

An Institutional Guide

# WHO'S WHO IN CROATIAN DEFENCE



REPUBLIC of CROATIA  
Ministry of  
Economy



REPUBLIC OF CROATIA  
Ministry of Foreign  
and European Affairs



REPUBLIC OF CROATIA  
Ministry of Defence

# MINISTRY OF ECONOMY OF THE REPUBLIC OF CROATIA

The Ministry of Economy of the Republic of Croatia (MINGO) is the central state authority responsible for strengthening the competitiveness of the Croatian economy, its industrial policy, entrepreneurship, trade, and direct foreign investment.

In the defence and security sector, the Ministry shapes the industrial policy, regulates defence-related production and trade, and supports the integration of the Croatian industry into international value chains.

The Croatian defence industry responds to new risks and insecurities by producing and integrating high-tech innovative products and/or services with high added value. This includes the production of guns and ammunition, military and special vehicles, protection equipment, electronics and optic devices, as well as unmanned systems.

## Defence Industry Regulation & Strategic Trade Control

The Ministry is the competent authority for the supervision and regulation of trade in military goods, defence products and non-military lethal equipment, including production, import, export, and transfer activities. This framework is governed by the Act on the

Supervision of Trade in Military Goods and Non-Military Lethal Equipment and its implementing regulations.

The Ministry also implements legislation governing chemicals covered by the Chemical Weapons Convention, issues prior approvals for the production of weapons and military equipment intended for export and issues a Certificate of Eligibility which is used for companies' application to NATO institutions.

### More information:

uprava\_sektorindustrija@mingo.hr  
info-oruzje@mingo.hr  
+385 1 6106 999

## Investment Support & Greenfield Defence Projects

Through the InvestCroatia framework, the Ministry supports foreign investors interested in greenfield and expansion investments, including those in the defence and dual-use sectors, providing coordinated institutional support from site selection to incentives and coordination with national and local authorities.

### More information:

invest@mingo.hr  
<https://investcroatia.gov.hr/>

## Contact

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Ministry of Economy of the  
Republic of Croatia  
Ulica grada Vukovara 78,  
HR-10000 Zagreb  
+ 385 1 6106 111  
<https://mingo.gov.hr>

# MINISTRY OF DEFENCE OF THE REPUBLIC OF CROATIA

The Ministry of Defence of the Republic of Croatia (MORH) is the central authority responsible for the formulation and implementation of the national defence policy, the development and readiness of the Armed Forces of the Republic of Croatia, and the protection of national sovereignty, territorial integrity, and constitutional order. As a member of NATO and the European Union, Croatia ensures that its defence capabilities and strategic partnerships are aligned with Euro-Atlantic security requirements and international standards.

The Ministry oversees the planning, acquisition and sustainment of defence capabilities, including capability development, procurement, logistics, infrastructure and materiel. MORH works closely with international allies and partners to facilitate interoperability and to effectively contribute to collective defence and security. It also represents Croatia in defence-related policy and capability forums, including NATO structures, EU defence initiatives and bilateral defence cooperation frameworks.

## Policy, Strategy & International Security Cooperation

In addition to capability development, MORH contributes to the design and implementation of national defence strategies and long-term investment plans supporting Croatia's role in collective defence. This includes the preparation of national defence investment plans linked to EU funding mechanisms and cooperative instruments that foster joint capability development at the European level.

## Defence Industry Engagement & Capability Development

MORH plays a central role in creating opportunities for cooperation between foreign defence companies and Croatia's defence sector. The Ministry engages with industry partners in modernisation programmes, technology integration and industrial participation in capability projects that strengthen the Croatian Armed Forces and contribute to wider NATO and EU defence objectives.

Croatian Defence Attachés stationed abroad:  
<https://mvep.gov.hr/embassies-and-consulates/embassies-of-the-republic-of-croatia-in-the-world/244601>

## Supporting Foreign Partners

For foreign defence firms and investors, MORH provides a stable strategic and regulatory environment for engagement in Croatia's defence programmes, facilitating access to procurement processes, dialogue on capability needs, and partnerships that support innovation, technology transfer and integration into modern defence systems.

## Military Exhibition ASDA

MORH supports the Adriatic Sea Defence & Aerospace Exhibition (ASDA). This military exhibition showcases the achievements of the defence industry and supports the international recognition of Croatian defence industry manufacturers. The next, 9th edition of the ASDA will be held in Zagreb from 27 to 29 April 2027.

