Municipality of Gazi Baba – Skopje

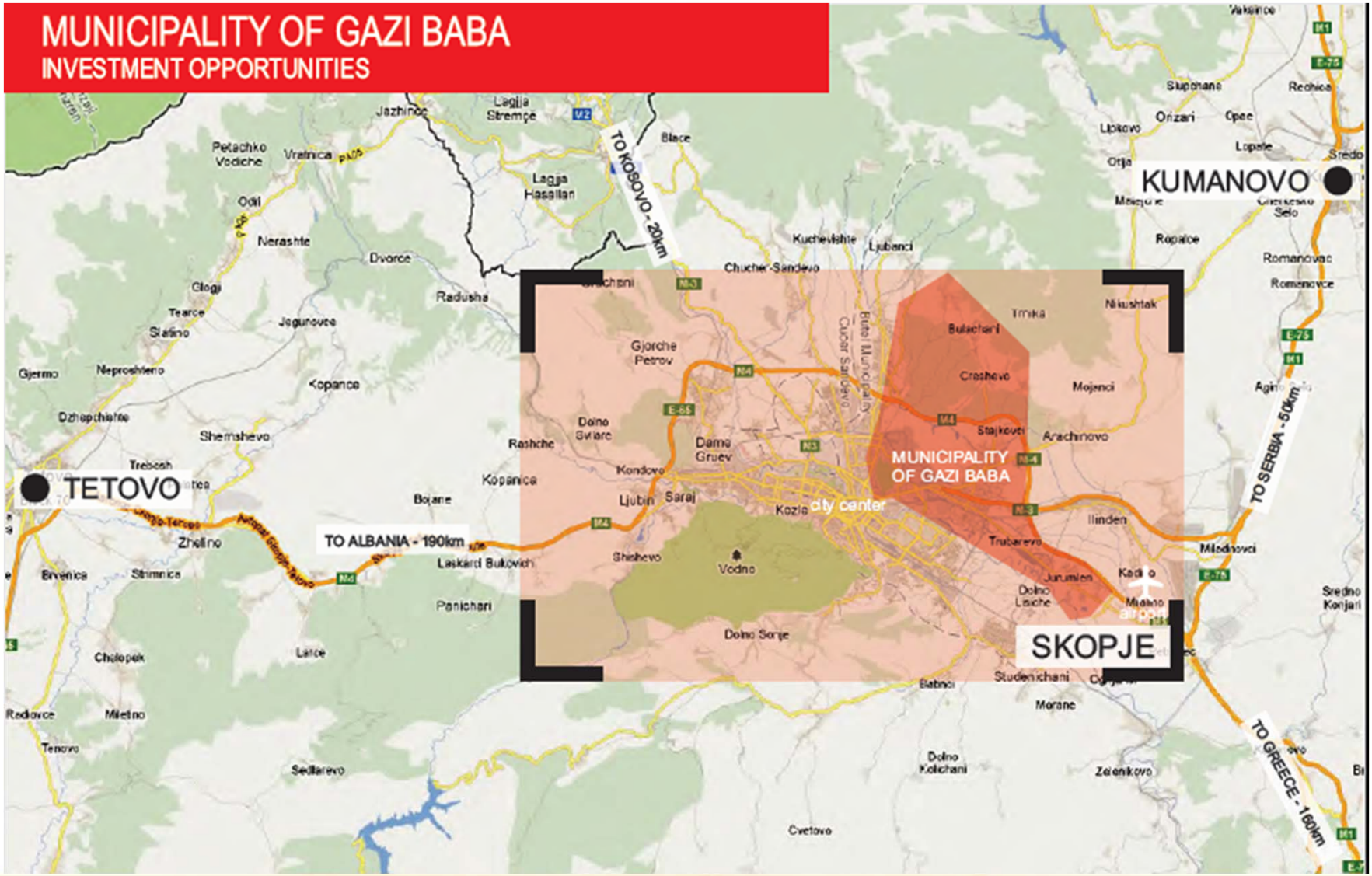
PREMIUM INVESTMENT DESTINATION

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

MUNICIPALITY OF GAZI BABA
INVESTMENT OPPORTUNITIES

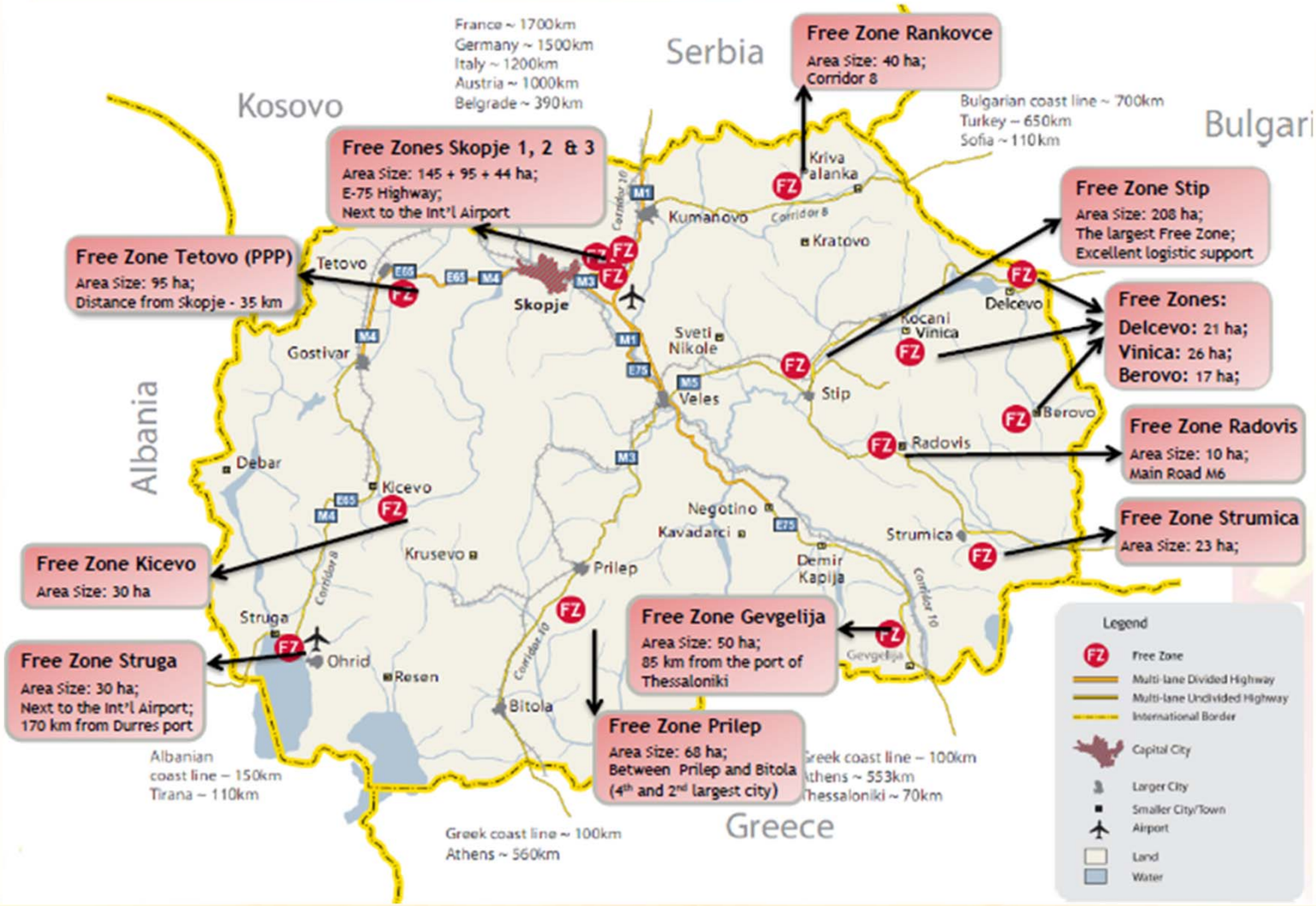


Location and Transport Infrastructure

- **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

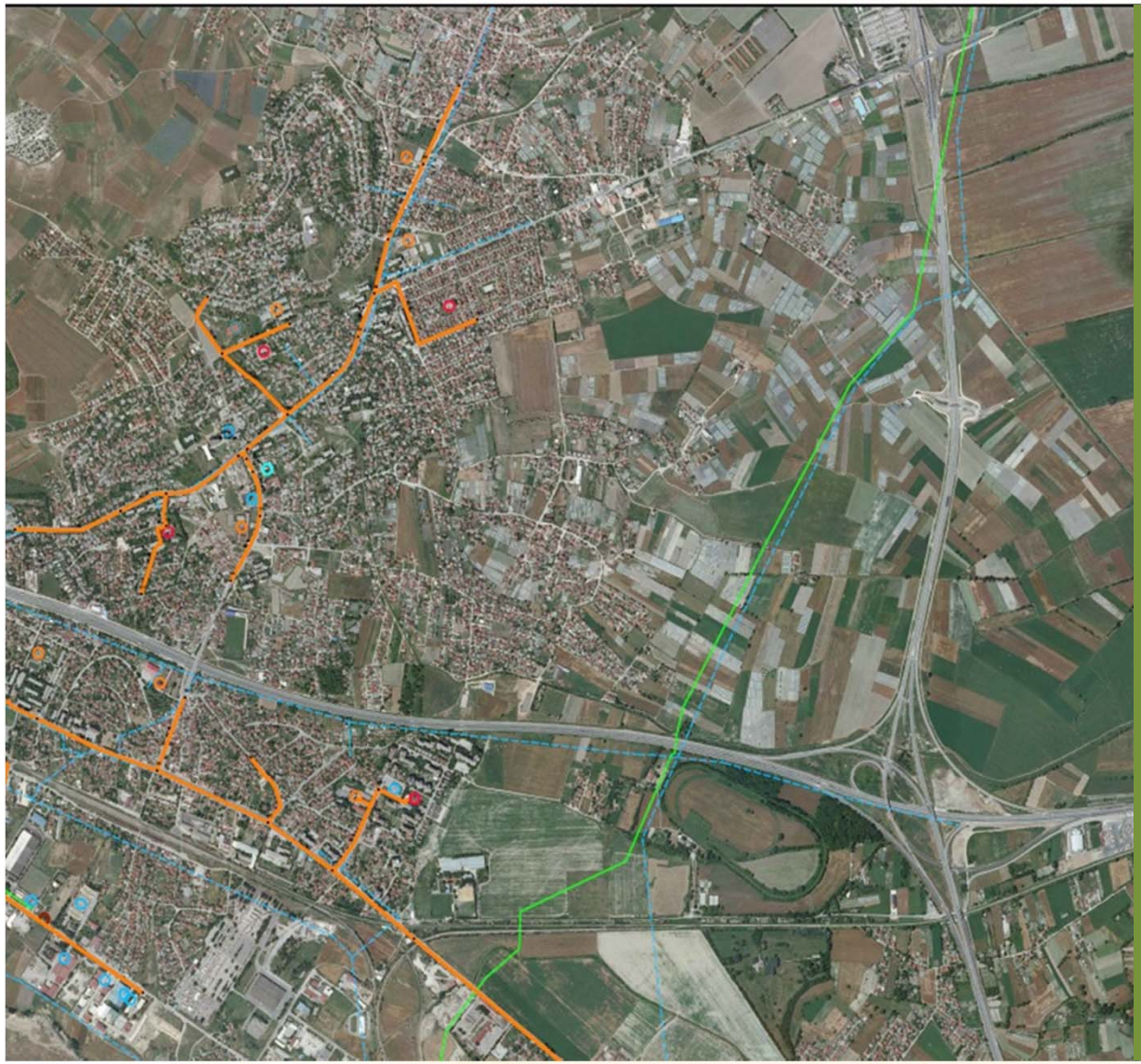
