



# Macedonian Exporting

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Macedonian Export Directory

Business that focus on exporting  
expand their vision and markets  
regionally,  
internationally or  
even globally.

# Macedonian Exporting

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Macedonian Export Directory



EXPORTERS'  
CLUB

ECONOMIC CHAMBER OF MACEDONIA®

Dear readers,

You have in front of you the first edition of the catalogue of the export-oriented companies of the Republic of Macedonia, published by the Exporters' Club within the Economic Chamber of Macedonia.

The exporting companies working in different fields that have an extensive portfolio of competitive and high qualified products are presented in the catalogue.

The products' origin is the Republic of Macedonia and they are a subject to customs-free preferential treatment in the import in the countries of the EU, EFTA and CEFTA, as well as subject to benefits regulated with the free trade agreements with Turkey and Ukraine.

Furthermore, the Macedonian products are more competitive due to the low costs for doing business and due to the ideal location in the center of the Balkan Peninsula.

Macedonia is a country that has all the resources needed for a high quality and healthy food, an area where the people are great gourmands and we also have clean nature and a lot of sunshine. The pharmaceutical, IT, electrical and

engineering, metal and textile industries, as well as the furniture industry and all other industrial branches are of the same high quality and competitiveness and we encourage you to cooperate with them.

The Macedonian business community is always open to new partnerships and for cooperation with foreign companies, with the objective to increase the innovativeness of the companies, to create new competitive products with added value and to have better placement of these products on the markets from all over the world. The Macedonian businessmen are welcoming and friendly and the cooperation with the exporters of Macedonia will be a real pleasure.

The activities of the Exporters' Club include establishing contacts, developing and promotion of the cooperation with the authorities both within the country and beyond, deepening the international activities via the promotion of the export-oriented companies of Macedonia, as well as organizing educational events via which knowledge and experiences are shared between domestic and foreign experts in the direction of increasing the competitiveness of the Macedonian companies on the foreign markets.



If you are interested in cooperating with some of the companies- members of the Exporters' Club- feel free to contact them directly, or via the Exporters' Club. The companies are ready for new challenges.

We wish you a pleasant and long-lasting cooperation with the exporters of the Republic of Macedonia.

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Gligor Cvetanov,  
President of the Exporters' Club  
CEO of "Makprogres"- Vinica

# ADING AD

## CONTACT DATA

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## ABOUT

ADING is a leading company in South East Europe in production and sale of construction chemicals, established on 30.05.1969. The company has been incorporated as a joint-stock company with nominal capital of 3,857,636 €. The nominal capital consists of a total of 386,400 ordinary shares with a nominal value of 9.983 € per share. ADING's shares are traded on the official market of public companies of the Macedonian Stock Exchange of listed securities. The first trade with shares of ADING AD - Skopje, was registered on 27.12.1997.

The Company is among the first ISO 9001:2000 certified companies in the Republic of Macedonia, and the company's management has undertaken professional responsibility for continuous improvements of the quality of products and services, customer and employee care. By having obtained ISO 14001:2004 certification, ADING has proved

its care and active policies for the environmental protection. On 13.01.2014 ADING obtained an A – license for integration with an operational plan, issued by the Ministry of Environment and Physical Planning of the Republic of Macedonia. It is precisely these qualities that were recognized on many occasions by the community in which we conduct our activities, thus confirming our position of a socially responsible company. ADING Group today has over 150 employees, 90 of which are employed by the parent company and the others by the Group member companies in the Republic of Macedonia and worldwide. ADING is an engineering company with over 40% of its staff being civil engineers, architects, chemical engineers, engineering technologists and other highly qualified profiles distributed throughout the following departments: Production, Technical application and Placement, Research & Development, Quality Control, etc.

It is with continuous investments in our employees and in their knowledge that we have grown into a company recognized by the clients not only by the product quality and high-performance, but also by the technologies and the know-how of our engineering staff. These are ADING's main competitive

# ADING

ingredient of every structure



advantages and qualities. ADING engineers are always prepared to offer a technical solution, technology and a product in any place and at any time within 48 hours.

## MISSION

The company's mission is to provide every client in Macedonia, Southeast Europe, Russia, the Middle East and





Central Asia with timely supply of high-quality chemical products used in the construction sector, superior technical and professional assistance, and with better reliability and competitiveness than any other similar company in this part of the world.

## VISION

ADING's vision has always been to be one step ahead of the others and excel the expectations, bringing down the stereotypes and usual practices in doing so. In fact, our motto and goal to be "an ingredient of each construction" shows the direction towards which we are striving, it shows our builder's spirit and the need for new challenges.

## MARKETS

The head office of the parent company and its largest production capacity are based in Skopje, Republic of Macedonia, having representative offices and distributors in over 13 markets in the region of South East Europe, Near East, North Africa and Asia. The company has its own production capacities in the Republic of Bulgaria, and representative companies in the Republic of Serbia, Republic of Kazakhstan and the Republic of Greece.

The company abroad, owns firms with total or partial ownership in:

- ADING Belgrad, Srbija,
- ADING Bugarija,
- ADING Almaty, Kazakhstan,
- ADING Helas, Thessaloniki, Greece,



The company is completely designed and equipped for high grade carrying out of activity with possibility of increasing of current volume of production and sale.

## PRODUCTS

The product range includes over 100 products, offering solutions even to the most specific problems of the modern construction industry. Today,



nearly 60% of Company's products are sold on external markets, hence the large number of reference buildings in these markets where ADING's products and technologies have been used and implemented.

## PRODUCT PORTFOLIO:

- Admixtures for concrete and cement
- Grouting and sealing
- Concrete repair
- Industrial and sports flooring
- Joint sealants
- Waterproofing
- Protective coatings
- Fire protection materials
- Adhesives
- Leveling compounds
- Decorative coatings and mortars
- Building products

# AGRO-BAR DOO VINICA

## CONTACT DATA

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## ABOUT

The company was founded in 1971 and has been on the market for more than 45 years, going through several development stages in its operations, evolving and profiling itself in a company with high professionalism and a big rating of its own brand.

The main activity of the company is the production of metal products. These include: agricultural plug-in machines, containers, steel structures, metal accessories, fences, spare parts and parts according to the order.

## MISSION

Our mission is to meet customer needs and market demands. Creating new products and winning new markets across Europe is the goal we want to achieve.

## MARKETS

Most of the products are sold in the Republic of Macedonia. We can also be proud of our participation in the markets of our neighbouring countries: Albania, Bulgaria, Kosovo, Serbia, Greece, as well as Croatia and Bosnia and Herzegovina.

## PRODUCT PORTFOLIO:

The top quality and functionality are the recognizable seal of all products from the production program of AGRO-BAR DOO. The emphasis on



quality is set by embedding quality material with certain features prescribed by the actual technical documentation that is processed in the production process.



Our product portfolio includes:

- Tractor trailer 4T
- Transportation box TS 141.00



- Mounted ploughs
- Vine-Grower's ploughs
- Disk cultivators
- Distributors of mineral fertilizer
- Depositors of mineral fertilizer
- Planting machines of nursery plants
- Tobacco stringing machines
- Container
- Fence
- Iron constructions





## MANAGEMENT AND CORPORATE GOVERNANCE

The company is managed by a management team headed by the Executive Director. The management

team includes highly skilled professionals able to cope with all the challenges in their field.

The highly skilled engineering team with success and vision implements new modern trends and continuously improves production in terms of

investing in new modern technologies and knowledge, as well as by expanding the existing product range in order to meet the needs and demands of end consumers.



# ALKALOID AD SKOPJE - "Health Above All"

## CONTACT DATA

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## ABOUT

Alkaloid AD is a market oriented company which eight decades, has been operating in the field of manufacturing drugs, cosmetic and chemical products, as well as processing botanical raw materials. Our organizational structure corresponds to the needs of our customers, and therefore our joint stock company consists of two profit centers in the country: Pharmaceuticals and Chemicals, Cosmetics and Botanicals. Additionally, we have two subsidiaries in the country as well as 16 subsidiaries and 3 representative offices abroad (in Serbia, Montenegro, Kosovo, Albania, Bosnia and Herzegovina, Croatia, Slovenia, Switzerland, Bulgaria, Turkey, Ukraine, the Russian Federation, and the USA). Our company has around 1,450



employees in the country and around 350 employees in subsidiaries and representative offices abroad. Alkaloid shares are owned by 5,110 shareholders physical and legal entities, and around 8% of the total number of issued shares are held by foreign shareholders. We manufacture high-quality products that touch the lives of people on daily basis, always bearing in mind that the HEALTH IS ABOVE ALL.

## MARKETS

Alkaloid AD is a joint stock company that consists of two profit centers: Pharmaceuticals and Chemicals, Cosmetics and Botanicals; there are two subsidiaries in the country as well as 16 subsidiaries and 3 representative offices abroad (in Serbia, Montenegro, Kosovo, Albania, Bosnia and Herzegovina, Croatia, Slovenia, Switzerland, Bulgaria, Turkey, Ukraine, the Russian Federation, and the USA).

## ASPIRATIONS AND VALUES

We are devoted to continuous growth; and therefore we have set a course of action to globalize our name. Our objective is to assure consistency and enhancement of the business performances by maintaining / reinforcing our positions in the current markets and reasonably expanding to new ones.

## VISION

Our vision is to develop as an export oriented pharmaceutical company with a stable market position, open to new markets and new partnerships, a company which manufactures and sells generic drugs of the highest quality by implementing the state-of-the-art manufacturing technologies and business standards.

## MISSION

We can accomplish our vision only through a continual pursuit for a healthier world, the superior quality of our products and services, but also with the professionalism and success of the business operations.

## IMPERATIVE

Our imperative is to protect the interests of our employees, our customers, shareholders and



business partners, and our principal commitment is – THE HEALTH ABOVE ALL.

## DIVISIONS

### 1. Pharmaceuticals

The overall production program of the pharmaceutical products of Alkaloid Pharmaceuticals is consisted of the following pharmaceutical forms:

- Oral hard dosage forms: Tablets - conventional and modified release, film-tablets, coated tablets, sub-lingual tablets, capsules, dry powder for oral suspension.
- Liquid dosage forms for oral administration: Solutions for oral administration, syrups, suspensions.
- Topical preparations: Ointments, creams, solutions, gels, sprays, vaginal pessaries, suppositories.
- Sterile dosage forms: Parenteral small-volume, eye drops, ointments for eyes.

### 2. Botanicals

The Profit Centre – Chemistry, Cosmetics and Botanicals Units, with a rich product line for public consumption, is one of the integral parts of Alkaloid A.D. The focus of the Profit Centre is directed towards high quality products, establishing good relations with the consumers and the suppliers, promotion and selling on the

existing markets and conquering new ones.

The Botanicals section produces a range of teas branded as GOOD NATURE, healthy food under the brands GOOD NATURE ENERGY and Good Morning GOOD NATURE, spices and dried vegetables – GRINI, food supplements – Zachinal, iodized salt and other products.

### 3. Cosmetics

The extensive experience and the 70-year tradition are the base for the quality of the product lines offered by Alkaloid's Cosmetics Unit, starting with the hair care products, children's skincare, soaps, hair care products, dental care products, men's perfume collection, women's perfume collection, as well as household cleaners.

Brands included under the cosmetics division:

- Becutan
- Young derm
- Gloss
- Asso
- Black up
- King Code
- Herba
- Queen Code
- Sattwa
- Medical

### 4. Chemicals

Alkaloid AD CHEMISTRY is part of the PC Chemistry, Cosmetics and Botanicals. It was established in 1957 by a group of university professors from the Faculty of Technology and Metallurgy in Skopje and a group of business people from the country. The factory operates within the Profit Centre Chemistry, Cosmetics and Botanicals. It is situated in Skopje, with reactor space of over 100000 L in 70 reactor units of different operating volumes, accompanying machinery, infrastructure, and its own comprehensive development strategy. It has been granted the ISO 9001 certificate, issued by QA, ISO 14001 issued by QA, ISO 13485 issued by QA and CE certificate for medical devices issued by DEKRA Certification B.V. Nowadays CHEMISTRY has a developed product portfolio which includes pure chemicals and reagents of organic and inorganic origin with pa, puriss, purum and pharmacopoeia quality, intended for laboratory, industry and consumer use, products used for agriculture production, medical devices, cleaning agents and disinfectants.



# Alliance One International



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ensures the economic viability for the grower, provides a safe working atmosphere for those involved in crop production and minimizes negative environmental impact. Our strategy is to provide secure and sustainable livelihoods for our contracted growers and their communities, with a low environmental impact. This approach involves improving the efficiency of our operations as well as working with our contracted growers to help them continuously

improve their own agricultural and labor practices. In 2011, Alliance One introduced its award-winning Grower's Management System (GMS), a software tool developed in-house which provides real-time visibility into our grower base. This tool has been enormously beneficial in helping our agronomists and leaf technicians identify the greatest risks and opportunities for improvement in agricultural and labor practices. In addition, we are better able to

## ABOUT

Alliance One International is an agricultural company that delivers value-added products and services to businesses and customers, and is a trusted provider of responsibly sourced, independently verified, sustainable and traceable products and ingredients. Alliance One's global headquarters is located in Morrisville, North Carolina.

## VISION

One Vision of Action-Oriented Social Responsibility. Alliance One has a global sustainability program rooted in three pillars: Producers, People and Planet. We are invested in responsible crop production – that is, crop production which







monitor for compliance and track trends year over year.

## PRODUCTS

Alliance One Specialty Products, LLC (AOSP) offers customers a wide range of products and services, including a full complement of blends for the following products: Cigarette, Pipe, RYO and cigar. With a vast worldwide inventory of tobaccos and flavors, AOSP has the staff, experience and resources to create unique blends in-house. In addition to its line of products, the Company also offers

the service of applying menthol and flavors to products. AOSP is a one-stop shop for the cut rag industry.

