

Invest North Macedonia
Access Common Regional Market
Hotel Fitzgerald Prague, 21 – 22 September 2023

Investment Opportunities & WBIF Grant Process

Industries: Energy, Automotive Industry & Industrial Manufacturing, Agrobusiness, Food Processing & Wine, Real Estate & Construction

21. September 2023

Moderator:

Ljiljana Jovanovski Asenov, Czech Macedonian Association of Commerce
Fatime Koka, Agency for Foreign Investment and Export Promotion of the Republic of North Macedonia (Invest North Macedonia)

9:30 – 9:40 *Welcome speech*

Mr. Majkl SIBINOVSKI, Chargé d'Affaires a.i., Embassy of the Republic of North Macedonia in Prague

9:40 – 9:50 *Discover the Macedonian Sunny Land*

Ambassador Ilija Psaltirov, Ph.D. Economic Counsellor for Poland, Czechia, Slovakia and Hungary

9:50 – 10:00 *Welcome speech, Introduction to the work of the Agency for Foreign Investment*

Mr. Gazmend Abdija, Director of Agency for Foreign Investments and Export Promotion of the Republic of North Macedonia (Invest North Macedonia)

10:00 – 10:10 *Investment and Trade Opportunities for Doing Business in North Macedonia*

Mrs. Milica Zivkovska, Head of Export Promotion Department, Agency for Foreign Investments and Export Promotion of the Republic of North Macedonia (Invest North Macedonia)

10:10 – 10:20 *How to successfully access foreign markets, invest and expand. Export services and support provided by CzechTrade*

Ing. Neklan Coufal, Export Advisor - Energy, Resources, Environment; former Director CzechTrade Office Egypt, Government trade promotion agency of the Czech Republic

10:20 – 10:40 *Investment Opportunities in the Manufacturing Sector. The North Macedonia Free Zones Authority. Government Incentives and Schemes for Investments of Significant Economic Interest*

Mr. Edin Fakic, Head of Free Zones Management and Aftercare

10:40 – 10:50 *Business and Trade potential of the Macedonian market, economic perspectives of the North – West Macedonia region.*

Mr. Mendi Qyra, President of the Economic Chamber of North-West Macedonia

10:50 – 11:00 Q & A session



Czech Macedonian Association
of Commerce



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21. September 2023

11:00 – 11:30 Coffee Break

11:30 – 12:00

Business opportunities and major initiatives in the manufacturing segment, automotive industry, construction and real estate development

MSc. Trajan Angeloski, President Macedonian Chamber of Commerce, Deputy CEO
ARILJEMETAL DOO Skopje

12:00 – 12:20

Developments, policies and potential of Macedonian agrobusiness, food processing and wine industry

Mrs. Vjollca Berisha, Deputy Minister in the Ministry of Agriculture, Forestry and Water Management

12:20 – 12:40

Doing Business in the Western Balkan Region, WBIF Investment Framework, Grant Application Process and Regional Funds

Ljiljana Jovanovski Asenov, Czech Macedonian Association of Commerce

12:40 – 13:00

How to Enter Western Balkan Emerging Markets, Best Practices, Opportunities and Challenges for Foreign Companies and Investors

Tiberiu Andrioaiei, NEW EUROPE CONSULTING SRL, Vice President of National Council at UGIR - The General Union of Romanian Industrialists

13:00 – 15:00 Lunch, wine degustation, networking and signature of Memorandum for Regional Cooperation

20:00 – 23:00 Business dinner

22. September 2023

10:00 – 12:00 B2B Business Breakfast Networking: Invest North Macedonia – Access Western Balkans Common Regional Market

Industries covered in 4 groups: 1) Energy, 2) Automotive Industry and Industrial Manufacturing 3) Agrobusiness, Food Processing & Wine, 4) Real Estate & Construction
Participants: Czech, Macedonian, Western Balkan companies, associations and potential investors, institutional representatives from North Macedonia, Czech Republic, Western Balkans, CEE and Italy



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