



**M A C E D O N I A N
M A N U F A C T U R I N G E X P O**
24-25-26 NOVEMBER 2020

**VIRTUAL EXPO AND
BUSINESS CONFERENCE**



BACKGROUND

Macedonian Manufacturing Expo is North Macedonia's premier business-to-business matchmaking event for the light manufacturing industry. It brings together foreign and domestic buyers with local suppliers through pre-matched, targeted and deal-oriented B2B meetings that lay the foundations for future partnerships and more efficient supply chains. The Expo promotes the potential of North Macedonia's light manufacturing industry, while also allowing investors to get quick and easy overview of the sector's supply chains. Starting with the third edition of the MME in 2019, the event has had a regional impact, with companies from other countries also participating as suppliers.

The Expo promotes the potential of the region's light manufacturing industry, while also allowing potential investors to get a quick and easy overview of the sector's supply chains, and supports the development of the light manufacturing industry by facilitating an efficient exchange of technology, know-how and finance, resulting in a faster and more inclusive growth. It represents an excellent opportunity for meeting potential partners via targeted B2B meetings and the virtual expo, as well as an occasion for following educational lectures and discussion on subjects of interest for both potential foreign investors and export-oriented regional companies.

Due to the COVID-19 pandemic, the team behind the Macedonian Manufacturing Expo has decided to host the fourth edition of the event virtually. Restrictions on travel and large gatherings should not impede further business networking for the light manufacturing sector, especially now when, due to the economic ramifications of the pandemic, it is as vital as ever for sustaining and consolidating these industries, and the virtual 2020 Expo aims to improve on the successes of the previous three editions of the Expo. Like last year's edition, the Macedonian Manufacturing Expo 2020 will consist of three parts - B2B meetings, industry fair and educational panels - all held on a single on-line platform, for a multi-day virtual business conference that will be a regional focal point for the light manufacturing industries.

TAKING PART IN THE B2B MEETINGS AS BUYERS (25 NOVEMBER)

The business-to-business portion of the Macedonian Manufacturing Expo 2020 will connect two types of companies - suppliers and buyers.

Companies interested in meeting new and reliable suppliers from North Macedonia and the Western Balkan region should register and participate as **BUYERS**. When registering as a buyer, a company will need to fill out an extensive company profile which will focus in great part on the specific products and services the company is interested in from potential suppliers, as well as other qualifications they are looking for in a prospective partner, including production capacities, certifications and standards.

Buyers will also be able to browse the profiles of all registered suppliers and request online video meetings with any supplier they are interested in. Registration and participation as a **BUYER** in the Macedonian Manufacturing Expo 2020 will be free of charge, and will give access to all educational panels during the conference and all registered **BUYERS** be included in the Official Buyers Catalogue which will be published on the MME 2020 platform and on MAMEI's website.

What is new in 2020?

- Online platform for a complete business conference including pre-matched direct B2B meetings, a virtual industry fair and many pre-recorded and interactive live educational panels.
- Full online profiles of your companies accessible to 30+ buyers from the EU, US and the region.
- More regional buyers and suppliers from Serbia, Albania, Kosovo and Montenegro.
- A multi-day event offering more time for B2B meetings and panel participation.
- More options for promoting and advertising your business.

What you can find at MME 2020?

- Machined parts and sheet metal fabrications
- Process equipment, tanks and reservoirs
- Custom hydraulic and pneumatic parts
- Plastic, rubber and glass products
- Protective gear and equipment
- Plastic, metal and cardboard packaging
- Composite materials
- Welded structures and welding services
- Tools, mold and die casts and more...

MME 2019 results

- 35 multinational companies as buyers.
- 100 Macedonian and regional companies as suppliers.
- 26 exhibitors on the industry fair.
- 420 pre-matched and 150 same-day arranged business meetings.
- Over 30 new partnerships developed.
- 600 guests during the two days of the Expo.
- Participants from 13 different countries.

