



**MACEDONIAN
MANUFACTURING EXPO**
24-25-26 NOVEMBER 2020

**VIRTUAL EXPO AND
BUSINESS CONFERENCE**



BACKGROUND

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

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

Due to the COVID-19 pandemic, the team behind the Macedonian Manufacturing Expo has decided to **host the fourth edition of the event virtually on Eventora, a GDPR-approved online platform for virtual business events**. Restrictions on travel and large gatherings should not impede further business networking for the manufacturing sector, especially now when, due to the economic ramifications of the pandemic, it is as vital as ever for sustaining and consolidating these industries, and the virtual 2020 Expo aims to improve on the successes of its predecessors. Like last year's edition, the MME 2020 will consist of three parts - **B2B meetings, industry fair and educational panels**, all held on Eventora's platform, for a multi-day virtual business experience.

What you can find at MME?

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

PARTICIPATING IN THE B2B MEETINGS AS A BUYER (25 november)

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

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

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

MME through the years...

2016	18 PURCHASERS	50 SUPPLIERS	170 B2B MEETINGS
2018	30 PURCHASERS	61 SUPPLIERS	395 B2B MEETINGS
2019	35 PURCHASERS	81 SUPPLIERS	650 B2B MEETINGS

ORGANIZED BY:



SUPPORTED BY:





**MACEDONIAN
MANUFACTURING EXPO**
24-25-26 NOVEMBER 2020

**VIRTUAL EXPO AND
BUSINESS CONFERENCE**



PARTICIPATING IN THE B2B MEETINGS AS A SUPPLIER (25 november)

Companies interested in finding new clients from various industries for their products and services should register and participate as **SUPPLIERS**. When registering as a supplier, a company will need to fill out an extensive company profile which will focus in great part on the products and services offered by the company, as well as the production capacity, certifications and standards of the company.

Suppliers will be able to browse the profiles of all registered buyers and request online video meetings with any buyers whose requests they can meet. Registration and participation as a **SUPPLIER** will be limited to companies from North Macedonia and the Western Balkans region, and participation will include access to all educational panels during the conference, and all suppliers will be included in the Official Suppliers Catalogue which will be published on the MME 2020 platform and on MAMEI's website.

PARTICIPATING IN THE VIRTUAL EXPO (24-26 november)

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

Type 1 stand - €300 (VAT not included) **Type 2 stand - €350 (VAT not included)** **Group stands (5 or more companies)**

A virtual space consisting of company information, photos, catalogues and videos, with a direct video chat option by visitors.

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

Organizations and chambers procuring 5+ type 2 stands for their members, will get a 10% discount, and a stand for the parent organization free of charge.

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

The Macedonian Manufacturing Expo 2020 is set to continue on the path of further establishing MME as a central point for exchanging knowledge and ideas, and will feature both pre-recorded presentations, as well as live streamed interactive panels and discussions on a list of relevant topics. These educational panels will be available to all participating companies, and to other companies and individuals interested in the topics that will be covered and wanting the benefit of taking part in them. To access these educational panels, they will have to register as **VISITORS** on the online conference platform, and fill out a basic registration form. During the streams the panels will be recorded and made available on the on-line conference platform.

MME 2019 RESULTS

35

PURCHASERS

81

SUPPLIERS

27

EXHIBITORS

650

B2B MEETINGS

577

GUESTS

13

COUNTRIES

Impressions of MME 2019

"MAMEI gave us an interesting perspective in our pursuit for new potential suppliers in the region, as the purpose is to support all the European countries towards development, and the means are both practical and professional."

- Mr. Bogdan Ionescu, Makita EU (Romania)

"The Macedonian Manufacturing Expo 2019 was a great opportunity to get in touch with companies from the Balkan. Furthermore, the B2B meetings were well organized and very helpful."

- Mr. Ricky Longhani, Minimax GmBH (Germany)

"Due to the lack of relevant fair activities in Skopje since the end of [international technological fair] Tehnoma, the exhibitions hall at the Macedonian Manufacturing Expo 2019 served as an adequate indicator to the potential for growth that the Expo has."

- Ms. Lejla Mehmedovikj, Lear Corporation (Macedonia)

About the organizers



The Macedonian Association of Metal and Electrical Industry (MAMEI) was established in 2014 by a couple of companies, leaders in the light manufacturing industry sectors in North Macedonia, with a unique goal to unify the Macedonian companies from these sectors and to offer support and quality business services that will fasten their growth and development. MAMEI has been the primary organizer of the Macedonian Manufacturing Expo since 2016.



The Delegation of German Industry and Commerce in North Macedonia was founded in 2000 in Skopje as a Representative of the German Chamber of Industry and Commerce (DIHK). At the beginning of 2017, the office was upgraded from a Representative to a Delegation. The Delegation first supported the Macedonian Manufacturing Expo in 2018, and since 2019 has taken the role of an equal partner and organizer.