Total Product Integrity (TPI) is a high priority at Alliance One. We conduct internal testing of fresh, green and packed tobacco, as well as non-tobacco materials. This underpins mapping areas of our supply chain that are inherently low-risk or areas that require remedial action. Traceability is integral to this process. Through the use of several proprietary technology tools, including our award-winning Grower's Management

System (GMS)<sup>TM</sup> and Alert<sup>TM</sup>, we have the ability to trace to source. This helps us pinpoint and address the issue. The results of TPI are often shared with growers via an extensive network of field staff to assist in the extension and education process. Combined with Good Agricultural Practices (GAP), TPI raises awareness amongst our growers that testing for our customer base starts even before farm gate. To the best of our ability, we eliminate tobacco that is not compliant with our requirements early in the supply chain.



# BIM a.d SVETI NIKOLE



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## ABOUT

BIM a.d. Sveti Nikole has been established in 1957, when as a part of the mine Bogoslovec the production of bituminous mixtures has started. In 1962 a production of waterproofing membranes, bituminous masses, bitumen emulsions and diluted bitumen has been initiated. Since then the company is acting as an independent organization and marks continues development. The new period of its development the company has remarked since 1977, when the completely new plant for producing bituminous waterproofing membranes, supplied by German company Dr.Reiser, has been introduced. At the same time BIM a.d. Sveti Nikole has bought license for producing elastomer waterproofing membrane from Swiss Company "MEYNADIER" and at that period BIM

a.d.Sveti Nikole has been the first producer of elastomer waterproofing membrane with trademark –Bikutop– in former Yugoslavia. That same year, the new plant for the oxidation of bitumens, plant for packing the industrial bitumen in plastic bags, plant for bituminous masses, plant for diluted bitumen, pastes and putties, as well as plant for production of bituminous emulsion have started to work. These new facilities enabled the significantly improvement of the quality of the products and greater opportunities for further development. Since 1985, BIM a.d. Sveti Nikole has started producing bitumen shingle, while a significant segment in the development of polymer bitumens has started from 1988 with a production of a greater number of various new products such as: cold bituminous pastes BIMIZOL, polymer putties, bituminous mass for joints, Bikumasa-M and many other products. In civil engineering BIM a.d. Sveti Nikole has given a special contribution to building of roads with the production of polymer modified bitumen (PmB) for roads which has been produced since 1998. In that period BIM a.d. Sveti Nikole was among the first producers



of PmB in the Balkans. In 2011, the replacement of the heating elements in the thermal station has been performed by the German Company Weishaupt. Guided by the idea that we should continuously modernize and enhance our production, for which the evidence is the constant increase in the range of production, in 2013 a reconstruction and modernization of the existing plant for production of bituminous waterproofing membranes and PmB has been completed. The Reconstruction and modernization has been made by the Italian Company Boato, and at the same time an equipment for production of another types of PmB for roads, such as Elvaloy, has been mounted.





Nowadays, BIM a.d. Sveti Nikole is the only factory in the Republic of Macedonia that is producing waterproofing materials based on bitumen. It covers an area of approximately 8.5 hectares and has a range of over 100 products that are widely used in construction, both in civil engineering and in building. The wide range of product includes high quality bituminous waterproofing membranes, polymer modified bitumen, bituminous masses, diluted bitumen, oxidized bitumen, bituminous pastes and putties, bituminous emulsion, bituminous shingle etc. In addition to this, on the customers' request, products that have a particular quality and special use are also produced. We have a warehouse for bitumen with capacity of 3,500 tons and sheltered warehouse for various types of bituminous products and raw materials. A special attention is paid to the development program, i.e. finding new technologies

and new products that follow the market trends and the needs of the construction industry; therefore BIM has its own laboratory. Guided by the desire to meet the needs of our business partners, BIM a.d. Sveti Nikole is constantly introducing new products, whereas the most of them are made in our laboratory. For their own products, BIM a.d. Sveti Nikole possesses a certificate of quality from domestic and foreign institutions. Since 1998, BIM a.d. Sveti Nikole has been ISO-9001 certified.

## PRODUCTS

There is wide range of over 100 products that are widely used in construction both, in civil engineering and in building. Production of high quality bituminous waterproofing membranes, polymer modified bitumen, bituminous masses, diluted bitumen, oxidized bitumen, bituminous pastes and putties, bituminous emulsion, bituminous shingle etc.



## MARKETS

We are an export-oriented company, thus the most part of our products are exported. Therefore, except in the Republic of Macedonia, products of BIM a.d. Sveti Nikole are built in facilities in Austria, Albania, Bulgaria, Greece, Iraq, Libya, the former Yugoslavia (Bosnia and Herzegovina, Serbia, Croatia), Poland, Romania, Russia, Ukraine, Czech Republic and other countries.

Furthermore, BIM a.d. Sveti Nikole besides a production company is also a socially responsible company that continuously helps local infrastructure with donations for sports associations, donations to churches, sick people and pensioners, donations for various cultural events, seminars, Macedonian Association of Road Engineers, research papers of individuals, NGOs etc.



# BLAGOJ GJOREV - KRISTAL - "FAITHFUL FRIEND OF YOUR CUISINE"

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## ABOUT

"Blagoj Gjorev" Food Processing Industry in Veles has been a synonym for quality for over 90 years. Our products have a special place in every household in Macedonia. "Kristal" margarine and vegetable oil are two of our most distinct products, but we are equally proud of all the other products in our production range, including tahini halva, lokum (Turkish delight), jelly beans, spices, fig preserves, soybean products etc.

"Blagoj Gjorev" Food Processing Industry AD Veles began its path of development in 1923 and operated as a vegetable oil factory until 1999 when it was transformed into a food processing industry due to its own wide range of food products.

Nowadays, PI "Blagoj Gjorev" is a modern food processing factory

where the entire production process takes place in a strictly controlled environment, which provides the best guarantee for safety and quality of every product. We find it especially remarkable that "Blagoj Gjorev" is the only factory in Macedonia that can perform the whole circle of production of sunflower oil, from crops to final product.

With the aim of preserving our place at the top of the market and justifying the trust that our consumers place in us, PI "Blagoj Gjorev" continues to develop and invest in the production of healthy and quality food.

Quality is our obligation! All you need to do is eat healthily!

## TECHNICAL CAPACITIES

The factory has the following capacities:

- The only factory in Macedonia with the capacity to process oilseeds (sunflower, rapeseed, soybeans) of over 50.000 tonnes a year;
- Tanks for storage of 15.000 tons of unrefined oil;
- Refinery that can produce 100 tons of refined oil a day;
- Edible oil packaging line for over 100 tons a day;

- Capacity to produce margarine and other solid oils of 7000 tons a year;
- Production of confectionery (Halva, lokum, jelly) of 1000 tons a year;
- Production of vinegar (white, wine and apple cider vinegar)

## MISSION

Our top priority mission is to create happy and satisfied consumers. The simplest way to achieve this is by guaranteeing quality and sincerity. Furthermore, we constantly aspire to widen our range of products and make them more accessible to a larger number of consumers in Macedonia and abroad.

## VISSION

PI "Blagoj Gjorev" AD Veles has a vision of becoming a modern European industry with implementation of the latest technologies in the production of healthy, safe and quality food. Our vision is to make our products accessible to a greater number of countries round the world. We would like to promote Macedonian cuisine as a natural and healthy way to prepare food for consumers on all continents.



## BRAND AND PRODUCT CATEGORIES

Kristal is one of the most distinctive and strongest brands in Macedonian food industry. The name Kristal is associated with cooking oil and margarine cubes produced by PI "Blagoj Gjorev" Veles. It is a brand with a long-standing tradition that guarantees quality products. Kristal products have been present in our grandmothers' and mothers' kitchens and are now an essential part of our kitchens. Put simply, everyday use of Kristal products is a habit passed down from generation to generation. Nowadays, the products of PI "Blagoj Gjorev" Veles belong mainly to the Kristal brand. Besides the well-known cooking oil and margarine, the name Kristal was proudly given to soft margarines, several kinds of vinegar, confectionary, spices, soy food products, cocoa, rice, tahini, powdered sugar and about twenty more other food products. Although Kristal brand has been set on solid foundations, we are constantly working and investing in its upgrading and development. Kristal involves using high quality raw materials in the production process. Kristal also means strict adherence to international quality standards. Kristal means nurturing tradition. Kristal means availability to consumers. Kristal means quality and modern packaging. In a word, kristal means trust. That is why, after so many years of its presence on the market we believe that KRISTAL

has deservedly become a LOYAL FRIEND IN YOUR KITCHEN.

### 1. KRISTAL VEGETABLE OIL

Kristal Vegetable Oil is one of the most recognizable brands in the history of Macedonian food industry with a tradition of over 90 years. It is produced with top technology for refining oils and by using high quality sunflower seeds harvested in the Macedonian fields. Kristal is a synonym for quality. It is characterized by a delicate taste and aroma, and excellent stability. It is rich in vitamins E, B1, B2, B3 and C, as well as minerals such as copper, zinc, phosphorus and magnesium. It contains nutritional components that reduce the risk of cardiovascular disease and lower the odds of a heart attack.

### 2. MARGARINES

- Kristal Universal margarine
- Kristal Diet margarine
- Kristal Soft margarine
- Kristal industrial margarine

### 3.SWEETS

- Rose Turkish delight
- Coconut Turkish delight

- Walnut Turkish delight
- Tahan Halva (white, dark and mixed)
- Jelly bonbons
- Figs sweet jam

### 4. SOY FOOD PRODUCTS

- Soy beans and schnitzels.

### 5.CORN PRODUCTS

- Polenta and corn flour.

### 6. SPICES

- "Elenka" dried vegetables mix

### 7.VINEGAR

- Vinegar
- Apple vinegar
- Wine vinegar

### 8.ADDITIVES/TOPPINGS

- Tahini
- Sesame
- Cocoa
- Sugar
- Coconut
- Powdered sugar
- Corn starch

### 9.RICE, GRAINS AND PULSES



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## ABOUT

We are based in Macedonia and operate throughout Europe selling our products. Initially, the project was as a CMT operation servicing our UK partner Comfy Quilts Ltd. Until recently we have been solely supporting the UK operation. However, we are now pro-actively growing our own sales across Europe. Specialized in production of filled bedding, we have many different qualities and designs of fabric available.

Mainly using synthetic materials, we produce on site pillows, quilts, throw-overs, mattress covers, sleeping bags and all aspects of bedding. Besides the regular lines, we also make specific products such as waterproof, anti-allergenic and fire retardant items. We have a large capacity on site and monthly capacity up to 400,000 pillows, 120,000 duvets, 200,000 mattress protectors, 160,000 units of bedding, together with

# ComfyAngel



140,000 pieces of in house designed packaging. And...we can extend this quickly by +30% within 4 weeks. Our site here in Prilep is approx. 22500m<sup>2</sup> and we employ near 1000 staff. We work to equivalent ISO 9001:2000 Standards and comply with UK Health & Safety Legislation when we gained the highest possible rating on an internationally recognized technical and ethical audit.

Our factory is Oeko-Tex and BSCI accredited. We also attained the Intertek ICS Social and Ethical audits with the highest marks as well as numerous other UK retailer audit accreditations. (SGS, Intertek, SMETA).

## MARKETS

We currently export to most countries in Europe. Our sales have reached UK, France, Belgium, Germany, Croatia, Slovenia, Poland, Serbia, Italy, Malta,

Greece, Austria, Bulgaria, Slovakia, Holland, Romania, Denmark, Estonia, Sweden, Finland, etc. and from the non-European countries to Brasil and Kuwait, with tendency to expand even more. We have a small local market which we are also looking to increase.

## GOALS

The main goals of our company are:

- Satisfying customer requirements with quality, price and delivery times
- Trading to better than expected standards
- Consider and respect the environment we work in
- Developing new products through our own initiative
- Developing business relationships
- Trade with an ethical standard

and correct health and safety procedure

- Maintain and work in a safe, clean and controlled environment

We pride ourselves in having an enthusiastic team spirit within our staff and management structure. This is also passed on to our workforce. We have regular team and committee meetings to keep improving. One big advantage for us is our position geographically. We are situated in the crossroad of the Balkans and have easy access by road to most European countries.

