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INVESTMENT GUIDE FOR PELAGONIA REGION





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INVESTMENT GUIDE FOR PELAGONIA REGION



INVESTMENT GUIDE



Dear Investors,

PELAGONIJA represents cordiality to investors in the Pelagonija region. We assure you that the region is wholeheartedly open to hear all your investment ideas and support their successful implementation. The successful investments are our success as well. For us, it means achievement of our vision:

Be a region with branded authenticity, high quality of life, perspective future for our citizens, economic growth and sustainable development according to European criteria.

The investment possibilities in the region are limited only by the investor's imagination. Pelagonija is the largest fertile soil in Macedonia, abundant in business possibilities in the agriculture and agribusiness. The region has an exceptionally developed industrial sector and production of engineering professionals. The intensive growth continually opens possibilities for the construction sector. The region is the energy heart of Macedonia. Trade and services keep on developing, including the support to the investors with finances and modern IT solutions. The natural and cultural wealth offer possibilities for tourism development. Communication connections and infrastructure are favourable and there are constant investments in their improvement. Here one can find institutions that are open and supportive. Finally, the people in the region are energetic, educated, hard working and exceptionally friendly.

How can we help you?

The team of the Center for Development of Pelagonija Region is always ready to meet your specific requests as an investor. We provide detailed information about the possibilities offered by the region as a whole and the nine individual municipalities in the region. We will also provide you with all relevant information and support about the fulfilment of the legal requests. We will link you to the right people for any information, thus saving your time and energy. For us it is important that you remain focused on the success of your investment idea.

This brochure is your investment guide for the Pelagonija region in the Republic of Macedonia. Here you can find information on the industrial zones and the investment possibilities in the nine municipalities of the Pelagonija region.

Additionally, via www.pelagonijabiznis.mk web portal you have an overview of the business in the region. Here you will find a register of the companies which are the carriers of the development in Pelagonija, but also companies that are prepared to start new investments and conquer new markets together with you.

We encourage you to visit us and find out the possibilities that we have. Once you invest here, you will become part of us and our vision. We are looking forward to this.

CENTER FOR DEVELOPMENT
OF PELAGONIJA REGION



Sincerely yours,
Center for Development of Pelagonija Region

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Basic data about Pelagonija region

Pelagonija region comprises the basins of Pelagonia and Prespa valleys and extends at an area of 4.717 km² or 19% of the territory of the Republic of Macedonia. It thus represents the largest planning region in the country. The region has 238.136 inhabitants, with higher concentration of the population in the urban areas (68%).

There are nine municipalities in the region, with 343 inhabited areas, of which 338 are rural areas.

- Bitola
- Prilep
- Demir Hisar
- Krushevo
- Krivogashtani
- Dolneni
- Novaci
- Mogila
- Resen

Infrastructure connection of the region

The Pelagonija region is in the vicinity of:

Three international airports:

- Skopje (around 180 km)
- Thessaloniki, Greece (170 km)
- Ohrid (85 km)

Two ports:

- Thessaloniki, Greece (170 km)
- Durrës, Albania (200 km)



The region is well connected with road, rail and telecommunication infrastructure.

Some credentials of the region

- 280,000 hectares fertile soil
- Largest energy producer in the country
- Extensive experience in development of modern agriculture, industry and services
- Rich natural and cultural heritage and attractive tourist destination
- Vicinity to Greece, an EU member country and Albania, a NATO member
- Diligent and sincere people and devoted municipal administration
- University region

Why invest in Pelagonija?

- 0% tax on retained profit
- 10% flat rate personal and corporate profit tax – among the lowest in the region
- Access to a market of 650 million people through free trade agreements
- Young, educated and flexible workforce
- Labor costs are among the lowest in Europe (average monthly gross salary is 490 EUR)
- Low prices for lease or purchase of land – some locations are free should the investor obliges to invest
- Fast and simple business registration – one-stop-shop in few hours
- Continuous simplification of doing business procedures, including contraction procedures

More information on the investment benefits in the Republic of Macedonia are available at the Agency for Foreign Investments and Export Promotion or via www.investinmacedonia.com



Municipality of Bitola

Bitola



Information on municipality

Location: southwest of Pelagonija

- Inhabitants: 95,385
- Inhabited areas: 65
- Area: 792 2
- Seat of municipality: Bitola

The Municipality of Bitola has diversified structure of its economic activities: agriculture and stockbreeding, food, metal and wood industry, energy production, tourism and trade.

