

# SPAR Slovenia – still on the path to success



In 1991 a SPAR Supermarket opened its doors in Ljubljana for the first time to offer Slovenian consumers a very new shopping experience: the combination of international branded goods, many regional products and cost-effective SPAR private label products was exactly what Slovenian consumers wanted. SPAR Slovenia continued to expand in the subsequent years. Today, SPAR Slovenia is one of the largest and most prestigious food retail businesses in the country. In total, 123 stores generated a gross turnover of €848 million in 2019. 20 of these stores are managed by in-

dependent retailers. 4,991 employees work for SPAR Slovenia, and make a significant contribution to the success of the company. In 2019, SPAR was chosen as 'Online Retailer of the Year' in the 'Food and Drink' category. This result was decided by a specialist international jury, but it also took into account ratings from online customers.

## Management:



**Jure Petkovšek**  
Director

**Igor Mervič**  
General Director

### FACTS & FIGURES 2019

Number of employees	4,991
Gross sales turnover	848 Mio. Euro
Growth in sales	4.0 %

### STRUCTURAL DATA 2019

	Number of stores	Sales area in m <sup>2</sup>
SPAR	111	105,615
INTERSPAR	12	58,390
<b>Total</b>	<b>123</b>	<b>164,005</b>

[www.spar.si](http://www.spar.si)

# SPAR in Slovenia

The head office in Ljubljana is also the administrative centre of SPAR Slovenia. And this is where the strategic company decisions are made, not least those relating to further expansion. In addition to the headquarters, the logistics centre and the SPAR-owned bakery are also in Ljubljana.



## Store formats

From urban to rural, from residential development to the feel of historical locations: one of the cornerstones for the entrepreneurial success of SPAR is that it has the right retail concept for each site. With 111 SPAR Supermarkets

and 12 INTERSPAR Hypermarkets, SPAR Slovenia clearly shows that it has the right solution for each site.



**SPAR Supermarkets** are modern, full-line local suppliers with a wide range of fresh produce. With sales area of up to 2,000 m<sup>2</sup>, SPAR Supermarkets offer a comprehensive range, professional customer service and attractive prices.



**SPAR City stores** are a hybrid form of SPAR Supermarkets, specially developed for busy urban sites. The range comprises between 4,000 and 7,000 products to satisfy customers' immediate needs.

