

## JAPANESE COMPANIES

1.

|                                                          |                                                                                                                                                                                                                                                                                                                         |
|----------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Company name</b>                                      | DAIKIN AIRCONDITIONING Central Europe                                                                                                                                                                                                                                                                                   |
| <b>Address</b>                                           | Campus 21, Europaring F12/402, 2345 Brunn am Gebirge, Austria                                                                                                                                                                                                                                                           |
| <b>Representative</b>                                    | Mr. Masaharu Tada, Deputy General Manager, SBU Commercial Sales CEE<br>phone: +43 664 8894 6737<br>e-mail: <a href="mailto:tada.m@daikin.at">tada.m@daikin.at</a><br>web: <a href="http://www.daikin-ce.com">www.daikin-ce.com</a>                                                                                      |
| <b>Field of activity of the company</b>                  | Sales of air conditioners                                                                                                                                                                                                                                                                                               |
| <b>Interest for doing business in Croatia:</b>           | Import to Croatia: Yes<br><br>Export from Croatia: No<br><br>Investment: Possible                                                                                                                                                                                                                                       |
| <b>Others<br/>(Information you want to obtain, etc.)</b> | Since I am recently dispatched to Vienna and responsible for business in Central Europe, I would like to know market information of Croatia.<br>I am interested in how factories are organized in Croatia.<br>I am especially interested in air conditioning business (both residential and commercial use) in Croatia. |

2.

|                                         |                                                                                                                                                                                                                                                             |
|-----------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Company name</b>                     | HINO MOTORS (Europe) N.V.                                                                                                                                                                                                                                   |
| <b>Address</b>                          | Blarenberglaan 19 - 2800 Mechelen - Belgium                                                                                                                                                                                                                 |
| <b>Representative</b>                   | Mr. Hideto Nakabayashi, Managing Director<br>phone: +32 (0)15/28.17.40<br>fax: +32 (0)15/28.17.99<br>e-mail: <a href="mailto:hideto.nakabayashi@hino.be">hideto.nakabayashi@hino.be</a><br>web: <a href="https://portal.hino.be">https://portal.hino.be</a> |
| <b>Field of activity of the company</b> | Manufacturer of trucks and buses, light-commercial vehicles, passenger vehicles, various types of engines, spare parts, etc.<br>Distribution of Hino Genuine parts                                                                                          |

3.

|                                                          |                                                                                                                                                                                                                                              |
|----------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Company name</b>                                      | ITOCHU CORPORATION,<br>Belgrade Representative Office                                                                                                                                                                                        |
| <b>Address</b>                                           | Vladimira Popovica 40 , 11000 Belgrade, Serbia                                                                                                                                                                                               |
| <b>Representative</b>                                    | Mr. Shigeo Hashimoto, General Manager<br>phone: +381 11 301 69 90<br>fax: +381 11 612 81 23<br>e-mail: <a href="mailto:s.hashimoto@itochu.co.rs">s.hashimoto@itochu.co.rs</a><br>web: <a href="http://www.itochu.co.jp">www.itochu.co.jp</a> |
| <b>Contact person</b>                                    | Mr. Milos Vesnic, Deputy General Manager<br>phone: +381 63 598 851<br>fax: +381 11 612 81 23<br>e-mail: <a href="mailto:m.vesnic@itochu.co.rs">m.vesnic@itochu.co.rs</a><br>web: <a href="http://www.itochu.co.jp">www.itochu.co.jp</a>      |
| <b>Field of activity of the company</b>                  | General trade and investments                                                                                                                                                                                                                |
| <b>Interest for doing business in Croatia:</b>           | Import to Croatia: Yes<br>Export from Croatia: Yes<br>Investment: Yes                                                                                                                                                                        |
| <b>Others<br/>(Information you want to obtain, etc.)</b> | To learn about investment and M&A opportunities in Croatia, as well as about reliable export-oriented companies                                                                                                                              |

4.