Some of the resources offering investment opportunities are related to:

- Pelagonija as a fertile land
- Good raw material basis for food and other industries
- Proximity to Greece (14 km) and Albania (45 km)
- National park Pelister, suitable for winter and health tourism
- Touristic potential
- Available and qualified labor (approx. 100,000 inhabitants)

For more detailed information, please contact

Unit for local economic development

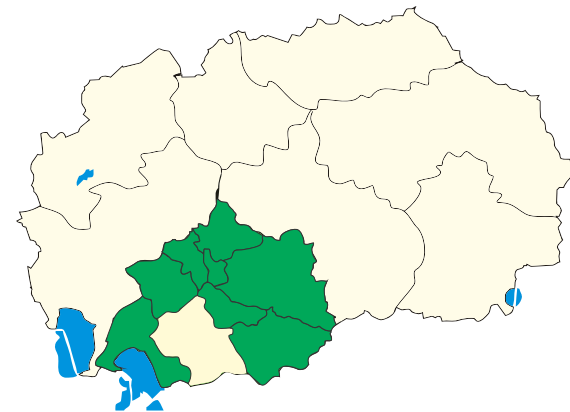
Violeta Nalevska

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Mobile: +389 71 222 839

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www.bitola.gov.mk



INVESTMENT OPPORTUNITIES



Investment opportunities in Industrial zone „Zhabeni“ - Bitola

- Price for purchase of land of only 1 EUR per 1 m²
- 100% waiver from communal fees should the investor employs more than 300 persons
- Area 244 hectares
- 5 km from the border with Greece
- 9 km from Bitola
- On the main road M5
- In proximity to the railroad to Greece
- Access to electricity, water supply and sewerage system

Suitable for:

- Light industry
- Logistical and distributional centers
- Trade centers and supermarkets
- Hotels, wellness and recreational facilities
- Creative industry (film, 3D production)

Shown great interest from investors:

- During the first tender, 29 parcels have been sold with an area of 23 hectares
- The sold parcels are intended for hotel, factory for electrical and mechanical industry, wood industry, meat processing industry, tin industry and textile industry

The investors are from Germany, Italy, Greece and Macedonia

For more information

Public enterprise Industrial zone “Zhabeni”

Phone: +389 47 208 336

E-mail: zabeni@bitola.gov.mk

www.bitola-business-park.com

-

Opportunity for building and development of a habitat "Golden Hill"

- An area of 103 hectares in central city area
- Located next to railroad and bus station
- With a gorgeous view on the slopes of the recreational place Tumbe Kafe
- The following facilities are foreseen with the urban plans:
- Business-trade centre with 34 hectare
- Sports and recreational centre
- High class hotel
- 2 middle class hotels
- University campus
- So far acquired parcels for hotel, trade center and land for residential buildings from domestic and foreign investors

Opportunity for building and development of a tourist center "Nizhepole"

- Area 17 hectares
- Located only 4 km from Bitola in the foothold of Baba Mountain
- Near ski centre Strezhevo
- On 1,100 metres altitude
- Foreseen facilities:
- Sports complex with tennis courts, mini-golf, pool
- Hotel complex
- Restaurants
- Shops
- Service related facilities such as post, bank and pharmacy

*The assessed value of the potential investment is 18 million à

Opportunity for building and development of a Golf Resort

- Total area of 124 hectares for golf courses and luxurious accommodation complex
- 3 km from Bitola and 15 km from Greece
- View on national park Pelister and Baba Mountain
- Up to 300 sunny days per year
- Pleasant and picturesque topography (hills, lakes, rivers)

Foreseen facilities:

- Golf course
- Luxurious hotel
- Restaurants and other catering centers
- Wellness facilities
- Services: shops, bank, post





