



## Examples of the CMSR's analyses

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## The CMSR's analyses

Below are listed some examples of the CMSR's analyses and research.

Client:	SID Bank
Year produced:	1992-2023
Foreign market addressed:	Serbia, Bosnia and Herzegovina, North Macedonia, Russia, Ukraine, Belarus, Kazakhstan, China, Ghana, Uganda, Nigeria, Senegal, Georgia, Armenia, Moldova, Mexico, Turkmenistan, Uzbekistan, and others
Title of the analysis:	Country risk assessments according to CMSR's own methodology
Short description:	The medium-term country risk assessment provides an overview of political, economic and financial risks and provides a quantitative and a qualitative risk assessment. The analysis presents the country's medium-term development prospects and includes a comprehensive overview of macroeconomic indicators. It includes an overview of bilateral cooperation (agreements, trade in goods, direct investment, payments and current issues) and presents opportunities for deepening the cooperation between Slovenia and the country analysed (identification of sectors and opportunities). It is based on primary sources and the use of CMSR's own methodology.
Client's results:	SID Bank uses the CMSR's medium-term country risk assessments in designing its insurance and lending policies.

Client:	SID Bank
Year produced:	2017
Foreign market addressed:	All markets
Title of the analysis:	Conducting a survey - export analysis
Short description:	Carrying out a survey on realised and potential direct investments and projects of Slovenian companies abroad. Analysis of the results of the survey (as part of a broader survey on the structure of value added in Slovenian exports).
Client's results:	SID Bank used the results of the survey and the analysis in designing its insurance and lending policy.

Client:	SID Bank and the Bank of Slovenia
Year produced:	2014-2020
Foreign market addressed:	Slovenia

Title of the analysis:	Conducting surveys - Survey on the availability of financial sources for businesses
Short description:	Since 2014, CMSR has been conducting an annual survey on market gaps in the availability of financial sources for businesses for SID Bank and the Bank of Slovenia.
Client's results:	The results of the survey are analysed and used by SID Bank and the Bank of Slovenia to address market gaps in the availability of financial sources for businesses.

Client:	SID Bank
Year produced:	2020
Foreign market addressed:	United States of America
Title of the analysis:	Medium-term country risk assessment for the USA and assessment of the current situation and risks in the US gaming industry
Short description:	<p>The analysis provides an overview of the political, economic and financial risks and provides a quantitative and a qualitative assessment of the risks. It presents the country's medium-term development prospects and includes an overview of macroeconomic indicators. An overview of bilateral cooperation is also provided. It is based on primary sources and uses CMSR's own methodology.</p> <p>The sector analysis is based on a presentation of the current market situation, assessment of risks and the presentation of medium-term forecasts for future market developments.</p>
Client's results:	SID Bank uses the CMSR's medium-term country risk assessments in designing its insurance and lending policies.

Client:	Ministry of Foreign and European Affairs
Year produced:	2020
Foreign market addressed:	Analysis of the UN indices in the context of the Decree on salaries and other remuneration of public employees working abroad, with a proposal for their use
Title of the analysis:	Analysis of the current determination of the cost of living indices with the proposed new methodology
Short description:	The proposed CMSR's methodology for the determination of the cost of living indices has been adopted and applied by the

	Ministry of Foreign and European Affairs.
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Client:	Ministry of Foreign and European Affairs
Year produced:	2003 – 2023
Foreign market addressed:	Determining cost of living indices
Title of the analysis:	Determination of cost-of-living indices for public employees working abroad (taking into account the UN methodology)
Short description:	The Ministry of Foreign and European Affairs uses the indices for the purpose of indexing the salaries of public employees working abroad, in accordance with the Decree on salaries and other remuneration of public employees working abroad.

Client:	Zavarovalnica Triglav
Year produced:	2019
Foreign market addressed:	Iran
Title of the analysis:	Payment risks assessment, business risk assessment
Short description:	Ocena političnih, ekonomskih in finančnih ter plačilnih tveganj in omejitve uvoza. Analiza temelji na primarnih virih in uporabi lastne metodologije. Assessment of political, economic, financial and payment risks and import restrictions. Analysis is based on primary sources and the use of CMSR's own methodology.
Client's results:	Zavarovalnica Triglav used the analysis in designing its insurance policy.

Client:	Zavarovalnica Triglav
Year produced:	2017
Foreign market addressed:	Russia
Title of the analysis:	Medium-term country risk assessment - Russia
Short description:	The medium-term country risk assessment provides an overview of the political, economic and financial risks and provides a quantitative and a qualitative assessment of the risks. The analysis presents the country's medium-term development prospects and includes a comprehensive overview of

	macroeconomic indicators. It includes an overview of bilateral cooperation and presents options for deepening the cooperation between Slovenia and the country analysed (identification of sectors and opportunities). It is based on primary sources and the use of CMSR's own country risk methodology.
Client's results:	Zavarovalnica Triglav used the analysis in designing its insurance policy.

