



**Invest**  
NORTH  
MACEDONIA

**AGENCY  
FOR FOREIGN  
INVESTMENTS  
AND EXPORT PROMOTION**

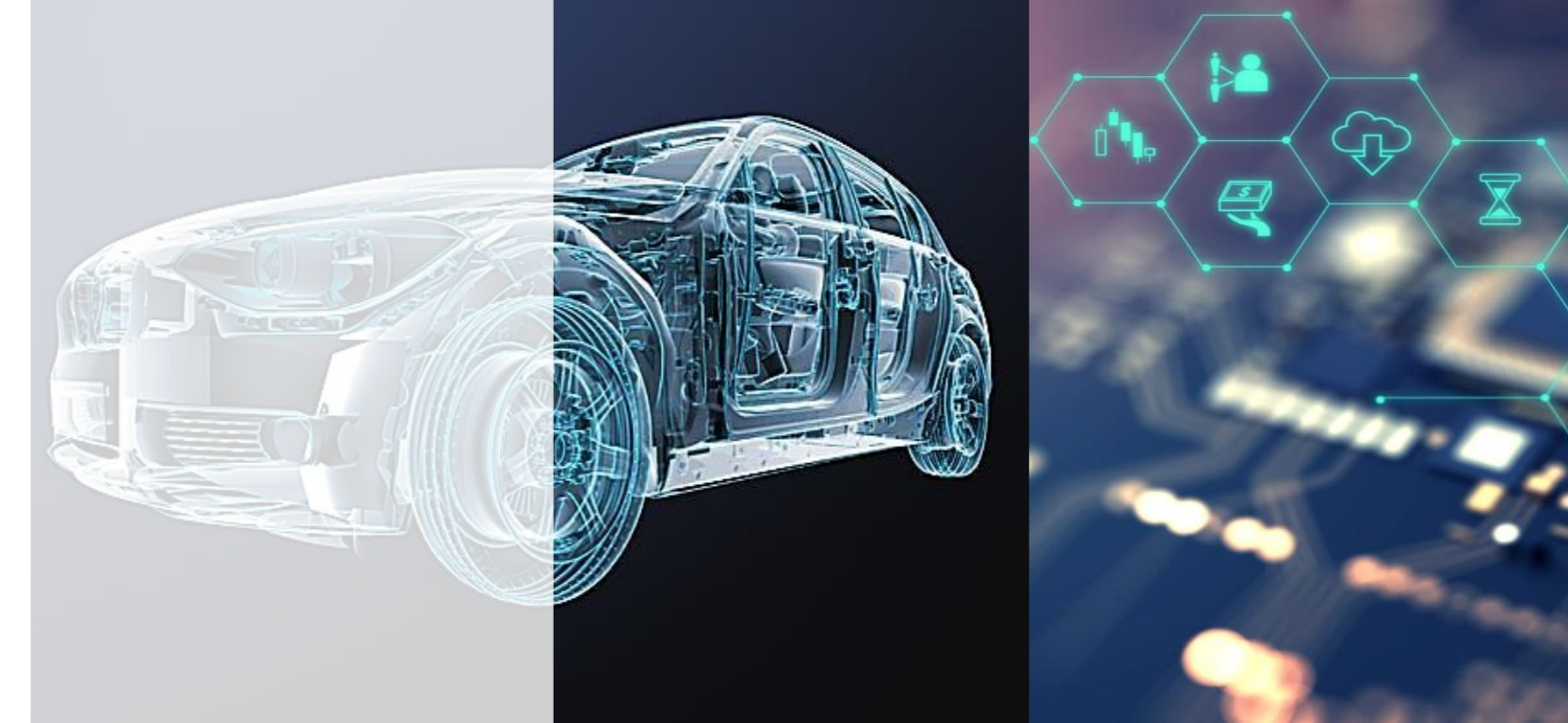
**EXPORT  
OPPORTUNITIES**

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**TARGET SECTORS**

# Target Sectors

- ICT
- Machine and Automotive components
- Agribusiness and Food Processing
- Wine industry
- Textile industry