Municipality of Prilep

Prilep



Information on municipality

Location: eastern part of Pelagonia

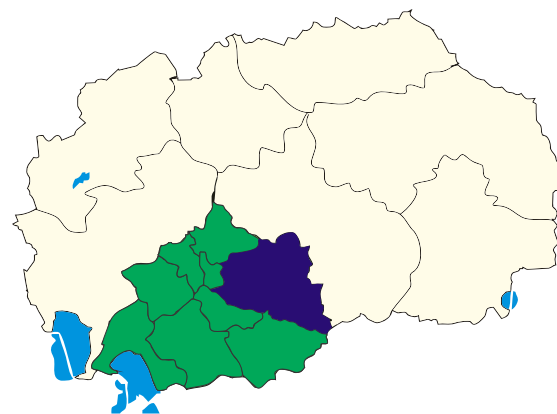
- Inhabitants: 76,768
- Inhabited areas: 59
- Surface area: 1,164 ²
- Seat: Prilep

The Municipality of Prilep has several economic activities such as :

- production of tobacco and cigarettes
- marble
- mining
- food industry
- textile industry
- metal processing and mechanical industry.

Some of the investment possibilities are related to resources: tradition in tobacco production, fertile soil, developed industry, tourism and the urban development of the city.

For more detailed information, please contact
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E-mail: ler@prilep.gov.mk
www.prilep.gov.mk



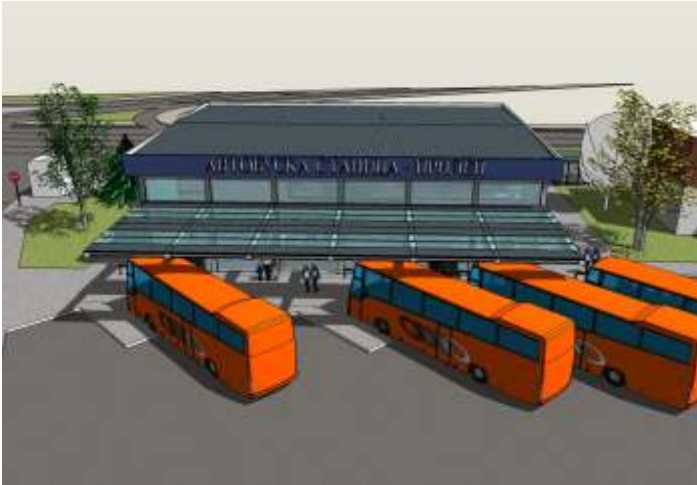
INVESTMENT OPPORTUNITIES



Opportunity for investment in the Technological Industrial Development Zone Alinci

- Exemption from paying profit tax for a period of 10 years and 100% exemption from personal income tax for a period of 10 years (effective personal income tax rate is 0%)
- Lease of land for a period of 99 years
- Exemption from paying fees for preparation of land and fees for obtaining construction permits
- Free connection to gas, water and sewerage network
- The Government of the Republic of Macedonia participates in the costs for construction of the beneficiaries of the TIDZ in the amount of 500,000 EUR, depending on the number of employed persons and the size of the investment
- The goods of investors are ensured green pass at customs
- Area 67.5 hectares in first phase
- Additional 35.7 hectares in the second phase
- 13 parcels
- On the main road M5 Prilep – Bitola
- Access to electricity, water supply and sewerage system
- Suitable for industrial facilities

More information about the zone is available at:
Directorate for Technological Industrial Development Zones
Phone: +389 2 3 111 166
E-mail: info@fez.gov.mk
www.fez.gov.mk



Opportunity for building and development of a Golf Resort

- Total area 4,366 m²
- Construction area 412 m²
- Ground floor and 1st floor
- 6 parking spaces for buses
- Business and commercial facilities
- Located in vicinity of rail station



Opportunity for building and managing a trade center

- Area 32.000 m²
- In vicinity of rail and bus station
- Good infrastructural and traffic connection

Opportunity for building and development of a suburb „Garden“

- Located in the north-east part of Prilep
- 3 km from city center
- Excellent infrastructure
- Intended for building residential facilities
- Area 220.000 m², of which 10% for business premises and 15% for sport and recreation
- Land owned by the Republic of Macedonia



Opportunity for investment in development of a village tourism settlement in v. Manastir – Mariovo

- Located in Mariovo, one of the most beautiful regions in Macedonia
- Wonderful scenery near Crna River
- Investment opportunity in building of specific types of object in arcels of 144 m² intended for tourism