#### **SOMNIA QUILTS**

- Cotton duvet
- Microfiber duvet
- Microfiber duvet overlock
- Polyester/cotton duvets
- Polyester/cotton duvet overlock
- Dyed duve

#### **SOMNIA PILLOWS**

- Cotton Pillow
- Dyed cushion pillow
- Microfiber Pillow
- Polyester/cotton pillow

#### **SOMNIA MATTRESS TOPPERS**

- Cotton Mattress Topper

- Microfibre Mattress Topper
- Polyester/cotton Mattress Topper
- Waterproof mattress cover

#### **SOMNIA + QUILTS**

- Ambi Pur Duvet
- Anti-bacterial Duvet
- Carbon Duvet
- Cotton Teflon Duvet
- Febreze Duvet

#### **SOMNIA + PILLOWS**

- Ambi Pur Pillow
- Breathable Pillow
- Carbon Pillow
- Febreze Pillow
- Lighting Pillow
- Mediflow Pillow
- Perfect Pillow
- Pocket sprung Pillow
- Snorban Pillow
- Sound Asleep Pillow

#### **SOMNIA + MATTRESS TOPPERS**

- Ambi Pur Mattress Topper
- Anti-bacterial Mattress Topper
- Carbon Mattress Topper
- Cotton Teflon Mattress Topper
- Dual layer Mattress Topper
- Febreze Mattress Topper
- Knitted Mattress Topper
- Terry Waterproof Mattress Protector

#### **SNUG QUILTS**

- All Seasons Duvet
- Just Like Down Duvet
- Cotton Percale Duvet

#### **SNUG PILLOWS**

- Breathable Box Pillow
- Breathable Pillow
- Just Like-down Pillow
  - Premier Down-Like Pillow
- Reversible Feather Pillow
- Super Soft Feather Pillow

#### **SNUG QUILTED PILLOWS**

- Capitone Quilted Pillow
- Cotton percale quilted pillow
- Just like-down pillow

#### **SNUG MATTRESS TOPPERS**

- Cotton Percale
- Knitted mattress case
- Quilted waterproof protector

#### **NATURE AT ITS BEST**

- Bamboo
- Cotton
- Feather
- Green Tea
- Latex
- Wool

#### **RESTINE MATTRESSES**

- Gearflex Mattress
- Refresh Mattress Topper
- U – Spring mattress
- Cannes Eco (Recycled fiber)
- Cannes Ergonomic
- Coeur de Someill
- Dreamolino
- Gel Memory Pillow
- H-Pillow
- Memory Crumbs Pillow
- Paris Classic
- Perfection Pillow
- Spring Back Pillow

#### **RESTINE PILLOWS**

- Bone Pillow
- Cannes Classic
- Cannes Crumbs (Foam Crumbs)





# EVROPA AD - "FACTORY FOR LIFE'S LITTLE PLEASURES"



## CONTACT DATA

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## ABOUT

Evropa dates back to 1882, when it was established as a craftsman's workshop for the production of candy, lokum and similar products from sugar. Nowadays, Evropa is already a modernized factory for the production of chocolates, wafer and candies that can praise itself with the computerization of the production process through new technologies and an enhanced product range. Evropa is a company which has left a mark on a great number of generations and holds this recognition for more than 135 years, which makes

it one of the oldest companies in the confectionery industry on the Balkans. By conveying the experience and taking the quality to the next level throughout many generations, it became what it is today – a stable industrial company with a production of around 5.000 tons annually and sales on the foreign and domestic market.

Certainly, Evropa's biggest trump is the tradition in its unmistakable quality of the products, which is proven by holding the certificates of the HACCP standard, the ISO 22000:2005 system and the IFS (International Featured Standard - Food).

## MARKET

Except in Macedonia, Evropa is well-known for its image of quality products in more than 19 countries across Europe, as well as in the United States and Australia, which accounts for 65% of total sales. In fact, Evropa is constantly expanding and entering new markets all around the world. Evropa is aware of the preferences of its customers and current trends in the confectionery industry, which was the reason for re-branding a large part of its product range and continuing with the development of some new products.

## MISSION

The goal of Evropa is to sweeten the lives of people of all ages with their confectionery products and give moments filled with joy and happiness. The quality of the products is at a constant high level and is imbedded in each of our products. For the purpose of ensuring the long-term success of the company, a continuous revision of the entire product assortment must be provided in order to respond to the needs of the consumers. The operation of Evropa is focused on the consumers and their wishes. Building an organizational culture provides immaculate operation.

## VISION

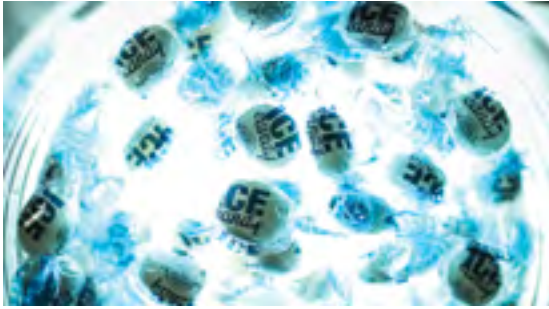
Our vision is for Evropa to be the dominant producer of confectionery products on the domestic market and a recognizable brand on the Balkans.

## VALUES

**Evropa keeps pursuing following values:**

**Integrity:** We show respect for our buyers, partners and suppliers by being open and honest in all fields of operation.





**Trust:** The constant quality of the raw material, the production process and the end product construct the formula which states that behind every satisfied customer, there is a satisfied employee. Evropa never betrays those who have put their trust in them.

**Pride:** We are proud of the successful functioning of the factory throughout all these years. In the many years of maintaining the tradition we have always had continuous improvement of the products, which makes us successful on the market.

**Dedication:** We perform the sweet tasks with great passion and enthusiasm.

**Team:** The immaculate team work always generates new ideas, big steps and results, which constantly make us proud. Every member of the Evropa team is equally appreciated, and due to the efficient cooperation between the sectors we encourage the success, development and purpose of each individual.

**Sustainability:** Sustainability consists of the protection of the environment. Evropa has successfully finished a few projects, such as the realization of the project for energy efficient equipment

## PRODUCTS

### The success and its ingredients

Choose one of our products and take a walk through the flavours. Reminisce the flavour from your childhood, give and share love or just close your eyes and travel by feeling everything that makes the flavour of Evropa impeccable.

### What products does Evropa have?

Chocolates, jelly candy, hard candies, wafers ... the trademark flavours that everybody loves, and which



we are proud to put our name on. The primary activity of Evropa is the production of confectionery products. The wide assortment is characterized with excellent quality and trademark characteristics of the products on the market.



### The production of Evropa is conducted in three sectors:

Sector for Cocoa products, desserts and lokum.

The products made in this sector are: chocolate milk bars, filled chocolates, chocolates with additional ingredients, cocoa cream products, chocolate poured desserts, chocolate boxes, "krem banana" in various packages, mini "krem banana", praline desserts in different packages, chocolate bars, gummy and jelly products, lokum with and without additional ingredients.

### Sector for candy products

Candies filled with various aromas, candy hard drops, milk toffees, hazelnut toffees, coconut toffees, fruit toffees, candy canes with different aromas, mini candy canes and jelly candy are the products made in this sector.

### Sector for flour products

The products made in this sector are: "Jadran" milk and cocoa wafers, hazelnut wafers, coffee wafers, fruit wafers, chocolate wafers, wholemeal biscuits and cookies.



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## ABOUT

FAKOM AD – Skopje, has been the leader in the metal working industry in Southeastern Europe since 1960. The basic activities of "FAKOM AD – Skopje" are design, manufacture and erection of a wide range of steel products. Thanks to the ironworks "MAKSTIL – Duferco", which is situated only 200 meters away from our workshops, we procure the basic material quickly, without any additional transport fees and with minimum waste material. The aforementioned allows us to have competitive prices.

"FAKOM AD – Skopje" has about 650 employees at this moment, highly specialized human resources with the necessary know-how to carry out the assigned tasks. The company is certified according to European standards and holds all necessary licenses for working in Macedonia and abroad. The yearly production

capacity is around 30.000 tons of different steel products and around 400.000 working hour's erection capacity.

## VISION

We realize our motto: best services to our clients, by optimal and competitive project solutions, by products and services according to world standards and quality, and at acceptable prices. Mission

- We give a greater and nobler role of the steel in man's everyday life;
- We manufacture every product in a high-quality manner, responsibly and at a reasonable price;
- We permanently increase the range of products;
- We promote efficient and high-quality services at affordable prices;
- We become more and more present on the foreign markets.

The production range of FAKOM AD includes production and services in the field of metal working industry and includes:

### 1. Design

- Preparation of complete construction drawings for all types of steel structures and processing equipment for the industry.
- Preparation of general, basic and as-built projects according



to our own project solutions and elaboration and completion of as-built projects (workshop and erection drawings).

- The designing office is organized into three units: Mechanical engineering, Structural engineering and Architecture.

### 2. Production

Production of all kinds of steel structures for the needs of the public



sector and the industry, based mostly in the hot-rolled sheet metals from the production program of "MAKSTIL", as well as alloyed steel sheet metals, hot-rolled profiles, tubular profiles, galvanized and plastic-coated sheet metals etc.

The production program includes:

- Steel structures for industrial facilities, production workrooms and warehouses, public buildings, gyms, sports stadiums, sports halls and etc.
- Road and railway bridges;
- Mining equipment for open-cast mine - mining machines and conveyor belts;
- Equipment for steam and hydroelectric plants;
- Metallurgy equipment;
- Fuel tanks and tanks for other liquid and gas fluids;
- Silos for granular and powdery materials;
- Processing equipment for the cement industry, the chemical industry and other industries;
- Automatically welded T, AT, H, L beams for the needs of the market and shipbuilding,
- Profiled sheet metals, low-tension electrodes, guard rails for roads, etc.

### 3. Erection

- Erection of all kinds of steel structures and processing equipment manufactured by the company.
- Erection of equipment, overhauls, reconstruction and maintenance of mining machines and conveyor belts in open-cast mines, steam and hydroelectric plants, ferrous and non-ferrous metallurgy, cement and chemical industry.
- Manufacture of parts of equipment and machines according to original drawings or samples for the needs of overhauls, reconstruction and maintenance.

Furthermore, "FAKOM AD – Skopje" owns 13 modern mobile cranes with lifting capacity of 18 – 350 tons i.e. it ranks first in the region with respect to fleet of mobile cranes.

As a result of several years of reform of the technological process in "FAKOM AD – Skopje", at present we can freely say that our company is among the leading European and global companies, and the first company in the region to start using BIM / FIM (Building Information Modeling / Fabrication Information Modeling) concept of operations.

FAKOM uses the aforesaid tools in the processes of planning, engineering, design, manufacture and installation of a variety of complex

construction solutions. Through the BIM model FAKOM follows the entire development cycle of the project from its conception until its realization.

Moreover, FAKOM has recently introduced another novelty in its working. It is the most sophisticated device for digital measurement, control, virtual assembly and reversed engineering of the brand Leica, supported by the software platform Inovvmetric Polyworks Inspector.

By using these sophisticated tools FAKOM has made a big step forward, separating itself from its competitors who are working in the traditional way. The previously mentioned tools enable the following:

- outstanding accuracy of manufactured structures and machine parts
- high precision assembling
- construction of structures with various spatial form
- creating a three-dimensional spatial models of existing structures that are the basis for BIM / FIM models.

We would like to let you know that it is our great pleasure and we would like to express our interest to work together with you. Should you require further information please visit our website [www.fakom.com.mk](http://www.fakom.com.mk)

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Web: [www.feydom.mk](http://www.feydom.mk)

## ABOUT

Project FEYDOM was initiated and founded in 2005 by Filimena and Zoran Radonjanin as a product design studio for the furniture industry. Since then, the project has been developed into a stable structure consisting of 3 parts:

### 1. DESIGN AND PRODUCT DEVELOPMENT STUDIO

The design has been the foundation of the project from its beginning.

Innovation, creativity and change are some of the factors that it has been oriented around.

As confirmation for the product design quality, the FEYDOM models were presented with some of the most prestigious design awards worldwide.

### 2. PRODUCTION LINE

#### FEYDOM FURNITURE DOO Skopje

was established in 2006 as an upholstery furniture manufacturing company.

The production is placed in Macedonia, in its own 3900 m2 factory building, located in Vizbegovo Industrial Zone nearby Skopje.

### 3. ORGANISED PROMOTION AND DISTRIBUTION NETWORK

In order to promote FEYDOM products, we developed presentations of the entire program as a concept with the motto "Everything Changes". The presentation involves posters, videos, and real life transformation of the models, which quickly attracts people's attention and interest.

### WHAT ARE WE DOING AND WHY ARE

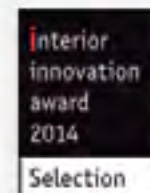
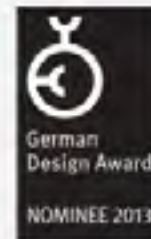


### WE DOING IT?

In the last 10 years, we worked on constructing an open business platform for design-oriented entrepreneurs.

We call this project FEYDOM. As our guiding picture, FEYDOM is supposed to be a living room, a safe place, a happy thought for everyone involved in it. We hope it becomes a home for all of us who work in it, regardless where we live on the planet.

All these years, we have been looking for people to join us. The kind of





people who would understand the opportunities of the platform and those who can find their place in it. People with an entrepreneur spirit who make decisions, and who know how to take responsibility for the consequences of such decisions. The people we found, together with those who found us, are considered our greatest assets. The functioning form of FEYDOM is business, therefore, this project was not meant to be an appealing inspirational story, but harsh reality. Companies and individuals working for their personal rewards thereby enabling ideas to be realized and design drawings to be manufactured, promoted, and distributed to the world. Our working models represent "total corporate transparency" and "open allocation of projects and resources" which

means we have nothing to hide, and everybody who can find their place in any part of the platform, is welcome to join us. We chose Design as a fundamental part of our concept,

since design means Innovation, Creation, and Change...

We work, make mistakes, learn, and change, thereby changing our reality. For our children to become innovative creators of their own bright future on this planet, they have to see an example, which shows that changing the world is possible. We strive toward becoming that example.

## PRODUCTS

- Modular sofa sets
- Armchairs & Longchairs
- Three-seaters
- Ottomans
- Corner sofas
- Cushions
- Sofa beds
- Other elements
- Chairs





# JARRA EXPORT

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## ABOUT

Jarra is a young perspective Qatari-Macedonian owned company established in 2016, with main focus of exporting food and beverage products from Macedonia to the GCC countries. In the initial stage of the company's development, Jarra was mostly concentrated on supplying Qatari market with high quality Macedonian food products in



jars, but after doing more research in the region, the company recognized the need for bigger range of products in the market.





Today Jarra operates two companies under the same name and having a rich portfolio of over 20 brands, the company imports variety of Macedonian products in Qatar, such as water, natural organic juices, jams, various snacks, sauces, dips and spreads etc.

