



REPUBLIC OF NORTH MACEDONIA
MINISTRY OF FOREIGN AFFAIRS
AND FOREIGN TRADE

INVEST IN NORTH MACEDONIA

Your Gateway to Success





REPUBLIC OF
NORTH MACEDONIA

1. MESSAGE BY THE MINISTER

Dear Investor,

On behalf of the Ministry of Foreign Affairs and Foreign Trade of the Republic of North Macedonia, it is my pleasure to invite you to discover the opportunities our country has to offer.

Strategically positioned at the heart of the Balkans, North Macedonia is a reliable partner, a NATO Ally, a committed EU candidate country, and a natural bridge connecting markets, cultures and ideas.

Our country offers political and macroeconomic stability, a skilled and competitive workforce, an attractive business environment, and a strong commitment to innovation, sustainable growth and economic openness. Above all, we are determined to create the conditions in which serious investors can grow, innovate and succeed.

At the Ministry of Foreign Affairs and Foreign Trade, we see economic diplomacy as a central part of our mission. We stand ready to support you by facilitating connections, providing relevant information and working closely with institutions and partners to turn investment opportunities into successful long-term partnerships.

We invite you not only to invest in North Macedonia, but to become part of our country's growth story and the prosperous future we are building together.

Sincerely,

Dr. Timcho Mucunski

Minister of Foreign Affairs and Foreign Trade



EXECUTIVE HIGHLIGHTS



STRATEGIC LOCATION

At the crossroads of Europe with excellent connectivity



STRONG ECONOMY

Macro stability and steady economic growth



SKILLED WORKFORCE

Young, educated and multilingual talent



EU PATHWAY

EU candidate country committed to reforms



OPEN FOR BUSINESS

Transparent environment and investor support

2. REPUBLIC OF NORTH MACEDONIA AT A GLANCE

North Macedonia is a stable, open and export-oriented economy strategically positioned in Southeast Europe.

The country is strongly committed to European values and international cooperation, offering a transparent business environment and attractive opportunities for investors.

KEY FACTS



CAPITAL
Skopje



POPULATION
~1.8 million



TERRITORY
25,713 km²



TIME ZONE
CET (UTC+1)



POLITICAL SYSTEM
Parliamentary democracy



NATO ALLY
Member of NATO since 2020



EU CANDIDATE
Candidate country since 2005



CURRENCY
Macedonian Denar (MKD) Exchange rate pegged to the EUR



3.POLITICAL AND MACROECONOMIC ENVIRONMENT



POLITICAL STABILITY

North Macedonia has established itself as a stable democratic state and a reliable partner in the Euro Atlantic community.

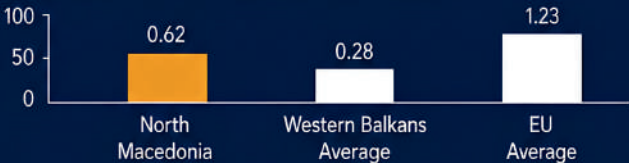
The country provides a predictable political, economic and secure environment that is highly valued by international investors.



PUBLIC POLICIES SUPPORTING INVESTMENT

Investment-friendly legal framework and equal treatment of investors.
Active government support through (One Stop Shop) services.
Strong focus on innovation, green transition and digitalization.
Public-private dialogue and continuous improvement of the business climate.

GOVERNMENT EFFECTIVENESS INDEX



MACROECONOMIC SNAPSHOT

- Real GDP growth: 3.4%
- Unemployment rate: 11.5%
- Foreign Trade: Import 13 bn EUR, Export 8 bn EUR
- Currency: 1 euro = 61,3 denars

TAX ENVIRONMENT

- | | | |
|-----------------------------------|-------------------------------|-----------------------------|
| ● Personal Income Tax
10% flat | ● VAT
18% + 5% | ● Excise Tax
5% – 62% |
| ● Corporate Income Tax
10% | ● Property Tax
0,1% – 0,2% | ● Custom duties
5% – 20% |



MACROECONOMIC FRAMEWORK

Prudent fiscal policy and responsible economic management ensuring a sustainable and resilient economy.

