



Eximbanka's Export Barometer 2026

2026, Bratislava, Slovakia



1. What do you consider to be the main obstacles to exporting?

The biggest obstacle is finding or verifying a reliable partner (26.90%).

Partners – find / verify a reliable partner



26.90%

Partners

Dominant theme

Financial risk / payments



20.40%

Payments

The second factor

Regulation / legislation / certification



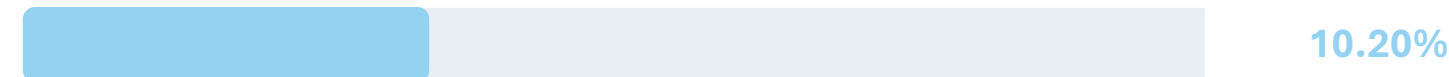
18.00%

Geopolitical / political risk



16.70%

Logistics / customs processes

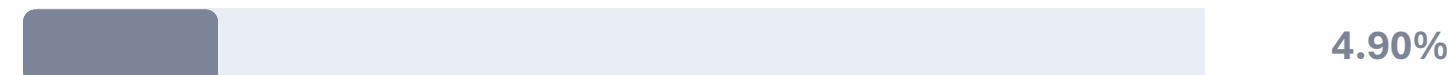


10.20%

Regulation

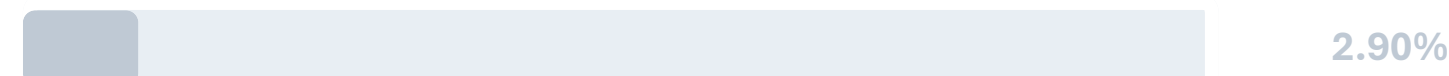
Third factor

Other



4.90%

Cultural and market differences



2.90%

Practical risks associated with the credibility of partners, financing and administration remain key.

2. What is important when choosing a local partner?

When choosing a partner, knowledge of the local market and legislation is the main factor (27.50%).

