

# Municipality of Gazi Baba – Skopje

## PREMIUM INVESTMENT DESTINATION

Be part of a place with many successful stories





## MGB Today

- Top economy
- Capital of manufacturers
- Sectors of excellences
- Logistic Hub
- Highly skilled workforce
- Open to Foreign Direct Investments
- Public support to investors
- Pro Investment Incentives
- Top quality of life and cultural offer

“ P L A C E F O R D O I N G B U S I N E S S ”



# BUSINESS ENVIRONMENT

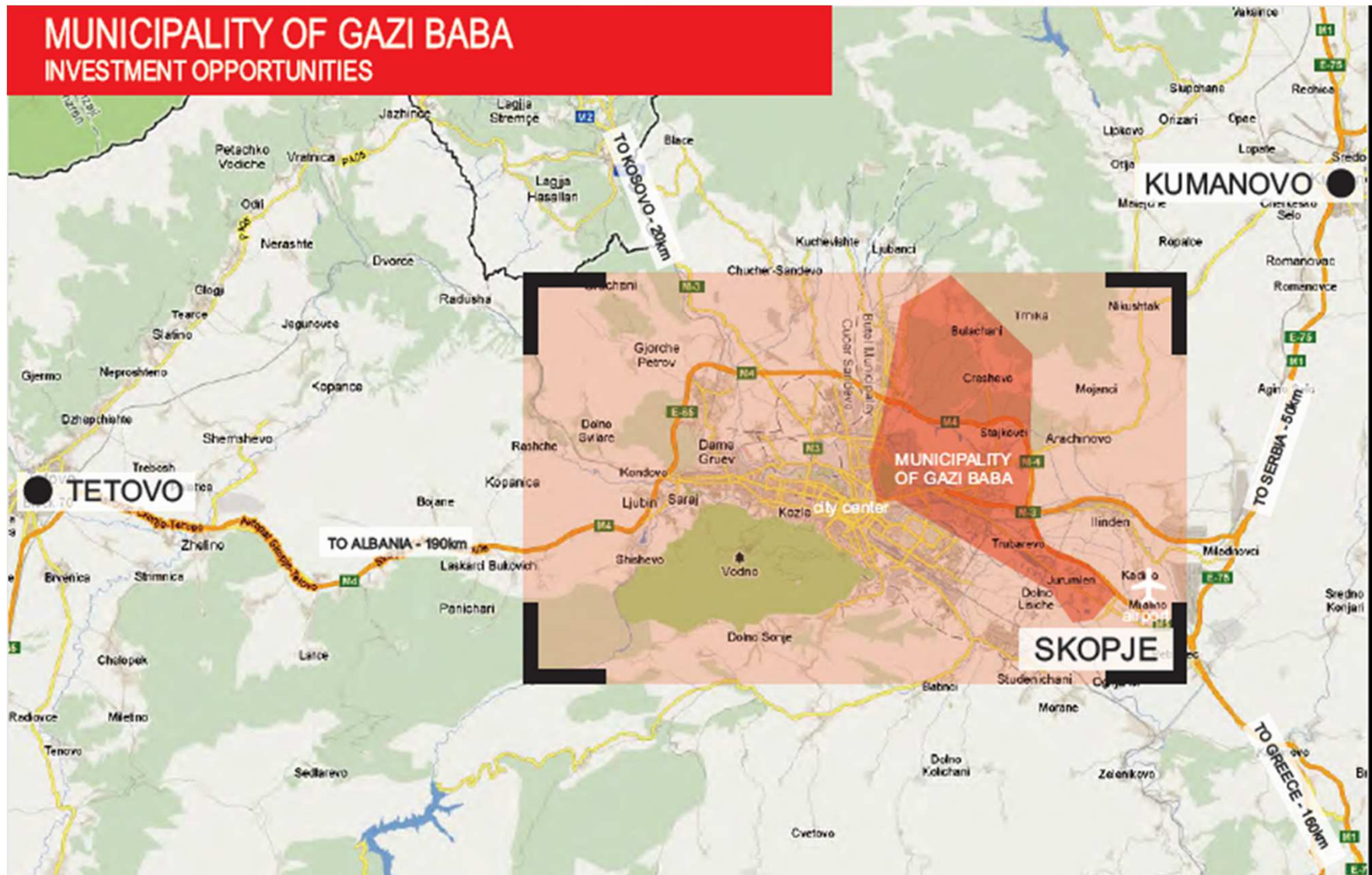