4. WHY INVEST IN NORTH MACEDONIA

Your Gateway to Opportunity and Long-Term Growth

North Macedonia combines a strategic location, a stable business environment and a skilled workforce to help investors succeed and growth.



STRATEGIC LOCATION

At the crossroads of Europe, linking the West and the East, the North and the South. Quick access to major EU markets and global trade routes



MARKET ACCESS

Preferential access to over 650 million consumers through trade agreements with EU, CEFTA, EFTA, Türkiye, UK, Ukraine, WTO member and other international accords



STABLE BUSINESS ENVIRONMENT

Rule of law, protection of property rights, transparent regulations and a strong commitment to investors



SKILLED WORKFORCE

Young, educated and multilingual talent with strong technical skills and a solid work ethic



ATTRACTIVE INCENTIVES

Competitive and tailored packages of financial and non financial governmental support



INVESTOR AFTERCARE

Personalized support at every step of the investors journey-from establishment to expansion and reinvestment

5. TECHNOLOGICAL INDUSTRIAL DEVELOPMENT ZONES (TIDZ)

Built for Industry & Designed for Growth

The Technological Industrial Development Zones (TIDZ) represent one of North Macedonia's most successful instruments for attracting foreign direct investments.

Developed according to international standards, the zones provide to investors full services, industrial locations, modern infrastructure, attractive incentive packages, and comprehensive industrial support.



WORLD-CLASS INFRASTRUCTURE

Strategically located zones with ready-to-use land, modern utilities, high-speed connectivity and sustainable solutions to power investors operations



INVESTOR SERVICES

Dedicated support teams and transparent processes to facilitate fast-track approvals and a smooth investment journey



ONE-STOP SUPPORT

From company registration to permits and aftercare, TIDZ's provide end-to-end assistance through a single point of contact

TAX BENEFITS IN TIDZ:



CORPORATE TAX
0% (10 years)



PERSONAL TAX
0% (10 years)



VAT
0%



CUSTOM DUTY
0%



EXPORT ORIENTATION

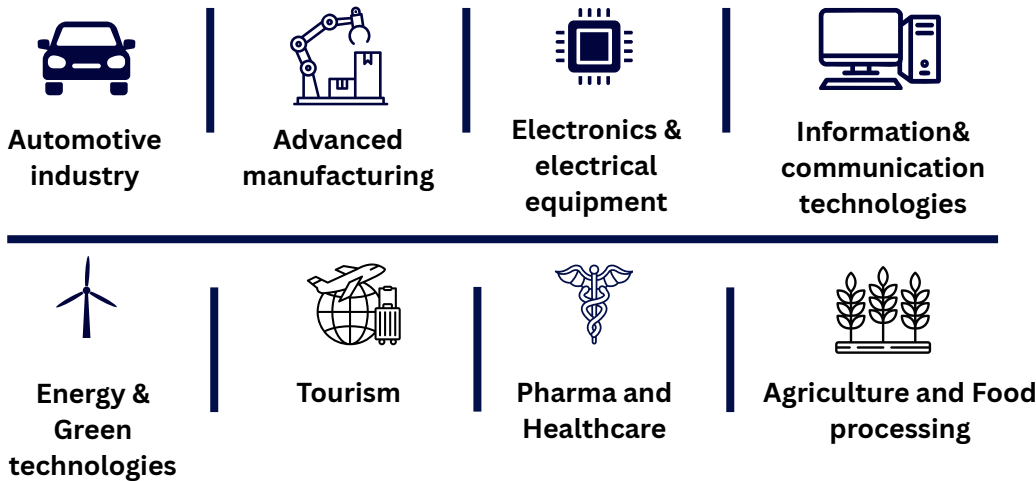
TIDZ enterprises benefit from proximity to EU markets, free trade agreements and efficient logistics-helping investors compete globally

6. PRIORITY INVESTMENT SECTORS

Explore Sectors Where Your Investments Can Thrive

North Macedonia has successfully diversified its economy, creating investment opportunities across a broad range of industries.

While manufacturing remains a cornerstone of economic development, the country is increasingly positioning itself as a regional hub for advanced manufacturing industries, digital technologies, renewable energy, logistics, agribusiness and advanced services.



