

# EU4EG MSMEs CATALOGUE

CATALOGUE OF MICRO, SMALL AND MEDIUM ENTREPRISES  
SUPPORTED WITHIN THE EU FOR ECONOMIC GROWTH PROJECT  
IN THE NORTHEAST, POLOG, SOUTHWEST REGION AND PRESPIA

EU for Economic Growth



Federal Ministry  
for Economic Affairs  
and Climate Action

**giz** Deutsche Gesellschaft  
für Internationale  
Zusammenarbeit GmbH

**AREA**  
EUROPEAN REGIONAL  
ADJUSTMENT

# MIT Grup

*Green economy the engine of progress*

## About the company

A cardboard and paper recycling company producing egg trays as a final package. It is the only company in the country that creates a product by treating packaging waste - paper and cardboard operating since 2015. In accordance with the law, it holds a license for waste storage and treatment. The company has its own hall in which the paper and cardboard waste recycling process is organized and the process of obtaining pulp as raw material for production of the final product for packaging eggs in different sizes. The current number of employees in the company is 18 (50% women). The production is organized in 3 shifts and 5 people work on transporting the wastepaper and cardboard from the buyers to the warehouse. The current capacity of the factory on the production and processing line is 5 t of wastepaper per day with 2 machines currently in operation or about 1,800 t/y.

## About the project

The objective of the project is to increase supply and exports of new packaging products, establish a system for collection, transport and treatment of paper and cardboard waste, reduce the amount of the paper and cardboard waste and reduce air pollution in the region

## Investment

- Pulp moulding industrial packaging production line
- Paper and cardboard waste containers
- Employment and training of marginalised social groups as collectors of paper and cardboard waste
- Safety equipment for informal waste collectors
- Awareness raising (promo campaign)

**Region:** Northeast

**Sector:** Manufacturing

## Planned results

- 15 new jobs of whom 8 women, 4 Vulnerable Groups
- 9 more informal waste collectors involved
- 28.800 t/y of reduced CO<sub>2</sub> emissions
- 400 t/y more waste recycled
- 10 new local suppliers
- Certificate for ISO 9001
- Improved performances of the company (turnover, profit, exports)

**Total  
investment**  
508.000 €

**EU4EG grant**  
254.000 €  
(50%)



kentaur@kentaur.com.mk



<https://www.kentaur.com.mk/>

# Vapeks and Junior DOOEL

## *Investment in Equipment*

### About the company

Vapeks and Junior DOOEL is a leading foam processing company specializing in serving the furniture and automotive industries. With a rich history and strong market presence, we have established ourselves as a reliable partner for foam solutions. The company was founded back in 2008 and has been operating on the market in the Republic of N. Macedonia for more than 15 years. Since its foundation, the main activity of the company has been the processing (fabrication and cutting) of polyethylene foam used in the furniture manufacturing industry and automotive industry. Initially, the business started as a partnership between Vapex Serbia and Junior DOOEL Kumanovo. In 2010 Junior DOOEL buys the share of Vapex and becomes the dominant owner.

### About the project

The main goal of this project is to produce new products from waste based on circular economy principles. The company will improve its production processes by investing in new and advanced machines. The planned investments will directly increase the production potential of the business because the company will be able to increase its production capacity, and additionally offer to the market products of increased quality for which there is a significant demand. Furniture companies that use such products will have increased competitiveness with the procurement of foam from Vapeks and Junior, and the same as an input in the final product will be at a lower price. In addition, the import of these products will be reduced and they will be replaced by domestic products.

### Investment

- Horizontal foam cutting machine
- Automatic Re-bonding Foam Machine
- Heavy-Duty Scrap Foam Shredding Machine
- Manual Vertical Foam Cutting machine

**Region:** Northeast

**Sector:** Manufacturing

### Planned results

- 2 new employees out of which 2 young people under 40 years, 1 women
- Double recycling of waste, 300 tons per year
- Decrease import by truck, 20 trucks per month and saving of 5250 kg per year CO<sub>2</sub>
- Increase of turnover of 1.320.336 EUR
- Increase of net profit of 43.532 EUR
- Increase of exports of 93.129 EUR
- New products: 1 product from recycled foam (mattresses for sport equipment) and 1 new product – Rebounded foam from recycled foam and textile that will be used in construction, for soundproofing insulation

**Total grant**

**102.000 €**

**EU co-funded**

**51.000 €  
(50%)**

 [info@.com](mailto:info@.com)

 <http://www.com/>

# Benton-Ni

*Lowering carbon footprint by investment in new food production line with energy efficient PV plant*

## About the company

A family business operating since 1997, producing vinegar and hygiene products for the domestic and foreign markets. The current share of vinegar production in the company is about 70%, and 90% of it is distributed through a local distributor with regional outreach. The company plans to develop new products (ketchup and mayonnaise) for which the major input is exactly vinegar. It produces in its own production facilities with a total area of 5.300 m<sup>2</sup>, managed and operated by a total of 18 employees.

## About the project

The objective of the project is implementation of new technological and manufacturing processes by purchasing equipment and using business support services for increasing the economic activity in the target area, protection of the environment and increasing competitiveness of the company.

## Investment

- Production line for ketchup and mayonnaise
- PV plant of 220 KW
- Heating and cooling system.