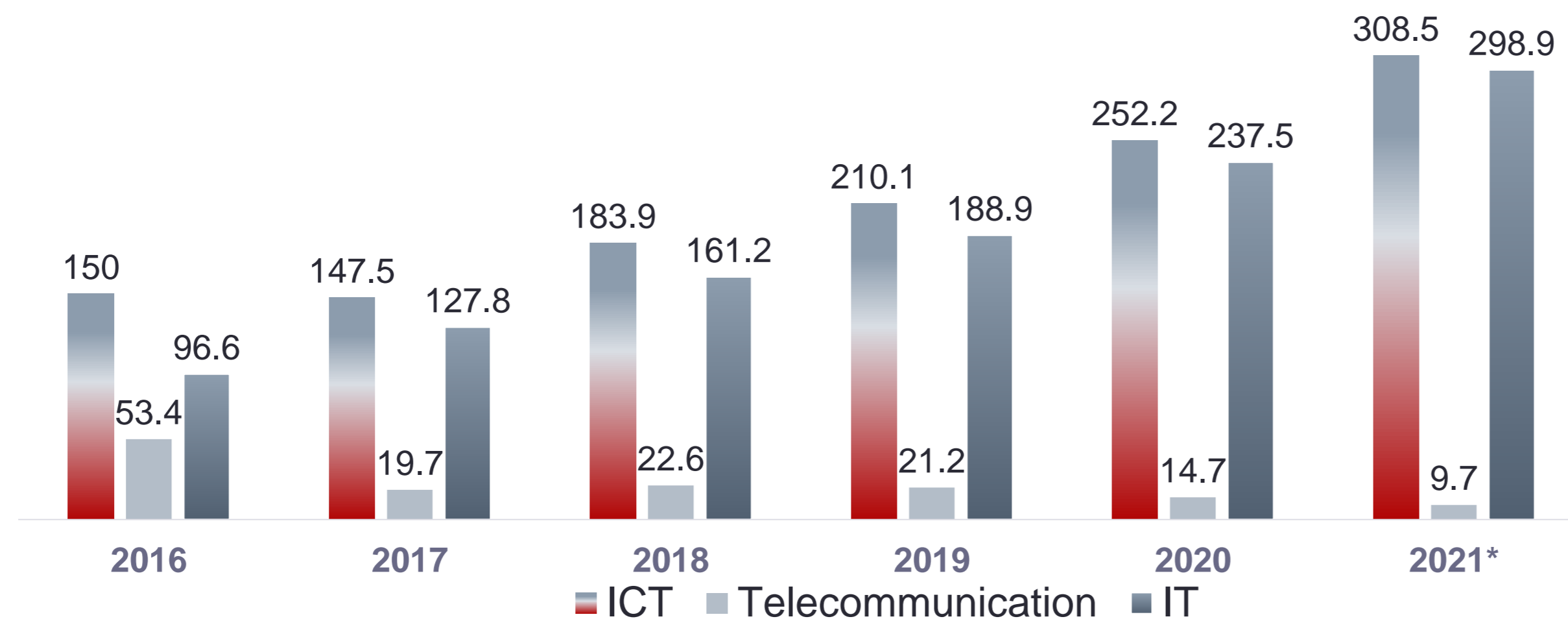


# ICT Sector

- Fastest growing sector -growth rate 71% in the last 3 years
- Quality software & IT services & superior technical and business know-how at competitive prices
- Investments by the government and telecommunications companies in IT, decrease in the price of IT equipment & decrease in VAT for the equipment
- Very well educated IT experts with competitive labor costs

North Macedonia can be your solution!