AUTOMOTIVE INDUSTRY

Driving Growth & Building the Future

The automotive industry has become one of the most successful examples of industrial transformation in North Macedonia.

Internationally recognised automotive suppliers have established manufacturing operations in the country, integrating North Macedonia into European and global automotive supply chains.

INVESTMENT OPPORTUNITIES

➤ **Automotive components**

➤ **Industrial automation**

➤ **Electronic components**

➤ **Vehicle manufacturing**

➤ **Autonomous vehicle manufacturing**

➤ **Battery components**

ADVANCED MANUFACTURING

Engineering the Future

North Macedonia offers a compelling base for advanced manufacturing—combining skilled talent, modern infrastructure and a strong industrial tradition.

Our ecosystem supports innovation and operational excellence across the automotive, metal, machinery and high-tech industries, delivering quality and reliability for global value chains.

Investment opportunities

- *Industry 4.0 technologies*
- *Composit materials*
- *Industrial equipment*
- *AI applications*
- *Robotics*
- *Digital manufacturing*

ELECTRONICS AND ELECTRICAL EQUIPMENT

Powering Innovation

The electronics sector in North Macedonia is dynamic, export-oriented and future-ready, starting with component production to complex system, companies benefit from a skilled workforce, modern facilities and a strong commitment to quality and innovation.

Investment opportunities

- *Electrical engineering*
- *Consumer electronics*
- *Telecommunications*
- *Industrial automations*

INFORMATION AND COMMUNICATION TECHNOLOGIES

Build a Digital Future

North Macedonia's ICT sector is one of the fastest growing, driven by talent, innovation and a strong entrepreneurial spirit.

We deliver smart digital solutions and a world-class services that help business transform, scale and succeed.



SOFTWARE DEVELOPMENT

Custom
solutions and
product
engineering



AI & EMERGING TECHNOLOGIES

Innovation in
artificial
intelligence and
data centres



CLOUD & IT SERVICES

Scalable
infrastructure
and managed
services



CYBERSECURITY

Protected data
and enabling
trusted
operations



DIGITAL TRANSFORMATION

Empowering
business for a
digital tomorrow

ENERGY AND GREEN TECHNOLOGIES

Powering a Sustainable Future

North Macedonia is committed to a clean energy transition and a low-carbon future with abundant natural resources, an attractive regulatory framework and a strategic location.

Excellent opportunities for sustainable investments and green growth.



RENEWABLES LEAD THE WAY

Strong potential in hydropower, solar, wind, biomass and geothermal energy



WIND AND SOLAR ON THE RISE

Excellent conditions and government auctions driving new renewable capacity



ENERGY EFFICIENCY MATTERS

Supportive policies and incentives to improve efficiency across all sectors



GREEN ECONOMY, BRIGHTER TOMORROW

Invest in a sustainable ecosystem that creates value for the people and the planet

PHARMACEUTICALS AND HEALTHCARE

Better Health - Stronger Future

North Macedonia offers a supportive environment for pharmaceutical and healthcare investments, with a skilled workforce, EU-aligned standards and strong government support.



**Skilled professionals
and growing
innovation potential**



**Opportunities in medical
devices, distribution and
healthcare**



**Modernizing
pharmaceutical production
and R&D capacity**



**High-quality,
affordable
healthcare services**

AGRIBUSINESS AND FOOD PROCESSING

From our Land to Global Markets

Fertile land, a tradition of quality and a growing food industry make North Macedonia a trusted partner for agribusiness and food production.



**Food processing
industry with export
potential**



**Rich agricultural
resources and favourable
climate conditions**



**Government programmes
supporting sustainable
agriculture sector**

LOGISTIC AND INFRASTRUCTURE

A Strategic Hub for Regional Logistics

North Macedonia's strategic location in the heart of the Balkans makes it a natural logistic hub connecting Southeast Europe with EU markets.

Modern infrastructure, reliable transport corridors, and growing logistics capacities enable efficient supply chain solutions and timely delivery.

The country offers excellent connectivity by road, rail and air, competitive operating costs and a supportive environment for logistic centres and distribution investments.