## MUNICIPALITY OF GAZI BABA - SKOPJE

## BUSINESS CLUB

## MGB - SKOPJE



### MUNICIPALITY OF GAZI BABA INVESTMENT OPPORTUNITIES



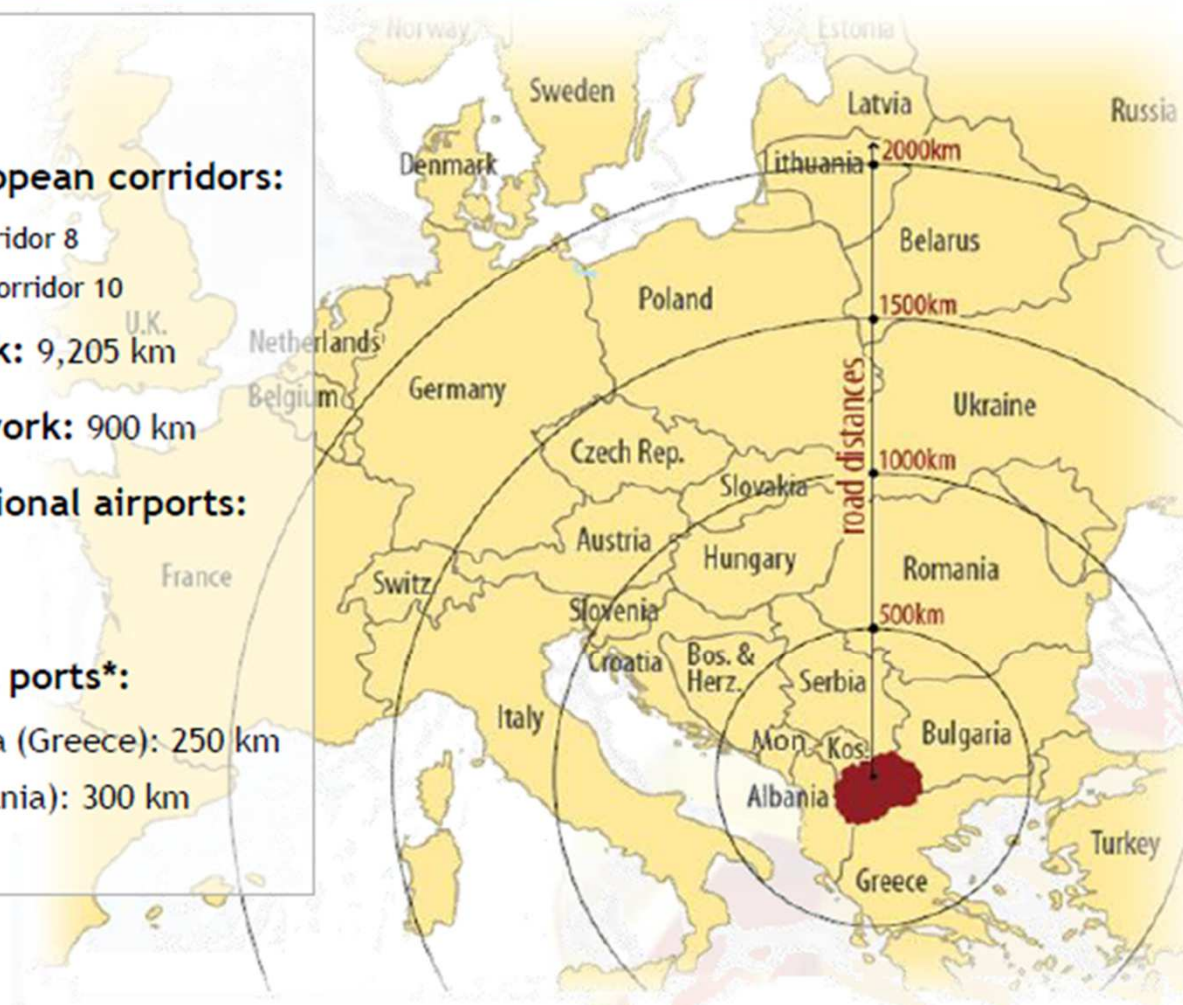
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## Location and Transport Infrastructure

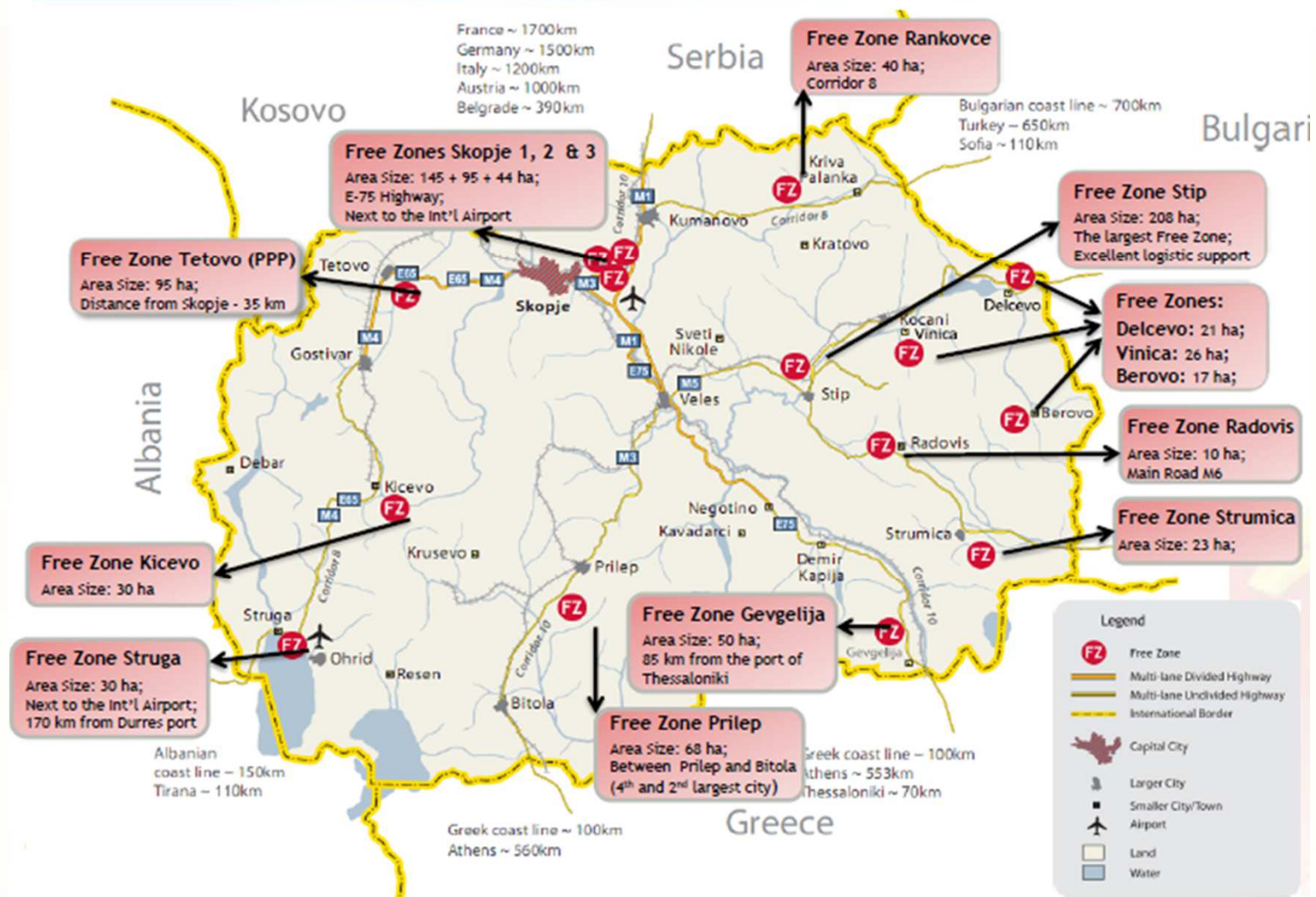
- **Two Pan-European corridors:**
  - East-West Corridor 8
  - North-South Corridor 10
- **Road network:** 9,205 km
- **Railway network:** 900 km
- **Two international airports:**
  - Skopje
  - Ohrid
- **International ports\*:**
  - Thessalonica (Greece): 250 km
  - Durres (Albania): 300 km