Municipality of Resen

Resen



Information on municipality

Location: southwest part of Pelagonia

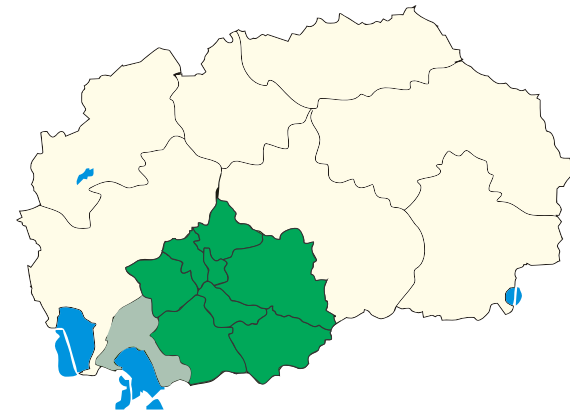
- Inhabitants: 16,825
- Inhabited area: 44
- Surface area: 739 km²
- Seat: Resen

Main economic activity in Resen is agriculture and particularly well known for its apple production.

Other activities in the city are: tourism, food industry, textile industry and metal industry.

Some of the resources enabling investment opportunities are: tradition of apple production, Prespa Lake, two national parks Galicica and Pelister and the positive trends in development of village and mountain tourism.

For more detailed information, please contact
Unit for local economic development
Ajman Al Malla
Phone: +389 47 551 763
E-mail: ajman.almalla@resen.gov.mk
www.resen.gov.mk





Opportunity for investment in industrial zone „Makazi“

- Price of 1 EUR per 1 m²
- Area 150 hectares
- Located on the road Bitola – Resen, just a few kilometers before the entrance to Resen
- State-owned land
- Access to electricity, water supply and sewerage system

Suitable for:

- Buyout and distributive centers with cooling systems, calibration, etc.
- Storage facilities for apple and other produce
- Processing capacities for fruit and vegetable
- Capacities for processing of residual apple
- Light industry

Opportunity for development of a Finnish village in Dolno Dupeni

- Area 15 hectares
- Completely urbanized area
- Foreseen facilities:
 - Hotels
 - Restaurants
 - Housing (small scale)
 - Sports and recreation facilities
 - Parking space

Opportunity for development of tourist and restaurant facilities in the tourist places of Pretor, Stenje, Konjsko and other locations

- Sports and recreation centers
- Over 20,000 visitors in Prespa during weekends in summer 2010

Opportunity for investment in industrial zone „Prespateks“

- Price of 1 EUR per 1 m²
- 24 hectares
- Free area of approximately 3 hectares with the remaining occupied by already operating private businesses
- Located in the town
- Secured infrastructure
- Detailed urban plan is being finalized

Suitable for light industry. The existing premises are used for the following purposes:

- Storage
- Textile capacities
- Apple juice production

Opportunity for buying or lease of a buyout center

- Area 6 hectares
- Located on the road Bitola-Resen
- Approved urban plan for facilities out of urban areas
- Access to infrastructure
- Opportunity for purchase or lease of land
- Suitable for facilities related to apple production
- Land owned by state and managed by Municipality of Resen

Suitable for facilities related to apple production

- Buyout and distributive centers
- Storages and freezers
- Capacities for apple processing





Municipality of Demir Hisar

Demir Hisar



Information on municipality

Location: western part of Pelagonija

- Inhabitants: 9,497
- Inhabited areas: 41
- Surface area: 480 2
- Seat of municipality: Demir Hisar

Main economic activity in the municipality is agriculture, specifically tobacco and orchards. Other industries are: metal and mechanical industry, trade and transport.

Some of the resources offering investment opportunities are:

- Crna River
- Richness of forests (oak and beech trees)
- Wild animals (hunting)
- Fishing
- Forest fruits (mushrooms, blueberry, juniper, medicinal herbs)
- Traditional production of coal and lime
- Attractive monasteries and natural beauties

