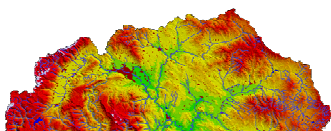




**AGENCY FOR PROMOTION
OF ENTREPRENEURSHIP OF THE
REPUBLIC OF MACEDONIA**

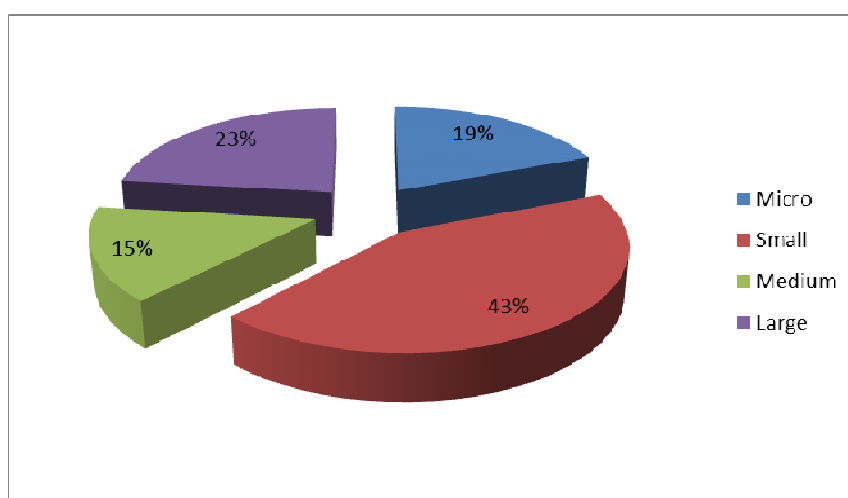
About Macedonia

- ◆ **Territory:** 25.713 m2
- ◆ **Population:** 2,05 milion
- ◆ **Capital:** Skopje
- ◆ **GDP/2013** 3931/ Euro per capita



.....and the Macedonian SMEs

Number of employees according the size of enterprises*



*Source: Central Registry of RM (SME Observatory 2013)

Structure of the active enterprises according the sector*

SECTOR	%	Number of active enterprises		
		Small	Medium	Large
A – Agriculture, forestry and fishing	4.0	2 831	33	2
B – Mining and quarrying	0.2	156	4	4
C – Manufacturing industry	11.1	7 509	347	62
D - Construction	0.2	122	7	3
E – Electricity, gas, steam, and climatization supply	0.4	270	27	9
F – Water supply; Waste water disposal waste management and activities related to environmental restoration	6.1	4 239	78	5
G – Wholesale and retail trade; Motor vehicles and motorcycles repair	35.7	25 299	115	15
H – Transport and storage	8.5	6 044	44	7
I - Accommodation and Food related services	6.3	4 458	23	1
J – Information and communication	2.0	1 414	25	7
K – Financial and insurance activities	0.5	361	17	12
L – Real estate activities	0.7	479	5	1
M – Professional, scientific and technical activities	8.2	5 801	14	2
N – Administrative and supporting service activities	2.1	1 472	25	17
O – Public administration and defence; Compulsory social insurance	0.4	150	77	31
P - Education	1.4	724	296	5
Q – Activities of health and social care	4.7	3 177	116	22
R – Art, entertainment and recreation	1.7	1 141	34	4
S – Other service activities	5.8	4 143	4	0
T – Activities of households as employers; Activities of households producing various goods and perform various services for personal needs	-	-	-	-
TOTAL:	100	69 790	1231	209

*Source: Central Registry of RM

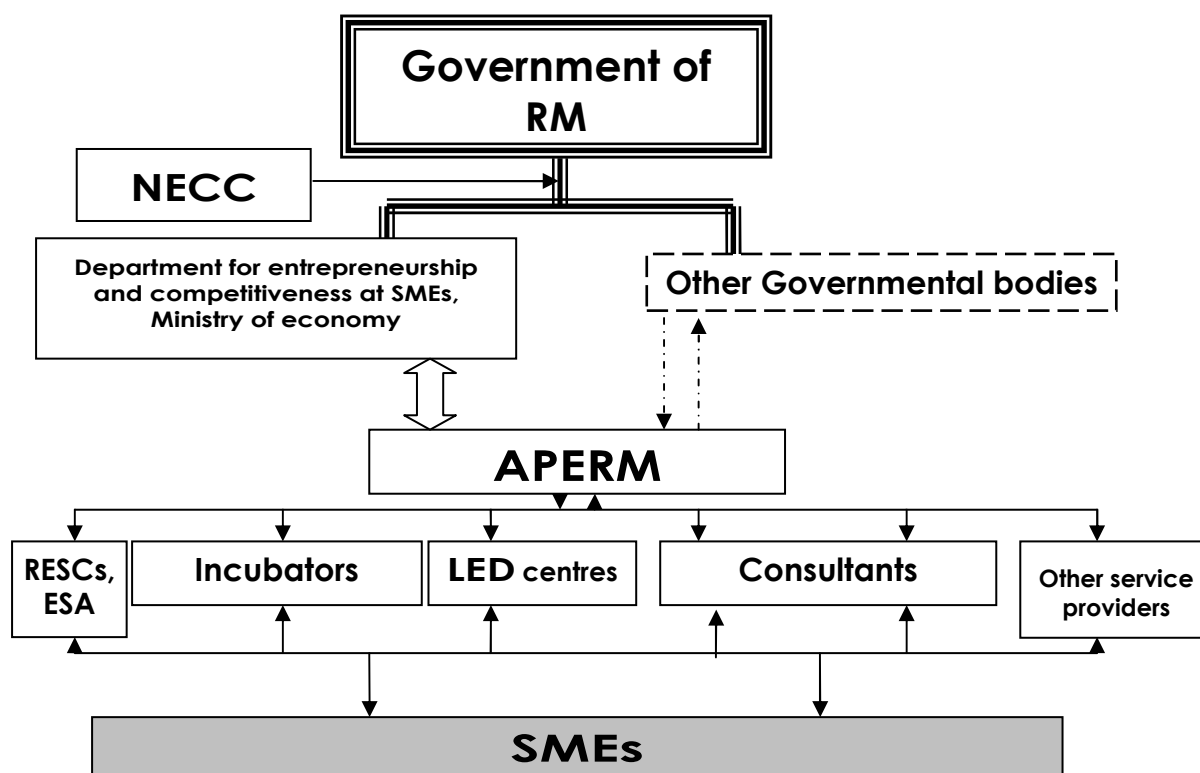
Who we are...