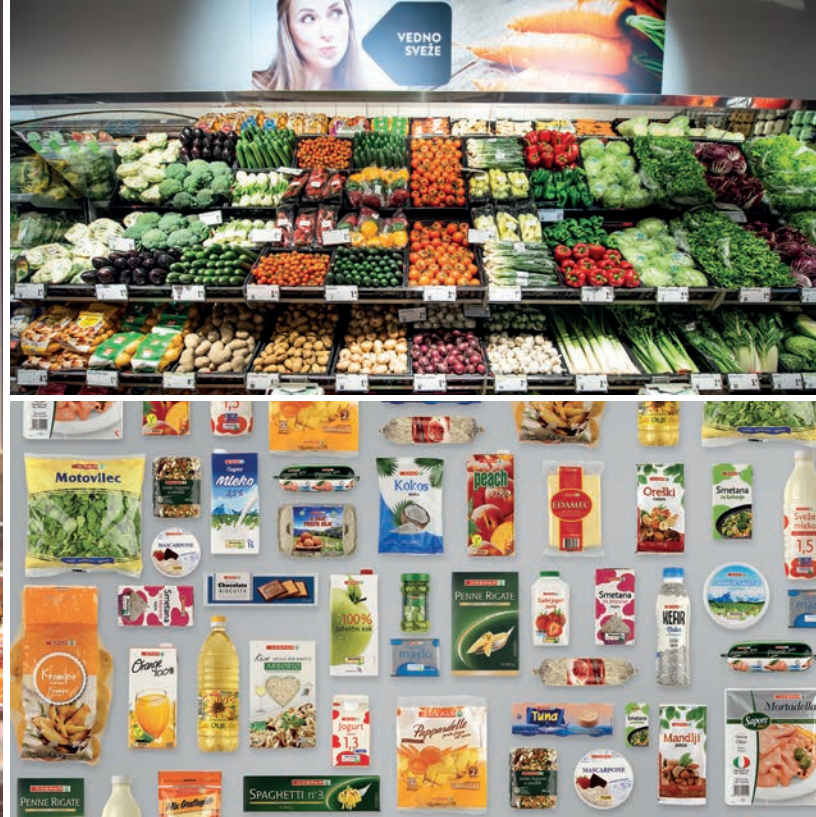


**INTERSPAR** is the store format that offers the largest retail sales area, with up to 6,000 m<sup>2</sup>. INTERSPAR Hypermarkets offer a range of around 40,000 products. Particular highlights of INTERSPAR Hypermarkets are the fresh produce departments.



**INTERSPAR Restaurants** are modern self-service restaurants in INTERSPAR stores, in which guests can enjoy a wide variety of culinary delights.





## Range, products & private labels

SPAR Slovenia offers a wide range of international branded goods as well as thousands of regional and local products from Slovenian producers. The SPAR private label lines, such as S-BUDGET, SPAR or PEKARNA SPAR offer customers a range of around 7,500 SPAR private label products. These form the solid foundations of the range in Slovenia, to which regional products are gradually added. With extraordinary resourcefulness, SPAR Slovenia went searching

for young businesspeople and their innovative products. In partnership with the leading Slovenian TV broadcaster Pro Plus, SPAR Slovenia initiated the 'Štartaj Slovenija' initiative, and publicly started the search for the next generation of exciting young businesspeople. The fourth round of the successful start-up search began in 2019.



## Sustainability

The issue of sustainability is particularly important to SPAR Slovenia, and many activities have been put into practice. On the one hand, customers were told about 'healthy choice' eating while, at the same time, work continues on the SPAR private label products, so that they contain less sugar or salt. A further pillar is food waste, which SPAR Slovenia has sworn to combat. Consumers are given tips and recipes explaining what they can do to counter food waste. A significant factor for the environment is careful use of resources, which the company is actively pursuing. Part of this is sustainable recycling of shopping bags, joint river clean-up initiatives and the construction of environmentally-friendly, energy-saving stores. The support of social institutions and associations is an equally important aspect of SPAR Slovenia's CSR activities.

For more information, please see: [www.dobromednami.si](http://www.dobromednami.si)



# The company at a glance

## SPAR Austria Group

SPAR Slovenia is part of the SPAR Austria Group. SPAR Austria Group is a private Austrian family business, that was founded in 1954, in Kufstein (Tyrol). At first active in the food retail business in Austria, the company has grown over the past six decades into a Central-European retail group and has since enjoyed exceptional success in the food retail, sports retail and shopping centre sectors in Austria, and also in eight other countries. SPAR has over 3,200 stores at home and abroad and employs around 85,000 people. Gross sales turnover for the SPAR Austria Group totalled €15.72 billion in 2019. [www.spar.at](http://www.spar.at)



## ASPIAG

ASPIAG (Austria SPAR International AG) was founded in 1990 as a subsidiary of SPAR Austria. The aim of ASPIAG was then, and still is today, to build up independent organisations in each country. SPAR currently has over 1,380 stores in North-East Italy, Slovenia, Hungary and Croatia. SPAR Austria Group generates nearly half of its sales in these countries. In 2019 the ASPIAG countries achieved a turnover of €5.99 billion. ASPIAG's registered office is in Widnau (CH). [www.aspiag.com](http://www.aspiag.com)



## Hervis sports retail

SPAR has been operating very successfully for over 40 years in the sports retail business in Austria, Slovenia, Hungary, Czech Republic, Croatia, Romania and Germany (Bavaria) with its subsidiary, Hervis. In 2019, 237 stores generated a turnover of of €510 million. No less than five per cent of sales are generated online. [www.hervis.at](http://www.hervis.at)

## SES Spar European Shopping Centres

The subsidiary SES combines all SPAR Austria Group's shopping centre activity. Market leader in Austria and Slovenia, SES is also active in Italy, Hungary, Czech Republic and Croatia. The majority of the 29 stores is owned by SES; for a few centres that SES does not own, SES assumes the management and leasing. In 2019, SES generated a gross annual retail turnover of €2.83 billion. [www.ses-european.com](http://www.ses-european.com)