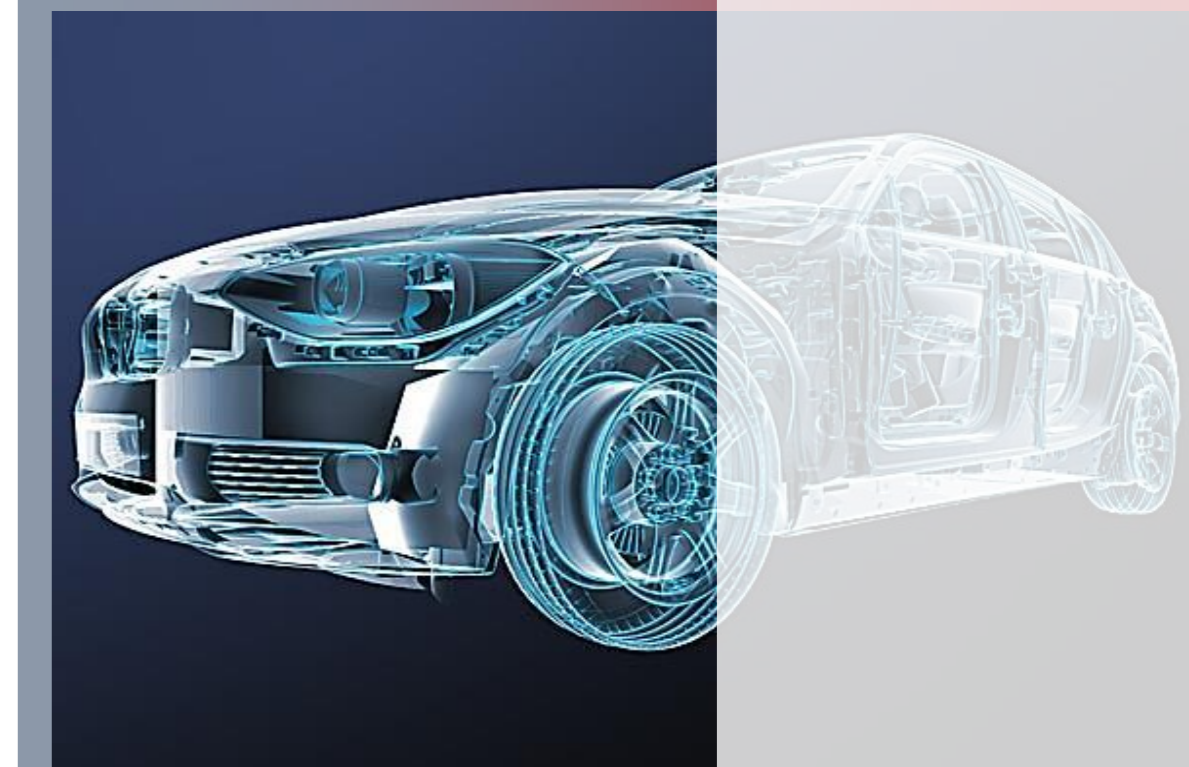
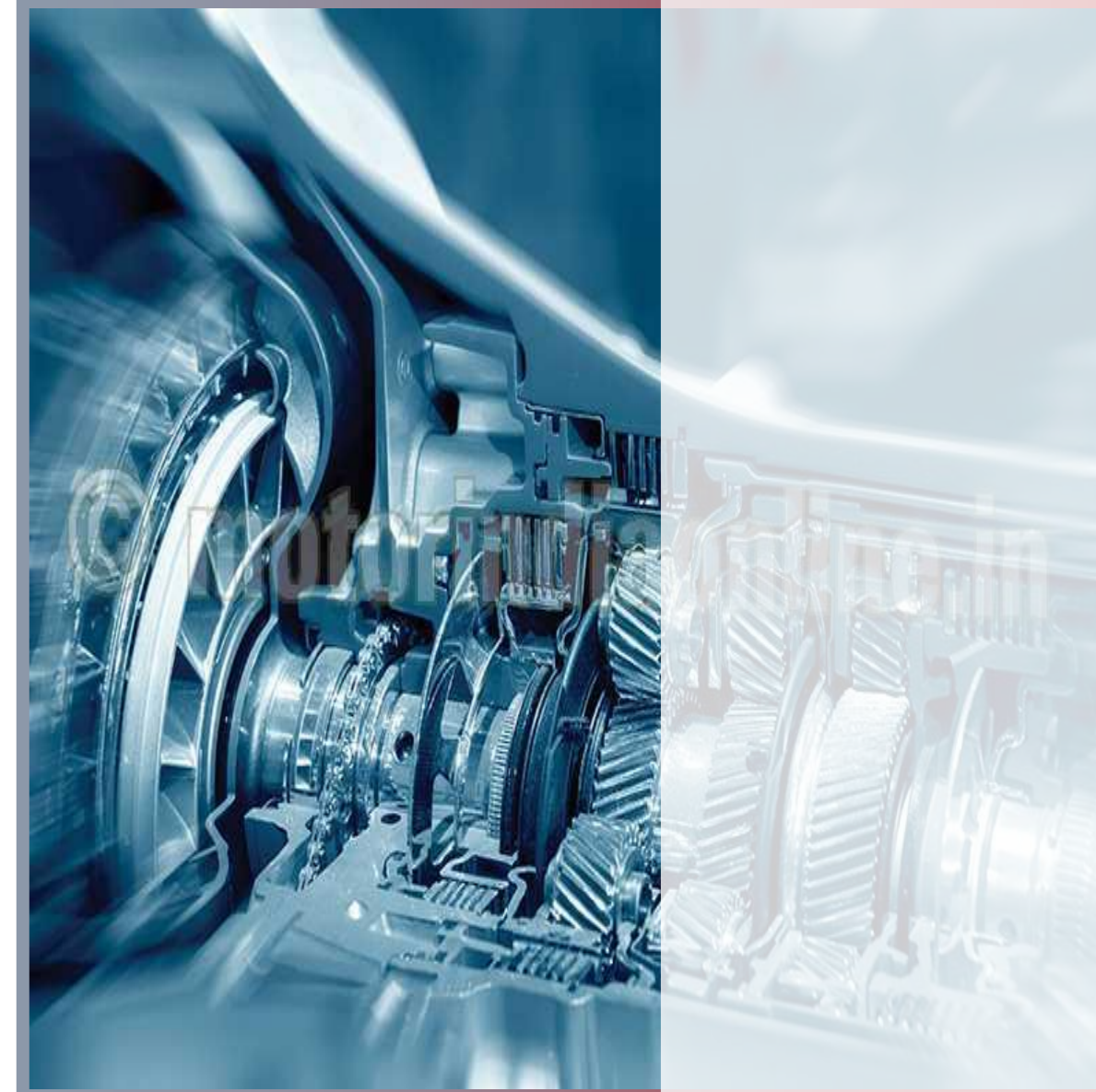
Export ( in million US\$ )