Jarra supplies over 120 well-known markets in Doha with the goal of expanding its business even more in order to meet the customers' needs with always fresh, tasty and quality products.

All products are well-recognized brands and known as high-quality products in Macedonia with affordable prices, and at the same time are HASSP and HALAL certified.

## VISION

Our vision is to become an exclusive representative for most of the Macedonian production companies, in the GCC countries.

## MISSION

Our mission is to focus on importing high quality natural Macedonian food and beverage products, that are unique and authentic. In addition, we would also like to introduce the importance of eating healthy by introducing to the market non GMO products free of any sugars, artificial colors, additives and preservatives.



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## ABOUT

Having a great history in producing high - quality print, continuously exceeding the customer's expectations, today's the Printing House is raised high in the graphic industry. Today the Printing House represents the graphic industry of the country. Working only by the modern principles on the territory of the world countries, the Printing House established and is still maintaining its long-term goal, which is to keep the leadership in the market, conscious and responsible behavior during the working process, and professional attitude towards the consumers. We have at disposal advanced technology, we follow all the achievements on European and world level in the printing industry.

## PRODUCTION PROGRAM

- FLEXIBLE PACKAGING
- SECURITY PRINTING
- PROMOTIONAL MATERIALS
- LABELS

## TECHNOLOGY

### ROTOGRAVURE

- Two rotogravure printing machines
- Maximum width of the print 1300mm
- Maximum number of colors 9
- Application of cold lime in line
- Possibility of print on the back up to 3 colors
- Matt lacquer surface in registry

### FLEXO PRINTING

- Three machines for flexo printing, central cylinder (CI)
- Maximum number of colors 8
- Maximum width of print 1000mm
- Maximum step 700m

### UV - FLEXO PRINTING OF SELF - ADHESIVE LABELS

- Maximum up to 8 colors including varnish
- Cold foil application
- Printing of one color on the adhesive or the support
- Print on self - adhesives with different supports

### FOUR LONGITUDINAL CUTTING MACHINES

- Maximum diameter 600mm
- Internal diameter of the core 70, 76 and 152mm (at 70mm , maximum diameter up to 450m )
- Minimum cutting width of 25mm

### OTHER EQUIPMENT

- Bag making machines
- Lids diecutting
- Cut&Stack labels machines

### TWO LAMINATION MACHINES

- Solventless
- Solventbased
- Maximum width up to 1300mm





## PRODUCTS PROGRAM

### CUT & STUCK LABELS

If you, as our client own an older model of a label machine, and still want a label polypropylene, we offer you a solution. You don't not have to replace your label is enough to change the material that the product is made of. The advantage is the endurance of the polypropylene

### SELF-ADHESIVE LABELS

We offer various types of self-adhesive labels, different surface, maximum up to print on the adhesive or the substrate,

### WRAP AROUND LABELS

We offer to produce wrap around

labels (WAL) for beverages', for highly at different thicknesses and types of - white), raising the effect

### OFFSET PRINTING

We dispose with offset printing machines that offer printing on 6+1, 4 and 2 colors, the paper. We dispose with automatic for and machines for producing sito print.

### PROMOTIONAL MATERIAL

Catalogues, Books, Flyers, Posters, Hand Outs, Sheduler Books

### SECURITY PRINTING - protect your jobs

- INKS
- HOLOGRAMS
- PAPERS

### POUCHES WITH

Once the foil will be printed and laminated, we produce bags, if that is the idea of our customer. We produce bags in different sizes and colors, which contributes to extending the life of the product.

### ALUMINIUM LIDS

They are traditional, for now irreplaceable in the protection of your sticking on several types of surfaces, is no compromise when it comes to freshness and the flavor of the dairy products. Available in two formats 75.5 mm and 95.5 mm.

### DETERGENTS

We using sufficiently elastic materials allow damage to the packaging. And in the sea of similar products, your product is going to point out with the clear print.

### PERSONAL HIGIENE

The important thing here is the necessity to retain the aroma and humidity like they were packed today. And also the foil needs to withstand the chemicals used in the industry.

### PASTA&RISE

This is one of our standard products. The combination of materials is care-fully chosen so it will give your package strength and sufficient flexibility in the manipulation after packaging. And of course ... packaging enriched with the print will stand out on the store shelves.



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## ABOUT

LEOV COMPANY is a privately owned company from Veles, Macedonia, founded in 1984 with production of electrical appliances as its basic activity. Started as a family business, but today Leov Company has developed into one of the leading companies on the market. LEOV COMPANY organizes their production on 2 locations, in Veles and Prilep.

## MARKETS

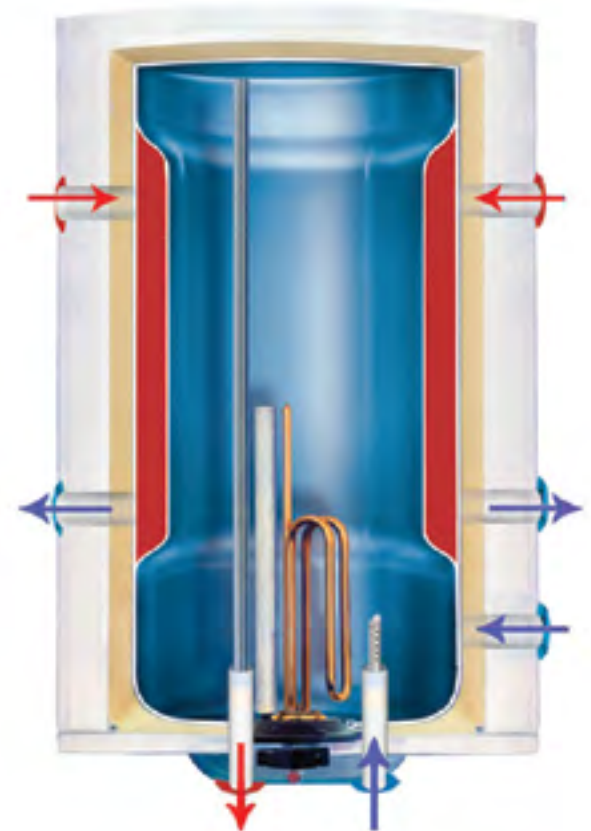
LEOV COMPANY is an export oriented company that over the years, successfully developed sales of its products to markets in Austria, Italy,



Greece, Poland, Sweden, Spain, Portugal, Albania, Turkey, Malta, Romania, Hungary, Serbia, Croatia, Slovenia, Bosnia and Herzegovina, Montenegro, Kosovo, Georgia, Saudi Arabia. Today the company is one of the largest manufacturers of electric water heaters (boilers) in the Balkans. All appliances made by Leov Company are in accordance with the requirements of the Quality standard ISO 9001: 2008, quality standards in accordance with the CE Norms, and also the electrical water heaters are in accordance with the CB norms. The solar collectors are in accordance with the Solar Keymark Standard.

## PRODUCTS AND SERVICES

The wide range of Leov Company products to consist of various household as:  
- Electric water heaters (boilers) in several models, with the possibility of vertical or horizontal mounting





- Solar water heaters (solar water boilers) that can be mounted and perform their function for external and internal use.
- Solar collectors for water heating, flat and vacuum collectors
- Gas appliances- Hot water boilers
- Stoves and wood fireplaces
- Stoves and fireplaces pellet
- Quartz heaters
- Components for all products.

**Services:**

- Galvanization
- Heat treatment of metals



# Makprogres - "The Big Family"



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## ABOUT

Makprogres Ltd is a successful, modern and customer-oriented company located in the Eastern part of Macedonia. From small family business founded in 1990, Makprogres grow up into one of the leading confectionary producers in Southeast Europe with export in more than 55 countries.

Makprogres is a Corporate operating in different sectors like Food industry, Hospitality, Retail distribution and Packaging production.

Our core business is in Food industry, especially sweet snacks, cookies and cakes. Lately the company entered also in the healthy food segment. Makprogres is one of the biggest food companies in the Balkan Area, with more than 750 employees.

The complete production is in compliance with HACCP, HALAL and with ISO9001:2008 QMS. All

raw materials and final products are controlled on regular basis in authorized quality control laboratories.

Our products are internationally recognized known as high quality products with modern packaging and prices affordable to anyone. Since the beginning, Makprogres is expanding production capacity to meet the needs of customers all over the world. Leading the sweet market in Macedonia with the brand Vincinni, the constant research, developments brought into live five more brands: Sunny Valley, Armonia, Natura, Donia and Fantasia.

Makprogres is an Industrial Group with strong social responsibility. In order to contribute in social development, the company has active cooperation with the local community to enable better life for all.

## VISION

We will be first wherever high quality is appreciated for acceptable price. We are constantly investing and expanding the range of products to meet the different needs of our customers.

Our medium-term goal is to become a leader in the confectionery industry in Central and Southeastern Europe.

## MISSION

We enrich life of the people with flavor and quality. With perfect balance of tradition, quality recipes and cutting-edge technology we contribute to a better life for the individual, local community and society as a whole.





## BRAND FAMILY



### Vincinni

Vincinni is a brand for international confectionery products. Vincinni is a friendly brand for all the family, offering everyday a good quality sweet snacks, cakes and biscuits. The brand is very successful in more than 55 countries, famous for large assortment, innovative new launches and trusty standard quality. A taste to enjoy for good value of money. Vincinni is Makprogress' strategic core business, with strong plans for investment.



### Armonia

Assortment of the brand Armonia is made of crispy crackers and salted pretzels following the latest world technology with balanced nutritional values. Made by a proven recipe, Armonia snacks will take you to a different world – a world full of fun. To make a product that will have its soul,

character, a product that will create new worlds and new friendships is our greatest satisfaction. This world filled with fun, opening new opportunities, enjoyment for everyone and everywhere is the world of Armonia.



### Sunny Valley

By processing and finishing of cereal grains, various grain and powder products are produced, which are part of the Sunny Valley brand. With over 250 sunny days a year, with a specific micro climate that is suitable for the production of rice, beans, corn and other agricultural products, the region of Kocani-Vinica is proudly called "Sunny Valley".



### Natura

Natura is created as a balance of quality, natural and carefully selected ingredients, tradition and cutting

edge technology to offer the modern consumer a selected food products in line with new needs of energy, diet and healthy food. This brand offers a healthy and delicious ways to maintain a balanced nutrition, with taste and wellness.

### Donia

Donia is a confectionary company founded in 2001, located in Prilep, Macedonia. Donia is specialized company for high quality delights of classic tradition like Halva and Lokum that are timeless specialties made under unique recipe and taste. Donia also produce Bakehouse cookies with an artisan quality. Pleasure and art in enjoyment of traditional products with recognizable quality.

### Fantasia

Fantasia is a Brand of food ingredients with high content of service, to help contemporary woman in easy preparing delicious sweets and snacks in minutes. The core Fantasia line is the Mix one, but the Brand offers also decorations, seasonings and other ingredients for cooking preparations. The core benefits from the brand are easy, quick, perfect specialties to delight our dears that represents love for them.



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## ABOUT

MATRONA Cons is a group of companies and experts gathered in order to provide the HEALTHCARE/ MEDICAL industry specialized, innovative, high quality, dedicated and professional services that are worthwhile to be outsourced. Our company aims to link the Macedonian manufacturers and service providers with companies from the European countries and help them to expand and increase production. Our company strives to increase the Macedonian exports capabilities in general and has many partners from Western Europe that are experts in entrance in markets, expansion of new products, negotiations and signing contracts with buyers. Our company aims to connect all stakeholders through outsourcing of various services and products, such as the production of parts/medical devices, IT software engineering, call centers, development of business

plans for development and expansion of business, preparation of marketing strategies to expand and conquer new markets.

## OUR SERVICES CONSIST of

- International sales services
- Promotional exporting activities for the companies that offer competent services and products specialized for the healthcare/medical industry (mechanical/electronic parts, IT software, etc.)
- Analysis of specific markets/listing of potential customers and/or suppliers, contacting and visiting the interested and potential ones for negotiation about co-operation and signing of contracts
- Organization/ complete guidance during presence on the largest fairs in Europe for effective presentation of the Macedonian companies
- Organizing international B2B meetings, exchange of contacts, business visits of Macedonian companies abroad and vice versa
- Advising services for the company to properly position and develop its products for successful exporting strategies, develop effective marketing material, website, etc
- Advising services for international business development strategies and cultural diversity specificities

## OUR VISION

Our vision is to be a regionally leading healthcare/medical and biotechnology consulting company with an outstanding performance, highly competent partners and extremely satisfied customers.

## OUR MISSION

Our mission is to have dedicated team supporting You in all steps in Your organization where we can provide an added value, high quality services and innovative solutions.

## WHY COMPANY CHOOSE

We are easy and quick to reply, focused on the issue, experienced in healthcare and medical devices industry and have a lot of projects behind us proving our professionalism, quality and creativity. We have many standardization certificates, we have very satisfied customers and we are more affordable...

Cutting costs in your organization, introducing innovative ideas in the product development, researching the market, organizing creative solutions for your booths and events representations, introducing a call center, etc are just few of the options provided. Contact us for our and our partners' references...





## **MATRONA Consulting**

Group of companies and experts gathered in order to provide the HEALTHCARE/MEDICAL industry specialized, innovative, high quality, dedicated and professional services that are WORTHWHILE TO BE OUTSOURCED.

