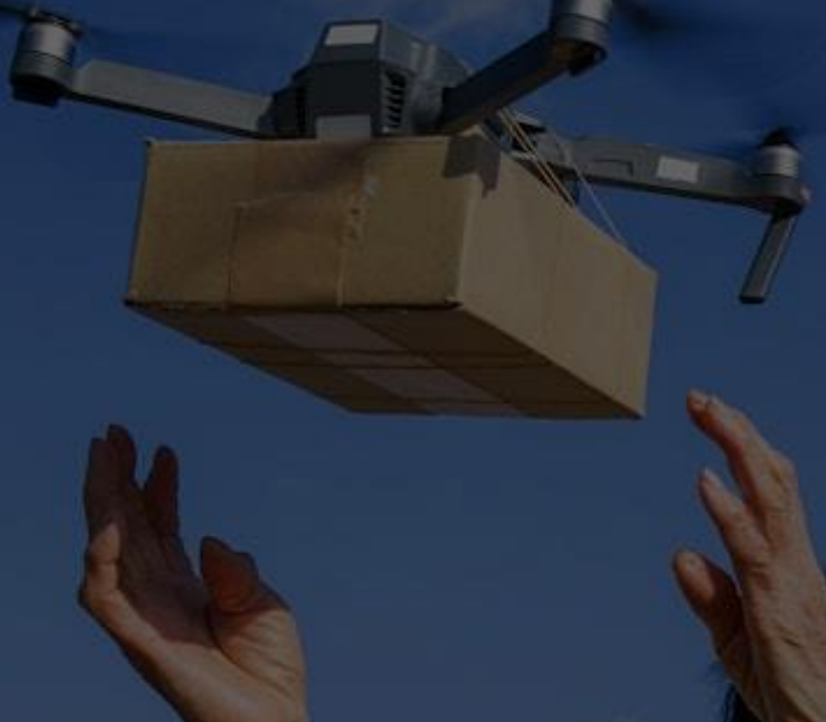
The Rise of Global China

Implications for Slovenian Companies



Anastas Vangeli, 17.9.2025

Slovenian Exporters Conference, Akademija Finance, Brdo pri Kranju

The common narrative on doing business with China

- Large but still expanding market, with a lot of opportunities
- Retaining its charm and allure despite geopolitical friction
- To ‘crack it’ you need to develop background and situational knowledge, and intercultural sensibility

-> that’s really just one part of the story

Enter Global China

- Global China is a highly integrated and well coordinated system of production, finance, software, logistics and standards whose tempo and price ripple into the world, including Europe.
- Global China initiates dialogical co-production of meanings, practices, regulations. The West has changed due to China’s global rise.
- We experience Global China not as a headline but as a effect on prices, deadlines, new specifications, but also new policies and regulations.
- New global dynamics: China sets the reference; Western centres of power adjust rules and value chains; the ‘small ones’ like Slovenia have to pursue double adaptation.