# Machine and Automotive Components Industry

- Existing engineering and manufacturing tradition
- Legacy of skills available to new investors
- Companies primarily supply the aftermarket
- Johnson Matthey, Adient, Kemet Electronics, Teknohose, Kromberg & Schubert, Magna, Aptiv, Kostal, VanHool
- Markets are Europe, Russia, Turkey, Africa, USA
- Most companies have ISO 9001 / TS 16949 quality certification

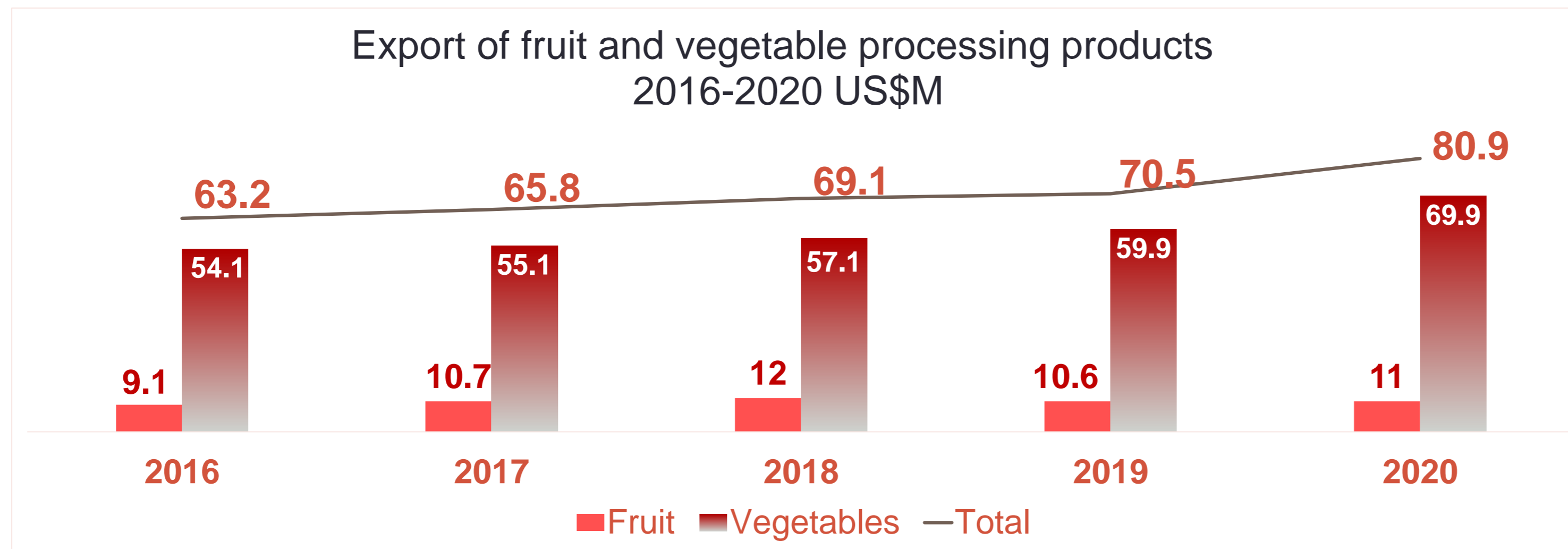
**Particularly suitable for the high value added products with labor-intensive manufacture**