**Region:** Northeast

**Sector:** Agri-Food

## Planned results

- 5 new jobs from whom all U40/Women
- 100 t/y of reduced CO<sub>2</sub> emissions
- 5 new local suppliers
- 5 new food products (3 types of ketchup and 2 types of mayonnaises)
- Improved performances of the company (turnover, profit, exports)

**Total grant**

**278.000 €**

**EU co-funded**

**139.000 €  
(50%)**



[benton\\_ku@hotmail.com](mailto:benton_ku@hotmail.com)



# Buchen Kozjak

*Purchase of equipment for automatic washing of plant (Cleaning in Place - CIP)*

## About the company

A family-founded company in 1983 for processing high-quality milk into traditional dairy products. Product categories include milk, sour-milk products, cheese and yellow cheese. Today, the company is a recognizable brand on the domestic dairy market and is the third largest dairy in the country. The current daily capacity is 50 t of processed fresh milk into finished dairy products. The company currently has 110 employees in the production plants and in the administration. Buchen Kozjak sells its products in large supermarket chains, as well as in shops selling food products on the domestic market. It organizes distribution through their own distribution channel.

## About the project

The objective of the project is improving wastewater treatment through climate-friendly investment in line with EU Green Deal principles for cleaner water and lower groundwater pollution in the region of Kumanovo.

## Investment

- Milk pasteurization equipment together with steam generator, homogenizer and standardizer
- Clean-in-Place (CIP) equipment with possibility to reduce the total amount of hot water needed for maintenance of the machines with additional significant electricity savings
- Training of staff

**Region:** Northeast

**Sector:** Agri-Food

## Planned results

- 3 new jobs of whom 2 U40, 1 Women
- 0,16 t/y of reduced CO<sub>2</sub> emissions
- 3 new products (Low fat yogurt, Sour cream and Industrial sour milk)
- Open at least one export market
- Reduced amount of water for hand washing and reduced amount of heat needed to heat water for hand washing
- Improved performances of the company (turnover, profit).

**Total  
investment**  
**368.000 €**

**EU4EG grant**  
**184.000 €**  
**(50%)**



bucenkozjak@bucenkozjak.mk



<https://bucenkozjak.mk/>

# MB Mastervud Prodizajn DOOEL Kratovo

*Expanding Horizons - Action for Streamlined Production and International Expansion in the Bathroom Furniture Industry*

## About the company

The company MB Mastervud Prodizajn DOOEL Kratovo was founded in 2018 year as a family business, located in Kratovo. Up until 2023, the company has been operating and developing one business activity without developing an additional business activity or de-focusing from past business activity. The main and only business activity of the company is production of bathroom furniture. The company has its own production line and own designs which are offered on the national market. The company has its own business premise with a total space of around 800m<sup>2</sup> located outside of the city of Kratovo.

## About the project

The project aims to enhance the manufacturing of bathroom furniture through the adoption of advanced CNC machines and sustainable practices, creating local jobs and supporting economic growth. By investing in modern production equipment, the company will reduce CO<sub>2</sub> emissions by 1.2 tons annually, lower energy consumption by up to 40%, and minimize waste by 5%. The initiative will create 5 new jobs for young people from the North-East region, including vulnerable groups, and engage local suppliers. The company will also expand its market reach, promote export, and contribute to the national economy by offering locally produced goods. Furthermore, the project emphasizes sustainability through the use of eco-friendly materials, energy-efficient technology, and a commitment to the green economy.

## Investment

- CNC cutting machine for wood
- CNC wood varnishing machine
- Additional drilling tools

**Region:** Northeast

**Sector:** Agri-Food

## Planned results

- 5 new employees out of whom 5 young people under 40 years
- Decrease 1,2 tons on CO<sub>2</sub> emissions on annual basis
- 2 new local suppliers of raw materials and small inventory from NE region
- 120.722 EUR increase of annual turnover
- 29.328 EUR increase of net profit turnover
- 50.000 EUR increase of exports
- New products: 4 new models of bathroom furniture
- 3 Business support service used – Technology audit, EE audit (2x) and Export plan

**Total investment**  
**124.000 €**

**EU4EG grant**  
**62.000 €**  
**(50%)**



mbmastervud@gmail.com



# Kentaur Impeks

*Improvement of the production process*

## About the company

### About the company

The company was established in 2001 working on production of metal structures and parts of structures providing complete design, engineering, production and construction of buildings with steel construction, metal panels and accessories. Most of the production is intended for export to foreign markets, namely Germany, Switzerland, Italy, Croatia and Serbia. The company has administrative offices in Skopje, and 2 production facilities located in Kumanovo and 160 employees.

## About the project

The objective of the project is to invest in digitalisation, PVs and energy efficient manufacturing machines to lower CO<sub>2</sub> emissions, to increase the possibilities for the production of new products, to increase the quantities of produced and delivered steel constructions while using resources more effectively.

## Investment

- CNC hydraulic upcut press for metal sheets
- PV plant on the roof of 414.72 KW
- Software for management of the production processes.

**Region:** Northeast

**Sector:** Manufacturing

## Planned results

- 10 new jobs of whom 10 U40 and 4 Women
- 200 t/y of reduced CO<sub>2</sub> emissions
- Improved performances of the company (turnover, profit, exports)
- 6 new products/ services (5 metal elements for concrete foundations and concrete mixers and one service for bending steel sheets with higher thickness)
- 5 new local suppliers
- Decreased 5% metal sheet waste
- Acquired 1 new customers as result of new production process using CNC press and acquired 4 new international customers which purchase the new products
- 6 employees trained

**Total  
investment  
637.000 €**

**EU4EG grant  
273.910 €  
(43%)**



kentaur@kentaur.mk



<https://www.kentaur.mk/>



# Besa Shop

*Contributing towards recycling construction waste in Polog region*

## About the company

Besa Shop is a family-owned construction company operating since 2005, mainly working on vehicular and pedestrian infrastructure with 13 permanent and more than 20 seasonal employees. The main assets of the company are its machinery and other construction vehicles. The company mainly operates in the Polog region but also operates in the whole country in partnership with other companies. The company has already started some initiatives for recycling of the construction waste.