Three pillars of the change induced by Global China

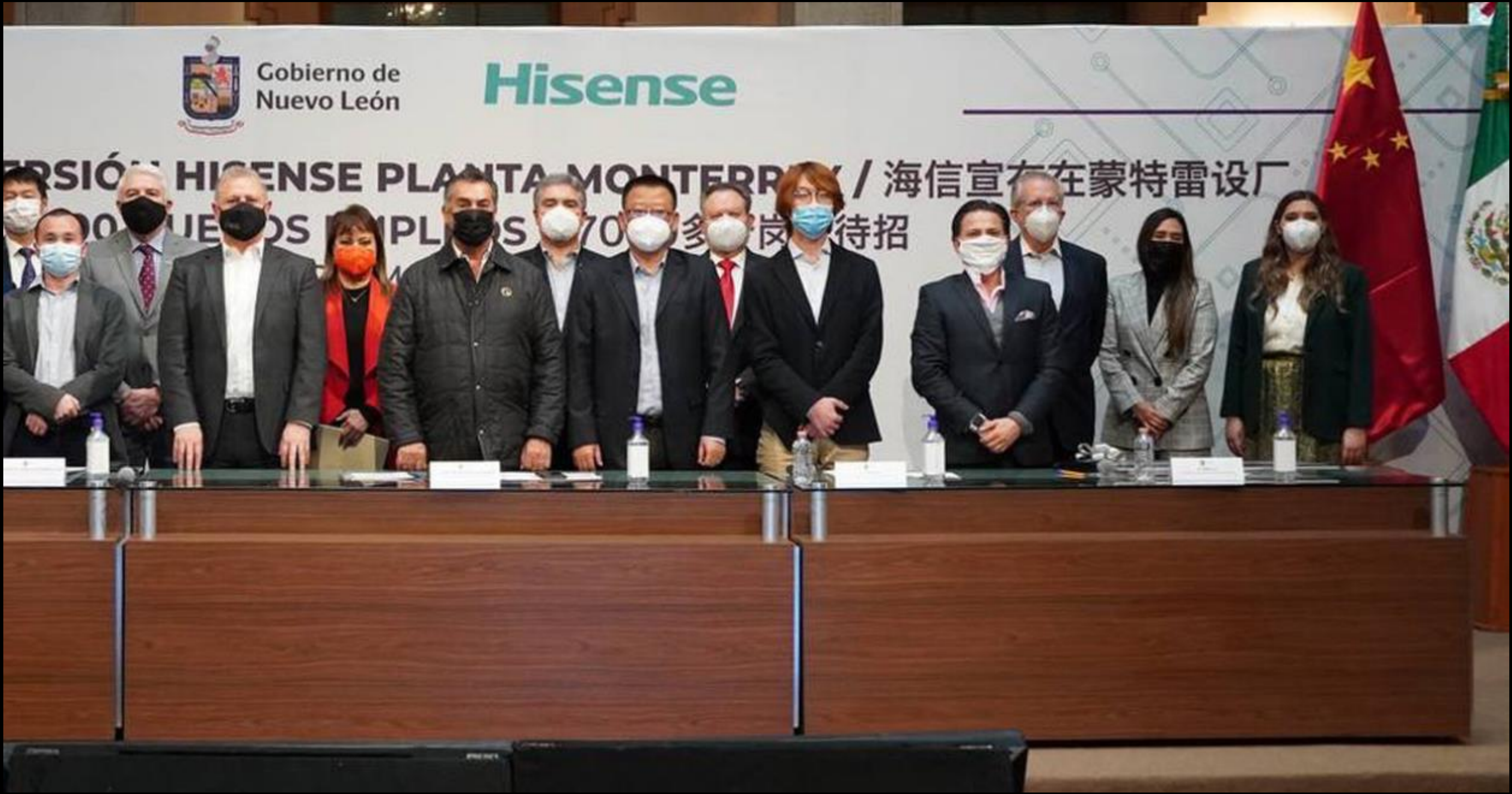
- Scale and Speed
  - Scale is not just population or territory or capacity; it is the learning curve that ultimately pushes costs down until the Chinese product becomes highly competitive
  - The West has answered with tariffs, screening, and a carbon border, yet the decisive variable remains tempo
- Ideology
  - Socialism did not end in 1989; it adapted, bringing entrepreneurs into the Party, leaning into world markets, and using planning to mobilize capital and capacity. Now its horizon is global. And its principles mainstream in international business.
  - No sentimentality when it comes to introducing new technology!
- Hard work
  - “Development is a hard truth”
  - *996*, although 24/7 also applies: “we will revert next week” becomes more of “we changed it last night”

Three challenges for Slovenian companies

- Run like your life depends on it
  - Easier said than done: be faster, more reliable and predictable, and ever more flexible and easy to work with. You now compete with OEMs who advertise directly on TikTok.
- Securitized interdependence
  - Has to be done (because of higher power): in response to China, the EU is de-risking. This still means a lot of different things but the common threads are: compliance to ever growing regulation (including paperwork), and potentially diversification.
- Coordination of capacities
  - Could be done, and could lead to great outcomes: coordinate between each other, tap into new European opportunities, but ultimately, embrace a ‘coalition’ mindset – with each other; neighbors; and potentially Chinese companies.

