>Also offering different line</p> <ul style="list-style-type: none"> <li>• For restaurant HORECA Professional line</li> <li>• For retail – Standard line</li> <li>• Private label</li> <li>• Premium line for delicacies shop</li> <li>• Dried truffles: powder, whole, sliced</li> <li>• Fresh white truffle Magnatum Pico, black truffle Aestivium</li> </ul> <p>Shelf life 4 years, vegetable product, gluten free, sterilized without preservatives, storage: room temperature. Recipe book and also in-store shelves are provided free of charge. The recipe book is convenient for customers to try out different dishes with different products. The shelves come in two versions; the taller one can be mounted on a wall, the stair shelf is for placement near the register.</p> <p>Zigante also owns one of the world's finest truffle-specialty restaurant, located in the center of the truffle area, which has already hosted a number of politicians and celebrities. Next to the restaurant is a small, but high-quality hotel.</p> <p>There it is possible to taste excellent dishes, visit the factory including memorable truffle hunting</p>	<p>Canned white and black (whole, chopped or minced) truffles</p> <p>Combination of truffles and other mushrooms</p> <p>Truffles and olives</p> <p>Quality olive oil with a white or black truffle flavor</p> <p>Cheese and salami with truffles</p> <p>Fresh Truffles</p> <p>Truffle honey, Truffle butter, Sweets (pralines and biscuits) with Truffle taste</p>	-	-
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## COSMETIC INDUSTRY

	Company name:	WEB	Field of activity:	Interested to export to Canada (describe what you want to export – product or service):	Interested to import from Canada:	Interested for investments:
15	AROMATEKA ESKULAP	<a href="http://www.aromateka-eskulap.hr">www.aromateka-eskulap.hr</a>	production of natural cosmetics	Pure nature cosmetics for body and hair (massage oil, shampoo, regenerator etc.); Nature products for pets (for hair care: shampoo, regenerator); Essential oils (distribution)	Mom and baby natural cosmetics (vegan)	

## OTHER (consulting, tourism, other industries...)

	Company name:	WEB	Field of activity:	Interested to export to Canada (describe what you want to export – product or service):	Interested to import from Canada:	Interested for investments:
16	ADRIA WINCH Ltd.	<a href="http://www.adriawinch.com">www.adriawinch.com</a>	Deck machinery	Deck machinery, engineering services.		
17	EXPRESS Ltd.		Freight forwarding, customs clearance, warehousing, transportation	Interested to export our services. To meet with Canadian importers/exporters		
18	PETRIČEVIĆ GRUPA	<a href="http://www.petricevicgroup.com/">http://www.petricevicgroup.com/</a>	tourism, hospitality, trade	tourist offerings, field trips in local county, export of leather products, acting as a consulting personnel between Canadian and Croatian companies	hospitality offerings, tourists, business partners	

19	PRIMACOSPED	<a href="http://www.primaco.eu">www.primaco.eu</a>	Primaco is highly specialized in providing cool-chain transport services under cGDP & TAPA standards for many global companies while adhering to the strict standards based on internal QMS certified by ISO & IFS.	Sea & air transport services. Looking for Canadian importers who have regular import business from Croatia and South-East Europe to Canada, to support them in their transport&logistics. Support with best sea-freight transport rates and complete logistics infrastructure in Croatia and South-East Europe. Already have a few clients like this in Canada, for example Euro Trade Toronto.	Sea & air transport services. To support these Canadian freight forwarders in their export Croatia and export Europe business. Looking for Canadian freight forwarders who will be our partners in seafreight and air freight for our import from Canada to Europe business. Canadian freight forwarders need to be local-national, not part of international groups.	
20	SMARTER	<a href="http://smarter.hr/">http://smarter.hr/</a>	SMARTER is a company that provides services for assessment, consulting, lobbying, communications, primarily in the agricultural sector. Its activities influence the various public and decision-makers. SMARTER has knowledge and long-year experience in the agricultural and food industry as well as in other areas of the economy.	Agribusiness	Agribusiness	Agricultural Sectors - Potential investors in Croatia, potential buyers of agricultural products from Croatia. Special interest in companies that deal with cannabis (production, processing of industrial cannabis, use of cannabis for pharmaceutical purposes)
21	TEHNO FILTER Ltd.	<a href="https://teho-filter.hr/en/">https://teho-filter.hr/en/</a>	Manufacturer of different kinds of specialised filters in metal, wood, food, chemical, cosmetic industry and construction (cement, stone, blocks, ...). Currently has certificates for American and Canadian market. Otherwise, exporting to all EU countries, Australia, Bosnia and Herzegovina, Slovenia and Serbia.	To find merchants and sales representatives (connect with vendors of machines for metal, wood, chemical nad food industry, and manufacturers of laser and plasmas makers) as well as connect with engineering buros (working on construction and equipping of production halls). Currently not in contact with any company.	There is a possibility	Not for now

## INSTITUTIONS

	Company name:	WEB	Field of activity:			
22	AGENCY FOR INVESTMENTS AND COMPETITIVENESS	<a href="http://www.aik-invest.hr/en/">http://www.aik-invest.hr/en/</a>	<p>Agency for Investments and Competitiveness is an agency of the Croatian Government whose main task is to promote Croatia as a desirable investment destination, proactive attracting and implementation of investment projects of large companies as well as enhancement of the competitiveness of the Croatian economy on the global level.</p> <p>Providing all necessary help and assistance to foreign and domestic investors, facilitating the implementation of investments and enabling these projects to achieve their maximum business potential in the Republic of Croatia are primary objectives of the Agency for Investments and Competitiveness.</p>	no need to look for business partners for b2b meetings		

23	CROATIAN BANK FOR RECONSTRUCTION AND DEVELOPMENT	<a href="https://www.hbor.hr/en/">https://www.hbor.hr/en/</a>	financing the reconstruction and development of Croatian economy financing infrastructure promoting exports supporting the development of small and medium-sized enterprises promoting environmental protection insuring the exports of Croatian goods and services from non-marketable risks	no need to look for business partners for b2b meetings		
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