\* Distance from Skopje





## Technological Industrial Development Zones





## Modern telecommunication and ICT system and infrastructure

- Best telecommunication networks in the region - the system is 100% digital
- Leading multinational hardware and software suppliers (Microsoft, HP, IBM) have local sales and support services in Macedonia
- IT skills shortage in Western economies and growing demand for outsourcing services - *Macedonia can be your solution!*
- Availability of well-educated staff at competitive costs
- Quality assurance and standardization procedure initialized





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□ Developed gas pipelines in industrial zones in MGB:

- Industrial park Zelezara
- Eastern industrial zone
- Northern ring road zone

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## Smart ICT systems ongoing in MGB & city of Skopje

### Smart City Capability Framework (1/5)

Successfully building a smart city requires a clear strategy and maturity in seven capability dimensions.







## Digitalization of municipal services

### E-services in MGB

- GIS Portal of MGB
- E-construction permit
- E-construction land
- E – urbanism
- Smart management with street lighting
- Web platform OGB Public 24h – report a problem
- Mobile application OGB Public 24h - report a problem

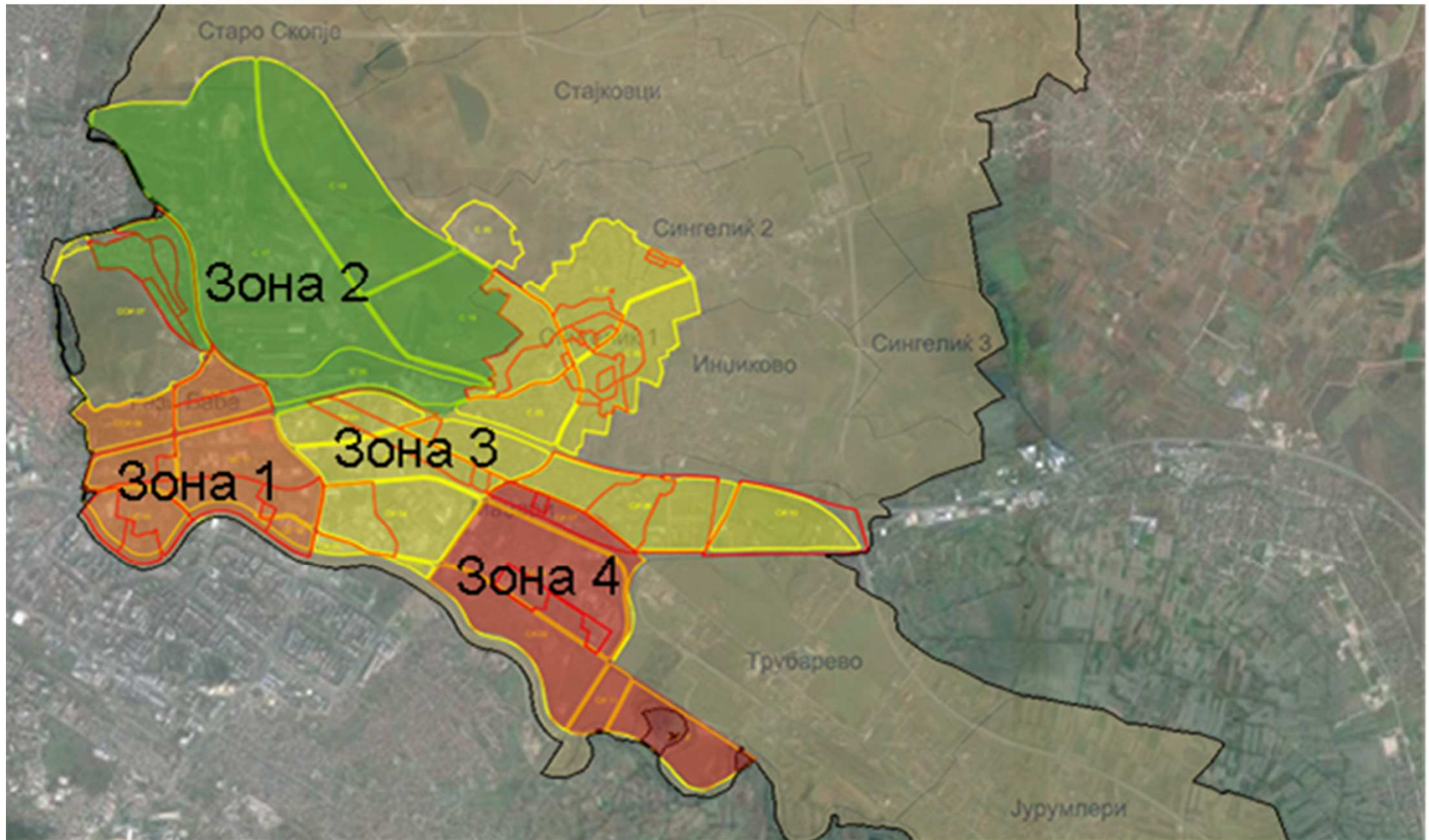








## Development Fee zones in MGB





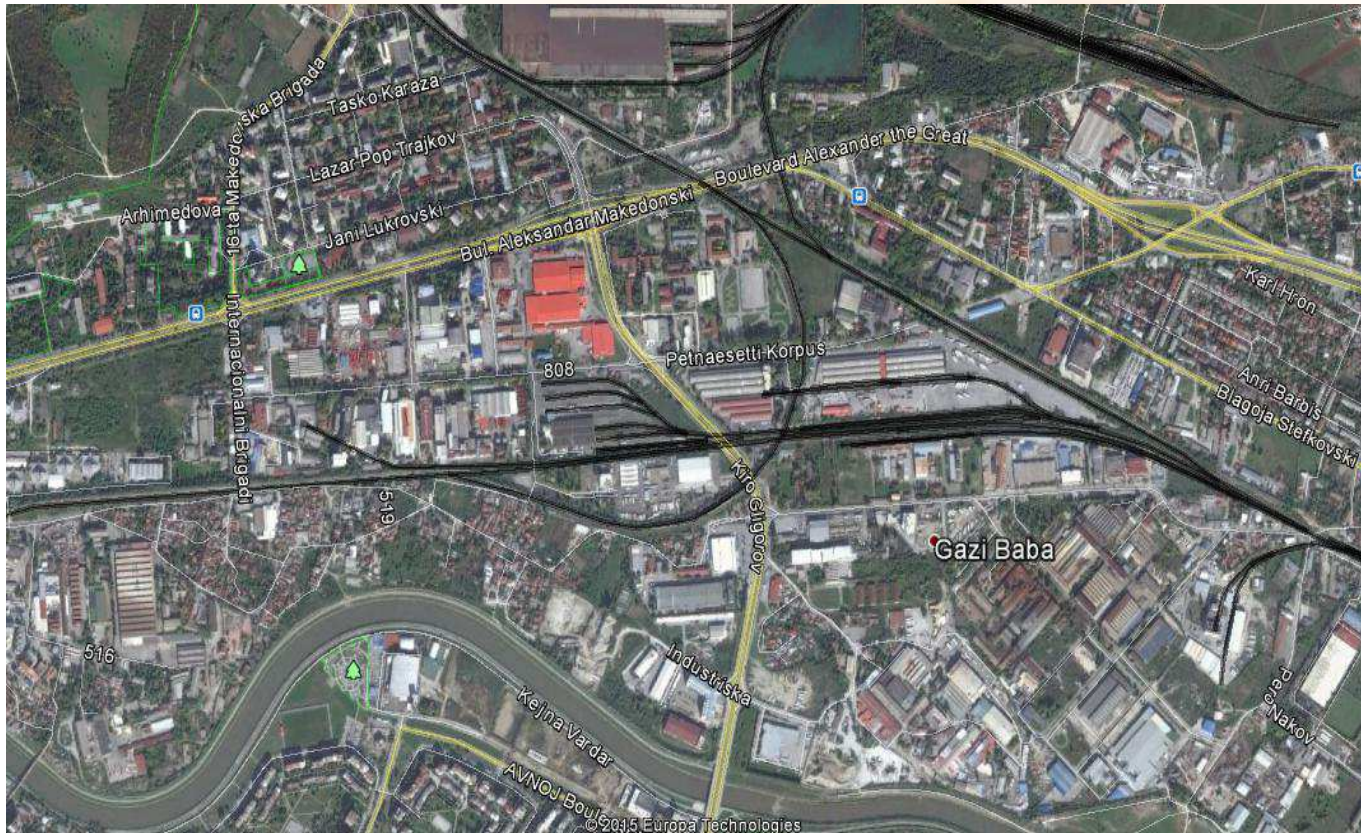
## Industrial Park Zelezara



- ❑ Established in 1968 as a metallurgical complex
- ❑ Complete turn key infrastructure
- ❑ Railway and traffic connections with the transport corridors 8 & 10
- ❑ Energy network and Gas pipeline connection with the zone