TOURISM AND HOSPITALITY

Authentic Experiences, Lasting Impressions

From the shores of Lake Ohrid to vibrant cities and mountain retreats, North Macedonia offers diverse and authentic experiences all year round.

Rich cultural heritage, natural beauty and warm hospitality create the perfect setting for sustainable tourism growth and rewarding investments.

The sector indicates hotels, resorts, eco-tourism, wellness, gastronomy and cultural tourism with strong potential for expansion.



CONSTRUCTION AND REAL ESTATE

Building Today for Tomorrow

North Macedonia's construction and real estate sector is growing fast, driven by infrastructure development, urban renewal and increasing demand for modern living residential and business spaces.

Investors benefit from a reliable regulatory framework, skilled workforce and opportunities in residential, commercial and individual projects.



INNOVATION AND RESEARCH

Ideas Innovation Impact

North Macedonia is fostering a vibrant innovation ecosystem where ideas grow into successful business with a global potential.

Through collaboration between the academy, industry and government, the country supports startups, R&D and technology driven solutions.

Investors and entrepreneurs will find a dynamic environment, access to talent and strong support for impactful future innovation.



MINING AND MINERAL RESOURCES

Building on our Natural Wealth for Sustainable Future



Stable legal framework

A modern Law on Mineral Raw Materials ensures transparency, clear permitting procedures, environmental protection and alignment with EU standards.



Attractive concessions

Exploration and exploitation concessions are granted through open and competitive procedures, providing security, equal treatment and long-term investor certainty.



Critical raw materials potential

North Macedonia is rich in minerals essential for the green and digital transformation, including lead, zinc, copper, nickel and rare earth elements. We welcome responsible investing that unlocks value and supports a sustainable future.

7. QUALITY OF LIFE

A land of rich history, vibrant traditions and world-renowned cultural and historical landmarks.

AFFORDABILITY

Competitive cost of living and accessible healthcare and education make North Macedonia an ideal place to live, work and raise a family.

CULTURE & HERITAGE

A land of rich history, vibrant traditions and world-renowned cultural and historical landmarks.

NATURE & ADVENTURE

From crystal-clear lakes and majestic mountains to national parks and outdoor activities-nature is always close by.

HOSPITALITY & GASTRONOMY

Warm hospitality, delicious cuisine, and excellent local wines create memorable experiences for residents and visitors alike.

8. THE ROLE OF THE MINISTRY OF FOREIGN AFFAIRS AND FOREIGN TRADE

Economic Diplomacy

Connecting North Macedonia to the World

Creating Opportunities at Home

The Ministry of Foreign Affairs and Foreign Trade is a proactive partner to investors advancing North Macedonia's economic interests globally and supporting sustainable growth at home.



PROMOTION

We promote North Macedonia as a competitive and reliable destination for investment, trade and innovation



INVESTOR FACILITATION

We work closely with investors to provide information, connect partners and facilitate smooth market entry



TRADE SUPPORT

We advance export opportunities and support businesses in accessing new markets through trade agreements and trade diplomacy



DIPLOMATIC NETWORK

Through our embassies and consulates, we build relationships and open doors-connecting North Macedonia to global opportunities

9.CONTACTS

LET’S CONNECT

The Ministry of Foreign Affairs and Foreign Trade is your primary partner for information, guidance and support.

MINISTRY OF FOREIGN AFFAIRS AND FOREIGN TRADE

ADDRESS



Blvd. “Filip Vtori
Makedonski” No. 7, 1000
Skopje, North Macedonia

EMAIL



mailmnr@mfa.gov.mk

SOCIAL MEDIA



@MFA.North.Macedonia

PHONE



+389 2 3115 266

WEBSITE



www.mfa.gov.mk

WORKING HOURS



Monday - Friday
08:30 - 16:30 CET

DIPLOMATIC AND CONSULAR NETWORK



North Macedonia maintains a strong network of diplomatic missions and consular posts worldwide, committed to promoting cooperation, supporting citizens abroad and facilitating international partnerships.



INVEST PARTNER SUCCEED

IN THE REPUBLIC OF NORTH MACEDONIA