# Agribusiness and Food Processing Industry

- Unique combination of Continental and Sub-Mediterranean climates
- Environment friendly production practices
- Technologies for food processing
- Excellent access to regional markets
- Strong reputation for quality food products

***The greatest investment opportunities: fruits and vegetables, wine grape production, sheep and goat cheese production, industrial crops & oriental tobacco***



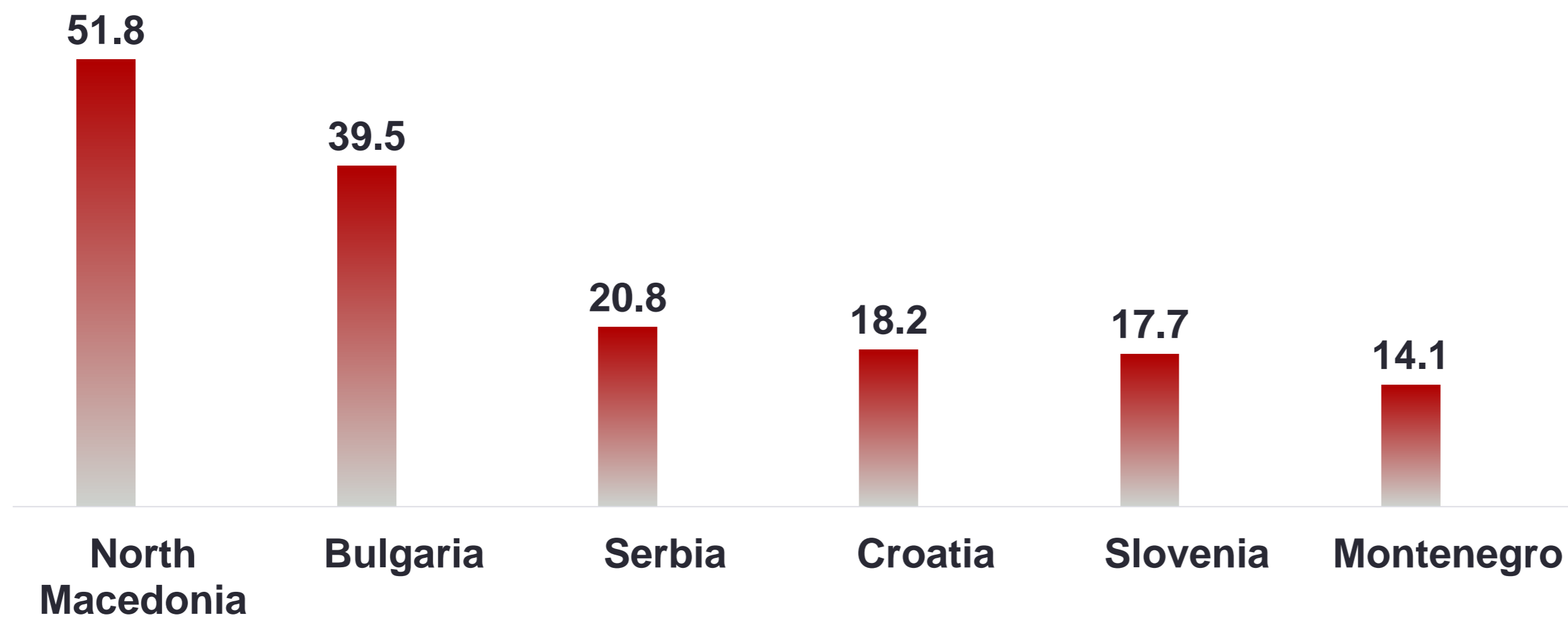
# Wine Industry

Nearly 30.000 hectares of vineyards, of which 30% grow table grapes and the rest grow wine grapes.