- ❑ More than 26 companies located in this zone – like Liberty Group, Makstil Duferco....
- ❑ Employed more than 4000 employees
- ❑ Mainly export oriented companies



## Eastern Industrial Zone



- ❑ Established five decades ago
- ❑ Turn key traffic, communal, electric and gas infrastructure
- ❑ Excellent railway and road connection with transport corridors A2 and A4
- ❑ Located more than 60% of all companies in MGB
- ❑ Brand companies of FMCG, Pharmaceutical, Logistic, Retail and Metal Processing Industry – like Brewery Skopje, Alkaloid and many companies in MZT industrial park
- ❑ Manufacturing mainly export oriented



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## INDUSTRIAL ZONE - NORTHERN RING ROAD AREAL VIEW



- ❑ New greenfield zone spread over at 284ha from both sides of the ring road
- ❑ Focus on easy non – polluted industry, logistic and transport industry, and business and trade industry
- ❑ Zone will be organized in 17 blocks
- ❑ 12 blocks for easy industry, distributive centers, warehouses, storages and transport terminal
- ❑ 2 blocks for business and trade industry in combination with logistic industry
- ❑ 3 blocks for business and trade industry
- ❑ Near the zone there is a gas primary pipeline installation
- ❑ Only 7 km distance from the airport and city downtown
- ❑ Fast access to neighboring markets

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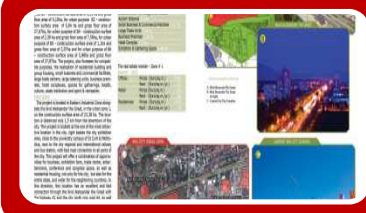
## Investment Opportunity Areas



**Housing - new settlements in Hipodrom II, Trubarevo, Cresevo and Smilkovci**



**Sport and Recreational zones with completely planned infrastructure and facilities - SRC Zelezara, SRC Hipodrom, SRC Gazi Baba**