Client:	Coface PKZ
Year produced:	2014-2019
Foreign market addressed:	Russia, Serbia, Ukraine, Albania
Title of the analysis:	Macroeconomic forecasts
Short description:	The analysis presents the forecasts of economic trends for each country, with an overview of macroeconomic indicators with forecasts up to 5 years.
Client's results:	Coface PKZ used the analyses in designing its insurance policy.

Client:	Coface PKZ
Year produced:	2014-2019
Foreign market addressed:	Russia, Serbia, Ukraine, Argentina
Title of the analysis:	Sectoral analyses (industries covered: household appliances and white goods; paints and varnishes; gambling; packaging industry - production of metal packaging)
Short description:	The sector analysis in each country is based on a presentation of the current market situation (domestic production, exports and imports, investments); it gives an overview of the distribution channels with a list of the largest distributors and retail sales; it presents medium-term forecasts of market development; it describes pricing and gives forecasts of price trends. It also presents the strengths and weaknesses of the market in each country. The analysis is based on primary sources.
Client's results:	Coface PKZ used the analyses in designing its insurance policy.

Client:	Coface PKZ
Year produced:	2014-2019

Foreign market addressed:	Russia, Serbia, Ukraine, Belarus, Moldova, Georgia, Uzbekistan, Kazakhstan, Turkmenistan, Azerbaijan, Kyrgyzstan, Mongolia, global market
Title of the analysis:	Sectoral analysis - pharmaceutical sector
Short description:	The analysis of the pharmaceutical sector in each country presents the current market situation (domestic production, exports and imports, investments); distribution channels with a list of the largest distributors and retail sales with, including the main pharmacy chains; medium-term forecasts of market development; pricing and forecasts of price trends. The strengths and weaknesses of the pharmaceutical market in each country are also presented. The analysis is based on primary sources.
Client's results:	Coface PKZ used the analyses in designing its insurance policy.

Client:	Limnos LLC
Year produced:	2019
Foreign market addressed:	The Republic of North Macedonia
Title of the analysis:	Market research: country risk assessment of North Macedonia and sector analysis of municipal infrastructure
Short description:	The market study analyses political, economic and financial country risks (quantitative and qualitative); sector risks for utilities infrastructure; the investment environment, incentives and barriers; identifies the most appropriate market entry strategies, distribution and retail channels, entry points and relevant institutions; and answers the question of the viability of the company entering the country. In addition to secondary data sources, primary data sources have been used primarily in preparing the survey.
Client's results:	Limnos used the survey to penetrate the market in North Macedonia.

Client:	Tevel LLC
Year produced:	2016
Foreign market addressed:	Albania
Title of the analysis:	Market research: country risk assessment of Albania and sector analysis of the coal mining industry

Short description:	The market study analyses the political, economic and financial risks (quantitative and qualitative), industry-specific risks for the coal mining sector; presents the government's strategy for the development of the sector; the investment environment, incentives and barriers; identifies the most appropriate market entry strategies, distribution and retail channels, entry points and relevant institutions. The survey has been carried out using primarily primary data sources in addition to some secondary data sources.
Client's results:	Tevel used the survey to analyse the viability of entering the coal mining market in Albania.

Client:	Tevel LLC
Year produced:	2014
Foreign market addressed:	India
Title of the analysis:	Market Research: research of India's economy, domestic market and payment risk survey (focusing on sector analysis of the underground coal mining industry in India)
Short description:	The market survey presents the economic and investment environment, current economic trends and development prospects, business risks, an overview of bilateral cooperation and promising sectors for deepening the cooperation. The study provides a detailed description of the sectors relevant to the client (oil and gas, coal), the government's strategy for the development of these sectors, relevant legislation, rules and regulations, market entry strategies, opportunities, barriers and entry points.
Client's results:	Tevel used the survey to analyse the viability of entering the coal market in India.

Client:	Hidroinženiring LLC
Year produced:	2013
Foreign market addressed:	Azerbaijan
Title of the analysis:	Market research: Azerbaijan economy, market opportunities and payment risks in Azerbaijan.
Short description:	The market survey provides an insight into the economic environment and business risks, gives an overview of bilateral relations and presents the investment environment. It provides

	an overview of the client's prospective sectors and market entry strategy, as well as the identification of entry points. The analysis also provides an overview of statistical indicators and operating costs, as well as an overview of investment projects, open tenders and trade fair events relevant to the client. The research is based on primary sources.
Client's results:	The survey was used by Hidroinženiring to analyse the viability of entry into Azerbaijan.

Client:	SPIRIT Slovenia
Year produced:	2002 – 2008
Foreign market addressed:	Multiple countries
Title of the analysis:	Export window (Izvozno okno)
Short description:	The CMSR developed the concept of the webpage Export Window (Izvozno okno), defined the content for the country presentations and updated the entire country database in 2002-2008 (twice per year).
Client's results:	The Export Window (Izvozno okno) is meant to help Slovenian exporters when entering new markets.