The total area of vineyards remains stable with slight increase in the past 7 years.

85% for export

Wine exports in the region  
( in million US\$)



# Healthcare Sector and Pharmaceuticals

- Strong educational system, with an abundance of medical and pharmacy graduates
- Great potential for Spa and wellness
- Supportive regulatory environment
- Licensing arrangements in place with many of world's leading pharmaceutical companies
- Available sites at industrial and free economic zones
- Manufacturing tradition
- Macedonian pharmaceutical companies have expanded their production in US, UK and Russia

**One of the few countries in the world with legalized production of cannabis for medical purposes**

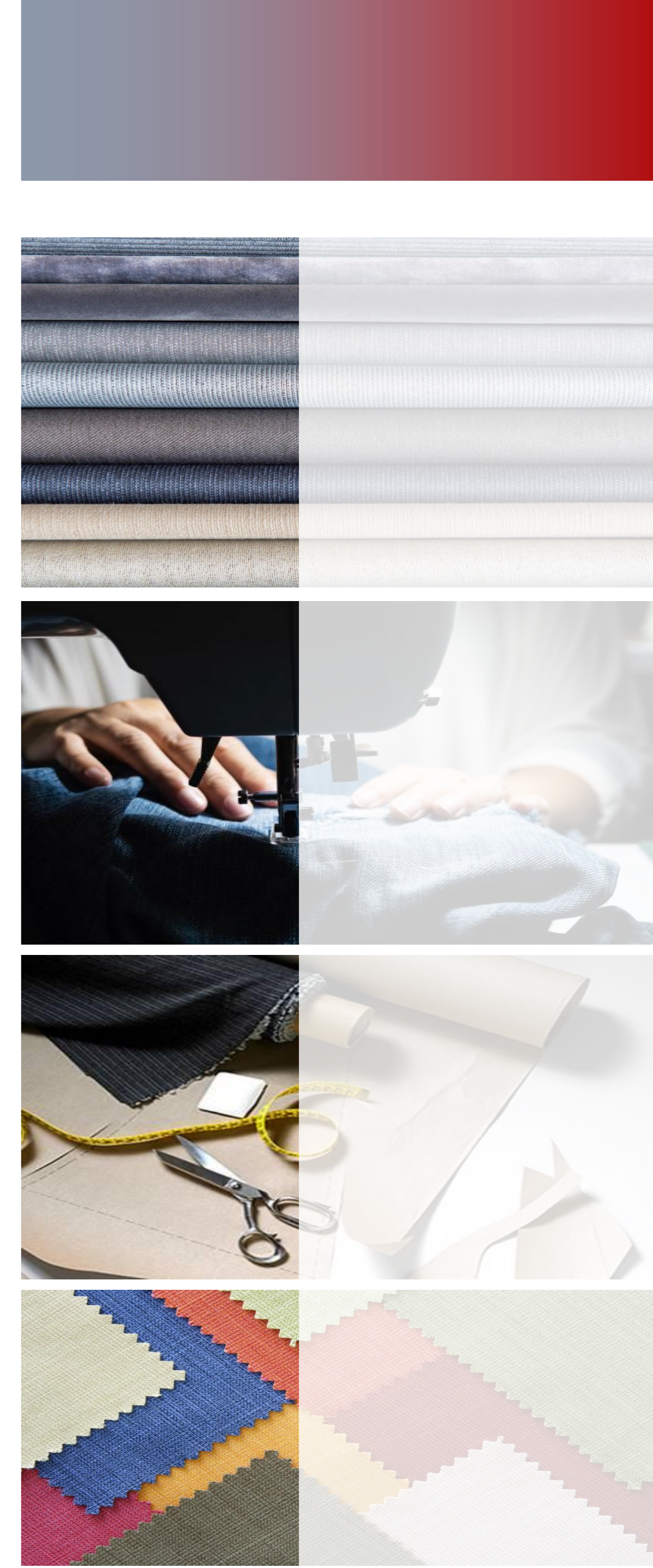
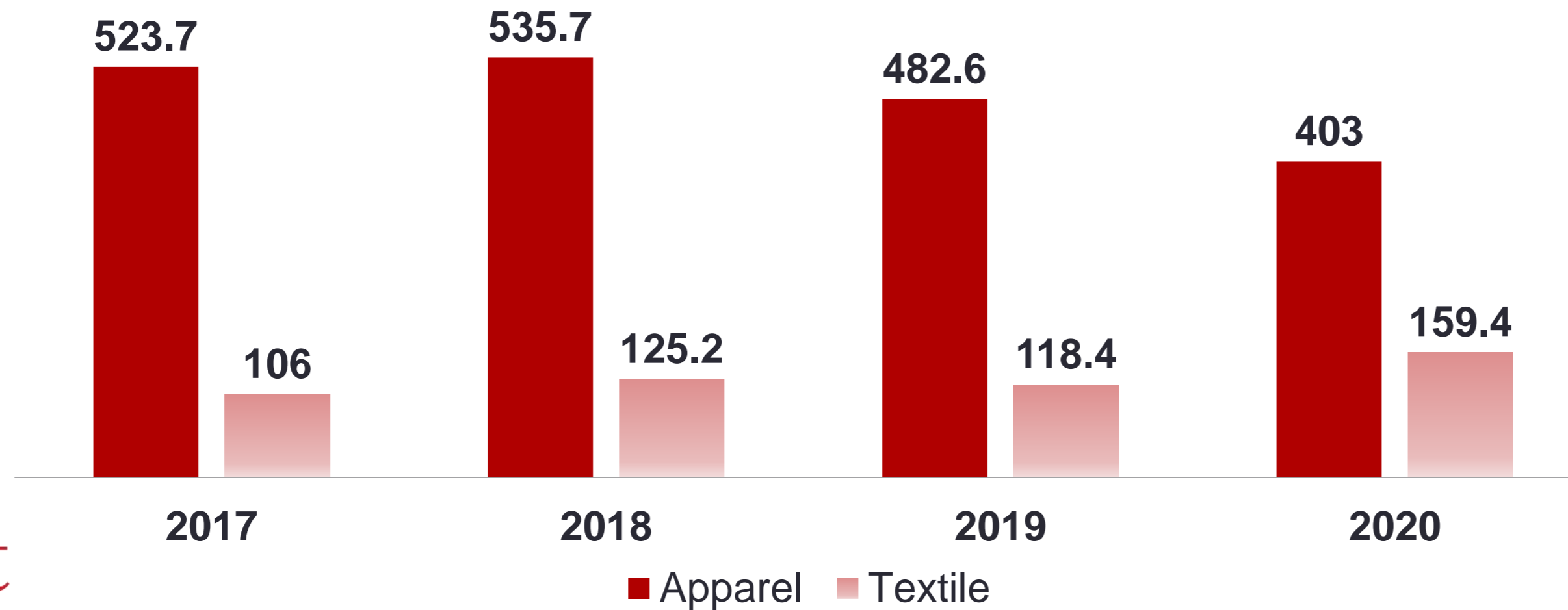


# Textile sector

- High flexibility and readiness to adapt to the demands of foreign markets
- Esteemed reputation of Macedonian textile producers on the EU market
- High quality standard of Macedonian personnel with attractive costs
- Short period from orders to delivery
- Good transport and logistics services
- Employs 1/3 of employees in the manufacturing industry

## 2nd biggest industrial sector of the country

Export (in Million US\$)





# Target sectors

## ICT SECTOR

10.7 % increased export of ICT industry (2020)

## TEXTILE SECTOR

2nd biggest industrial sector of the country and is one of the leading processing industries in the country with significant results in the formation of GDP, high absorption of labor, and exports.

## WINE INDUSTRY

North Macedonia is the 29th largest exporter in the world ( 2019)

## AGRICULTURE SECTOR

Plays an important role in Macedonia's economy through its contributions to GDP

(agriculture accounts for 7.9% of GDP),  
employment, trade and the rural economy.