### **• IT SOFTWARE OUTSOURCING**

### **• BUSINESS DEVELOPMENT OUTSOURCING**

### **• CALL CENTER AND EVENTS ORGANIZATION OUTSOURCING**

### **• TRAINED PERSONNEL IN MEDICAL EQUIPMENT OUTSOURCING**

## **IT SOFTWARE OUTSOURCING SERVICES**

**Agile development, Custom applications & Digital solutions**

**Currently we have on service more than several hundred young and highly qualified professionals including web (.NET, JavaScript, React.js, Angular, HTML/CSS, Java EE, Lavarel, PHP, Python, Ruby, SharePoint), mobile (iOS, Android, Windows Phone, Xamarine, PhoneGap, Adobe AIR) and embedded (C/C++, Java) developers, designers, interactive media specialists, and quality assurance engineers.**

Have any idea for software, need help finding the right solution?  
Maybe all you need is experienced partner in software development?

We can be fully outsourced team and/or we can be coupled with your in-house resources and develop a long-term relationship as the go-to outsourcing partner.

We can provide integrated software development services that let our clients and partners focus on sales, marketing, production, program management and else.

## **BUSINESS DEVELOPMENT OUTSOURCING SERVICES**

Market research, business plans, competition analysis, mergers and acquisitions strategy and innovation development strategy

Want to enter in a new market, grow your market share and win over you competition?

OUTSOURCE YOUR ACTIVITIES TO PENETRATE INTERNATIONAL MARKETS WITH BUSINESS PLANS, COMPETITION ANALYSIS AND MARKET RESEARCH

Having long experience in the healthcare/ medical and biotechnology industry, we can help you with studies, programs and business plans on the basis on which we will determine the development of the company and the way its success will be controlled.



# MEBEL-VI Vinica

## CONTACT DATA

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www.mondivi.mk

## ABOUT

Mebel-Vi is the leading furniture manufacturer and retailer in Macedonia. The Company was founded in 1997 and with 21 years of experience now became the largest manufacturer and seller in the country.

We produce for and export in many EU and Balkan countries since year 2000. Mebel-Vi is the first certified furniture company with Certificates for the upholstery production, flat furniture production and mattress production - from The Laboratory of the Faculty of Design and Technologies of Furniture and Interior from Skopje since 2011.

In order to maintain and increase



the level of trust in our products with our foreign partners from Europe, we constantly upgrade and modernize our production and human resource capabilities. Our world leading production lines covers 15.000m2 area with constant improvements of the production process. We only use tested raw materials from top suppliers and maintain excellent storage and warehouse facilities with more than 6.500m2 storage area.

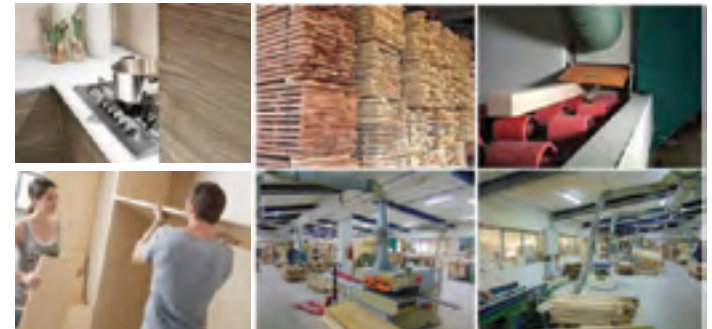
One of the things that we are most proud of is the experienced and trained staff of more than 170 people, some of them since the beginning of the company. We invest heavily in training and creating a stimulating work environment.

## MISION

Production and supply of recognizable furniture with the best features on the market. Quality which everyone trusts.

## VISION

To be the first choice for top quality furniture in every home in Macedonia and



beyond, creating a unique shopping experience.

## SOCIALLY RESPONSIBLE

Using only raw materials that are safe for the human health and the environment. Production oriented towards environmental protection and improved working environment. We now operate 7 exclusive Mebel-Vi branded showrooms with more than 14.500m2 exhibition area, in the bigger metropolitan areas in Macedonia. We implemented new concept of shopping experience, with





bigger showrooms as a perfect place for anyone looking for top quality, affordable price and great selection. At one location you can find all kinds of products, from all segments of our portfolio (Mebel-Vi, MONDIVI, Status and Allegro).

## OUR BRANDS

Products from the Mebel-Vi segment, distinguished by their quality and huge advantages over the remaining offer on our market, are the first choice of those customers who want a quality certified product, designed to meet their need for a comfortable and functional home.

## DESIGN. COMFORT. QUALITY.

**MONDIVI** MONDIVI is a trademark for premium upholstery products. The MONDIVI sofas and beds are the result of a precise selection of raw materials, as well as tracking each stage of production in order to offer a long lasting and premium product. High quality standards are set up to guarantee top quality workmanship, best value and premium product for each of our customers. The choice of materials relies on clear ecological criteria for the full satisfaction of customers, offering great ergonomics and absolute comfort. The fabrics and

leathers before being included in our collection have been previously tested to determine their resistance and proper use. The innovative collection of patterns and models was created to meet the needs and demands of the modern buyer.

**ALLEGRO**

Our mattress manufacturing is organized under separate trademark Allegro. Allegro was created to offer a designed mattress made of premium materials for everyday use and better sleep for everyone. In order to meet the different needs of the customers, we offer several types of mattresses produced with HR foams, memory foam, pocket coils and other components combining them into different models for every type of people with different sleeping habits.

**Status**

Status is our brand and trademark for the economy price segment. A wide range of products has been created to help young people live better every day. For this purpose, Status offers complete solutions for arranging the home at the most affordable prices on the market.



## ONLINE SHOP

Mebel-Vi is the first company in Macedonia to create online furniture shop and offer real online services and e-commerce since the beginning of 2016. We have started this project like a big challenge especially for the Macedonian market. In order to maintain the level of quality and reliability that exists in our showrooms, but also to encourage potential consumers, the online store has the following characteristics: the most reliable billing system, the web site contains detailed instructions on the shopping process and the opportunity for each consumer to evaluate the purchased product and publicly share his experience.



## CONTACT DATA

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## ABOUT

Mikrosam AD, based in Prilep, Macedonia, is a globally recognized leader in developing customized machines and know – how for the composites industry. With more than 28-years of existence, Mikrosam has recognized mastery in developing specialized software solutions, control systems and highly advanced equipment for processing and manufacturing parts of composite materials.

With over 60% of the workforce being engineers, including doctors, master of science and university professors, Mikrosam provides the highest technical value and the most extensive machine design flexibility in the industry. Our experts have been working in composites production for over 40 years, and they very well know that every customer has unique industrial setting, production outcome, product design and level of

automation.

Mikrosam's innovative solutions guarantee long-term competitiveness and success of customers across the aerospace, automotive, energy, marine, civil engineering, oil and gas transport, defense, research and other segments.

## VISION

Our vision is to be the world's leader in delivering advanced high quality custom-made manufacturing solutions and know-how for the composites industry.

## MISSION

Our mission is to be a brand that inspires innovation in:

- The industry for composite materials
- Educational development of our community
- The way we treat our employees by encouraging creative thinking and ideas
- The way we deal with our customers by achieving 100% customer satisfaction.

## Core technologies, products and services

Mikrosam AD achieves its goals by focusing on three

important technology areas:

- Motion control and process automation;
- Specialized software development and
- Composites production expertise.

## Services

At its composite R&D center, Mikrosam offers prototyping, testing, product design, technology development and expert consulting to help you conquer the world markets where delicate applications, full automation and control are the initial pattern of the custom made state-of-the-art equipment.





## We offer our customers:

- **Experience and Expertise** – Over 40 years working with composites;
- **Flexibility and Diversity** - Over 230 different production lines delivered;
- **Trust** – Satisfied customers in over 40 countries around the world including Germany, Sweden, USA, Japan, Russia, China, India, Korea among others;
- **Support** – 24/7 on-line and off-line technical assistance before and after delivery;
- **Great industry coverage** - Over 10 end markets served.

## Product Portfolio

### Automated Fiber Placement and Tape Laying AFP/ATL

Mikrosam's Automated Fiber Placement (AFP) and Automated Tape Laying (ATL) machines guarantee high productivity rates, flexibility to manufacture flat to highly contour, convex and concave,



composite structures with precision, at low machine operating cost. Automated Fiber placement is specifically used for application of composite material on: ducts, fuselages, nozzle cones, fan blades, pressure tanks and other structural surfaces. Automated Tape Laying technology is used for the production of composite aircraft empennage and wings, windmill blades etc. Mikrosam has capitalized in this technology by developing solutions that integrate the two processes (AFP and ATL) and robotic handling into a single production work cell.

### Prepreg Making and Slitting/Rewinding

Mikrosam specializes in designing and producing advanced Prepreg making machines with high performance that meets the market need for quality prepreg, a fabric reinforcement (carbon, glass, aramid or hybrid) that has been pre-impregnated with a resin system. Every machine is a tailor-made solution that satisfies customer's requirements for different forms of prepreg material and different prepreg making systems. Prepreg solutions also include a custom-made prepreg slitting/rewinding equipment for slitting and rewinding of the prepreg and obtaining a wide width slit-tape used in Automated Tape Laying (ATL) technology for production of structural composite parts and a narrow width slit-tape used in the automated fiber

placement (AFP) and filament winding (FW) process.

### Filament Winding and Factory Automation

Filament Winding equipment for R&D laboratories and institutes suitable for small batch production, multiple spindle Filament Winding machines specially designed for high capacity production output, and fully automated production lines for high-volume production of composite structures.

Filament Winding machines and integrated automated work cells are intended for the production of premium quality end products such as: composite CNG, LNG and Hydrogen pressure vessels; composite fire extinguishers; composite tanks and pipes for the transport of oil, gas and water; and many other composite solutions that are greatly superior in quality and performance than their metal counterparts.



# OKITEKS –“Fashion Is Our Profession”



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company that values its employees as the greatest asset in international growth. Our customers particularly appreciate us because, based on our knowledge and experience, we always select the right companies and connect them to the right production facilities. We are available for you, reliable and honest. We solve problems together and we like to share successes. Over the years, we can look back on many long-standing partnerships and look forward to new and long-term partnerships.

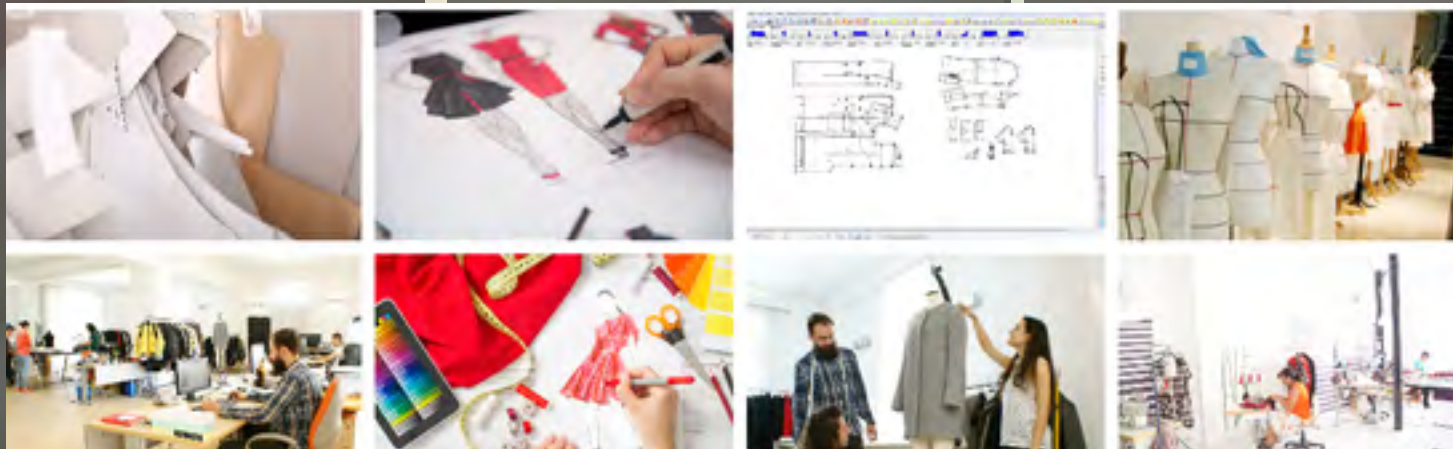
## SERVICES

Okitex is Macedonia's leading contractor in the production of high quality women's shirts and sporty menswear. Today Okitex employs 500 people and has 12 production lines in three fully air-conditioned halls under one roof. The company specializes in the export of modern

and elegant clothing. Okitex is located in the center of Skopje, the modern capital of Macedonia. Only 30 minutes from the airport, the operation is very easy to reach. We have focused our operations on the high value segment and there are many benefits that speak for us. Whether in production, technical work preparation, administration or CAD department, we have put together a team of experts who will diligently take care of your orders. We are flexible and effectively organized, so we can produce small series quickly and efficiently. Due to the early focus on high-quality production, we have supplemented and renewed our machinery with all the necessary special machinery. This is reflected in the high quality of the products and increases productivity and efficiency.

## ABOUT

Okitex was founded as a family business and continues today in this tradition. The more than 30 years of experience of the managing directors in the textile industry is a decisive success factor. We are constantly looking for improvements as our management regularly attends trainings and trade shows. We can call ourselves a humane and friendly





## SUSTAINABILITY

We are members of various organizations and pay close attention to the timeliness of our audits. To name a few, we have awards for BSCI, OHSAS; ISO 9001 and 14001, are certified according to HIGG. We have our own nursery Bambini, a company doctor, free lunch for our staff and in-house training programs in our Academy - Ocademy. The combination of these facts makes us one of the most popular employers in the area.

## TEAM

Our 30-member team is divided into country groups. When customers book a certain capacity, they are assigned their own team for the processing and delivering of orders.

We also train our account managers regularly. Our team members regularly attend seminars and take different courses, as well as visit our customers as much as possible. Getting to know the company and its contact person on site brings proximity, personal responsibility and great motivation, which we are willing to demand and promote.