* Distance from Skopje

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 intitialized



- Developed gas pipelines in industrial zones in MGB:
  - Industrial park Zelezara
  - Eastern industrial zone
  - Northern ring road zone

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.

Goals

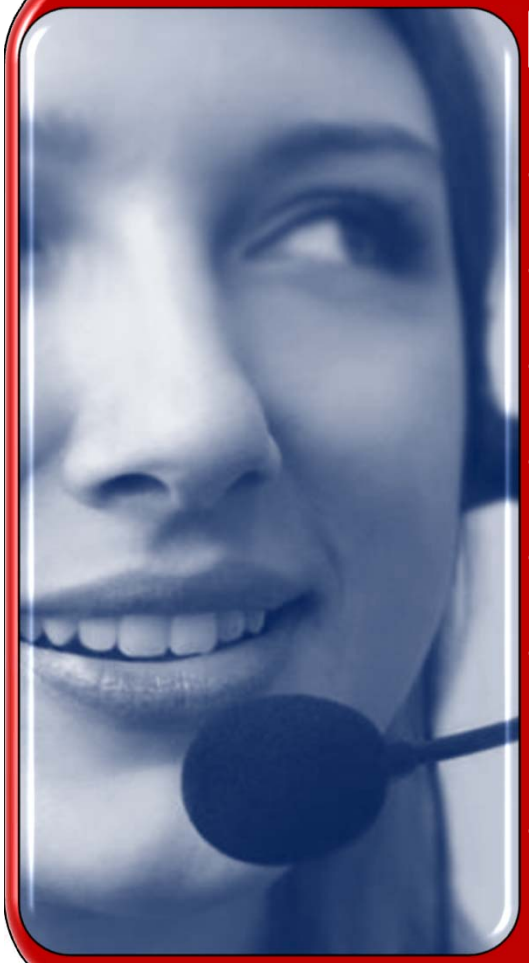
- Economic growth
- Quality of life, a good city to live in
- Ecological footprint, sustainability

Challenges

- Social cohesion, inclusiveness
- Secure digital environment, privacy
- Resilience

- Smart Mobility
- Smart Safety
- Smart Energy, Water & Waste
- Smart Buildings & Living
- Smart Health
- Smart Education
- Smart Finance
- Smart Tourism & Leisure
- Smart Retail & Logistics
- Smart Manufacturing
- Smart Government