Agency for Promotion of Entrepreneurship of the Republic of Macedonia (APERM) is a state owned institution established for implementation of the Governmental SME policies and other related projects/programmes adopted by the Government for support of entrepreneurship, competitiveness and innovation.

We support sustainable economic growth, regional development and increased employment, helping Macedonian enterprises to start, grow and reach technology level to competitively enter international market.

The Agency, acts as intermediary between policy makers and SMEs through permanent communication and cooperation with all partner institutions dealing with entrepreneurship promotion and SME support:

- Foundations for support of SME and entrepreneurship (Regional SME Support Centres and ESA Agencies)
- LED Centres
- Clusters
- Entrepreneurial incubators;
- Private consultants.
- Other entities (Universities, Other ministries, NGOs, Chambers of commerce and other SME associations, Banks)



Our target group

- *Small and medium sized enterprises*
- *Individual entrepreneurs*
- *Craftsmen*
- *Other service providers*

Our sources of finance

- *Transfer from budget of the RM,*
- *Income from other activities;*
- *Donations;*
- *Other sources according to the Law.*

What we do...

The Agency coordinates all small business development support activities, as follows:

- Implementation of the Governmental Program for Support of Entrepreneurship, competitiveness and Innovation at SMEs;
- Support and promotion of the SMEs Institutional Support Network;
- Subsidization of consulting services for SME`s
- Participation in realization of Donor/EU projects providing business cooperation, partnerships and internationalization of the Macedonian SMEs
- Innovation and introduction of transfer of technology in the SME operations
- Keeping, regular update of business databases and dissemination of info-packages for SMEs
- Other issues related to encouraging entrepreneurship and competitiveness of SMEs

Annual Operational Programme – 2017

1. Implementation of the Voucher Scheme for consulting
2. Info pult – information services for SMEs in cooperation with Regional SME Support Centres
3. Entrepreneurial education
4. Organization of training for business plan preparation
5. Organization of training for teachers/professors – entrepreneurship educators of the subject Entrepreneurship and Business
6. Organization of training for students to prepare successful job applications
7. Calls on the European Week of SMEs
8. Organization of mentorship between experienced entrepreneurs and start-up companies
9. Organization of trainings for local consultants
10. Organization of trainings for competitiveness improvement at SMEs
11. SME Observatory – Preparation of SME Report
12. Organization of training on social awareness and promotion of the social entrepreneurship
13. Support Woman Entrepreneurship
14. Co-financing and participation in donor projects

Cooperation on EU funded and other donor projects

- *Promoting sustainable employments and supporting the government in implementation of the operational plan for active labour market measures 2017*
- **DOCSMES** - *Regional Joint Doctoral Programme in Entrepreneurship and SME Management for Western Balkan Countries – TEMPUS Program IV, 2010-2014*
- **FINNO**- *Mechanism for Fostering Innovation in SEE - IPA Project (EU Transnational Cooperation Programme South East Europe), 2011-2014*
- **VIBE** - *Venture Initiative in the Balkan Europe, IPA Project (EU Transnational Cooperation Programme South East Europe), 2013-2014*
- **NEW MENTOR** - *European Network of Mentors for Women Entrepreneurs in Macedonia – CIP Programme, 2011-2013*
- **EIICM** - *European Information and Innovation Centre Macedonia – CIP Programme, 2008-2013*
- **INTERVALUE** - *Inter-regional cooperation for valorisation of R&D - IPA Project (EU Transnational Cooperation Programme South East Europe), 2010-2012*
- *Capacity Building Towards Knowledge Based Economy - supported by Austrian Development Agency, Austria, 2007 - 2012*
- *Productivity improvement of the Macedonian SMEs – supported by JICA, Japan, 2009-2010*
- **SECI** - *Strengthening of Entrepreneurship, Competitiveness and Innovation, funded by the British Government, 2007 - 2009*
- *Technology transfer Project - GTZ TT, 2006*



Contact us...

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