For more detailed information, please contact

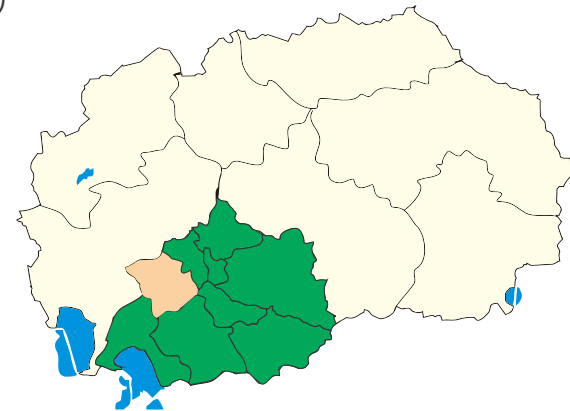
Unit for local economic development

Mishe Miloshevski

Phone: +389 47 552 661

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E-mail: misedh@t-home.mk



Opportunity for investment in industrial zone Demir Hisar

- Area 25,6 hectares
- 56 parcels
- Located on the regional road R-416 Bitola – Kicevo, only 1 km from Demir Hisar
- Access to electricity, water supply and sewerage system

Suitable for:

- Industrial capacities
- Collection points for forest fruits
- Agricultural processing facilities
- Storage facilities
- Business and administration offices

The municipality of Demir Hisar offers few of its own buildings to be used by interested investors for business purposes:

Facility Youth House in v. Slepche

- Total surface area 576 m²
- Ground level 473 m² and floor level 154 m²
- Condition: good
- Used as textile factory (investor from Greece)

Facility school in v. Smilevo

- Total surface area 576 m²
- Good for designer clothes but also for other purposes
- Condition: good

Community House in v. Sopotnica

- Total surface area 321 m²
- Condition: good

Facility former hospital in Demir Hisar

- Total surface area 6,468 m²
- Buildings 1,250 m²
- Backyard 5,218 m²
- Condition: good
- Parts used for production of decorative candles (investors from Greece)



Municipality of Krushevo

Krushevo



Information on municipality

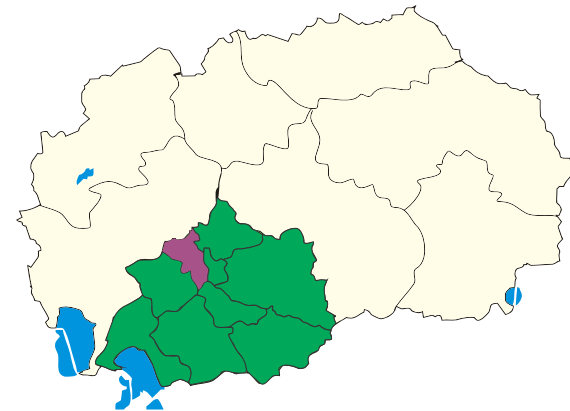
Location: northwest of Pelagonia

- Inhabitants: 9,684
- Inhabited areas: 18
- Surface area: 205 ²
- Seat: Krushevo

The population in the municipality of Krushevo is economically active in tourism, wood and textile industry.

Some of the basis for further economic development of the municipality is related to: authentic architecture and location, rich history, cultural events such as the event/live museum Krushevo ethno town, tradition of handcrafting and stockbreeding, natural beauties as a tourist potential etc. Krushevo is the city of late Balkan pop star Toshe Proeski.

For more detailed information, please contact
Unit for local economic development
Taki Kardula
Mobile: +389 75 453 702
E-mail: takuli_k@yahoo.com
www.krusevo.gov.mk



Opportunity for investment in industrial zone Krushevo

- Price of 1 EUR per 1 m²
- Area 57 hectares
- Location: 8 before the entrance to Krushevo
- Next to the Prilep-Krushevo road, locality Aldanci
- Suitable for light industry

Opportunity for utilization of present facilities:

- EMO
- Ilindenka
- NIKO DOAGA
- Former slaughter house
- Storage facility.

**Considering that these facilities are private property, general information is available at the municipality, while more detailed information are available from the present owners.*



Opportunity for building and development of a weekend zone “Lake”

- Area 2.5 hectares
- In the vicinity of artificial lake
- 200 metres from the memorial complex
- 500 metres from ski tracks
- Foreseen facilities
- The investors are offered parcels for construction of 3 mini hotels with a capacity of 30 beds as well as weekend houses

Opportunity for investment in building and development of a ski centre Musica

- Area 420 hectares
- 7 km from Krushevo
- 1,780 meters altitude
- Secured road, electricity and urban plan
- Orientation west – northwest, making it ideal for longer snow cover
- Foreseen elements:
 - Skiing (16 km. tracks, 6 ski lifts 1 ski cable car)
 - Hotel and other catering facilities
 - Sport and recreation (hunting, trekking, etc.)
 - Parking space