|                                                |                                                                                                                                                      |
|------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Company name</b>                            | JAPAN TOBACCO INTERNATIONAL SA                                                                                                                       |
| <b>Address</b>                                 | Rue Kazem-Radjavi 8, 1202 Genève, Switzerland                                                                                                        |
| <b>Representative</b>                          | Mr. Yusuke Matsuo, Japan Affairs Manager, JTI<br>phone: +41-79-515-57-23<br>e-mail: <a href="mailto:Yusuke.matsuo@jti.com">Yusuke.matsuo@jti.com</a> |
| <b>Field of activity of the company</b>        | Tobacco industry                                                                                                                                     |
| <b>Interest for doing business in Croatia:</b> | Investment: regulatory environment                                                                                                                   |

5.

|                                                      |                                                                                                                                                                                                                                                                                           |
|------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Company name</b>                                  | KAJIMA Europe Limited (KEL)                                                                                                                                                                                                                                                               |
| <b>Address</b>                                       | LIM Center 12FI, Al. Jerozolimske 65/79,<br>00-697 Warsaw, Poland                                                                                                                                                                                                                         |
| <b>Representative</b>                                | Mr. Masanori Iwasaki / Executive Vice President<br>phone: +48 22 630 7520<br>fax: +48 22 630 7519<br>e-mail: <a href="mailto:masanori.iwasaki@kajima-europe.com">masanori.iwasaki@kajima-europe.com</a><br>web: <a href="http://www.kajima-europe.com/">http://www.kajima-europe.com/</a> |
| <b>Field of activity of the company</b>              | Construction and Property Development                                                                                                                                                                                                                                                     |
| <b>Interest for doing business in Croatia:</b>       | Other: Construction                                                                                                                                                                                                                                                                       |
| <b>Others (Information you want to obtain, etc.)</b> | General information on investment environment                                                                                                                                                                                                                                             |

6.

|                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|----------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Company name</b>                                      | KPMG<br>Ceska republika, s.r.o.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| <b>Address</b>                                           | Pobrezni 1a 186 00 Praha 8 Czech Republic                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |
| <b>Contact person</b>                                    | Mr. Takayuki Kaji, Senior Manager, Global Japanese Practice<br>phone: +420 222 123 120 ; fax: +420 222 123 100<br>e-mail: <a href="mailto:takayukikaji@kpmg.cz">takayukikaji@kpmg.cz</a><br>web: <a href="https://home.kpmg.com/jp/ja/home.html">https://home.kpmg.com/jp/ja/home.html</a>                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| <b>Field of activity of the company</b>                  | Firms offering audit, tax and advisory services                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| <b>Others<br/>(Information you want to obtain, etc.)</b> | I would like to ask you to provide me with the following information; <ul style="list-style-type: none"> <li>▪ Which way currently taken for investment in Croatia from foreign countries (including Japan), for example green field, brown field.</li> <li>▪ What kinds of business structure is common in Croatia.</li> <li>▪ Main points in Legal and tax, for example legal leaves, restriction for extra work, sick leave, what kinds of tax (direct and indirect), tax rate for cooperate and personal, conditions for Investment Incentive.</li> <li>▪ living environment in Croatia, for instance average accommodation price per month, infrastructure of utilities (stability of water and electricity supply).</li> </ul> |

7.

|                                                      |                                                                                                                                                                                                                                          |
|------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Company name</b>                                  | MARUBENI CORPORATION<br>Prague Office / Budapest Office                                                                                                                                                                                  |
| <b>Address</b>                                       | Millennium Plaza, V Celnici 1028/10, 117 21 Prague 1, Czech Republic                                                                                                                                                                     |
| <b>Representative</b>                                | Mr. Kazuya Kodama, General Manager<br>phone: +420-221-033-486<br>fax: +420-221-033-489<br>e-mail: <a href="mailto:Kodama-Kaz@marubeni.com">Kodama-Kaz@marubeni.com</a><br>web: <a href="http://www.marubeni.com">www.marubeni.com</a>    |
| <b>Field of activity of the company</b>              | Global trading and investment in a broad range of sectors such as energy, machinery, metal, food, chemical and so on.                                                                                                                    |
| <b>Interest for doing business in Croatia:</b>       | Import to Croatia: Feed additives, agricultural chemicals, Crop protection and pesticides.<br>Export from Croatia: Paper pulp<br>Investment: Infrastructure such as waste to energy, transportation, road and so on based on PPP scheme. |
| <b>Others (Information you want to obtain, etc.)</b> | The related information on the above interest matters.                                                                                                                                                                                   |