## About the project

The objective of the project is to contribute to minimizing the construction waste in the region of Polog by recycling and treating construction waste and development of new products out of it.

## Investment

- New machine - mobile jaw crusher
- Small construction works (establishing closed facility of 400 m<sup>2</sup> for machines and equipment, Levelling and asphaltting of the working premises)
- Raising awareness (video and PR campaign)

**Region:** Polog

**Sector:** Construction

## Planned results

- 10 new jobs of whom 10 U40, 2 women
- 15.000 tonnes annual increase of recycled construction waste
- Established 6.000 m<sup>2</sup> construction waste recycling centre in Polog region
- 2 new products (Gravel from construction waste and Metal bars from construction waste)
- Improved performances of the company (turnover, profit)

**Total  
investment**  
638.283 €

**EU4EG grant**  
299.993 €  
(47%)

 [contact@besashop.mk](mailto:contact@besashop.mk)

 <https://besashop.mk/>



# Veze Sharri

*Automation of the egg grading, packaging line and increase of production efficiency*

## About the company

Veze Shari is one of the biggest egg producers in the country operating since 2000 with current annual production of 34.000.000 eggs. The factory Lecker was constructed in 2005 where a broad variety of fresh and semi-durable products of chicken and beef meat are produced. Since 2013 it operates with a biogas and electric power plant with production of 8.760.000 KWh.

Veze Shari is certified according to ISO 22000:2018 standard and implements HACCP and HALAL systems. The company is on the list of approved establishments for export to the EU market and NATO forces. It has own widespread distributional network with 22 vehicles and exports eggs in the countries from the region for more than 14 years.

Veze Shari company has a total number of permanent staff of 62 of whom 27 U40 and 9 women. The company with its affiliated entities has in total 160 employees.

## About the project

The objective of the project is to respond to the challenges and problems by implementing a new automatic system that will improve the production process, reduce energy costs, increase service efficient process and use 100% of the waste for energy production.

## Investment

- Egg grading and packaging machine

**Region:** Polog

**Sector:** Agri-Food

## Planned results

- 6 new jobs of whom all U40 (1 Men, 3 Women, 2 Vulnerable Groups)
- 70 t/y of reduced CO<sub>2</sub> emissions
- 18.688 KWh/y decreased consumption of electricity
- 13 t/y decrease of paper waste
- 13 t/y increase in bio-waste treated
- 5,8 Million eggs purchased from local farmers and exported
- Improved performances of the company (turnover, profit, exports)

**Total  
investment**  
565.964 €

**EU4EG grant**  
282.982 €  
(50%)

 [info@vezesharri.com.mk](mailto:info@vezesharri.com.mk)

 <https://www.vezesharri.mk/>

# International Fresh Food

## *Energy efficiency of cooling system and poultry slaughter waste management*

### About the company

International Fresh Food is working since 2018 in the poultry sector based on a principle of closed chain of production where the product from start to finish is being produced locally in the country. The company is producing and distributing fresh chicken. The entire production meets the standards and legislation of the EU and the Kentucky Fried Chicken (KFC) chicken welfare guidelines. Main sales are on the domestic market while exports have been started to Kosovo. It is planned to start with exports also on the Albanian market. Total current number of employees is 70 of whom 56 U40, 25 women.

### About the project

The objective of the project is to implement effective and efficient cooling technology (CO<sub>2</sub> system) and management with slaughter waste in poultry. It will result in Reduced GWP, increased quantities of treated slaughter bio-waste, decreased CO<sub>2</sub> emissions by production of energy out of waste.

### Investment

- System for waste management onsite (grinding of slaughter waste products)
- Energy-efficient cooling system

Region: Polog

Sector: Agri-Food

### Planned results

- 20 new jobs of whom 13 U40, 4 Women, 3 Vulnerable Groups
- Increase of 86,4 t/y of bio-waste treated
- 243 t/y of reduced CO<sub>2</sub> emissions
- Replaced refrigerant gas with high GWP (R404 with GWP 3922) with refrigerant gas with lower GWP (R448a with GWP 1387)
- Established cooperation with 2 local farms
- Increased slaughtering capacity for 530%
- Improved performances of the company (turnover, profit, exports)

Total  
investment  
743.400 €

EU4EG grant  
267.624 €  
(36%)



info@fresh-food.eu



<https://fresh-food.eu/za-nas/>

# A.N. Argjent

*Increase storage capacity by installing a pneumatic transport system and new storage bunkers*

## About the company

A.N. Argjent is a small family-owned industrial company established in 1990, run under two generations. A.N. Argjent is a producer of industrial minerals based on calcium carbonate of a very high whiteness and purity level. Company deals with grinding of industrial mineral which is provided from its own quarry and offers a vast selection of products: various fractions of calcite, micronized calcite and granules. At the moment, the company operates with 7 employees in an administrative building of 160 m<sup>2</sup> and a production and storage facility of about 3.300 m<sup>2</sup>. In addition to the domestic market, the company exports its products to Italy, Switzerland, Albania, Serbia and Kosovo.

## About the project

The objective of the project is to increase storage capacity by installing a pneumatic transport system and new storage bunkers, to increase production and export capacities, modernization and automation processes and minimize the negative effects on the environment.