## Contact

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Ministry of Defence of the  
Republic of Croatia  
Trg kralja Petra Krešimira IV br. 1,  
HR-10000 Zagreb  
+385 1 4567 111  
pisarnica@moph.hr  
kabinet@moph.hr  
<https://moph.gov.hr>

# MINISTRY OF FOREIGN AND EUROPEAN AFFAIRS OF THE REPUBLIC OF CROATIA

The Ministry of Foreign and European Affairs of the Republic of Croatia (MVEP) is responsible for foreign policy, international relations, and diplomatic representation.

## Defence Diplomacy & International Security Cooperation

The Ministry is responsible for Croatia's defence diplomacy and international security cooperation. It represents the Republic of Croatia and the interests of its security and defence industry within NATO, the European Union, international organizations, and other multilateral security frameworks. The Ministry supports the development of bilateral and multilateral defence cooperation agreements, political dialogue on security matters, and international initiatives that strengthen defence-industrial cooperation, interoperability, and long-term partnerships.

## Support Abroad

Through its global diplomatic network and coordination role, the Ministry facilitates international industrial cooperation by connecting Croatia's defence industry with international partners, coordinating contacts with

Croatian authorities and industry stakeholders, and promoting Croatia as a reliable partner for defence production, research and development, maintenance, technology transfer, innovation, and integration into international supply chains.

Diplomatic Network enquiries  
List of Diplomatic Missions and Consular Offices of Croatia Abroad  
<https://mvep.gov.hr/embassies-and-consulates/embassies-of-the-republic-of-croatia-in-the-world/244601>

#### **More information:**

dt@mvep.hr  
<https://mvep.gov.hr/gd>

## **Dual-Use Export Control**

The Ministry is the competent authority for controlling the export of dual-use goods and technologies, administering procedures under Regulation (EU) 2021/821 and national legislation, and serving as the primary point of contact for dual-use export control matters.

Dual-use export control enquiries:  
kontrola.izvoza@mvep.hr  
<https://mvep.gov.hr/o-hrvatskom-izvozu/kontrola-izvoza/roba-s-dvojnom-namjenom/245169>

## **Contact**

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Ministry of Foreign and European Affairs of the Republic of Croatia  
Trg Nikole Šubića Zrinskog 7–8, HR-10000 Zagreb  
+385 1 4569 964  
ministarstvo@mvep.gov.hr  
<https://mvep.gov.hr>

# **MINISTRY OF THE INTERIOR OF THE REPUBLIC OF CROATIA**

The Ministry of the Interior of the Republic of Croatia (MUP) is responsible for public order and safety, policing, border management, civil protection, regulation of explosive substances, and radiological safety. It also participates in the homeland security system.

## **Security, Civil Protection & Industry Relevance**

Through its Civil Protection Directorate, MUP plays a key role in national resilience and preparedness for emergencies, including natural disasters, industrial accidents, and hazardous incidents. Its activities include disaster risk reduction, emergency planning and training, coordination of response systems, mine action and cooperation with specialised national and international partners.

These functions create opportunities for cooperation with defence- and security-related industries in connection with protective equipment, emergency and crisis-response technologies, humanitarian demining and explosive ordnance disposal solutions, unmanned systems for search and rescue, sensor technologies, communications systems, and hazardous-materials handling.

MUP also contributes to international security cooperation within the European Union, including Schengen-area security, border management, counter-terrorism and crime prevention frameworks. This international engagement supports harmonised standards and interoperability relevant to companies developing technologies for law enforcement, civil protection and internal security.

## Contact

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Republic of Croatia, Ministry of the Interior  
Ulica grada Vukovara 33, HR-10000 Zagreb  
+385 1 6122 111  
pitanja@mup.hr  
<https://mup.gov.hr/>

# Quick reference: Who to contact?

**Defence procurement inquiries → MORH**

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**Export licenses (military goods) → MINGO**

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**Export licenses (dual-use) → MVEP**

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**Trade promotion/market entry → Agency ALAN**

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**Greenfield investments → MINGO**

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**Industry partnerships/B2B matchmaking → HGK, HKKOI**

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**Regulatory & business advocacy → HUP**

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**EU defence programmes/R&D cooperation → HKKOI**

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**Civil protection & emergency technologies → MUP**

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# AGENCY ALAN

## (Agencija ALAN d.o.o.)

Agency ALAN is a state-owned company established by the Government of the Republic of Croatia to act as the principal agent for the import and export of defence equipment, armament, and military products. It supports the Ministry of Defence, the Croatian Armed Forces and other competent authorities in developing, commercialising and exporting Croatian defence products, and in promoting the national defence industry internationally.

Agency ALAN's mission is to support the capacities of the Croatian defence industry and to increase the export of the defence sector of the Republic of Croatia to existing emission markets, but also to open sales channels to new international markets, providing clients and customers with support, security and reliability while continuously strengthening the industrial base of Croatian defence products and services.