8.

|                                                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
|-------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Company name</b>                             | MITSUBISHI CORPORATION Belgrade Liaison Office                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| <b>Address</b>                                  | Milentija Popovica 5A, 11070 Belgrade, Serbia                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| <b>Representative</b>                           | Mr. Naoki Tsukada, General Manager<br>phone: +381 11 635 0100<br>e-mail: <a href="mailto:naoki.tsukada@mitsubishicorp.com">naoki.tsukada@mitsubishicorp.com</a><br>web: <a href="https://www.mitsubishicorp.com">https://www.mitsubishicorp.com</a>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| <b>Contact person</b>                           | Ms. Maasa Daikohara Ananic<br>phone: +381 11 635 0109<br>e-mail: <a href="mailto:maasa.ananic@mitsubishicorp.com">maasa.ananic@mitsubishicorp.com</a><br>web: <a href="https://www.mitsubishicorp.com">https://www.mitsubishicorp.com</a>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
| <b>Field of activity of the company</b>         | <p>Mitsubishi Corporation's subsidiaries and affiliates are diverse organizations engaged in a wide variety of activities on a global scale. We manufacture and market a wide range of products, including energy, metals, machinery, chemicals and living essentials through our domestic and overseas network. We also are involved in diverse businesses by actively investing in areas such as natural resources development and infrastructure, and we are engaged in finance businesses.</p> <p>We are also engaged in diversified businesses such as creating new business models in the fields of new energy and the environment, and new technology-related businesses. Some of our basic functions enhance the above activities and enable us to provide various services to customers.</p> |
| <b>Interest for doing business in Croatia :</b> | <p>Import to Croatia: Salmon, Canned food, tires, plastic, etc.</p> <p>Export from Croatia: Tuna</p> <p>Investment: We are interested in areas of natural resources development, infrastructure, IoT, Chemicals and living essentials.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |

9.

|                                                          |                                                                                                                                                                                                                                                                                                                                                     |
|----------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Company name</b>                                      | MITSUI & Co., Ltd. (Mitsui & Co. Deutschland GmbH)                                                                                                                                                                                                                                                                                                  |
| <b>Address</b>                                           | Hungarian Representative Office,<br>Vaci ut 22-24, 5 <sup>th</sup> fl, West End Business Center, H-1132, Bi Budapest,<br>Hungary                                                                                                                                                                                                                    |
| <b>Representative</b>                                    | Mr. Yoshio Ishimaru, General Manager<br>phone: +36 30 258 9345<br>e-mail: <a href="mailto:Y.Ishimaru@mitsui.com">Y.Ishimaru@mitsui.com</a><br>web: <a href="http://www.mitsui.com/jp/en/index.html">http://www.mitsui.com/jp/en/index.html</a>                                                                                                      |
| <b>Field of activity of the company</b>                  | We are general trading and investing company headquartered in Tokyo, Japan.<br>Our strategic business domain is especially for Nutrition & Agriculture, Mobility, IoT, Renewable Energy and Retails as well as Metals, Machinery & Infrastructure, Chemicals, Energy and Lifestyle.                                                                 |
| <b>Interest for doing business in Croatia:</b>           | Import to Croatia:<br>Plastics raw materials and Chemicals etc.<br>Export from Croatia:<br>Processed foods (should-be-unique and differentiated), blue-fin tuna etc.<br>Investment:<br>Hospital management<br>Automotive parts<br>Other: Most welcome uniqueness and differentiation competing against the rest of the world, and seeking for such. |
| <b>Others<br/>(Information you want to obtain, etc.)</b> | Main purpose shall be more fact-finding.<br>-The necessity of private hospital management<br>-Other aqua-cultured fishes than blue-fin tuna, having high quality.<br>-Is there any valuable rare metals mining?<br>-the necessity of Renewable Energy (wind-fill etc.)                                                                              |