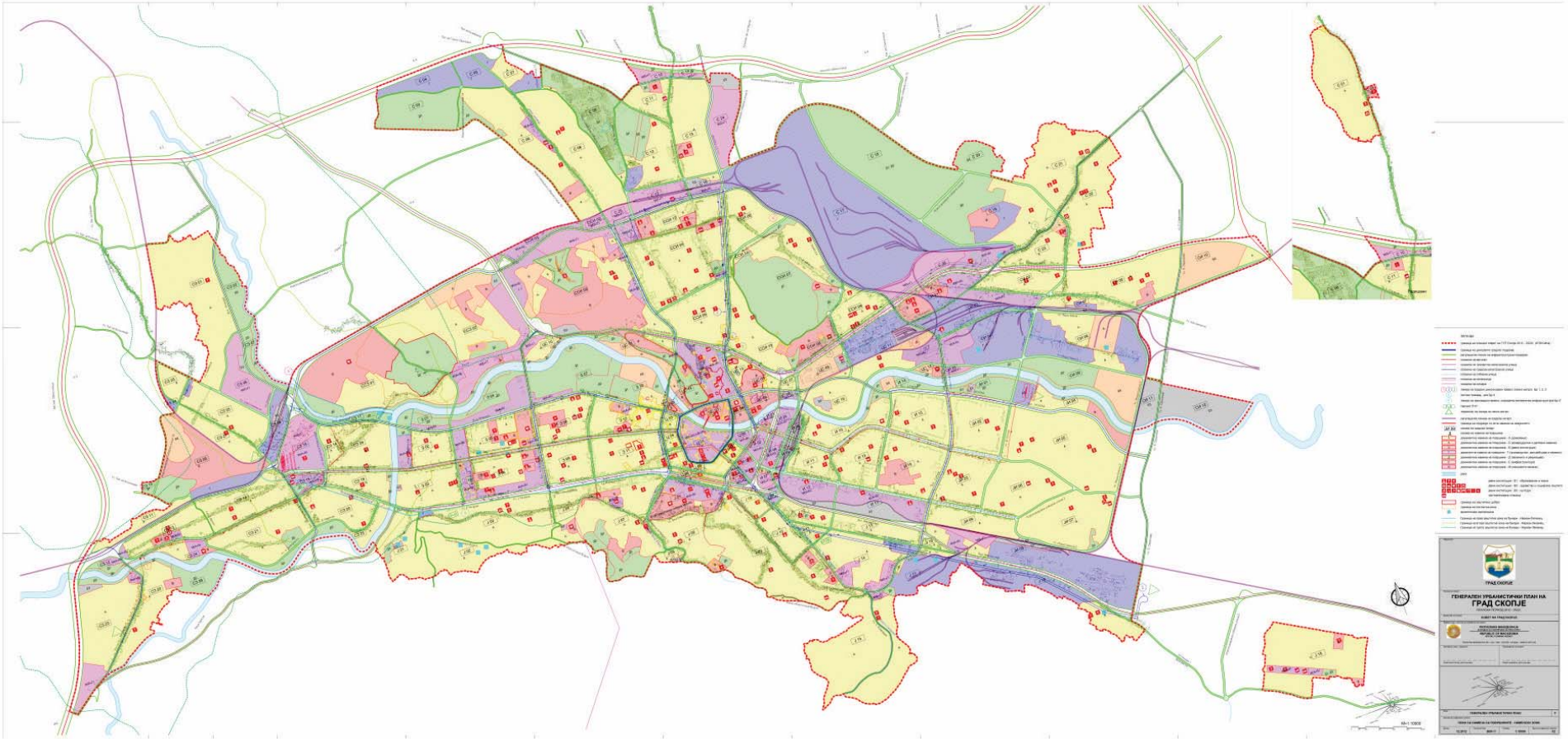
Digitalization of municipal services



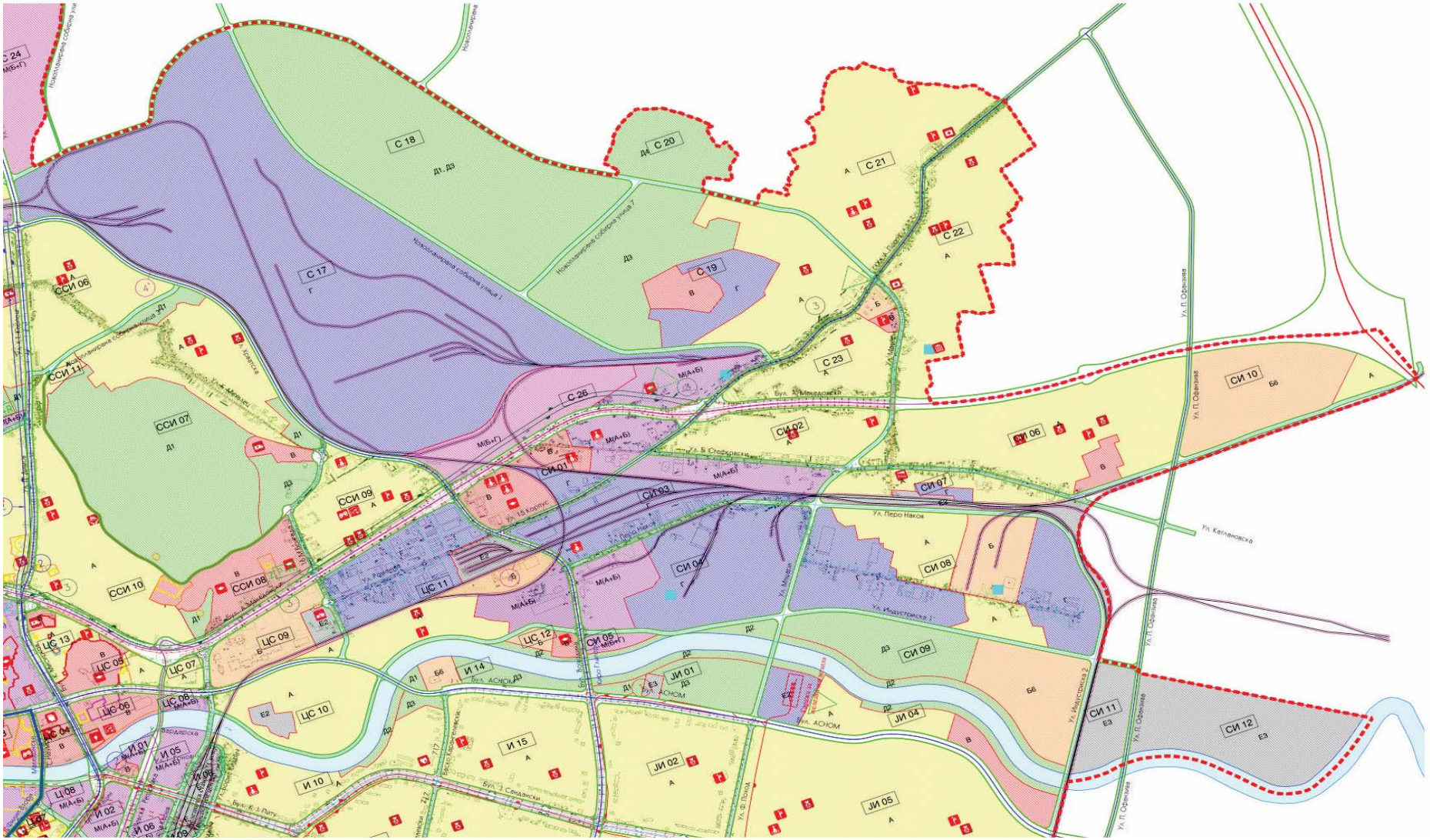
E-services in MGB