## Investment

- Installing a pneumatic transport system
- New storage bunkers
- Electrical panels for automation with PLC for truck scale and all other new installed equipment
- Truck scale
- Training of personnel for operating of existing and new installed equipment
- Promotion and visibility

**Region:** Polog

**Sector:** Construction

## Planned results

- 3 new jobs of whom 2U40, 1 Women
- Increased quantity of selected paper by 100 kg and plastic by 10 kg
- Diminished risk of injury of workers when filling the tanks since the process will be fully automated
- Decreased air pollution (decreased quantity PM10 for 28 mg/m<sup>3</sup> in the working area during filling of tank trucks)
- Increased competitiveness and flexibility to deliver product as a result of bigger storage capacity and faster automatic transportation
- Improved performances of the company (turnover, profit, exports)

**Total  
investment**  
622.110 €

**EU4EG grant**  
192.854 €  
(31%)



[a.n.mikrogranulat@gmail.com](mailto:a.n.mikrogranulat@gmail.com)



<https://mikrogranulat.mk/>

# SIS BOGDANOVSKI PLAST DOOEL

*Contributing towards recycling plastic waste in Polog region*

## About the company

SIS BOGDANOVSKI PLAST DOOEL s. Neproshteno -Tetovo (S&S Bogdanovski), is a company specialized in the production of materials from recycled plastic. It is a significant player in the industry since its establishment in 2004. S&S Bogdanovski has built a reputation for producing high-quality plastic containers, various types of pots, pipes, and similar products. The company's main market is local and national, serving a diverse range of customers who value eco-friendly and durable plastic products.

## About the project

The project aims to enhance the production capacity and sustainability of S&S Bogdanovski by investing in modern machinery and implementing innovative business practices. By introducing advanced injection molding machines and collaborating with a local Business Support Organization (BSO), the company will increase its recycling capacity, reduce plastic waste by 20 tons annually, and lower CO<sub>2</sub> emissions. The project also includes staff training on sustainable practices, promoting a circular business model, and conducting energy efficiency audits to optimize operations. These efforts will create two new jobs, improve product quality, and expand market reach, contributing to environmental protection and economic growth while addressing the critical issue of plastic waste in North Macedonia.

## Investment

- Injection Moulding Machine – type 1
- Injection Moulding Machine – type 2

**Region:** Polog

**Sector:** Manufacturing

## Planned results

- 2 new employees of whom (1 woman, 1 U40)
- 29t per year reduced CO<sub>2</sub> emissions
- Increase of 20t/ per year plastic waste reused
- 29,063 increase in turnover
- 8,066 increase in turnover
- 7 new products : Pot 10cm, Pot 15cm, Pot 25cm, Pipes, Buckets 15L, Buckets 25L, Pipe holder
- Improved processes from use of Business Support Services: Energy Efficiency Audits (x2) and Circular Business Model Canvas

**Total investment**  
**105.000 €**

**EU4EG grant**  
**52.500 €**  
**(50%)**



<https://www.facebook.com/bogdanovski.plast/>

# Ribo Trejd DOOEL

*GREENPRO - green awning profiles*

## About the company

Ribo Trejd Dooel is a company founded in 2006 in Brvenica, Polog region. It was founded as a limited liability company, organized as a family business. The company is engaged in the production and installation of all types of awnings, canopies, metal structures (with sheet metal, polycarbonate and lexan), pergola awnings fences, gelatin (transparent canvas), lock structures. There is a diversification of products that complement each other and provide complete solutions for customers, especially business catering and hotel facilities/terrace and complexes. Ribo Trejd has its own facility workshop in the municipality of Brvenica, Polog region.

## About the project

The project will focus on acquiring advanced machinery for the production of profile pipes, enabling Ribo Trejd Dooel to produce high-quality, eco-friendly materials domestically. This will reduce reliance on imports, lower production costs, and ensure faster delivery to customers. Additional actions include reorganizing production processes, conducting energy efficiency and technological audits, and installing photovoltaic systems to generate renewable energy. Staff training and process standardization will further enhance productivity and quality control. The project will also minimize environmental impact through reduced waste and emissions, while fostering sustainable practices within the organization and its supply chain.

## Investment

- 1 machine for the production of profiles
- 1 machine for profile bending

**Region:** Polog

**Sector:** Manufacturing

## Planned results

- 3 new employees, from which 2 U40, 1 W, 1 VG
- 77% or 1.290 kg of iron waste reduced
- Reduced air and soil pollution caused by paint and thinners : 0% of paint remains in the air or enters the soil
- Decreased CO<sub>2</sub> emissions for 0,26 t on an annual level
- Established cooperation with 7 new local businesses
- New products: 9.800 pipes produced
- Increase of 425 awnings produced and installed annually
- Increase in turnover of 20.850 EUR
- 2.400 EUR net profit increased
- Increased exports of 5.000 EUR
- 3 new BSSs used by the company: 1 Energy audit, 1 Export audit, 1 Export plan
- 15 KW of newly installed PV panels

**Total investment**  
**100.000 €**

**EU4EG grant**  
**50.000 €**  
**(50%)**

 [info@.com](mailto:info@.com)

 [https://www.facebook.com/100025794289514/photos/?\\_rdar](https://www.facebook.com/100025794289514/photos/?_rdar)

# Alpinevud LLC export-import

*Upgrading the level of digitalization and production of products according to EU standards*

## About the company

Alpinevud LLC Export-Import is a family-owned business founded in 2003, specializing in the trade and production of wood products, primarily pallets. Since transitioning to manufacturing in 2013, the company has grown significantly, moving from a small rented facility to its own 30,000 m<sup>2</sup> production site equipped with modern technology. With over 25 skilled workers, Alpinevud LLC produces pallets, wooden elements, and wood pellets using sustainable practices, including responsible wood procurement and waste conversion. The company has established itself as a leader in carpentry, prioritizing environmental responsibility and innovation while meeting growing demand locally and internationally.