## SERVICES

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located in the center of Skopje, the modern capital of Macedonia. Only 30 minutes from the airport, our premises are very easy to reach. We have focused our operations on the high value segment and there are many benefits that speak for itself. Whether in production, technical work preparation, administration or CAD department, we have put together a team of experts who will diligently take care of your orders. We are flexible and effectively organized, so we can produce small series quickly and efficiently. Due to the early focus on high-quality production, we have supplemented and renewed our machinery with all the necessary special machinery. This is reflected in the high quality of the products and increases productivity and efficiency.





# PEKABESKO AD

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## ABOUT

Pekabesko AD Skopje is a company with more than 35 year tradition, and established in the late 1979. It developed from the branch of then the biggest Agricultural Cooperative PKB Belgrade, which was opened in 1972. In 1991 PKB-Skopje developed into one of the first completely privatized companies in Macedonia. Major activity of the company is production of delicatessen products and distribution of foodstuffs and cigarettes.

In 1998 we started production of delicatessen products under Pekabesko brand. Today, the range of delicatessen products covers various types of durable, smoked and semi-durable products.

In addition to the production, we distribute goods of a number of domestic and foreign companies, which is one of the key Pekabesko activities. Not only the technical capacities but also human resources and staff do make it possible for Pekabesko to take one of the leading places in the distribution activity in Macedonia. Major indicator for its success in this area is the trust in Pekabesko by well-established regional and global companies and brands related to daily distribution for dozen of national and international companies, or more than 270 different products.

In 2012, a new Pekabesko Production and Logistic Center was built located in the village of Kadino, Ilinden municipality. The facility was built with investment loan amounting to EUR 9.5 million granted by the European Investment Bank (EIB) and MBDP, serviced through NLB Tutunska Banka, and the remaining (EUR 3.5 million) are own company assets. This investment worth EUR 13 million has so far provided 100 new jobs, and 100 more are planned after the facility has been completed.

The Center was built in line with HACCAP Standards for production of delicatessen products. The plant has a production capacity of 35 tons per day, confectioning of fresh meat, production of pate, storage and cutting of fresh meat, packing of frozen fish and frozen vegetables and fruit.





Pekabesko Production and Logistic Center has an area of 19,700 m<sup>2</sup>, of which 10,500 m<sup>2</sup> production part, 5,600 m<sup>2</sup> distribution storages, 1,500 m<sup>2</sup> additional premises, and 2,100 m<sup>2</sup> administration premises. Pekabesko is in disposal of a distribution network including over 50 vehicles and more than 60 employees and storages with 7000 palette points of all storage regimes. The Company distributes for about ten national and international companies on daily basis, or more than 270 different products. The technological solution for construction of the facility was developed by a Swiss company maintaining all European norms and standards for production and distribution so that the Center obtained EU export number.

## OBJECTIVE

Our objective is to be amongst the leading production and distribution companies in Macedonia, permanently providing high quality level of our products, and offering new and modern assortment of distinctive Pekabesko products and services. In a word, our major objective is satisfied consumers and partners, guaranteed quality of our products and services and continuous development.

## PRODUCTION

“Pekabesko JSC” under the logo of Pekabesko, today produces delicatessen products of all types of semi-durable and durable products:

- **Smoked delicatessens**
- **Boiled sausages**
- **Semi-durable sausages**
- **Canned products**
- **Durable products**

## DISTRIBUTION

In addition to production, Pekabesko key activity is distribution of various brands. Not only the technical capacities but also human resources and staff do make it possible for Pekabesko to take one of the leading places in the distribution activity in Macedonia. Major indicator for its success in this area is the trust in Pekabesko by well-established regional and global companies and brands related to daily distribution for dozen of national and international companies, or more than 270 different products. Pekabesko continuously invests in training of both existing and new human potential employed in the company. For that purpose, we strive for continuous improvement of our distribution quality by renewal of our vehicle fleet and introducing updated software applications.



Our partners and brands making use of Pekabesko distribution network are as follows:



#### TIMKO HALAL

As a consequence of our export orientation in the Western Balkan countries and increasing penetration in the domestic market, a need for Muslim and other non-Muslim population emerged for chicken and beef products to be produced under special conditions. In fact the need for implementation of HALAL standard appeared.

In December 2017, Šuto Orizari – subsidiary factory obtained HALAL Certificate under the “TIMKO” brand and at the same time, we obtained documents of good production practice or known as HACCP standard from the Food and Veterinary Agency of Macedonia.

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### ABOUT

Rade Koncar TEP is a leading company in metal processing and electrical industry in Macedonia and the Balkans. It is part of the brand "Rade Koncar", with tradition of 65 years. Since its establishment in 2006, TEP as part of Rade Koncar-Service has been continuously developing in the direction of innovation of new products, production process, improvement in the manner of work and serving the market with quality production/manufacturing solutions.



Our company offers complete solutions in the field of electricity generation, as well as customized solutions according to individual customer requirements. In addition, the technical department continuously puts efforts in developing products with improved design and functionality, as well as responding to all the specific requirements of our customers. The constant investment in the field of R&D is prove of our dedication to the clients and industry. The success of our production solutions is due to the dedication, professionalism and passion of our team, constant monitoring of market demands and world trends, as well as combining the functionality and design of the offered solutions.

### PRODUCTION PROGRAM

- distributive oil transformers, power up to 1600kVA
- high voltage plants for voltage level up to 110kV
- concrete compact substation 20-10/0.4kV for power of a transformer up to 1250kVA
- all types of meter boxes, connection boxes, cable distribution boxes, low voltage distribution switch boards, for the distribution network in Macedonia – EVN
- low voltage command, switch

boards and boxes for industrial use

- command desks for industry
- designing complete projects, mounting, testing and putting into operation of low voltage, mid voltage and high voltage complex objects.

### PRODUCTS

• **Substation** - The substation is part of the system for production, transmission and distribution of electricity. It is intended for supplying households, and industrial consumers of 20kV cable network. Rade Koncar TEP provides complete solutions and construction of substations according to standards of EVN Macedonia for the needs users.

• **Transformers** – Distribution transformers; Low Voltage Current Transformers.

• **Load disconnectors**

• **Recloser**- The recloser is an autonomous device that detects faults and interruptions in long-distance overhead lines and performs automatically switch on/off. If the interruption is permanent then the switch isolates the part in which the fault occurs. The recloser can be pole mounted or substation mounted and can operate as a stand-alone recloser without the need for an additional auxiliary supply, or it can be



integrated into the most advanced distribution automation schemes.

- **Low voltage distribution devices** - Cabinet for pole mounted substation; Low voltage distribution switch boards; Outdoor power cable cabinets; Connection boxes

- **Meter boxes** - Meter boxes for direct metering – outdoor mounting; Meter boxes for direct metering for outdoor mounting – special version; Meter distribution board for direct metering – indoor mounting; Boxes for street lighting; Boxes for half-indirect metering; Boxes for summary metering; Boxes for indirect metering

- **Automatic power factor correction** - Automatic power factor correction devices are used to improve the power factor in the industry and the distribution of electricity. The advantage of these plants is that the compensation of the reactive energy to all consumers is carried out in one place. Made as self-standing cabinets, these devices are equipped with PF Controller with 6 or 12 degrees. Upon request we also make devices with other values, different from the standard types.

- **Metal sheet enclosures** - Modular metal enclosures type "SS" – self standing; Metal sheet boxes type – RK; Metal sheet boxes type – RK Inox

- **Perforated cable trays** - Perforated cable trays are one of the serial products of Rade Koncar TEP and with their design, flexibility and versatility provide solutions to all situations that emerge during the process of setting cable installations in various areas. We provide product that offers quick and economical way of carrying electrical wires, telecommunication and computer cables. Beside standard types, Rade Koncar TEP offers the possibility of producing perforated cable trays according to the specific requirements of the customers. The perforated cable trays are manufactured according to standard EN61537. Interruptions in the power supply, due to malfunction, human influence or bad weather, can completely harm the working process. That is why diesel engines are a great back up for smooth operation under any conditions. Rade Koncar TEP is official representative and servicer of EMSA diesel generators and offers a wide range of the world known

producers of engines and alternators (Perkins, Deutz, Volvo, Baudouin etc).

- **Diesel generators** - The generators are characterized by excellent quality, modern and innovative design, low noise level. Rade Koncar TEP and EMSA together offer solutions according the specific needs of the clients.

- **Metal sheet products** - Postal cabinets; Safety cabinets; Seating kits Alek.

- **Pallet stoves** - Rade Koncar TEP started producing pellet stoves and distributes them on the Macedonian market and on the Balkans through its commercial partner. Heating with pellet stoves is the perfect choice for a sustainable alternative energy source. Pellet stoves can cover the entire residential heat and hot water needs of your home, and are easily integrated into existing heating systems. Rade Koncar TEP currently produces the following types of pellet stoves: Hot air pellet stove; Hydro pellet stove without fan; Pellet stoves with built-in fan.

## SERVICES

- Laser cutting
- Robotic welding
- Electrostatic powder coating
- Metal sheet processing





## ABOUT

Strmos AD Non-Metallic Mines Probishtip was founded in 1984. The main activity of the firm is the exploitation and processing of non-metallic mineral raw materials:

- quartzite,
- opal breccia,
- amorphous white opal tuff
- and zeophytes.

# STRMOS

## CONTACT DATA

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Web: [www.strmos.com.mk](http://www.strmos.com.mk)

Exploitation is done on the basis of concession agreements and exploitation permits. The company has production capacities of 200,000 tons annually (in one shift), the utilization of the capacities is 64% with a total of 36 employees.

The quartzite is used in metallurgy for the production of Ferro alloys containing Si. The Opal breccia or Powocan is used in the cement industry. The white amorphous opal tuff has a wide range of applications such as: waste water and drinking water filtration, fireproof industry, construction for thermally lightweight concrete and mortars, as a pesticide carrier, rubber and paper industry, dye industry, etc.. The company's capital is 100% private, based on its development on the development of the new Zeofit product, which has wide application.





# SUNA STAR DOOEL

## CONTACT DATA

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## ABOUT

We are a company specialized in the export of fruits and vegetables. We mostly do export apples of different varieties (idared, golden and red delicious), but we also export cabbage, peaches and nectarines.

**Red Delicious:** This kind of apple can be exported from September till May. There are two varieties of this red apple: red chief and scarlet.



**Scarlet apple:** It can be exported from September until May. The inside of this apple is red and is different from the other red varieties.



**Golden:** This kind of apple is available from September till May.



**Idared:** This kind of apple can be exported from September until May. It is the most sustainable apple for transport and can be exported for the longest period of time.



**Peaches:** The peach season starts from June until September. It is sensitive and short-lived fruit.



**Nectarines:** This fruit is available from June until September.



**Strawberries:** This kind of fruit is available from May until June. Its short-lived and very difficult for transportation.



**Cherries:** This fruit is available from June until August, it's more available in Prespa and Ohrid area.



**Cabbage :** We can offer winter and spring cabbage. Winter cabbage is available from December until April, Spring cabbage is from March until June.



**Grapes:** There are too many sorts of this fruit, it can be exported from August until December.



**Plums:** The most exported sort is Stanley plum, which is available since July until October.



## VISION

Widening of the scope of production, dealing with various kind of fruits and vegetables and following the world trends of healthy food production.

## MISSION

We look forward to supply all European and Russian markets with healthy fruits and vegetables with good quality and reasonable price.

## STRATEGY

Conquering markets with cheap fruits and vegetables, healthy made fruits with low levels of chemicals.

## MARKETS

70 % of our export we are made to Russian market and the rest to Bosnia, Bulgaria, Serbia, Romania, Poland and we are look forward for doing business with the rest of the European Countries.





# SWISSLION Ltd

## CONTACT DATA

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## CONTACT DATA

SWISSLION DOO Skopje is a proud member of SWISSLION-TAKOVO family, a well-known multinational food and drinks manufacturer in Southeastern Europe.

SWISSLION-TAKOVO Group's core activities are production of confectionary products as well as private labels for companies internationally.

Our two SWISSLION AGROPLOD factories, the one located in Skopje and the other one located in Resen, follow the SL technology, constantly improving and using the newest technologies.

SL technology is a symbol and guarantee for top quality and technology, production of natural and healthy food with controlled



origin of raw materials and perfect taste, symbol of modern and highly automated technology.

A perfect combination between the traditional recipe and the newest technology achievements make the crunchy secret of our salted production line: HELLO salted sticks, HELLO sesame sticks, GRISKI filled with peanuts and the newest member of the GRISKI Family – GRISKI filled with cheddar cheese, are being produced in our factory in Skopje.

The salty line in Resen is known by the FLIPS, peanuts, peanut butter and the most recent invention – KRC KRC – almond shaped flips with five different tastes (cheese with oregano, bacon, pizza, chili, red pepper).

The sweet pleasures production line in Skopje produces the SOFTI and EUROBISCUIT, soft biscuit with fruit concentrate jelly with chocolate

# Swisslion

coating, offering two biscuit sizes – Mini and Maxi, for both- big and little sweets lovers, in two jelly tastes: orange and strawberry.

Whether you prefer white or black chocolate, CHOCO BOOM product line offers an intense pleasure: chocolate coated dragees coming in different varieties: raisins, rice, extruded cereal, flips, peanuts, almonds, raspberry taste extruded cereal.

SWISSLION AGROPLOD Resen is the birth place of the well-known jaffa biscuit with fruit jelly and chocolate coating – RESSANA, offering three types of jelly tastes: raspberry, cherry and the most popular – RESSANA orange.

BONNY TOP candies are the children's inevitable sweet pleasure, known by their authentic tube package.