- 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

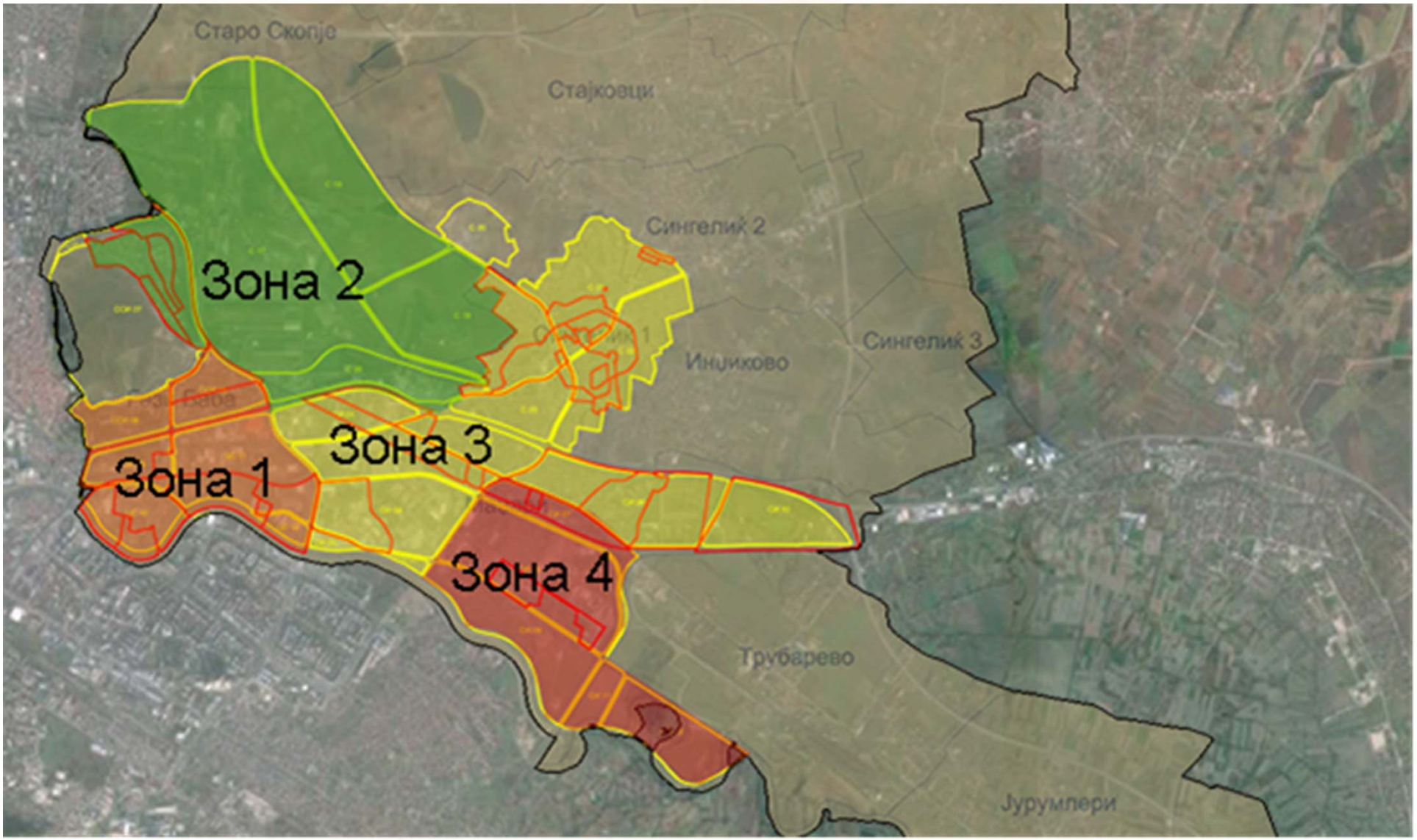
General Urban Plan for spatial development of city of Skopje