## About the project

The project aims to enhance Alpinevud LLC's production capacity and align its operations with EPAL standards through the acquisition of modern machinery for stamping and smoothing wooden boards used in pallets. This investment will improve product quality, increase production efficiency, and enable the company to pursue EPAL certification, positioning its products for international markets. By generating 10 new jobs, primarily for youth and vulnerable groups, and reducing CO<sub>2</sub> emissions by 62 tons annually, the project promotes sustainable economic growth in the Polog region. Additional benefits include reducing wood waste by 5% and converting residual materials into wood pellets, reinforcing Alpinevud LLC's commitment to ecological preservation and innovation.

## Investment

- Branding Machine
- Corner cutting machine
- Pallets boards Chamfering machine
- Turner unit 90° and 180°
- Automatic stacker for pallets
- Output pallet conveyor

**Region:** Polog

**Sector:** Manufacturing

## Planned results

- 10 new employees out of whom 10 U40, and 2 women
- Decreased 62t CO<sub>2</sub> per year
- 5% lower wood waste in the production process due to implemented new technology
- Increase of turnover for 164.063 EUR
- Increase of net profit for 50.987 EUR
- Increase of exports for 143.329 EUR
- 1 new product : new type of pallet with standardized size and form, similar to the EPAL pallet
- 3 new local suppliers of raw materials and small inventory from the Polog region
- 5 new customers for the new pallets
- 1 new production line for new pallet product - consisted of 5 machines
- 1 Business support service used – Energy Efficiency audit

**Total investment**  
**200.000 €**

**EU4EG grant**  
**100.000 €**  
**(50%)**

 [alpinewood@live.com](mailto:alpinewood@live.com)

 <https://www.alpinewood.net/>

# Agroprom

*Paper bags manufacturing for sustainable future*

## About the company

Agroprom is a family-owned paper production company established in 1991. It is the first company working on paper bags production and the only eco paper bag producer in the Polog region. The company gradually grew, and currently possesses 13 paper production machines and 10 employees. The production is done in its own premises with 1.200 m<sup>2</sup> in Gostivar. The current maximum capacity in three shifts is 120 tons of paper bags/month. The products are fully eco-friendly - fully degradable and recyclable. The raw material used in the production process is eco-friendly virgin and recycled paper. Main products are non-handle bags and handle-bags. The main markets are domestic customers such as bakeries, supermarkets, butcheries, etc. The company exports also to Albania, but the buyers are responsible for importing and shipment of the goods.

## About the project

The objective of the project is to introduce new products on the domestic market that will promote eco-friendly packaging and will facilitate substitution.

## Investment

- Paper bag production machines and equipment
- Inverter air conditioners
- Small reconstruction works for instalment of new energy efficient windows and adaptation of the premises
- Visibility and promotion

**Region:** Polog

**Sector:** Manufacturing

## Planned results

- 4 new jobs of whom 4 U40 and 2 Women
- 1% waste decrease
- 3,4 t/y of reduced CO<sub>2</sub> emissions
- Import substitution
- Improved performances of the company (turnover, profit, exports)
- 3 new products (Paper bags with windows for healthy food industries; Paper bags for medium loads; Shopping bag with block bottom)
- 5 new customers that purchase newly developed products and 2 current customers that purchase newly developed products
- 4 employees trained
- Certificate for ISO 9001:2015

**Total investment**  
**310.470 €**

**EU4EG grant**  
**155.235 €**  
**(50%)**

 [agroprom@t.mk](mailto:agroprom@t.mk)

 <https://agroprom.mk/>



# Almero

*Increasing production capacities*

## About the company

A private company established in 2003 working in production of bed mattresses with high quality and world-renowned design Almero produces a wide range of mattresses with classic and pocket springs that cover all sizes that are required on the market (60/120 cm – 180/200 cm). Almero also has a production unit for beds, so it offers a set of beds with a mattress of the buyers' choice. In addition to the production of mattresses of different sizes and qualities, It also has a department for production of beds, so today it offers a set of beds with a mattress of the buyers' choice. The current production capacity is equivalent to 250 pcs of mattresses 180/200 cm/day. Almero uses a production hall of cca 4.500 m<sup>2</sup>, has a showroom of 250 m<sup>2</sup>, 8 offices and other required infrastructure. of about 430 m<sup>2</sup>. The company operates with 59 employees, of whom 34 U40 and 12 women. The main buyers are wholesalers and furniture manufacturers. It sells its products on the domestic, EU and other markets.

## About the project

The objective of the project is elimination of import of pocket springs and cut sponges, quality and precise cutting of plywood boards and reduction of waste.

## Investment

- Machines and equipment for production of sockets and springs for mattresses that are currently imported.

**Region:** Polog

**Sector:** Manufacturing

## Planned results

- 12 new employees of whom 6 U40 and 6 Women
- 27,8 t/y of reduced CO<sub>2</sub> emissions
- 10 new products
- Import substitution
- Decreased stock of semi-finished products
- 12 staff trained
- Improved performances of the company (turnover, profit)

**Total  
investment**  
717.500 €

**EU4EG grant**  
294.175 €  
(41%)

 [info@almero.com.mk](mailto:info@almero.com.mk)

 <https://almero.com.mk/en>

# Frigotehnika BEI

*Production capacity and cost reduction plan*

## About the company

It is a private company established in 1969 working in the sales of furnishing and refrigerating products for shops, supermarkets and the food industry. The main products are horizontal and vertical display cabinets, shelving, specialized units and plug-in cabinets. The company is operating in an area of 10.000 m<sup>2</sup>, where 5000 m<sup>2</sup> are production area with 37 full time employees and 3 part time of whom 26 U40 and 2 women. It produces more than 1.000 display cabinets per year for the refrigeration industry. Its share on the domestic market is 85%. Currently the company exports to Kosovo, Albania, Serbia, B&H, Croatia, Slovakia, Greece, Switzerland, Germany, Romania, USA, Cameroon, Egypt and Israel.