Municipality of Krivogashtani

Krivogashtani

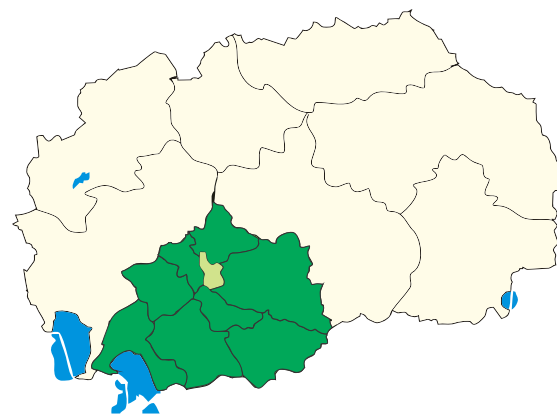
Information on municipality

Location: north part of Pelagonija

- Inhabitants: 6,150
- Inhabited areas: 12
- Surface area: 93.7 ²
- Seat of municipality: Krivogashtani

Major economic activity in the Municipality of Krivogashtani is agriculture. The main products grown are peppers, onion, tobacco, wheat and barley. Apart from that, the population is also active as individual stockbreeders. The areas in the municipality are excellently connected with each other as well as with the bigger nearby municipalities of Prilep, Bitola, Demir Hisar and Krushevo.

For more detailed information, please contact
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E-mail: s.cuculoski@t-home.mk



INVESTMENT OPPORTUNITIES



Opportunity for investment in industrial zone Slavej, Krivogashtani

- Price of 1 EUR per 1 m²
- Area 2.5 hectares
- Located on the road Prilep-Krushevo, just 15 km before the entrance to Prilep
- Access to infrastructure: electricity, water supply and sewerage system, as well as clean-water station

The municipality offers existing facilities for adaptation and use for business purposes, as well as opportunities to build additional facilities nearby existing ones:

Facility former shoemaking factory

- Building with surface area of 403 m² and a backyard area 3,263 m²
- Condition: minimum adaptation needed

Facility former school in v. Slavej

- Building with surface area of 684 m² and a backyard area 18,654 m²
- Condition: good

Facility former school building

- Building with surface area of 170 m²
- Condition: minimum adaptation needed
- Opportunity for re-use of the facility as a kinder garden and for public private partnership with private investor who would operate with the building for longer period of time



Municipality of Dolneni

Dolneni



Information on municipality

Location: northern part of Pelagonia

- Inhabitants: 13,568
- Inhabited areas: 37
- Surface area: 430 km²
- Seat: Dolneni

Main economic activity in the Municipality of Dolneni is agriculture, particularly production of tobacco and wheat cultures. The population is also active in stockbreeding, fishing, poultry and services. Some of the resources offering basis for future economic development are: tradition of production of tobacco, large area of agricultural land, minerals (marble), the monastery Zrze and cultural events such as festival of bagpipes and pelivan wrestling.

For more detailed information, please contact

Unit for local economic development

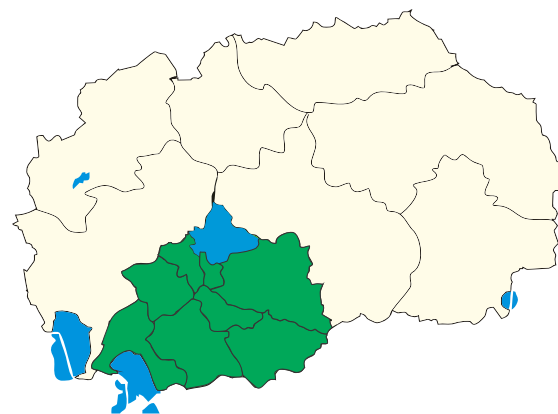
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E-mail: smiftar@yahoo.com

www.opstinadolneni.gov.mk



INVESTMENT OPPORTUNITIES

359,464	0.3%
8,632,724	7.7%
59,087	0.1%
13,963,095	12.4%
5,266,055	4.7%
10,323,178	9.2%
5,283,470	4.7%
4,330,582	3.8%
490,555	0.4%
12,036,658	10.7%
121,056	0.1%
4,162,809	3.7%
33,607,969	29.9%
1,987,731	1.8%
1,665,228	1.5%
5,014,932	4.5%
5,255,312	4.7%