ORGANIZED BY:



SUPPORTED BY:





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**V I R T U A L E X P O A N D
B U S I N E S S C O N F E R E N C E**



TAKING PART IN THE B2B MEETINGS AS SUPPLIERS (25 NOVEMBER)

Companies interested in finding new clients from various industries for their products and services should register and participate as **SUPPLIERS**. When registering as a supplier, a company will need to fill out an extensive company profile which will focus in great part on the products and services offered by the company, as well as the production capacity, certifications and standards of the company. **Suppliers** will be able to browse the profiles of all registered buyers and request online video meetings with any buyers whose requests they can meet. Registration and participation as a **SUPPLIER** will be limited to companies from North Macedonia and the Western Balkans region, and participation will include access to all educational panels during the conference, and all suppliers will be included in the Official Suppliers Catalogue which will be published on the MME 2020 platform and on MAMEI's website.

TAKING PART IN THE VIRTUAL INDUSTRY FAIR (24-26 NOVEMBER)

The industry fair will be a virtual space for companies from the light manufacturing industries, companies working in supply chains of the light manufacturing industries that produce, import or distribute raw materials, equipment, machines, supporting materials and solutions, extraneous entities such as banks, consultants, transporting companies, catering companies, as well as chambers of commerce, associations, clusters and other governmental and non-governmental companies interested in promoting their products and services before hundreds of companies from manufacturing industries from North Macedonia, the region and Europe. Companies interested in having a virtual stand will have to register and participate as **EXHIBITORS**.

Type 1 stand - €300 (VAT not included)

A virtual space for the company consisting of company information, photos, catalogues and videos, with an option for visitors to request a direct video call with the exhibitor.

Type 2 stand - €350 (VAT not included)

A Type 1 stand, with additional promotion of the company in MAMEI's and AHK's newsletters reaching over 1000 companies and institutions.

Group stands (5 or more companies)

An option for organizations and chambers procuring 5 or more type 2 stands for their members, which includes a 10% discount, and a stand for the parent organization free of charge.

TAKING PART IN THE EDUCATIONAL PANELS (24-26 NOVEMBER)

The Macedonia Manufacturing Expo 2020 is set to continue on the path of further establishing MME as a central point for exchanging knowledge and ideas, and will feature both pre-recorded presentations and lectures, and live streamed interactive panels and discussions on a list of relevant topics which will be published in the upcoming months. These educational panels will be available to all companies participating as either **BUYERS**, **SUPPLIERS** or **EXHIBITORS**, but will also be available to other companies (both from the light manufacturing sector and other sectors), as well as to consultants, students, representatives from government agencies, business support organizations, chambers and associations, international organizations and other individuals interested in the topics that will be covered and wanting the benefit of taking part in them. To access these educational panels, they will have to register as **VISITORS** on the online conference platform, and fill out a basic registration form.

About the organizers



The Macedonian Association of Metal and Electrical Industry (MAMEI) was established in 2014 by a couple of companies, leaders in the light manufacturing industry sectors in North Macedonia, 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.

Our long term goal is to become a focal point for all Macedonian companies in the light manufacturing sector, a leader in regional cooperation and a known and trusted partner to European companies and organizations.



The Delegation of German Industry and Commerce in North Macedonia was founded in 2000 in Skopje as a Representative of the German Chamber of Industry and Commerce (DIHK). At the beginning of 2017, the office was upgraded from a Representative to a Delegation.

The area of responsibility of the Delegation of the German Industry and Commerce extends to North Macedonia, Kosovo and Albania. Connected to the Delegation is the German-Macedonian Business Association (DMWV), which is the largest bilateral business association in North Macedonia with over 200 members.

The Delegation of German Industry and Commerce is a supporter of the companies relating to the market entry and market development, organizer of events, as well as provider of supporting services such as accounting, tax advisory, near-shoring, IT-outsourcing, etc.

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