**Business, Trade and Entertainment - Fashion Park Triangla, East Gate, Godi Retail park, Alfi Tehnocentar, Merkur, Bricolage**



**Industrial Zones (existing – Zelezara industrial zone, Eastern industrial zone, greenfield industrial zone – MGB Northern Ring Road**

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- ❑ EATS GATE NEW SMART CITY CONCEPT – LIVING IN MGB
- ❑ SHOPPING MALL SEGMENT
- ❑ RESIDENTIAL SEGMENT
- ❑ BUSINESS CENTERS SEGMENT
- ❑ NEW 1000 EMPLOYMENTS DIRECT AND 1000 INDIRECT
- ❑ HUGE FISCAL IMPACT IN THE FUTURE

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- ❑ NEW MERCEDES BUSINESS CENTER IN MGB
- ❑ PREMIUM OFFICE AND EXHIBITION SPACE
- ❑ NEW LANDMARK OF MGB AND CITY OF SKOPJE
- ❑ REGENERATION OF AREA

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- NEW MAINSTREAM MOVIE MUSIC PRODUCTION STUDIO
- ONE OF THE MOST CONTEMPORARY IN EUROPE
- NEW CULTURAL PREMISES OF MGB



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CITY LIBRARY IN MGB

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MGB CULTURAL CENTER

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- ❑ TRAINING CAMP OF FC Vardar
- ❑ Sport & Recreation zone Hipodrom – Future landmark of MGB and city of Skopje



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## Prominent universities in Skopje's region



- ❑ State University of St. Cyril and Methodius – Skopje, and
- ❑ Private Universities:
  - ❑ European University,
  - ❑ American University of Europe – FON,
  - ❑ University American College of Skopje,
  - ❑ Heidelberg Faculty of Skopje, MIT University Skopje,
  - ❑ International Balkan University Skopje,
- ❑ Skopje is higher educational backbone, with about 50,000 enrolled students.
- ❑ In Skopje, around 9.5% of the population is represented by university students.
- ❑ These universities, lie at the center of a relevant network of international relations and have a good track record of industry collaboration





Structure of Industry - 2022

	MK	%	SK	%	MGB	%
<b>Total</b>	<b>71228</b>		<b>27784</b>		<b>2918</b>	
A. Agriculture, forestry and fishing	2287	3.21%	299	1.08%	24	0.82%
B. Mining and quarrying	193	0.27%	73	0.26%	6	0.21%
C. Manufacturing	7873	11.05%	2518	9.06%	325	<b>11.14%</b>
D. Electricity, gas, steam and air conditioning supply	342	0.48%	196	0.71%	18	0.62%
E. Water supply, sewerage, waste management and remediation activities	271	0.38%	90	0.32%	19	0.65%
F. Construction	5659	7.94%	2301	8.28%	287	<b>9.84%</b>
G. Wholesale and retail trade; repair of	21621	30.35%	7452	26.82%	840	<b>28.79%</b>
H. Transportation and storage	5513	7.74%	2035	7.32%	237	<b>8.12%</b>
I. Accommodation and food service activities	4765	6.69%	1405	5.06%	113	3.87%
J. Information and communication	2553	3.58%	1678	6.04%	134	<b>4.59%</b>
K. Financial and insurance activities	437	0.61%	239	0.86%	7	0.24%
L. Real estate activities	737	1.03%	441	1.59%	45	1.54%
M. Professional, scientific and technical activities	8065	11.32%	4225	15.21%	396	<b>13.57%</b>
N. Administrative and support service activities	1595	2.24%	864	3.11%	99	3.39%
O. Public administration and defence; compulsory social security	282	0.40%	151	0.54%	2	0.07%
P. Education	1280	1.80%	542	1.95%	47	1.61%
Q. Human health and social work activities	3355	4.71%	1185	4.27%	102	3.50%
R. Arts, entertainment and recreation	1056	1.48%	534	1.92%	51	1.75%
S. Other service activities	3344	4.69%	1556	5.60%	166	5.69%