Opportunity for investment in industrial zone Dolneni

- Price of 1 EUR per 1 m²
- Area 5.8 hectares
- Located near the road Prilep – Kichevo and regional water supply system Studencica
- Connection with infrastructure
- Suitable for solar station due to high irradiation of 262 sunny days and the appropriate terrain and orientation
- Suitable for agricultural processing capacities

The municipality offers former school buildings in good condition in rural areas as a long-term lease for business purposes





Municipality of Novaci

Novaci



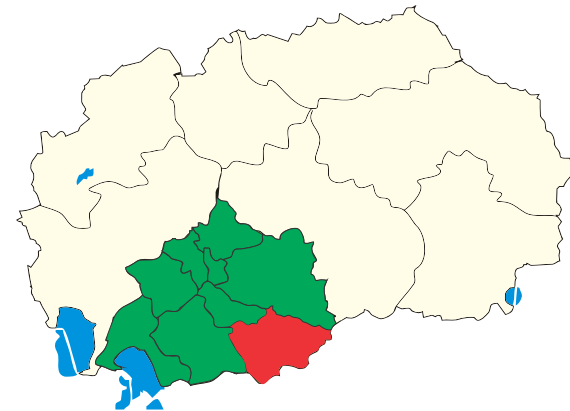
Information on municipality

Location: south part of Pelagonia

- Inhabitants: 3,549
- Inhabitated areas: 41
- Surface area: 772 ²
- Seat: Novaci

Main economic activities in the Municipality of Novaci are agriculture and stockbreeding. Other activities are mining, energy and production of mineral water. The investment opportunities in the municipality are related to the following resources: arable land of 23,000 hectares, pastures of 29,000 hectares, forests of 17,000 hectares, untouched nature, production of solar and wind energy, tourism development potential and presence of forest fruits.

For more detailed information, please contact
Unit for local economic development
Stevce Angelevski
Phone: +389 47 203 060
E-mail: stevce.novaci@t-home.mk
www.opstinanovaci.gov.mk



INVESTMENT OPPORTUNITIES



Opportunities for investment in industrial zone Novaci

- Price of 1 EUR per 1 m²
- Area of 9 hectares (with opportunity for increase)
- On the regional road Bitola - Novaci (509)
- 11 km from Bitola and 1 km from the centre of Novaci
- Access to electricity, water supply and sewerage system
- Suitable for utilization of the advantages of the municipality in agriculture, stockbreeding and agri-processing industry

The municipality offers school buildings in rural areas for lease for business purposes by investors:

- Staravina: 700 m², two floors, yard 2,000 m²
- Brod: 142 m², two floors, yard 500 m²
- Gneotino: 170 m² and yard 4,226 m²