Knowledge of local market and legislation



27.50%

Reputation/trustworthiness



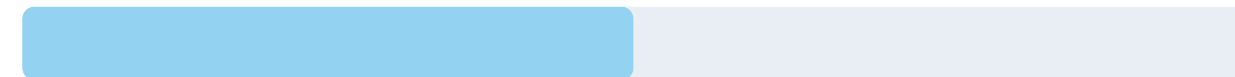
23.70%

Long-term cooperation / relationship



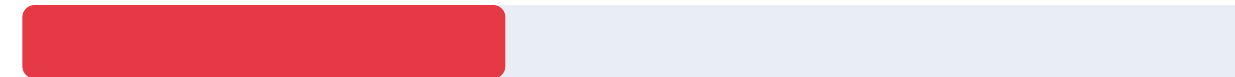
19.60%

Distribution network / ability to bring in customers



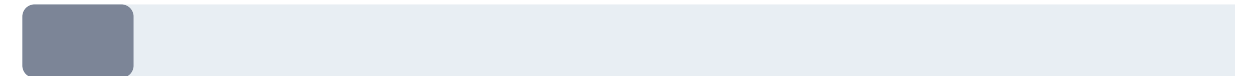
14.80%

Technical background / expertise



11.70%

Other



2.70%

Expertise

Market and legislative knowledge

Trust

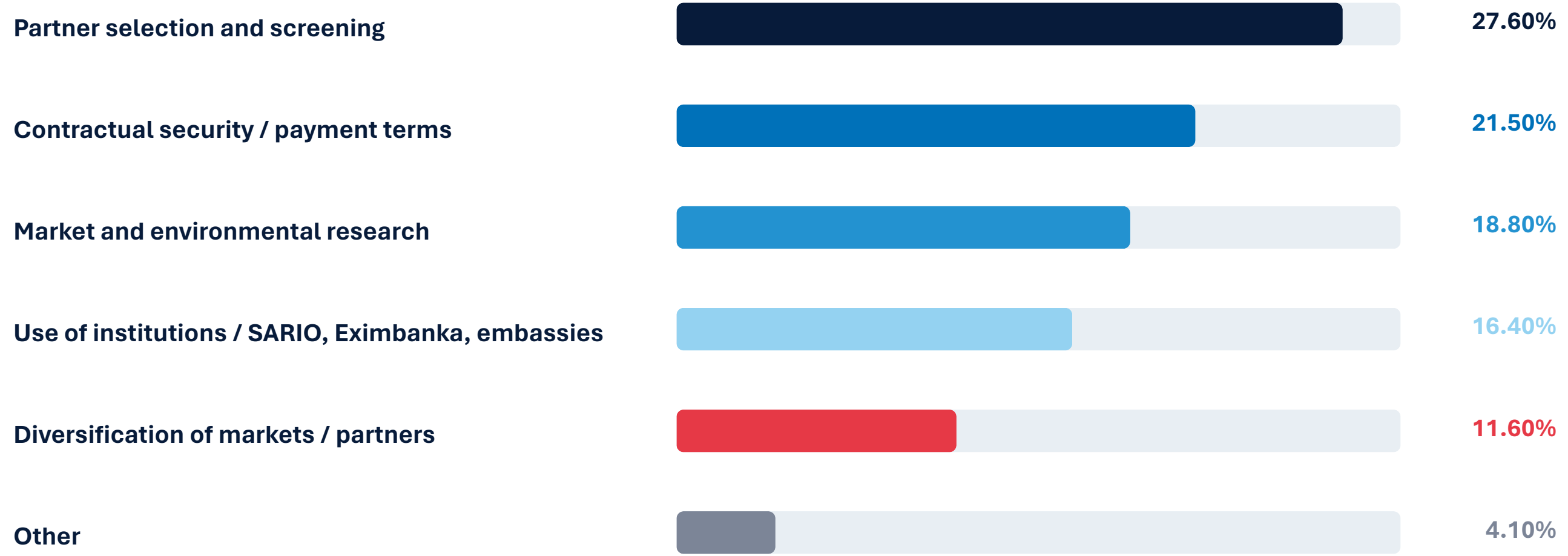
Reputation and credibility

Stability

Long-term relationship

3. How do you manage export risks?

Exporters rely most on partner vetting (27.60%) and clear trading terms (21.50%).

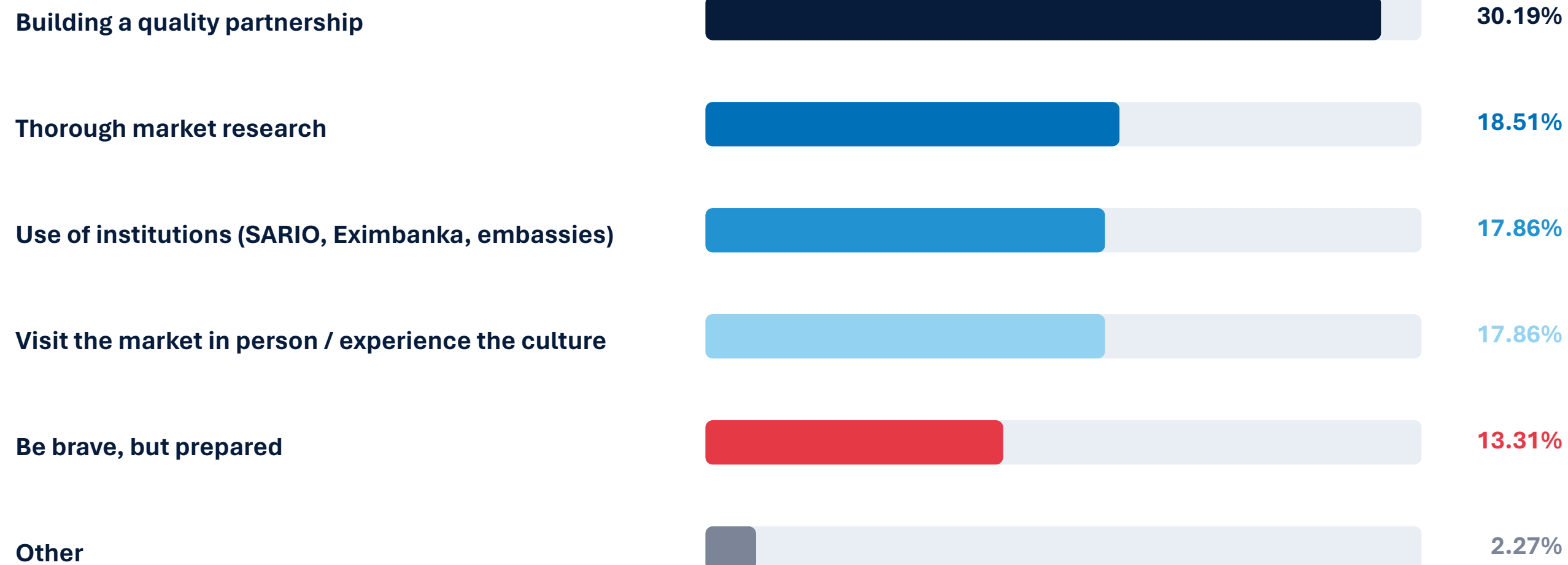


Prevention is stronger than reaction: companies emphasize verifying partners before entering the market.