As a perfect morning ritual, SWISSLION Cereals' product line has been introduced to provide a healthy start of the day: Euro Max, Coco Max, Choco Max, Honey Rings, Choco Bits, Hazelnut Bits and Cine Max – for all the cinnamon lovers.



Before our products leave the factory and start the journey in all four sides of the World, our team of professionals make a final control and examination in our own microbiological laboratories, as we strongly believe that our duty is to produce the best quality food for our appreciated Consumers.



## STANDARDS

SWISSLION DOO SWISSLION AGROPLOD is a proud holder of FSSC 22000, HACCP, Kosher and HALAL Certificates. We can prove that the highest world standards can be achieved as well in Macedonia.

## MISSION

Conquering of Europe and world markets with high-quality, healthy and safe food and offering a wide assortment of products.



## VISION

Widening the scope of production, dealing with various stages of food processing and following the world trends of high-quality food production.

## STRATEGY

Conquering markets with high-quality products with competitive prices, enabled by our team of professionals,



modern technology and carefully chosen ingredients.

## SWISSLION AGRAR LLC Resen, poultry farm

Our poultry farm, SWISSLION AGRAR LLC Resen, has got 110,000 hens (which accounts for 100% of the exploitable farm capacity), and the daily production is about 85,000 fresh eggs.

Approximately, 30% of the production capacity is being used as raw material ingredient for the production of confectionary goods in SWISSLION AGROPLOD factories in Resen and in Skopje.

The poultry farm operates according to HACCP system principles and has an export number for fresh eggs for EU Member States (MK 31 10 0072 with sign E).





# DAIRY ZDRAVJE RADOVO

## CONTACT

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## ABOUT

Zdravje Radovo Dairy started operation at the beginning of 2002, in an unspoiled environment stretching over the region between Ograzdhen and Belasica mountains, at only 10 km from Strumica. In 2004 a new production capacity in Kumanovo highlighted expansion in the production, which continued a 50-years tradition kept by the Agricultural and industrial Group (ZIK) Kumanovo. In 2014, Macedonian market was facing lack of products from the range of dairy spread made by domestic companies. R.E Kumanovo plant, started production of dairy spreads. 2016 was year when new plant in Bitola started to operate.

Since the beginnings, the company has seen permanent development of the production programme, growth in both the assortment of products and the number of employees. The principle of dedicated work, as well as introduction of new products has led to significant expansion of the products range which originally comprised a small number of products. The entire range of products currently is about 60. The initial capacity of 2,500 liters processed milk in the beginning has rise up to more than 120,000 liters presently.

The overall sales and distribution of the products is carried out in and from the warehouse in Skopje. Headquarters is located in Skopje as well. Zdravje Radovo Dairy have personal distribution network that covers every region in Macedonia.

Another confirmation to the growth and development of Zdravje Radovo Dairy is the expansion of the company's market positioning outside Macedonia, where our brand is already well-established. Today, our products are present on the market in Serbia, Montenegro, Bosnia and Herzegovina, Rusia and Kosovo.



## MISSION

We aim to constantly monitor the consumer needs and maintain the confidence that they have towards us. Our tendency is to offer high quality dairy products that contribute everyday quality of living.

## VALUES

All of the above has been built by the following:

- High quality in each and every area, starting from the raw materials, through production, distribution, marketing to sales, up to our consumers
- Highest standards in every segment of the operation
- Confidentiality and partner relationship with our suppliers
- Continuously improvement of the working conditions according the latest standards
- Environmental protection
- Social responsibility

## PRODUCTS

On a domestic market, Zdravje Radovo Dairy is the leader in sales of cheese. We are proud of our Mixed cheese recipe that combines the traditional cheese production and innovative production standards according international practices. This recipe is innovation on Macedonian market, initially offered by Zdravje Radovo Dairy. The company is also among the top sellers of yellow cheeses and the sour-milk assortment that includes yoghurts, sour cream, soured milk, etc. Furthermore, the company is the largest exporter of dairy products in Macedonia.

## PRODUCT PORTFOLIO

### White and yellow cheese:

- Cow, Sheep, Mixed Cheese (combination of cow and sheep milk)
- Cottage Cheese
- Fetina



### Fermented milk products:

- Yogurt Drinks
- Yogurt
- Sour Milk
- Sour Cream



### Dessert

- Rice pudding





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## ABOUT

Zeleznik was founded in 1979 with an Austrian license and meets all the EU quality standards.

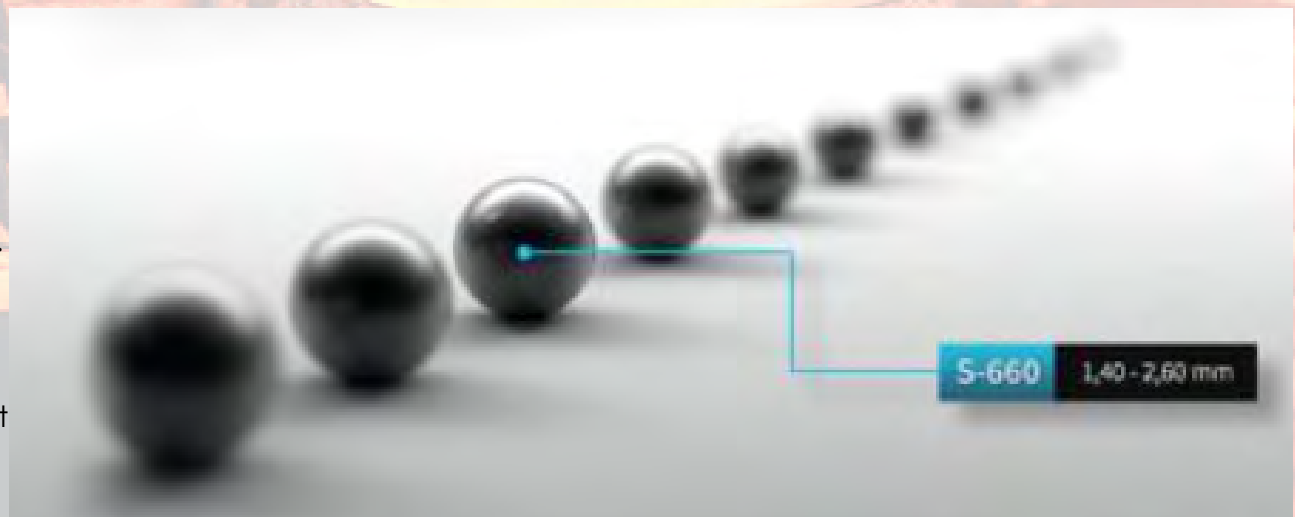
In our early stages, we exported only in the neighboring countries, but today, with more than 90% of production supply, we have long-term business partners located in the EU countries as well as overseas. Zeleznik AD is a shareholders' company that specializes in black metallurgy. Our company produces and sells low carbon round steel shot and various kinds of steel castings. When it comes to the choice of the right business partner for you, we can assure you that you have come to the right place. We promise great quality, compatible price, professional service. We will

prove to you that we are the best choice of a business partner for you. You are always welcome to visit our facility and meet our management. WE LOOK FORWARD TO BUILDING A LONG - TERM BUSINESS RELATIONSHIP WITH YOU!

## PRODUCTS

• **LOW CARBON STEEL SHOT** - Zeleznik has 40 years of experience in producing low-carbon steel shots. The Steel shots have a carbon content of 0.12 – 0.17% by weight, It has a bainite structure and therefore it possesses optimum properties in terms of toughness and hardness. The low percentage of carbon ads 30% higher durability of our steel shot

than the high carbon steel shots (Ervin test - K100 durability). The hardness of the grains is defined by the carbon level. In the production process of our low-carbon steel shot granulations is followed by thermal process of drying, which has a beneficial tempering effect. The grain is free from cracks. Quality control is permanent by keeping samples of every delivering of steel shots for further laboratory examination. The desired operating mixture (the right balance between cleaning performance and good coverage) can be achieved by combining several different grain size ranges.





**-Product application:**

**1. Foundries**

Steel shot is used for blast cleaning - removing of contaminant ( oxide layer and sand ).

The size of the steel shot it depends on the size of steel casting.

grain iron: S230, S280, S330, S390, S460, S550, S660, S780

steel cast: S280, S330, S390, S460, S550, S660, S780, S930

nodular iron: S170, S230, S280, S330, S390, S460, S550, S660

colored metal (Al, Cu alloy): S170, S230

**2. Steel mills, forging shops, rolling mills**

Is used for: removing rust, decreasing or achieving roughness effect for good connection between paint and surface.

halfproducts: S230, S280, S330, S390, S460, S550, S660

steel construction: S170, S230, S280, S330

Sheet metal: S110

Profiles: S170, S230, S280, S330

Tubes: S170, S230

Railway tracks: S170, S230

**3. Polishing** - tools, big parts, sheets of alloyed steels: S110, S170

**4. Shot peening** - increasing strength and fatigue resistance.

Flat and spiral springs, rollers, screws, connectors: S170, S230, S280

**•STEEL CASTINGS**

**1. Mining, crushing and cement industry**

**2. Construction and agricultural machines**

**3. Power plant**

**4. Machinery parts and tools**

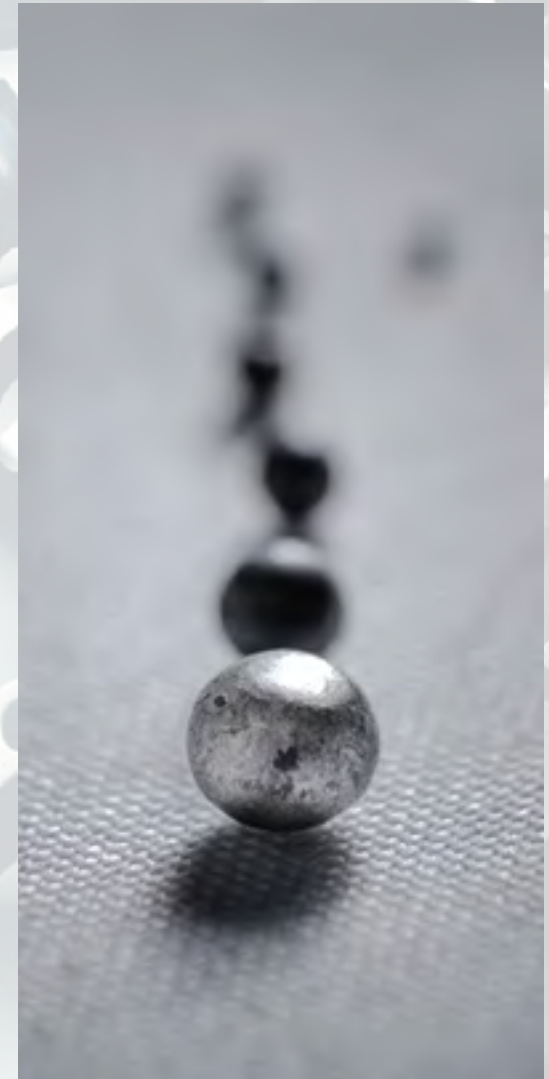
**PRODUCTION**

Our production capacities enable our annual production of approximately 12000 tons of steel shot and 3000 tons of steel castings. With committed and professional staff, we pride on the quality of our products and well-established brand in the country and abroad.

**QUALITY**

Due to extensive experience and continuous technological development, we are offer products of very high quality. With the possession of ISO 9001:2008; ISO 14001 certificates, we confirm the quality of our production.

Our products' quality, chemical, metallographic and mechanical structure is strongly controlled in our own laboratory which is equipped by the most up-to-date machinery







# VITALIA - Healthy food for a healthy lifestyle

Anniversary

25  
years

HEALTHY FOOD  
FOR HEALTHY GENERATIONS

## WHO WE ARE

**VITALIA Nikola Ltd** is a family owned company, highly specialized in production and trading with healthy food. Our general purpose is to supply the domestic and foreign markets with natural, great tasting and nutritional products that fit today's healthy lifestyle. The company, which has been operating since 1993, is dynamically growing and improving year by year, establishing itself in a leading position in the East European health food market.

## OUR PHILOSOPHY & MISSION

We have never considered the sale of our products as a one-way street. Regular exchange of information creates the feed back loop that enables us to quickly adapt our products to fit the market and customer needs.

Our philosophy is that healthy food must be natural and tasty. We are proud of the use of fresh fruits and other herbs and ingredients from our uncontaminated meadows and forests in Macedonia. Original recipes make Vitalia's taste unique and appreciated by thousands of families around the world; because we want to be near their heart.

With the consumer as a "motivating force", constant efforts are being made to improve and create new products - whereby safety, quality, convenience and innovation are the most important pre-conditions. That, in a nutshell, is the mission and the strength of VITALIA.

## WHAT WE OFFER

The VITALIA palette offers an abundance of flavor ideas for many varieties of healthy foods:

Gluten free, Sport/protein products, Raw Line, Low in sugar, No sugar added, Diet products, Cereals and muesli, Cereal based impulsive products with added value, Cold pressed oils, Natural sweeteners, Non-dairy milks, Organic products, Food supplements, Soy products, Low-fat products, Integral grains and seeds.

Our pallet consist of 300 Vitalia Branded products, divided by 13 categories, where in addition we take care of our respectable Private Label clients worldwide, for which we created in total 400 PL products from various health food categories.





## OUR TEAM

Our team is consisted of highly motivated, dedicated and passionate individuals whose professional experience and knowledge bring great productivity and practical realization of the well-established vision of VITALIA.

Today Vitalia is a proud company with over 270 employees, technologists, nutritionists, pharmacies and doctors, all dreaming the same dream, to create healthy foods for healthy generations.