Municipality of Mogila

Mogila



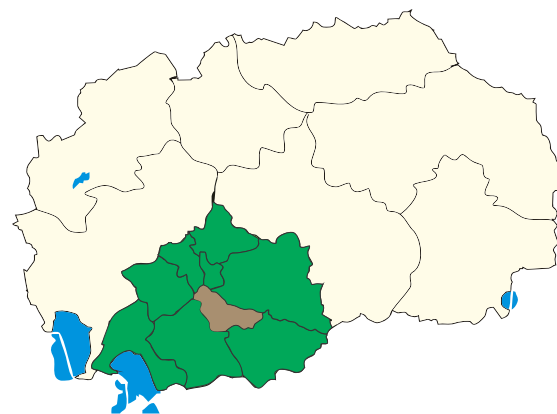
Information on municipality

Location: central part of Pelagonia

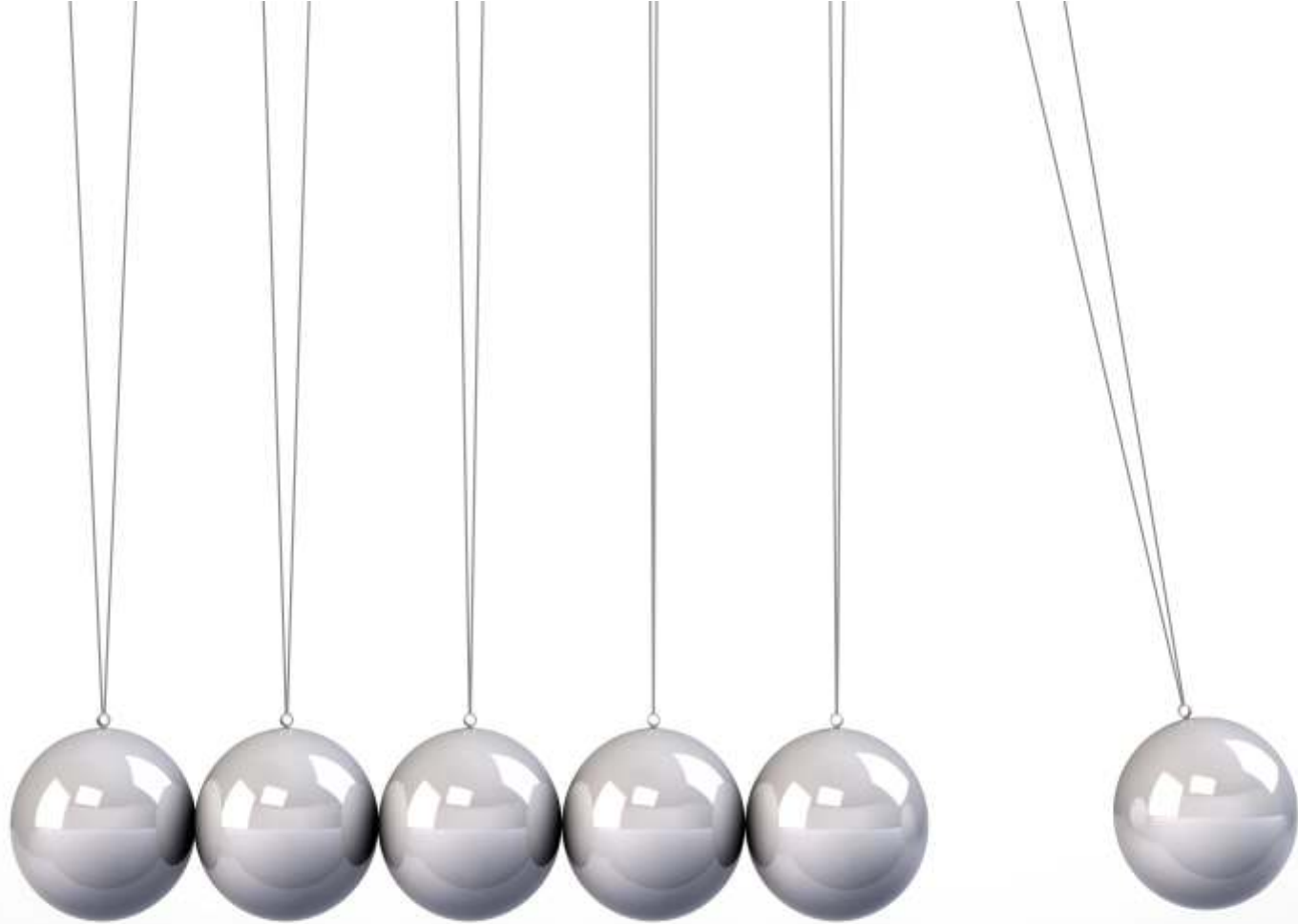
- Inhabitants: 6,710
- Inhabited areas: 23
- Surface area: 250 ²
- Seat: Mogila

Main economic activity in the Municipality of Mogila is agriculture, particularly cereals and wheat cultures. Other activities are: stockbreeding, production of livestock feed and retail trade. The potential investments and economic development of Mogila can be based on the following resources: tradition in agricultural production, tradition of stockbreeding, large number of individual agricultural producers, proximity to Bitola, Prilep and Greece.

For more detailed information, please contact
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Phone: +389 47 296 360
E-mail:gorloz@hotmail.com
www.mogila.gov.mk



INVESTMENT OPPORTUNITIES





Opportunity for investment in industrial zone Petilep

- Price of 1 EUR per 1 m²
- Area 17 hectares
- Proximity to the road Bitola - Prilep
- Access to road, electricity, water and sewerage

Possibility for use of a cultural house for business purposes by investors

- Area 200 m²
- In v. Dobrushevo
- Relatively new building, constructed in 2002

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