STRUCTURE OF THE MGB LOCAL ECONOMY

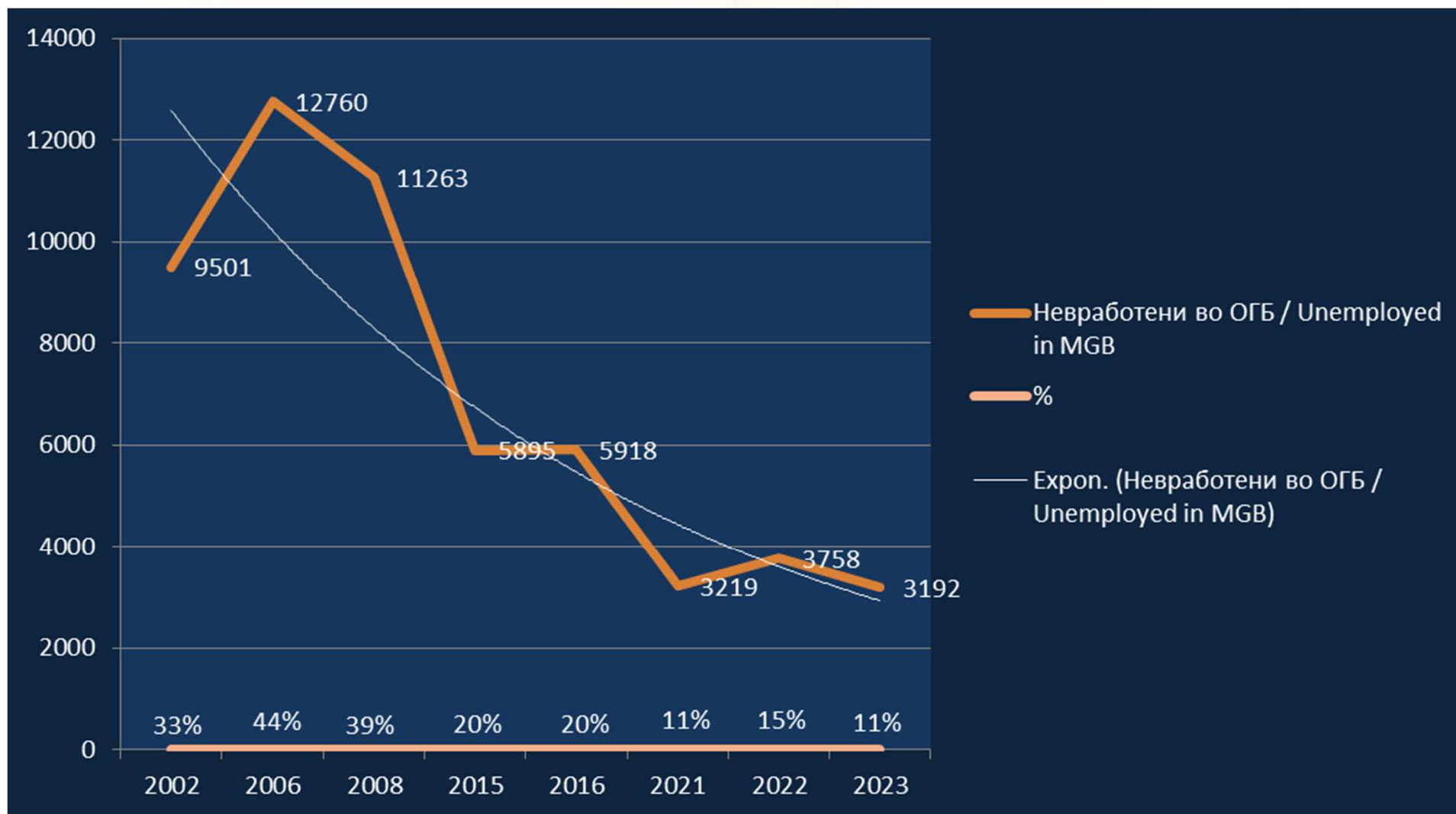


	2002		2021	
	MGB	%	MGB	%
<b>QUALITY OF EMPLOYMENT</b>				
total able-bodied population over 15 years, according to the activity				
men	57393		57812	
women	28545	49.7%	28327	49.0%
	28848	50.3%	29485	51.0%
<b>economically active persons</b>				
	29127	51%	28550	49.4%
men	17223	59.1%		0.0%
women	11904	40.9%		0.0%
<b>economically active employed persons</b>				
	19626	34%	25331	43.8%
men	11679		13777	
women	7947		11554	
15 - 29 years	3690	19%	4689	19%
15 - 39 years	9300	47%	10987	43%
40 years and more	10326	53%	14344	57%
<b>position in employment</b>				
employees	18266	93%	24700	97.5%
employers	590	3%	175	0.7%
self employed	759	4%	263	1.0%
unpaid family workers	11	0%	52	0.2%
another			141	0.6%
<b>economically active unemployed persons</b>				
	9501	33%	3219	11%
men	5544	58%	1839	57.1%
women	3957	42%	1380	42.9%
15 - 29 years	4451	47%	1149	35.7%
15 - 39 years	7037	74%	1811	56.3%
40 years and more	2464	26%	1408	43.7%
<b>economically inactive persons</b>				
	28266	49%	28132	48.7%
men	11322		12148	
women	16944		15984	