## CLIENTS AND MARKETS

We are exporting our goods in more than 55 countries throughout the EU, USA, Canada, Australia, Africa, Asia and Middle East. Our clients are retailers, healthy food shops sport and nutrition shops, gas stations and pharmacies.

- |             |             |                 |                 |
|-------------|-------------|-----------------|-----------------|
| • METRO     | • SPAR      | • MERCATOR      | • Delhaize      |
| • AUCHAN    | • CBA       | • INTEREX       | • ElcorteEngles |
| • BILLA     | • Tesco     | • Colorado's    | • RIMI          |
| • ALDI      | • HOFER     | • VEROPULOS     | • LE CLERCK     |
| • KAUFLAND  | • DM        | • HIT           | • Coop          |
| • CARREFOUR | • KONZUM    | • Sllgro        | • Lenta         |
| • Fairway   | • TUS       | • The Huf Group | • Walmart       |
| • Unilever  | • Schuhbeck | • Jumbo         | • Migros        |

## QUALITY CONTROL

As part of our ongoing commitment to quality, we have achieved BRC and IFS food quality standards.

Furthermore, VITALIA has achieved the appreciated certificates KOSHER, Halal, RSPO, UTZ, vegetarian and Organic, in order to satisfy the needs of specific target groups.



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# VITAMINKA AD Prilep



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## ABOUT

The successful story of Vitaminka started in 1956 in the heart of one of the ecologically cleanest regions - Pelagonia - more precisely, in the town of Prilep.

From a factory for production of ground red pepper, Vitaminka, with its new business strategy, began to pave its way to the success, growing to a leading company in the food industry both in the local Macedonian market and the regional market of the Balkans. By strengthening its position in the domestic and regional market, in parallel the presence in the international markets has intensively grown, where currently it is displacing 45% of its annual production into over 30 countries worldwide.

Today, Vitaminka is a big Macedonian brand in the business world and a company behind which there are many well-known and established

brands of a wide portfolio. It argues its leading position in the domestic market by a well-established corporate brand identified with the national ecological values, its care for achieving top quality and a tradition for consuming products of healthy natural resources.

Under the company slogan "The world of tastes" there is a wide pallet of products of about 350 types of packages, including production of various tastes (sweet, salty and hot) in the forms of snack products, chocolates, desserts and candies, large choice of puddings, ketchup, mayonnaise, various sauces, delicious soups and other food supplements, numerous instant products and filter teas. The most impressive and known Vitaminka brands are the popular and timeless Stobi Flips - ideal snacks for all generations, for any occasion and any part of the day, the instant vitamin beverage Cevitana and Atlantis - chocolate sea shells of unique and delicious taste.



During all these years of existence and standards, terms and needs monitoring, Vitaminka has become a benchmark, i.e. one of the strongest Macedonian companies and is a true representative of a producer of food products of top quality without any compromises.





Besides its positive influence in the national economy, not less important is Vitaminka's influence on the local and regional economy advancement through the large number of employees and the chain of additional collaborators.

Vitaminka, with over 60 years tradition in production, is one of the most stabile companies with a continuous and constant growing production in R. Macedonia, and in a wider region of the Balkans. With more than 620 employees, it features as one of the leading companies that makes huge efforts, own resources and concerns on the society and its quality of life.

Together with more than 130 big distributors worldwide and excellent covering, our products are available everywhere and for all generations.

Vitaminka produces its products with

advanced technical-technological equipment that guarantees sound, tasty products of high quality in the market, giving our consumers high pleasure every moment.

The high quality is proved by the obtained standards: ISO 9001; ISO 14001; HACCP; HALAL; IFS; BRS etc.

## PRODUCTS

Vitaminka has created a large portfolio of products which constantly meet the vast number of consumers from our local, regional market, and the consumers from all continents in the world.

Our products are widely recognized and accepted, and this is a big motivation for our team, in combination with its experience and energy, to continue creation and development, offering our products

in as large number of countries in the world as possible.

Always committed to produce products with exceptional tastes, enriched by natural colours and flavours, meeting even the most fastidious consumers, we, in the food Industry Vitaminka, are proud to offer You - as business partners in Europe and the other continents, our products, of which each one is filled with our love and commitment for extra quality and fantastic taste, and all this based on our rich knowledge and tradition about what our consumers need, expect and want:



Stobi Flips is a product of top quality, designed through a perfect combination of maize grits, ground peanuts

coating, sunflower oil, salt and a lot of love. The distinctive taste makes Stobi Flips ideal snacking for each occasion, in any part of the day. From the irresistible attractive taste resembling our childhood, through the inevitable presence in every moment of our life, up to this moment now, when thousands flips are snacked everywhere - Stobi Flips is e product loved by all generations.





Tradition, love and ability shape the chocolate sea shells "Atlantis", which are produced

by an advanced technology, with selected and refined ingredients.

The superb taste of the milk chocolate is ideally supplemented with hazelnut and vanilla flavour and now enriched with two new flavors – Espresso and Latte Machiato..

We look for a quality chocolate product during all our life, so stop now and enjoy the fantastic forms and taste of Atlantis.



The instant powdered vitamin beverage - Cevitana with natural flavours and without artificial sweeteners, with 9 vitamins, is a beverage available in various flavours, such as: lemon, pineapple, orange, mango, grapefruit, mint and lemon, lemon and elderberry... , in different

sizes, family pack and individual sticks, for a healthy " on-the-go" refreshing.



specialties.

Tomato ketchup in a regular mild and hot option, then enriched with beef version for Italian taste, spicy version for Mexican flavour, and BBQ sauce. Vitaminka's ketchup is delicious, irreplaceable addition to pizzas, sandwiches, baked products, pasta and other

The basic ingredient of the ketchup is tomato, obtained from the heart of ecologically clean soil, that gives this product a distinguishing mark of authenticity.



oil, egg yolks and a special mix of spices.

Vitanez is enriched by vitamins A and E that protect the body from free radicals, rejuvenate it and increase vitality.

Vitanez is one of the best, most refined and most accepted mayonnaises

Vitanez Extra mayonnaise is a delicious product of top quality. It is produced of carefully selected, domestic raw materials of the highest quality, such as refined sunflower

in Macedonia, but it is also widely spread in the world.

Vitaminka's soups are synonyms for quality and they are widely accepted both in our country and in the world.

They are produced of quality dried vegetables, natural proteins, vitamin B2 and other spices that with their ideal ratio give the soups pleasant taste liked by many consumers.

We offer complete range of soups for everybody's taste and for each occasion.

Dafinka is a universal seasoning used for taste improving of all kinds of dishes in all world-known cuisines, regardless of that if they contain meat or not.

It is made of carefully selected, quality and highly aromatic dried vegetables (parsnip, carrot, celery, onion, parsley root and leaf), with carbohydrates, spices, ribonucleotides and is enriched by vitamin B2.

Bonbons comprimates - come in a suitable package in the following flavours: lemon, banana, apple, raspberry, strawberry, mandarin, orange, peppermint or 'Cevitana'.

SARITA cakes consist of vegetable fat, dairy components in smaller percentage, honey and several vitamins indispensable for normal body functioning during the day.



The five wholegrain cereals present in SARITA cakes (corn flakes and four whole grains: buckwheat, wheat, barley and rye) are excellent healthy food for human body, especially beneficial for the digestive system, rich with insoluble and soluble dietetic fibers.

The wholegrain “Despina” - source of energy, rich with antioxidants, without added sugars or fats, in various attractive flavours.



Soft cakes - Frutti - unique and tasty snack made of soft cake with fruit jelly of orange, raspberry, sour cherry, covered in delicious chocolate, is a product of top food scientists' fantasy in Vitaminka.

Cookies - Tea cakes offer you perfect taste of a tea cake, with whole chocolate pieces, milk, coco, orange, peanuts...

Cereals - Corn flakes, Choko Jumbo, Choka Moka, Dardo Flakes, healthy cereals made of high quality maize, enriched by chocolate, vitamins, iron, calcium.



Pudding and whipped cream - Vanilla, strawberry, caramel, wild berries, and all-time favorite - chocolate.

Choco Stobi Flips is an extruded kernel of cereals covered by high-grade milk chocolate. Extraordinary taste of this product of Vitaminka, supported by an attractively designed package, attracts the consumers' attention every day.

Choco Stobi Flips belongs to the group of chocolate covered products of Vitaminka, generated by the



fantasy of coupled chocolate with hazelnut kernels, peanuts, raisins, almonds, orange peel, aronia... In the Choco Stobi Flips range, Vitaminka has not forgotten the fans of white chocolate, as well.

Chocolates - that come in different shapes and sizes (tablets, bars, pralines, small eggs), are result of our commitment for making the best chocolates of the best ingredients for the best chocolate lovers.

Cocoa-milky cream spreads - We produce Luna cream and Vitakrem cream using the best cocoa, milk and hazelnuts, for a great pleasure of the gourmets.

Toppings (Coatings) - Twister, for completing the desserts with a rich, tasty and attractive coating. Twister from Vitaminka is an outstanding and indispensable addition to a large number of desserts. It can be used as a decoration on puddings, whipped foams and creams, cakes, ice-cream etc.



# VIVAKS DOO - "We bring nature and vitality into your life!"



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## ABOUT

• In 1994, Mr. Dimitar Josifovski launched the story of VIVA. Since the beginning, the goal of the company has been to produce juices of the highest quality, and this remains to be the trade mark feature and commitment of the brand VIVA.

• In 1995, started the production of juices in flexible packaging (cheer pack) in small 250 ml and 1 liter packaging, as well as coffee in 70 ml packaging. We became the only company in the Balkans with this type of packaging, which made VIVA brand recognizable outside of the



borders of Macedonia, too.

- In 1999, we built our own facility spreading on 2,000 m<sup>2</sup>.
- In 2002, we started the production of juices from 200 ml – DOYPAK – a unique type of packaging in a pouch



with a straw inserted. Back then, we were the only ones in the Balkans with this type of packaging.

- In 2003, VIVAKS became the leading manufacturer of natural fruit juices and nectar's in the Republic of Macedonia.
- In 2006, we started packaging juices in 2 liter carton packaging.

• In 2011, we invested in a complete PET line. With this new line, a production of fruit drinks and iced teas in 0.5 and 1.5 liters, as well as 1 liter syrups was launched.

• In 2012, VIVAKS became the only company both in

Macedonia and in the Balkans that initiated the cooperation with Disney International, for the purpose of production of juices officially licensed by the global brands Disney and Marvel.

- In 2013, at the 80th anniversary of the International Fair in Novi Sad, Republic of Serbia, VIVA was awarded the following recognition's:
  - Gold Medal for the quality of the orange juice 100%, peach nectar, and cocktail nectar
  - Big Gold Medal for pineapple 100% and ACE nectar
  - the Novi Sad Fair Cup for the quality of fruit juices

• The twentieth jubilee of the operations in 2014 was marked by a complete makeover of the 1 liter packaging line.

• In 2015, a new modern facility encompassing 50,000 m<sup>2</sup> was opened, and the investment with the aseptic filling machine completed.







Today VIVAKS is a company with the most advanced production technology. Our goal and mission statement focuses on a continuous investment in the modernization of the production process, sustainable and healthy organizational structure, as well as ongoing professional development of the team that counts more than 80 employees. The facility is located in the most cutting edge manufacturing compound on an area measuring around 50, 000 square meters. As any other modern company, we have invested our utmost endeavors into a successful



functioning of the whole team and have faith in the collective and collaborative work and positive energy, which are our guiding

principles toward the next success and every next huge step forward. The top technology used in our production is a warranty of our social responsibility in protecting and preserving our environment

## MISSION AND OBJECTIVES

Our mission started as early as 1994. From a seed, we grew into a high quality product – a famous brand name not only at the Macedonian but also the regional market. With love, we produce and package the best of nature to deliver it directly to you.

- Identifying and meeting the needs and desires of our revered consumers. A continuous follow up of the latest advancements in technology, market research and analysis, and implementation of the latest trends and standards. Maximum investment into innovations in order to satisfy the tastes of the end consumers.
- Aiming to continually replenish and improve our distribution channel, which will ultimately contribute to a greater appreciation on the part of our clients and partners.
- Building trust amongst our suppliers so as to ensure that our relationship rests of mutual support and team cooperation.
- Ensuring high quality standardized raw materials for the manufacturing of the final products that are of the highest quality.
- Maximum dedication

to all the fields starting from the selection of raw materials, production, marketing, distribution, all the way to the sale.

- Permanent professional development of the employees at all levels; continuous support, care, and development of mutual trust. Via investment into and professional development of individual skills, followed by stimulation and opening up of opportunities for career advancements, we have created a healthy work environment and have increased the quality of work.
- Care for the improvement of the work conditions, the equipment, and the continuous advancement of the knowledge and the skills of the employees.

## PRODUCTS

- Juice 100%
- Nectars 1L
- Fruit drinks 1L
- Fruity 1L / Fruity 2L
- Nectars & Fruit Drinks 2L
- Doypack 0.2L
- Disney и Marvel Doypack 0.2L
- Viva Fresh 1.5L / Viva Fresh 0.5L
- Ice Tea 1L / Ice Tea 1.5L / Ice Tea 0.5L / Ice Tea 0,2L
- Syrup





Business that focus on exporting  
expand their vision and markets  
regionally,  
internationally or  
even globally.

# Macedonian Exporting

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Macedonian Export Directory



EXPORTERS'  
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Business that focus on exporting  
expand their vision and markets  
**regionally,**  
**internationally or**  
**even globally.**

# Macedonian Exporting

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Macedonian Export Directory

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**EXPORTERS'  
CLUB**

ECONOMIC CHAMBER OF MACEDONIA®