## AUTOMOTIVE COMPONENTS SECTOR

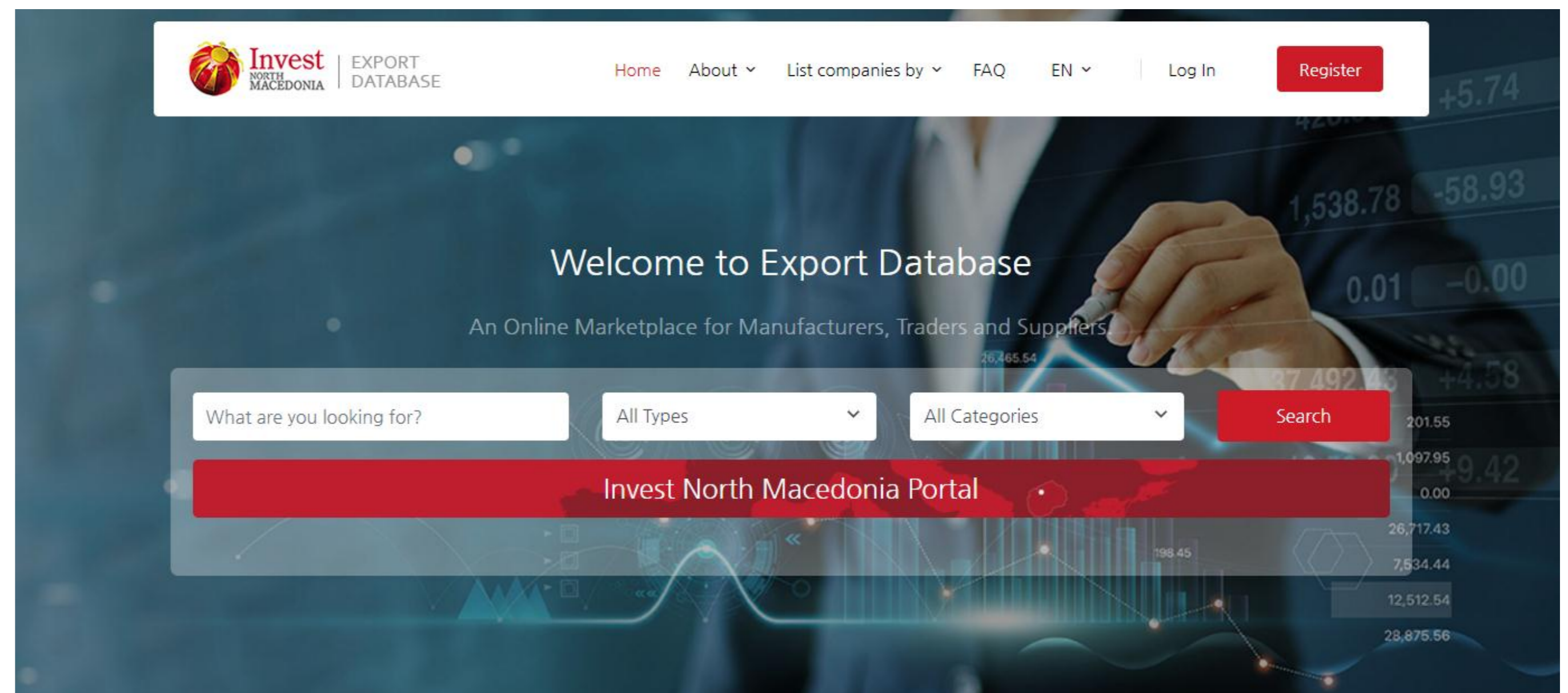
In January 2021 total export increased for 15.4% ( 65% export of automotive components)

# Export Database Portal

An “Online market place” for Manufacturers, Traders and Suppliers

- Free registration and creating company profiles
- Domestic companies can present their services and products
- Easy access for establishing new business contacts with foreign companies
- Creating of data base with information about export potentials of the country
- All the registered companies will have full access to the complete base of the registered exporters or potential buyers of the portal.

<http://export.investnortmacedonia.gov.mk/>





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**THANK YOU!**