## Role in the Defence Trade and Industry Support

Agency ALAN acts as the Government's representative in the defence trade by conducting and coordinating commercial import and export activities of weapons and military equipment for the needs of the Croatian Armed Forces and other authorised governmental users, as well as for commercial

export purposes. The Agency supports market analysis, contract preparation and execution, and cooperation with relevant ministries to ensure compliance with national, EU and international defence-trade regulations.

Where applicable, Agency ALAN participates in industrial cooperation arrangements and technology-transfer initiatives, enabling the Croatian industry to engage in joint production and strategic partnership frameworks. Agency ALAN also assists with licence-related procedures, export compliance processes, liaising with competent authorities and ensuring alignment with international non-proliferation and transparency commitments.

## Engagement with the Industry and International Markets

The Agency actively promotes Croatian defence industry participation in major global defence exhibitions and events, showcasing Croatian defence products and services, technologies and equipment to international buyers and partners.

Agency ALAN also maintains a central role in gathering and disseminating market intelligence through the Croatian Defence Industry Competitiveness Cluster (HKKOI) platform, facilitating Croatian industry access to procurement and capability needs abroad, and supporting Croatian producers in positioning their products in export markets.

## Contact

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Agency ALAN d.o.o.  
Ulica Nike Grškovića 15, HR-10000  
Zagreb  
+385 1 3780 802  
info@alan.hr  
<https://www.alan.hr/>

# CROATIAN CHAMBER OF ECONOMY

## Defence Industry Association

The Defence Industry Association of the Croatian Chamber of Economy brings together Croatian manufacturers and solution providers specialising in equipment, systems and services for the armed forces, police, and security services. The Defence Industry Association acts as the central coordination and representation platform of the Croatian defence industry, representing its member companies at national institutions, and supporting them through advocacy, policy dialogue and international positioning within EU and NATO frameworks. One of its key promotion tools is the Croatian Defence Industry Catalogue which presents national companies, products and capabilities to international partners and institutions: <https://hgk.hr/documents/katalog-obrane202568aeaab10501e.pdf>

The Croatian Chamber of Economy (HGK) organises the Industry Days,

thematic conferences and B2B matchmaking events, and coordinates joint appearances at leading international defence and security exhibitions and business missions, enabling market access and strategic partnerships. The HGK also serves as a national coordination point for NATO-related industrial cooperation, supporting Croatian companies in accessing NATO supply chains and programmes. Through the HGK, companies receive support in export promotion, partner search, market intelligence, and access to foreign markets.

### More information:

industrija@hgk.hr  
obrana@hgk.hr  
nato@hgk.hr

## Contact

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Croatian Chamber of Economy  
Rooseveltov trg 2, HR-10000 Zagreb  
hgk@hgk.hr  
<https://www.hgk.hr>

# CROATIAN EMPLOYERS' ASSOCIATION

The Croatian Employers' Association (HUP) is a voluntary, non-profit, independent organization representing employers with the mission of protecting and promoting their economic and social interests. Based on voluntary membership and democratic representation, HUP actively supports entrepreneurship, free-market principles, and a competitive business environment in Croatia. Its structure includes 30 sector-specific associations that advocate for the interests of individual industries and contribute to evidence-based policymaking.

## Defence Industry Coordination

Within this framework, the Defence Industry Coordination initiative serves as a dedicated platform for companies operating in the defence and security sector. It enables members to collectively address industrial cooperation, innovation, export potential, and long-term strategic development. The Coordination actively promotes dialogue with national institutions, EU bodies and international partners, strengthening the integration of Croatian defence companies into European and global value chains.

## Contact

Croatian Employers' Association  
Radnička cesta 37a, HR-10000 Zagreb  
hup@hup.hr  
<https://www.hup.hr>

## CROATIAN DEFENCE INDUSTRY COMPETITIVENESS CLUSTER

The Croatian Defence Industry Competitiveness Cluster (HKKOI) is the national umbrella association bringing together industrial companies, research institutions and innovation actors in Croatia's defence and security sector based on the triple helix model.

The HKKOI is also the official host association for the EDF National Focal Point, a member of official defence associations under the EU, such as the ENDR Network, NDIA and others. The HKKOI assists the strengthening of investments in defence innovation and R&D, facilitates industrial cooperation between Croatian partners and the EU, and supports participation in EU-funded defence programmes and international cooperation initiatives, as well as visibility promotion activities for the Croatian defence industry.

## Contact

Croatian Defence Industry Competitiveness Cluster  
info@hkkoi.hr; predsjednik@hkkoi.hr  
<https://hkkoi.hr>