General Urban Plan for spatial development of the MGB



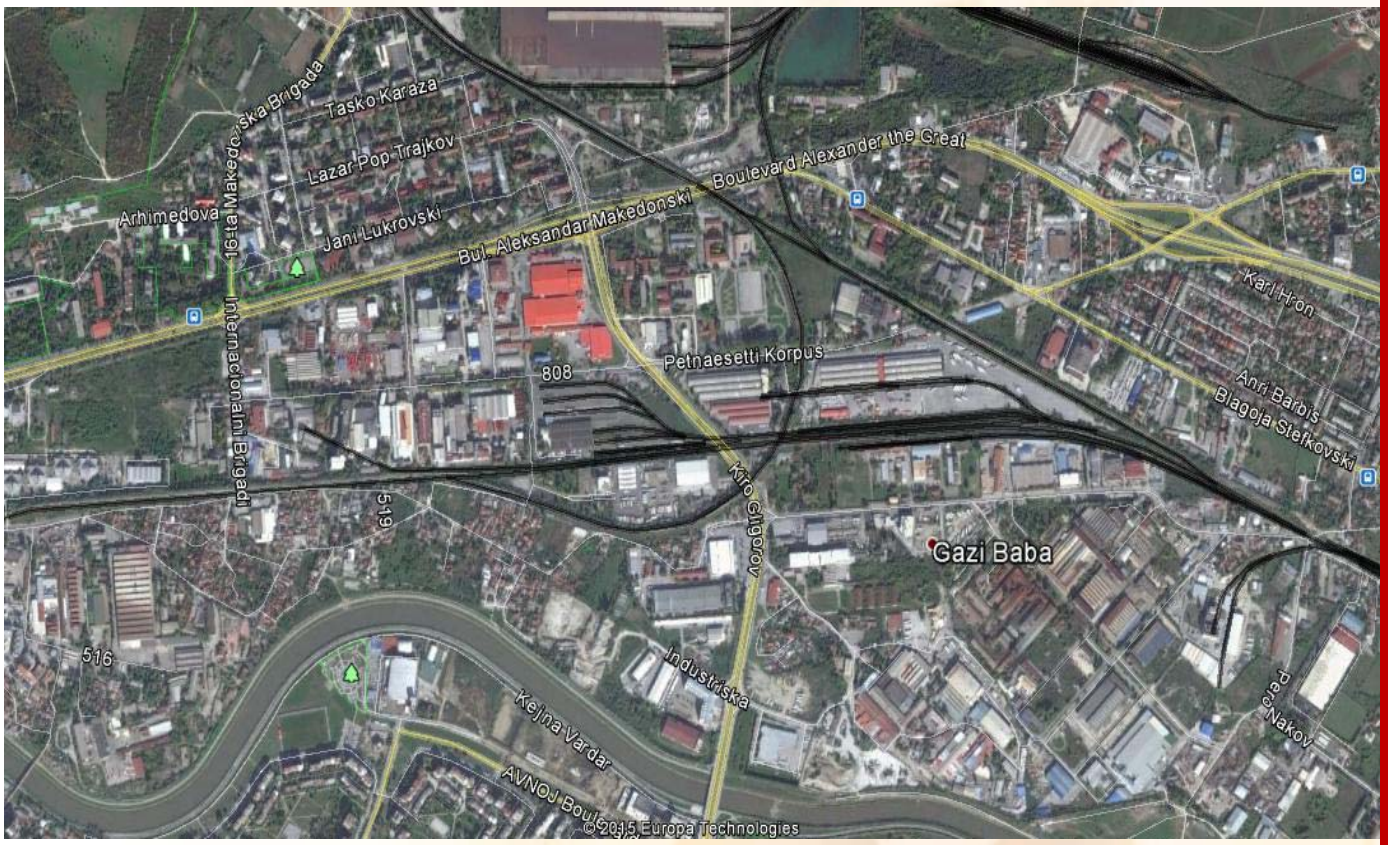
Development Fee zones in MGB



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

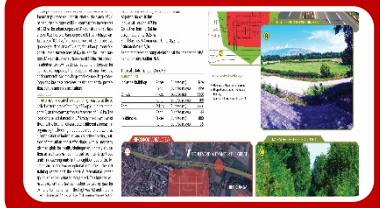


- Established five decades ago;
- Turn key traffic, communal, electric and gas infrastructure;
- Excellent railway and road connection with transport corridors A2 and A4;
- Located more than 60% of all companies in MGB;
- Brand companies of FMCG, Pharmaceutical, Logistic, Retail and Metal, Processing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

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;