10.

|                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
|----------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Company name</b>                                      | MIZUHO BANK Europe N.V. Vienna Branch                                                                                                                                                                                                                                                                                                                                                                                                                             |
| <b>Address</b>                                           | DC Tower 26 <sup>th</sup> Floor Donau-City Strasse 7, 1220 Vienna Austria                                                                                                                                                                                                                                                                                                                                                                                         |
| <b>Representative</b>                                    | Mr. Keiichiro Iijima*, General Manager<br>phone: +43 1269 1000 01<br>fax: +43 1269 1000 15<br>e-mail: <a href="mailto:keiichiro.iijima@mhbkl.at">keiichiro.iijima@mhbkl.at</a><br>web: <a href="https://www.mizuhobank.com/index.html">https://www.mizuhobank.com/index.html</a><br>* General Manager will be changed to Mr. Motoo Matsumoto in July. Mr. Matsumoto will be joining this event as well.                                                           |
| <b>Contact person</b>                                    | Ms. Mizuki Aosaki, Associate Director Corporate Finance<br>phone: +43 1269 1000 04<br>fax: +43 1269 1000 15<br>e-mail: <a href="mailto:mizuki.aosaki@mhbkl.at">mizuki.aosaki@mhbkl.at</a><br>web: <a href="https://www.mizuhobank.com/index.html">https://www.mizuhobank.com/index.html</a>                                                                                                                                                                       |
| <b>Field of activity of the company</b>                  | Banking                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| <b>Interest for doing business in Croatia:</b>           | Other: Supporting Japanese foreign direct investments in Croatia.                                                                                                                                                                                                                                                                                                                                                                                                 |
| <b>Others<br/>(Information you want to obtain, etc.)</b> | <ul style="list-style-type: none"> <li>- General information regarding investment environment in Croatia (incl. infrastructure, incentives from government, labor force, support from the investment agency and overall competitive advantage of doing business in Croatia )</li> <li>- Experience with Japanese investors in the past</li> <li>- Experience with investors from other countries (Western Europe, other Asian countries such as China)</li> </ul> |

11.

|                                                |                                                                                                                                                                                                 |
|------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Company name</b>                            | SUMITOMO ELECTRIC Hartmetall GmbH                                                                                                                                                               |
| <b>Address</b>                                 | Konrad-Zuse strasse 9, 47877 Willich, Germany                                                                                                                                                   |
| <b>Representative</b>                          | Mr. Naoki Sakata<br>phone: +43 676 460 4961<br>e-mail: <a href="mailto:nsakata@sei.co.jp">nsakata@sei.co.jp</a><br>web: <a href="http://www.sumitomotool.com/">http://www.sumitomotool.com/</a> |
| <b>Field of activity of the company</b>        | Metal machining                                                                                                                                                                                 |
| <b>Interest for doing business in Croatia:</b> | Import to Croatia: X                                                                                                                                                                            |

12.

|                                         |                                                                                                                                                                                                                                                                       |
|-----------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Company name</b>                     | YOKOGAWA Europe                                                                                                                                                                                                                                                       |
| <b>Address</b>                          | Al. Krakowska 197, 02-180 Warsaw, Poland                                                                                                                                                                                                                              |
| <b>Representative</b>                   | Mr. Yuko Iizuka, Director, European Emerging Countries<br>phone: +48 (22) 868 59 05<br>fax: +48 (22) 295 13 78<br>e-mail: <a href="mailto:yuko.iizuka@pl.yokogawa.com">yuko.iizuka@pl.yokogawa.com</a><br>web: <a href="http://www.yokogawa.com">www.yokogawa.com</a> |
| <b>Field of activity of the company</b> | Manufacturer of Industrial Automation and Test and Measurement solutions                                                                                                                                                                                              |