4. What recommendation would you give to Slovak exporters?

The strongest recommendation: choose and build a relationship with a quality partner (30.19%).



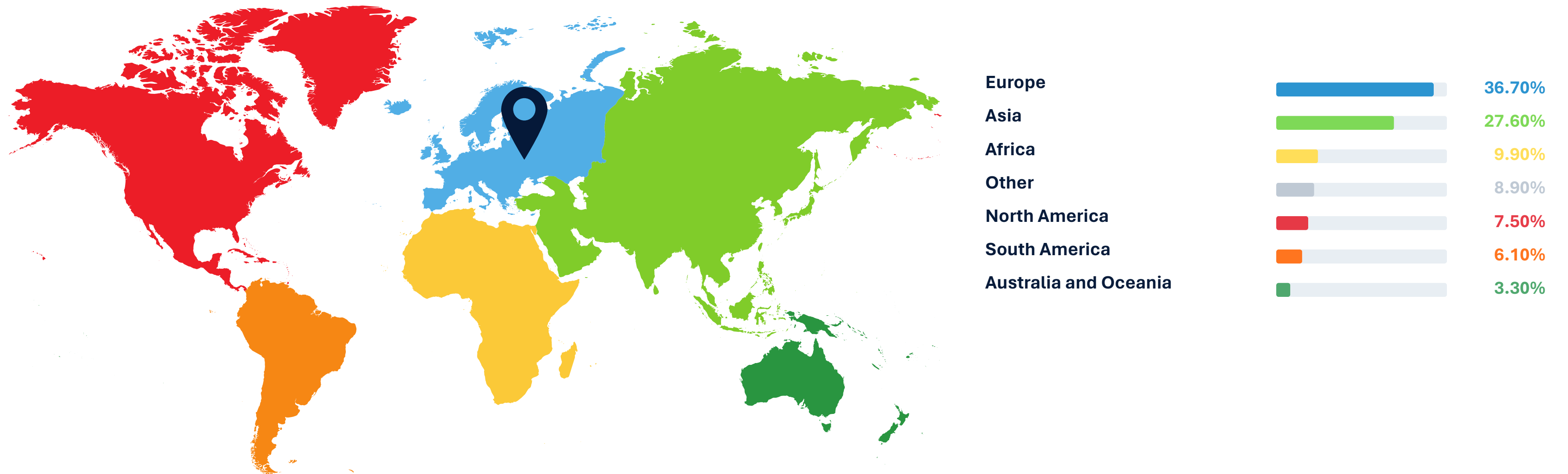
Practical formula

- 1 Preparation
- 2 Partner
- 3 Personal market knowledge

Respondents recommend a combination of courage, preparation, and practical knowledge of the environment.

5. What territories do you currently export to?

Europe accounts for the largest share (36.70%), and Asia also has a significant share (27.60%).



6. What territories are you planning to export to?

The greatest planned interest is in Asia (31.12%), followed by Europe (25.00%) and Africa (14.29%).



7. Space for your notes and comments

Secure payments, institutional support, new Asian markets, and networking repeatedly appeared in open-ended responses.



Safe conditions

The need for secure trading and payment terms.



Exporter support

Greater support from the state, Eximbanka and other institutions.



Asian markets

Interest in Southeast Asia, India, Indonesia and Thailand.



Networking

The importance of personal meetings and networking with partners.



Practical barriers

Customs administration, certifications, financing and partner screening.

Companies need secure market entry, trusted partners, and practical connections to new opportunities.

01 Export markets

Europe currently dominates, but planned interest is shifting significantly towards Asia.

02 The biggest barrier

The strongest obstacle is finding or verifying a reliable partner.

03 Risk management

Companies emphasize partner vetting, contractual arrangements, and market research.

