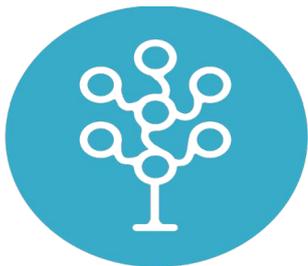


Macedonia Manufacturing Expo 2018

18 September - Skopje, Macedonia



**MACEDONIA
MANUFACTURING
EXPO** SKOPJE
SEPTEMBER 2018

Established: 2016
Expected 2018 participants: +250

Organized by
**Macedonian Association of Metal
and Electrical Industry (MAMEI)**



The Macedonian Association of Metal and Electrical Industry (MAMEI) was established in 2014 with a unique goal - to unify the Macedonian companies from these sectors and to offer support and quality business services that will fasten their growth and development.

Macedonia Manufacturing Expo is MAMEI's primary and most popular B2B matchmaking event, servicing over 50 domestic suppliers.

2016 participants

- Siemens
- Van Hool
- ARC Automotive
- Kromberg & Schubert and others...

Background

Macedonia Manufacturing Expo is Macedonia's premier business-to-business matchmaking event for the light manufacturing industry. It brings together foreign and domestic buyers with local suppliers through prematched, targeted and deal-oriented B2B meetings that lay the foundations for future partnerships and more efficient supply chains. The Expo promotes the potential of Macedonia's light manufacturing industry, while also allowing investors to get quick and easy overview of the sector's supply chains.

The Expo supports the development of the light manufacturing industry by facilitating an efficient exchange of technology, know-how and finance, resulting in faster and more inclusive growth. The Expo is a perfect place for international companies to learn about the untapped potential of Macedonia's light manufacturing sector by hearing directly from international companies that are already benefiting from partnerships in Macedonia.

Most importantly, it is an excellent opportunity for meeting potential partners via targeted B2B meetings, set up in advance and in line with buyers' interests and requirements. The streamlined B2B event will consist of direct meetings between buyers and pre-matched local companies that have capacities to meet requirements, thus optimizing buyers' invested time.

Expo 2016 Results

**18 multinational
companies attended**



**B2B matching
software developed**



**+50 Macedonian
suppliers present**



**170 pre-matched
B2B meetings**



If you are a manufacturing company in the automotive, machine building or process equipment production industry

What you can find at MME

- **Machine parts and metal assemblies**
- **Tools, molds and die casts**
- **Custom hydraulic and pneumatic parts**
- **Tanks and reservoirs**
- **Metal structures**
- **Composite materials**
- **Process equipment**
- **Plastic, rubber and glass products and more...**

What's New in 2018

- Large event with 250+ participants
- Targeted and pre-qualified B2B meetings based on specific requests
- Collaboration between domestic and international manufacturing associations
- Larger media presence
- Possibility for presentation booths and/or pavilions

Key Sector Metrics

- 1.45 billion € annual exports
- 6,8% annual national export growth rate
- 17% annual industry export growth rate
- 19% industry share of nation's exports
- 4,61% industry share of nation's GDP
- 500 € competitive gross average salary

Register for free at
www.mamei.mk
or write to us at
contact@mamei.mk

Macedonia Manufacturing Expo 2018

18 September Skopje, Macedonia



Industry Background

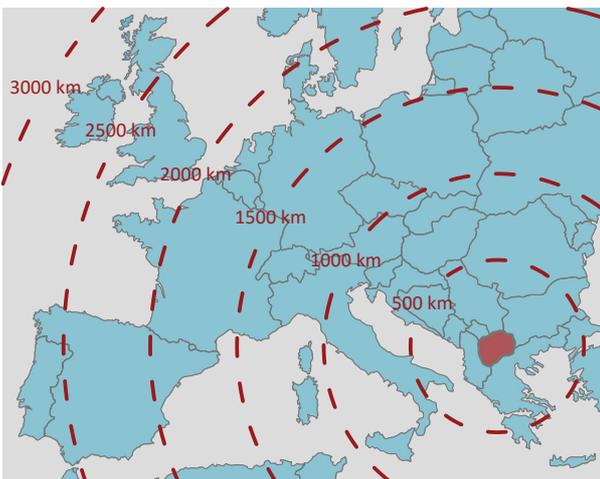
Companies operating in Europe are increasingly interested in Macedonia as a sourcing country. The trend of rising imports costs from countries in East Asia, Central and Eastern Europe are making companies from Western Europe turn their sights towards the Western Balkans. The metal-machining and electrical engineering sectors in Macedonia are undergoing fast-paced development, making local companies suitable suppliers for foreign buyers. Macedonia's companies are especially competitive in low to medium production series and quick delivery time.

Recent Trends and Developments

- In the past 10 years many German companies have invested heavily in production facilities in Macedonia.
- Most of Macedonia's exporting companies do business with German companies.
- 90% of all the exporting companies from Macedonia use sophisticated production equipment, implementing all the requested quality standards and following latest trends in production and quality assurance.
- Macedonia's economic policies, supply chains and geographical position make it a very attractive Foreign Direct investment destination.

New Partnership for New Opportunities

The 2018 Expo will be greatly improved by a new partnership between MAMEI and the German Association for Supply Chain Management, Procurement and Logistics (BME), bringing new, top-notch buyers to the table. BME, with its 60-year tradition and 9,600 individual and corporate members, serves as the leading candidate for business matchmaking in Germany and the Central Europe Region. This collaboration will enable Macedonia's entrepreneurs from the metal and electrical industry to meet with industry and business representatives, logistics managers and supply chain experts that could prove invaluable for the development of the domestic sector and overall economy. This partnership will further enhance the mutually beneficial relationship between the light manufacturing sectors in Macedonia and Germany.



Expected 2018 Results

- 25+ multinational companies participating
- 60+ Macedonian suppliers participating
- 250+ pre-matched B2B meetings

Sponsors & Partners



USAID
FROM THE AMERICAN PEOPLE



Invest
MACEDONIA



Register for free at
www.mamei.mk
or write to us at
contact@mamei.mk