## About the project

The objective of the project is to increase the export of the company by introducing new automatic technology that is energetically efficient and complies with EU Standards and EU Green deal, which considers switching from freon cooling system to low GWP gases.

## Investment

- Blanking coil feed laser line with transport
- Laser welding machine
- Polyurethane machine for insulation foam eco type CFC free
- Vacuum loading unloading manipulator for heavy parts
- Polyurethane electric mould
- Purchasing of a Testing Room
- Training of staff

**Region:** Polog

**Sector:** Manufacturing

## Planned results

- 15 new jobs of whom 12 U40 and 3 Women
- Decreased consumption of electricity for 73%
- Decreased waste from the production process for 23% (metal, wood packaging and other waste)
- Introduced new technology which is completely electric and eliminating oils to 0%.
- Replacement of refrigerant gases with high Global Warming Potential (GWP) with refrigerant gases with low GWP
- Improved performances of the company (turnover, profit, exports)
- Trained 15 new staff members for using the technology

**Total  
investment**  
262.050 €

**EU4EG grant**  
131.025 €  
(50%)



frigoteknikabei@gmail.com



<https://frigoteknikabei.com/>

# Uniplast BK

*Eco-boat*

## About the company

The company Uniplast BK was established in 1989, operates in the production and development of Glass Reinforced Plastic (GRP) and it is a leader in the fiberglass production. It offers its product domestically and on the EU market. In 2005 the company started its exports to EU markets with boats for the Dutch market. In 2013, it started exporting bus body parts on the Belgian market for the bus producer Van Hool. At the moment Uniplast is the main supplier for bus body parts for Van Hool and it is actively producing 4 models of boats from 3 to 7m for the Balkans, Italian, Belgian, Slovakian and Dutch market. It operates with 20 employees in 4 production halls and an administrative building with a total area of 4.500 m<sup>2</sup> and 12.000m<sup>2</sup> of available land with all the necessary infrastructure.

## About the project

The objective of the project is to increase the competitiveness of a small family business in Struga by introducing new innovative technologies in boat production and solvent recycling and management and supply of advanced machinery.

## Investment

- New production line for electric eco boats from natural flex fibres and moulding technology
- Machine for solvent recycling
- Installation of 55 kW roof PV panels
- Creation of a digital platform for presentation and sale of product
- Promotion (visit of the 3 boat shows in EU, Campaign on digital social networks)

**Region:** Southwest

**Sector:** Manufacturing

## Planned results

- 8 new jobs of whom 6 U40
- 40 t/y of reduced CO<sub>2</sub> emissions
- 7.000 l of solvents recycled annually
- Decreased industrial waste by using flax fabrics with recycled PET core reinforcement instead of glass fibres
- 3 new products and services
- Obtained CE certificate for electric boat
- Improved performances of the company (turnover, profit, exports)

**Total  
investment**  
599.188 €

**EU4EG grant**  
199.594 €  
(50%)

 [info@uniplast.com.mk](mailto:info@uniplast.com.mk)

 <https://uniplast.com.mk/>

# Metalna Industrija Bratstvo Inox

*Synergy with the educational sector in Ohrid region to impact production efficiency, increase export and engage young potentials*

## About the company

Metalna Industrija Bratstvo Inox is one of the oldest companies in the country, founded in 1970 as a public company and re-established in 2010 as a private one. It is operating in the metal production sector including household kitchen/ table ware and train braking systems.

Production facilities of 5.000 m<sup>2</sup> are located in Ohrid, managed and operated with 92 employees. Main markets are surrounding countries Serbia, Kosovo, Bulgaria, Croatia, but also Turkey, Romania and even USA. Bratstvo Inox cooperates with Wabtec USA company located in MZT Skopje.

## About the project

The objective of the project is to increase the international competitiveness of Bratstvo Inox through pilot automation and creation of a synergy with the educational sector in Ohrid region.

## Investment

- CNC Lathe machine
- Training of staff and high students

**Region:** Southwest

**Sector:** Manufacturing

## Planned results

- 8 new jobs from whom 2 U40 and 2 women
- Improved cooperation between the company and the high school in Ohrid related to practical training of students and involvement of teachers
- 1 new service developed
- Improved performances of the company (turnover, profit, exports)

**Total  
investment  
130.000 €**

**EU4EG grant  
65.000 €  
(50%)**



info@bratstvoinox.com.mk



<https://www.bratstvoinox.com.mk>

# Nelkoski Organic Food

*HazelNet*

## About the company

Nelkoski Organic Food is a family business inherited over two generations, reimagined in 2018 to bring organic hazelnut products on the domestic and foreign markets. Nelkoski Organic Food holds the following quality certificates: BioSuisse, Organic EU, ISO 22000, IFS GM, Halal and HACCP. Its main products are organic hazelnuts and hazelnut butters. The company sells on the domestic market (several local supermarket chains and private businesses and two national supermarket chains), while internationally it is present in Austria, Switzerland, Germany, and Slovenia. The company facilities are situated on private property in the village of Draslajca, Struga. The company has a permanent staff of 7 people.