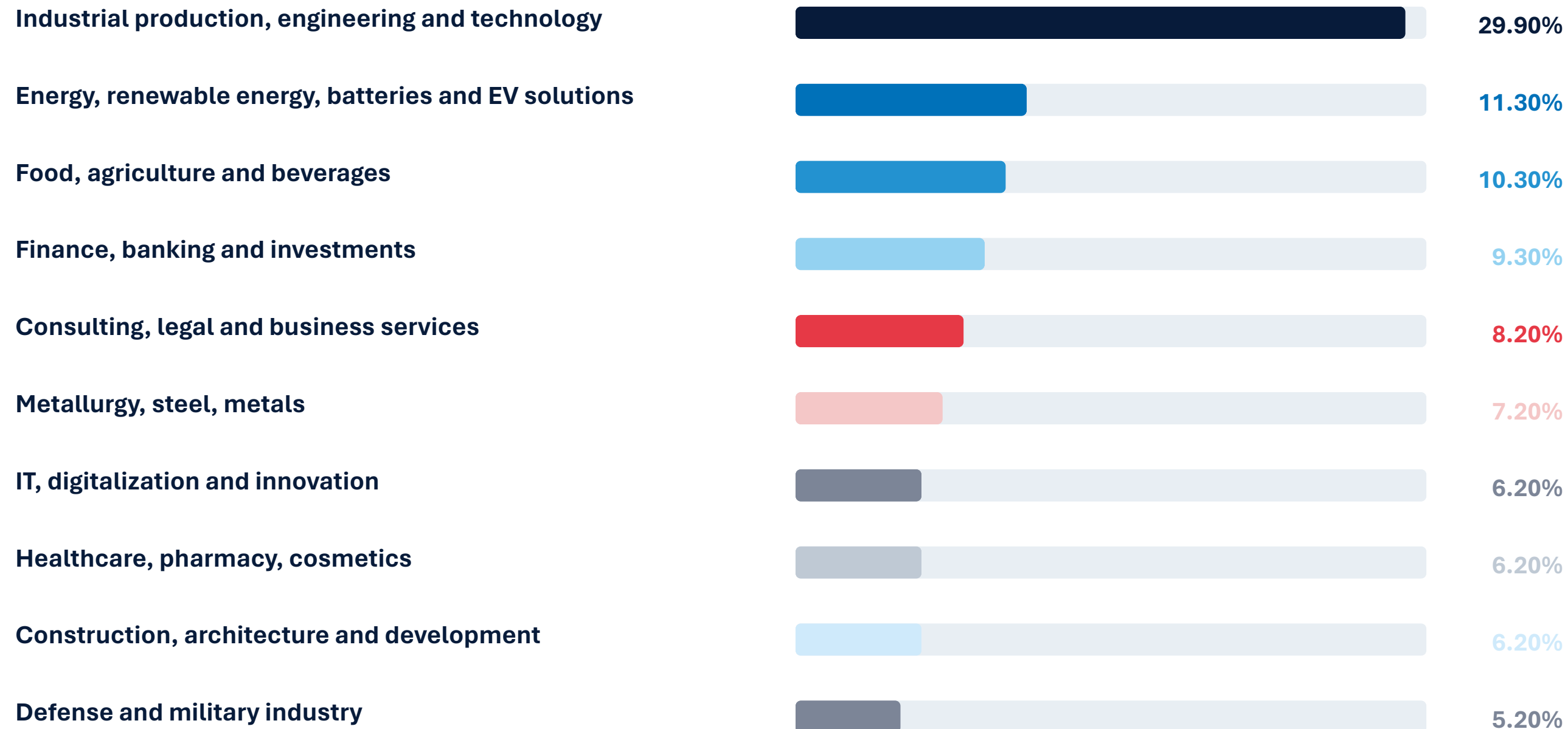
04 Exporter recommendation

The key is a quality partner, thorough preparation, courage, and personal knowledge of the market.

Common line of responses: safe, prepared and partnership-based entry into foreign markets.

Most common sectors / business areas among respondents

Companies from industrial production, engineering and production technologies were most frequently represented.



energy

other strong areas

finances

service representation

Objective: to gain an overview of the export activities of Slovak companies, their experiences, challenges, needs and plans for further expansion into foreign markets.

Target group

Slovak exporters, companies, clients and representatives of the business environment.

Method

Online survey

Data collection

March 9, 2026 – June 9, 2026

Number of respondents

116

Type of questions

Closed, multiple choice and open answers.

Evaluation

Percentage evaluation, categorization of open-ended responses and comparison of responses.

Note: When asking questions about export territories, it is necessary to take into account that some of the respondents were participants in the EXIMBANKA SR Export Club focused on Southeast Asia.



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