Three out-of-the-box visions

- Co-make with Chinese companies in EU
- Co-sell with Chinese companies in third markets
- Co-scale the *region* to achieve momentum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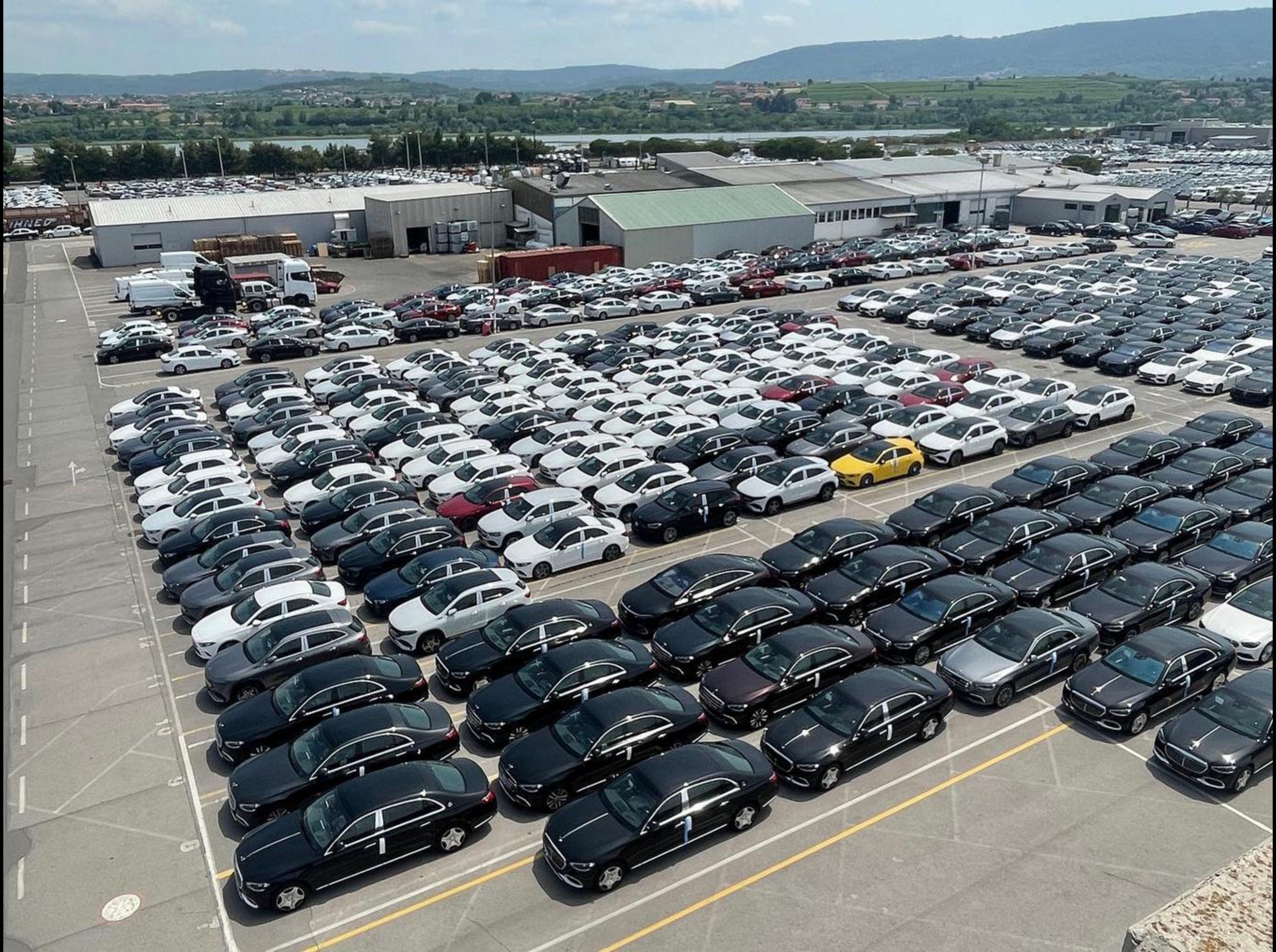

Q&A

anastas.vangeli@ef.uni-lj.si