Investment Opportunity Areas

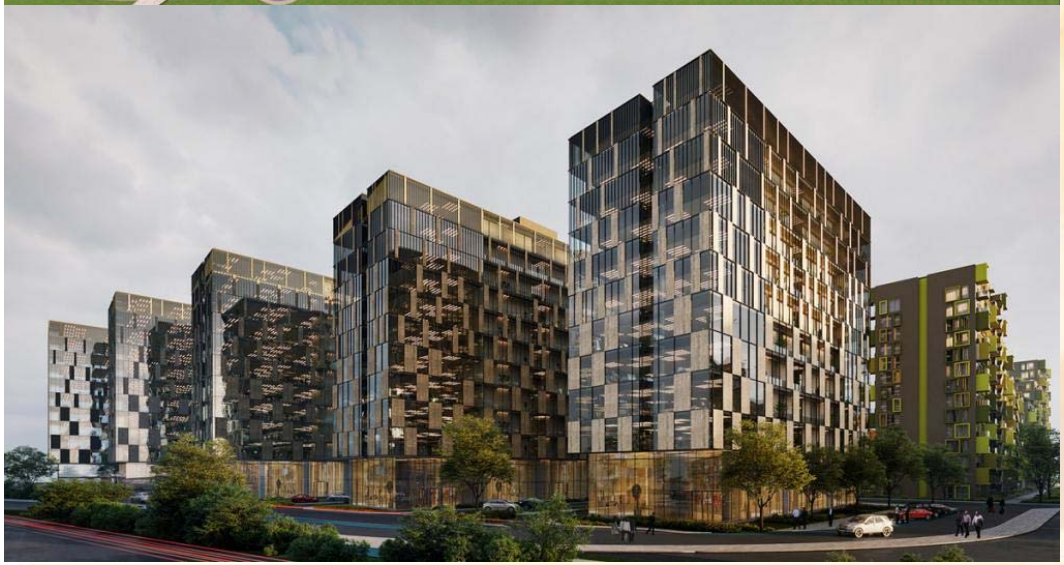


Housing - new settlements in **Hipodrom II, Trubarevo, Cresevo and Smilkovci**

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**



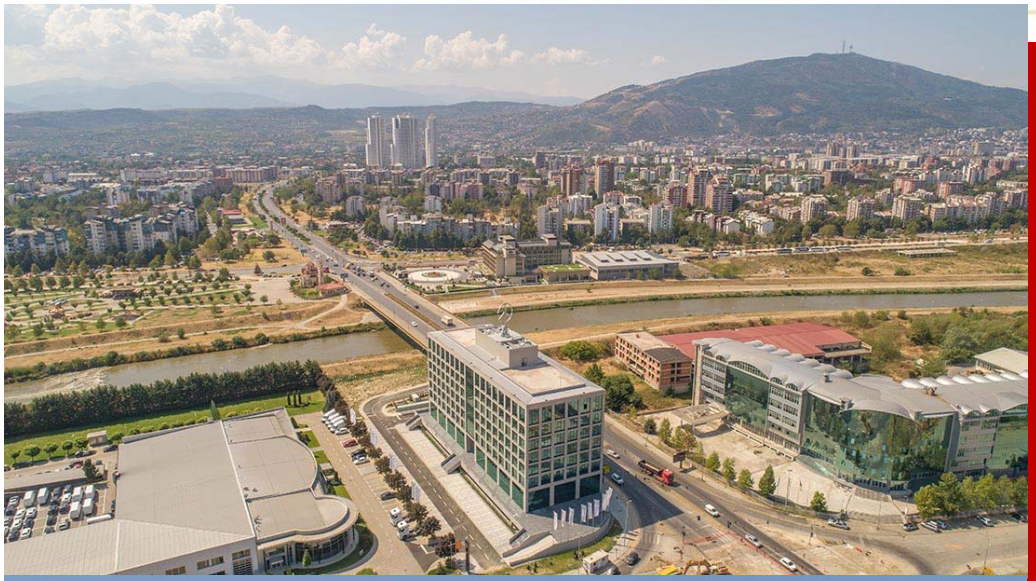
- EATS GATE NEW SMART CITY CONCEPT – LIVING IN MGB
- SHOPPING MALL SEGMENT
- RESIDENTIAL SEGMENT
- BUSINESS CENTERS SEGMENT
- NEW 1000 EMPLOYMENTS DIRECT AND 1000 INDIRECT
- HUGE FISCAL IMPACT IN THE FUTURE

MUNICIPALITY
OF GAZI BABA - SKOPJE

BUSINESS ENVIRONMENT

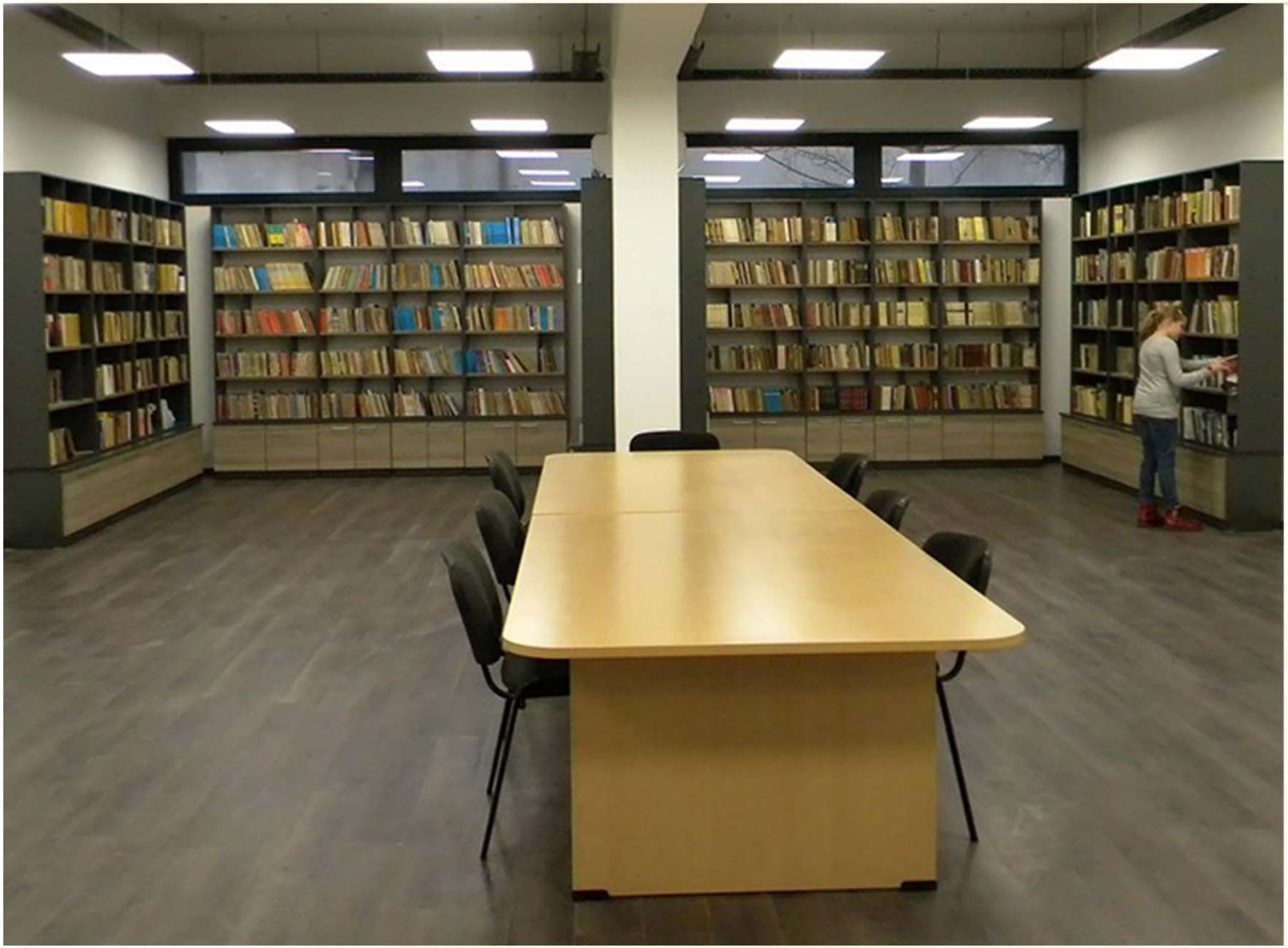
BUSINESS CLUB
MGB - SKOPJE

"PLACE FOR DOING BUSINESS"