MGB LABOUR MARKET  
Census 2002 vs.  
Census 2021

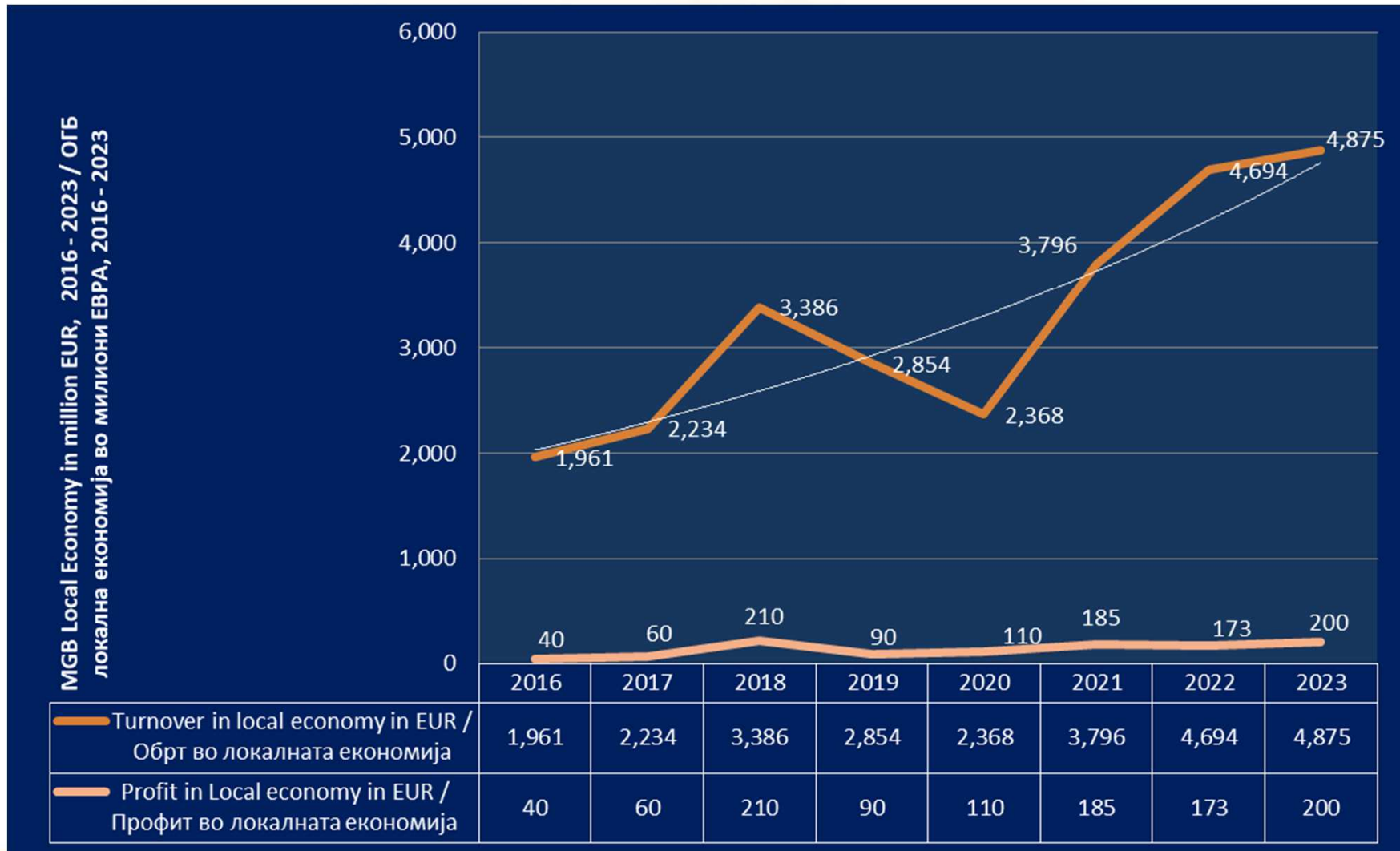


## UNEMPLOYMENT IN MGB





## MGB LOCAL ECONOMY





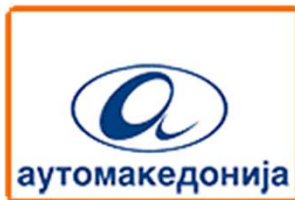
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# Who invest in MGB – Local brands



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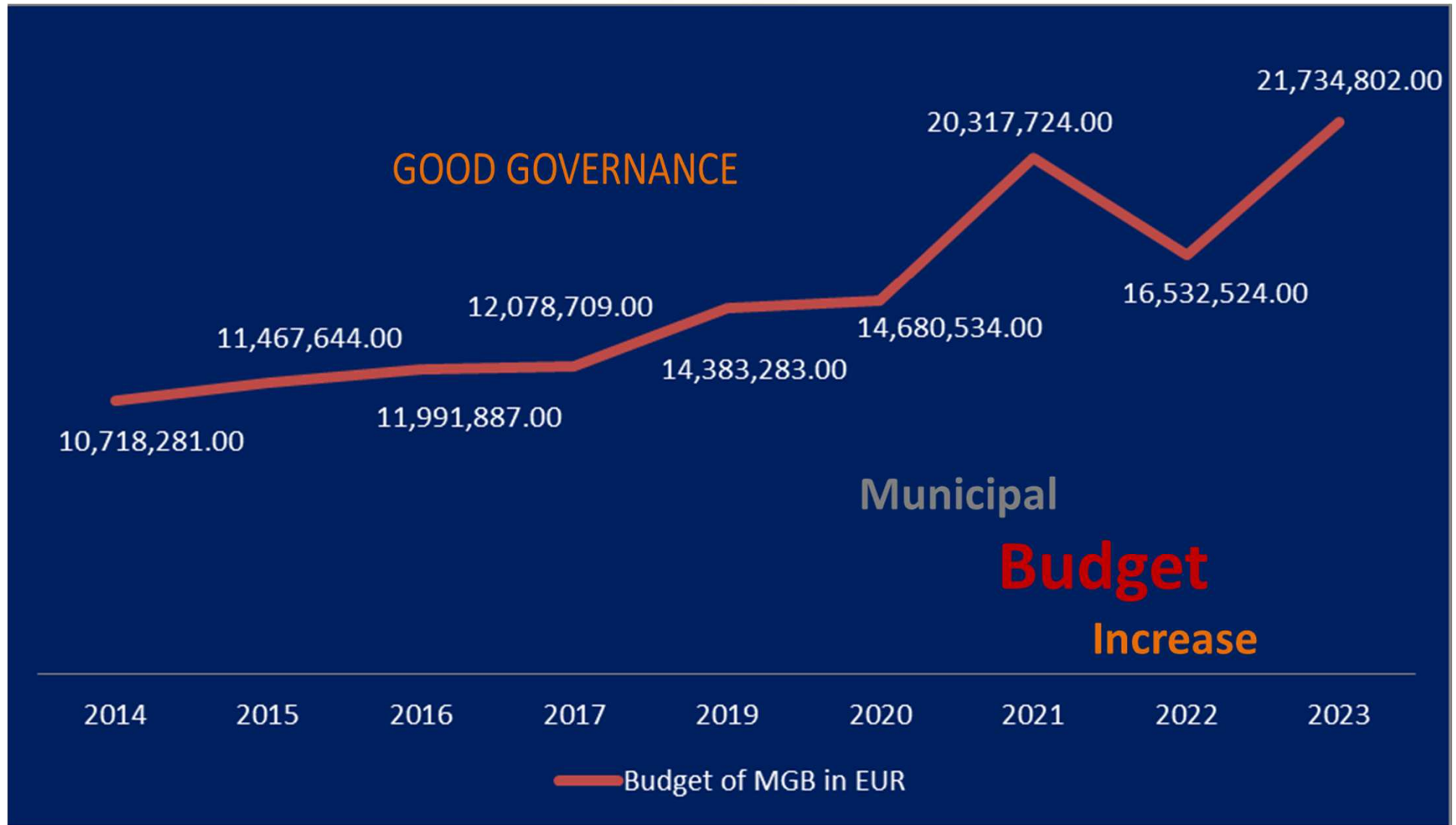
## Who invest in MGB - FDI