## About the project

The objective of the project is to increase the competitiveness of a small family business in the municipality of Struga, and to increase the company turnover, employ new people, decrease solid waste and CO<sub>2</sub> savings by using renewable energy.

## Investment

- Materials for establishing nursery of hazelnuts
- Agro machines and equipment for pre-production
- Automatic laser selection machine
- PV panels of 25.2 KW
- Equipment for production pellets from hazelnut shells and heating system
- Mobile app for advising farmers and monitoring of hazelnut planation
- Agro advisory services and trainings for farmers and their certification for organic production
- Branding, promotion and visibility activities

**Region:** Southwest

**Sector:** Manufacturing

## Planned results

- 7 new jobs
- 52 t/y of reduced CO<sub>2</sub> emissions
- 20 certified farmers for organic production of hazelnuts
- 3 new products
- Procured and cultivated 400 high productive hazelnut seedlings
- 500 m<sup>2</sup> of new area for nursery of hazelnuts
- 6 new and updated certificates for the company
- Improved performances of the company (turnover, profit, exports)

**Total  
investment**  
595.750 €

**EU4EG grant**  
297.875 €  
(50%)



[nelkoskibosko@gmail.com](mailto:nelkoskibosko@gmail.com)



<https://nelkoskiorganic.wixsite.com/website/who-we-are>

# Smates MK

*Latest technology high power CNC fibre laser machine for cutting metal sheets*

## About the company

SMATES MK (Smart Technical Solutions) is a company based in Ohrid, involved in the sheet metal fabrication industry, providing a wide range of services, from industrial design, CNC laser cutting, CNC bending, joining, to supply & installation of CNC equipment and special tools operating since 2019. Recently the company designed and started its own production of unique trolley carts for carrying equipment in automotive test centres and service garages with export in Netherlands and Balkan countries. It is one of the biggest contractors in the region for large domestic and foreign companies. Company operates in rented facilities with an app. 700 m<sup>2</sup> premises with an engineering and production team of 4 plus 3 engineers under contract.

## About the project

The objective of the project is to purchase and install the latest technology high power CNC fiber laser machine for cutting sheet metal. It will increase the competitiveness of a small company in Ohrid, increase the company turnover and its exports, employ new people and reduce CO<sub>2</sub> emissions by using more energy efficient machines.

## Investment

- Latest technology high power CNC fibre laser cutter line for metal sheets (carbon steel, stainless steel, aluminum and other)
- CAD software
- Training of staff for use of new equipment and software

**Region:** Southwest

**Sector:** Manufacturing

## Planned results

- 3 new jobs of whom all U40
- 8 t/y of reduced CO<sub>2</sub> emissions
- 3 new products/services (cutting carbon steel 25mm, cutting stainless steel 15mm, cutting 10mm aluminum sheets)
- 2 trained staff for use of new equipment and software
- Improved performances of the company (turnover, profit, exports)

**Total investment**  
**120.000 €**

**EU4EG grant**  
**60.000 €**  
**(50%)**



info@smates.mk



<https://www.facebook.com/Smates.mk/>

# Hoyo Tech

*Hoyo Tech - Smart Energy Efficiency*

## About the company

Hoyo Tech was founded in 2018 with the aim to offer innovative products with positive impacts including smart and industrial IoT and fleet transport management. The company measures continuous growth based on export of their services to German, Swiss and Dutch based IT companies. The company has 12 full-time employees of whom 12 U40 and 3 Women, most of them locally educated engineers.

## About the project

The objective of the project is purchasing equipment and providing business support services for increasing economic activity in the area contributing to a green and circular economy and increasing competitiveness.

## Investment

- Computer and office equipment
- Server Room
- IoT Devices
- PV panels of 25,2 KW
- Thermal pump and fan coils
- Preparation for recertification of QMS
- External expertise on Artificial Intelligence and Machine Learning (AI/ML)
- Training of staff

**Region:** Southwest

**Sector:** ICT

## Planned results

- 13 new jobs of whom 11 U40 and 7 Women
- 9,4 t/y of reduced CO<sub>2</sub> emissions
- Acquired 2 new markets (USA, Austria)
- 3 new products (Hoyo Home, Hoyo Office, and Hoyo HoReCa)
- 2 new certificates (Thread Alliance and KNX Alliance)
- 20 staff trained
- Improved performances of the company (turnover, profit, exports)

**Total  
investment  
240.000 €**

**EU4EG grant  
120.000 €**



dashmir.istrefi@hoyo.tech



<https://hoyo.tech/>



# Gugo

## *Expanding of woodworking production line*

### About the company

The company was established in 1998 by three partners working on programmable LED, afterwards extending to all kinds of signs, large format printing, woodworking services and panel engraving. Later the offer further expanded with panel sizing, edge-banding and selling of woodworking materials. Products/services can be divided in 3 categories: Woodworking materials and services to 100 regional woodworkers and hobbyist; Sign making on nationwide scale; and Packaging materials – rolls and bags from bubble wrap and expanded polyethylene for foreign companies operating in the country. It offers already something that can be called “Woodworkers Hub”. Direct exports are only occasional. The company is operating in 2.532 m<sup>2</sup> leased workspace with 26 employees of whom 9 have university degree.

### About the project

The objective of the project is expanding the woodworking production line by purchasing equipment and providing business support services for increasing the economic activity in the target area, contributing to the green and circular economy.

### Investment

- Edge-banding machine
- Vertical CNC machine centre
- Variable speed air compressor
- Heat pumps and inverters
- Woodworking software
- Training of staff and customers
- Small construction works for adaptation of the premises
- Promotion and visibility

**Region:** Southwest

**Sector:** Manufacturing

### Planned results

- 4 new jobs of whom 3 U40 and 1 Women
- 4,2 t/y of reduced CO<sub>2</sub> emissions
- 4.5 t waste decreased (15% decrease of the amount of waste)
- 3 new products/ services (PUR Glue Edge banding, Complex routing and drilling, Furniture visualization by creating photorealistic and accurate images)
- 2 certificates (ISO 9001:2015 and ISO 14001:2015)
- Improved performances of the company (turnover, profit, capacity)
- Trained 20 customers for new technologies

**Total  
investment**  
**204.500 €**

**EU4EG grant**  
**102.250 €**  
**(50%)**

 [info@gugo.mk](mailto:info@gugo.mk)

 <https://gugo.mk/>

# Nabizi

*Investment in new production line and efficiency improvement*

## About the company

Nabizi is a private family-run company working in trade with construction materials, home appliances, hardware and plumbing since 1993. The company is located in the Industrial Zone in Struga in its own business premises with over 10.000 m<sup>2</sup> of indoor space and 130 employees. In 2017, it opened its second retail store in Kicevo and exits the local market in Struga. The company mostly imports products from Turkey, Serbia and Albania. The company plans to make a transition from a trading towards a production company that replaces imported products with its own serial production of part of the range it offers to its customers.

## About the project

The objective of the project is investment in new production line and efficiency improvement, by purchasing equipment and providing business support for increasing economic activities and competitiveness of the company.

## Investment

- Machines and equipment for establishing a new production line for doors, furniture for bathrooms and other panel furniture
- PV plant on the roof of 894 KW
- Software for complete management of all processes in the company

**Region:** Southwest

**Sector:** Manufacturing

## Planned results

- 20 new jobs of whom 16 U40 and 4 Women
- 457 t/y of reduced CO<sub>2</sub> emissions
- Improved performances of the company (turnover, profit)
- Import substitution (decreased imports for 3.6% of total revenues)
- 3 types of new products from own production (inside doors, front doors and bathroom cabinets)
- 5 new local suppliers

**Total  
investment**  
**665.000 €**

**EU4EG grant**  
**299.250 €**  
**(45%)**



nabizi@hotmail.com



<http://www.nabizi-struga.com/>

# Mitrotek

## *Business Plan for upgrading the technologies*

### About the company

It is a private family-run company established in 1997 for production of electronic refrigerant processors, with a major milestone in 2006 when it continues the business as Mitrotek. It operates in manufacturing of plastic and metal products for various companies in Europe and providing manufacturing services for domestic and international clients. Over 90% of the products are exported. Main markets are Netherlands for products for panel beaters (painting), refrigeration tools and equipment, event products and equipment for funerals as well as Greece, Bulgaria and Spain for pellet stoves. The company plans to develop a new product - pellet barbeques. Currently the company has 26 employees plus the owner. The production is done in business premises with area of 1231 m<sup>2</sup>, out of which 182 m<sup>2</sup> are office and administrative space.

### About the project

The objective of the project is investment in new production line and efficiency improvement, launching of a new product pellet barbeque.

### Investment

- Self-clinching stud press
- Hydraulic press
- Press tools
- Press brake
- Four-roll plate bending machine
- Laser welding machine
- PV plant on the roof of 60 KW
- Training of staff

**Region:** Southwest

**Sector:** Manufacturing

### Planned results

- 4 new jobs of whom 3 U40 and 3 Women
- 30,34 t/y of reduced CO<sub>2</sub> emissions
- 4.5 t/y waste decreased (15% decrease of the amount of waste)
- Improved performances of the company (turnover, profit, exports)
- 1 new product (pellet barbeque)
- 2 certificates (ISO 9001:2015 and ISO 14001:2015)
- Trained staff

**Total  
investment  
195.000 €**

**EU4EG grant  
97.500 €  
(50%)**



mitrotek.dooel@gmail.com



<https://www.mitrotek.com.mk/>

# Hotel Servis/ Apelini

*APELINI leader in the production of natural juices in Balkans*

## About the company

Hotel Servis is a family-run micro company with 8 employees operating since 2004. Since 2016 the company started producing innovative freshly squeezed pasteurised juices from local apples guided by the concept of healthy food. The company has built a new production capacity with an area of 14.000 m<sup>2</sup> and 1.500 m<sup>2</sup> of a new office building located 2 km from the city of Resen. More than 90% of the production is exported on foreign markets (Oman, Qatar, Iran, Sweden, Slovakia, Croatia). The supply relies on current 12 local suppliers (farmers/fruit growers). It has its own network of distribution in the country selling in big markets and healthy food stores across the country, while for the exports relies on a distribution system.

## About the project

The objective of the project APELINI is to increase production of processed fruits and to increase the company's turnover from sales of organic squeezed juices.

## Investment

- Automatic filling line and labelling of juicers in glass packing
- Electric forklift
- Composting site

**Region:** Prespa

**Sector:** Agri-Food

## Planned results

- 6 new jobs
- 15 t/y of reduced methane gas
- 40 t/y of reduced CO<sub>2</sub>
- emissions
- 200 tonnes of composted organic waste
- 20 farmers trained on composting organic waste for soil enrichment
- 10 new local suppliers
- 2 new innovative products (squeezed juice apple and forest fruit with C vitamin and squeezed juice apple and medical herbs with C vitamin)
- Improved performances of the company (turnover, profit, exports)

**Total  
investment**  
117.510 €

**EU4EG grant**  
58.755 €  
(50%)



apelinimk@gmail.com



<https://apelini.com/>

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