Mercedes-Benz



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### MGB – Business friendly municipality

BUSINESS FRIENDLY MUNICIPALITY SOUTH EAST EUROPE

## Gazi Baba

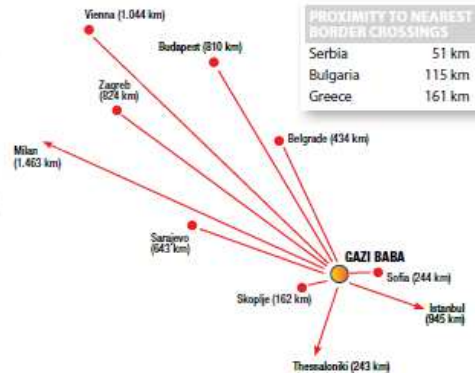


41°59'N, 21°27'E» [www.gazibaba.gov.mk](http://www.gazibaba.gov.mk)

<b>Location</b>	South East Europe - Republic of Macedonia
<b>Population</b>	75.710
<b>Territory</b>	92 km <sup>2</sup> ; 65% arable land, 11,3% forests, 23,7% roads and other
<b>Budget</b>	€ 15,5 million, 32,73% capital investments
<b>Contact</b>	Arhimedova 2, 1000 Skopje, +389 2 322 66 55, <a href="mailto:contact@gazibaba.gov.mk">contact@gazibaba.gov.mk</a>



The municipality of Gazi Baba is a communication and transport gateway located in the heart of the most industrialized part of Skopje – the capital city of Macedonia, an economic, administrative and cultural center of the entire country. The municipality has an industrial tradition, thanks to excellent traffic connection to major urban centers in the SEE region. Located at the crossroad of European Corridors 8 (E65 East - West, Varna - Sofia - Skopje - Tirana - Durres) and 10 (E75 South - North, Athens - Thessaloniki - Skopje - Belgrade - Zagreb - Munich), it offers three industrial zones just 15 km from the international airport. Gazi Baba is home to the most successful domestic and foreign companies in the country in several leading economic sectors – pharmaceuticals, metallurgy, metal processing industry, agribusiness and FMCG, logistics, energy, retail and wholesale trade, automotive components, health industry, ICT and many others. Being certified as one of the business-friendly municipalities in SEE, Gazi Baba offers electronic services and partner approach to investors with efficient local administration, turn key infrastructure, excellent communal services and high quality of life.



PROXIMITY TO NEAREST BORDER CROSSINGS	
Serbia	51 km
Bulgaria	115 km
Greece	161 km

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## Gazi Baba



### HUMAN RESOURCES

Total work force: 29.127, unemployment rate: 20%  
Average gross salary: 531 € per month  
Education: 10% college or university degree; 54% high school; 36% elementary and lower  
Relevant schools and faculties (100 km radius): University St. Cyril and Methodius, European University, FON, American College, MIT, Academy Smilevski, SEEU, 21 state and 2 private high schools

### LOCAL ECONOMY

Number of businesses: 2.818  
Size of businesses: 61,5% micro, 35% small, 2% middle-sized, 1,5 % large  
Dominant industries: Pharmacy, metal industry, metallurgy, FMCG, wine & beer industry, logistic, trade  
The largest domestic companies: Alkaloid (pharmaceutical industry), Fakom (metal processing industry), Remedika (health industry), Evropa & Vitalia (FMCG), Chateau Kamnik & Skovin (wine industry), Promes (meat industry & retail) Kam & Tinex (retail), Arijje Metal (mechanical industry)  
The most significant foreign investors: Dufarco Group – Makstil (metallurgy, Brazil), Heineken & Coca Cola HBC – Pivara Skopje (brewery and beverages, Holland and Greece), Arcelor Mittal (metallurgy, UK), Messer Tehnogas (gas industry, Germany), Wabtec MZT (railway transport industry, USA & UK), Sandoz Group – Lek (pharmaceutical industry, Swiss), Mr Bricolage Group – Mr Bricolage Skopje (retail, France), TE – TO (energy, Russia)

### TRAFFIC CONNECTIONS

Highways: Corridor X – E75, Corridor VIII – E65  
Main roads: R-1103, R-1104, A2 - Skopje, Tetovo, Ohrid and A1 - Skopje, Veles, Negotino  
Railroad lines: Munich – Ljubljana – Zagreb – Belgrade – Skopje – Thessaloniki – Athens  
Ports: Port in Thessaloniki – distance 230 km, port in Durres – distance 297 km, port in Bar – distance 352 km  
Airports: International airport "Alexander the Great" in Skopje – distance 15 km

### INDUSTRIAL ZONE MGB NORTHERN RING ROAD

<b>Land area and purpose</b>	287 ha – small commercial and business purposes, light industry, hotels, warehouses
<b>Ownership structure</b>	50% municipality owned and 50 % private
<b>Infrastructure</b>	Roads, water, sewerage, high voltage electricity, gas, telecommunication
<b>Location</b>	7 km from city center, 500 m from A2, up to 3 km to E75, E65 and international railline
<b>Price and type of acquisition</b>	Auction by e-bid, starting price 1 to 15 €/m <sup>2</sup> depending on the zone
<b>Local incentives</b>	95% exemptions from land development fee for certain plots

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An aerial photograph of a modern, multi-lane highway interchange in a valley. The road curves through the landscape, with several vehicles visible. In the background, there is a town and a range of mountains under a clear blue sky. The foreground shows some industrial or commercial buildings and parking areas.

**Thank you**

Fell free to visit [www.investinmgbskopje.mk](http://www.investinmgbskopje.mk)

An aerial photograph showing a wide, multi-lane highway with a central divider, curving through a valley. The landscape is a mix of dry, brownish fields and some green patches. In the background, a town is visible, followed by a range of mountains under a clear blue sky. The highway has several vehicles, including trucks and cars, and green overhead road signs.

# Municipality of Gazi Baba – Skopje

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