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

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

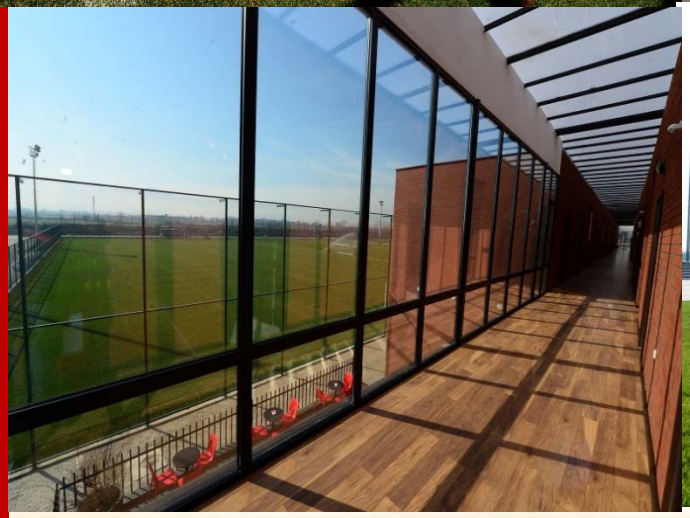


CITY LIBRARY IN MGB

MGB CULTURAL CENTERS “11 OKTOMVRI” & “DIMITAR VLAHOV”

TRAINNING CAMP OF FC Vardar

- Sport & Recreation zone Hipodrom – Future landmark of MGB and city of Skopje



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, lay at the center of a relevant network of international relations and have a **good track record of industry collaboration**

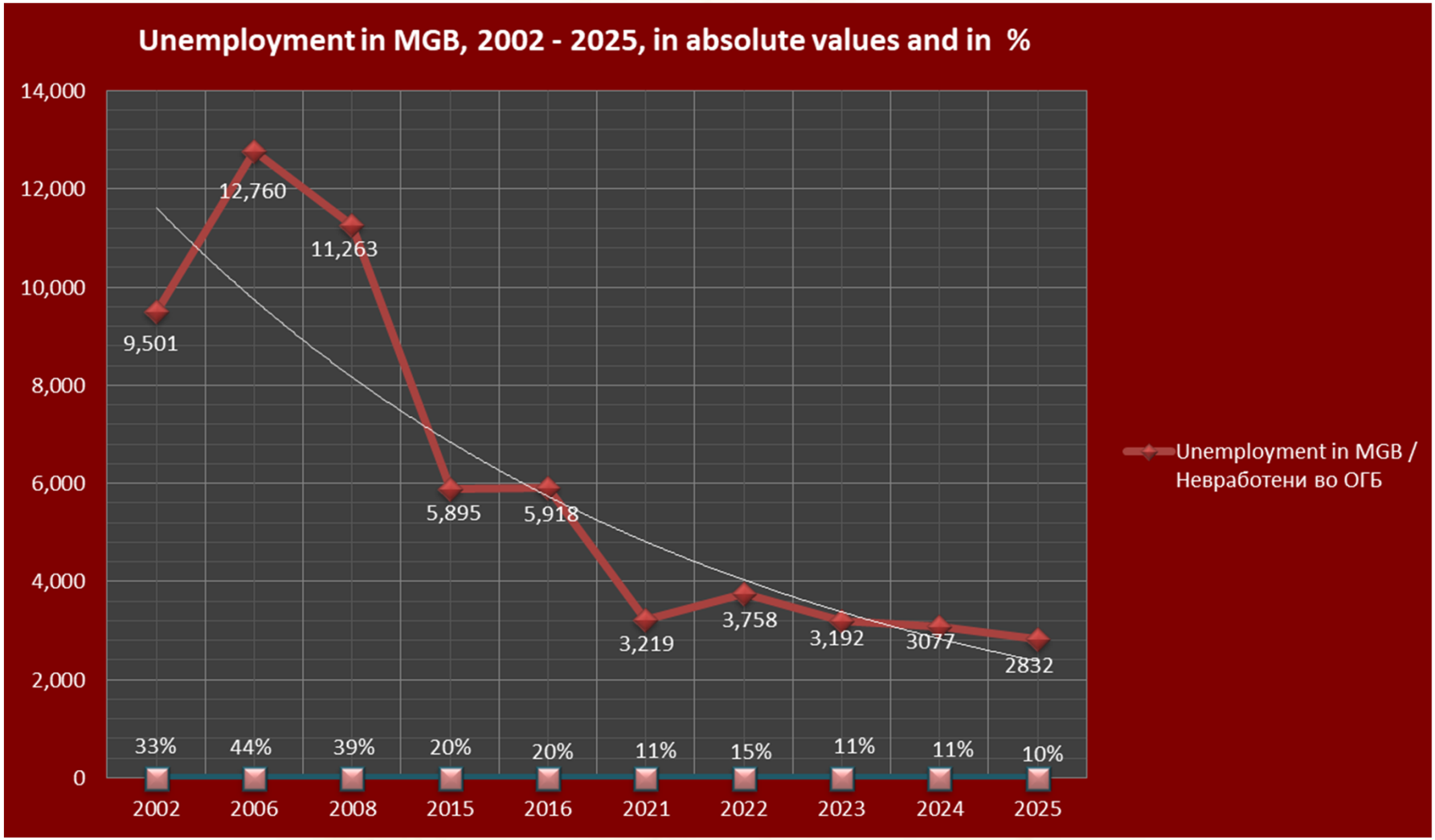
Structure of Industry - 2022						
	MK	%	SK	%	MGB	%
Total	**71228**		**27784**		**2918**	
A. Agriculture, forestry and fishing	2287	3.21%	299	1.08%	24	0.82%
B. Mining and quarrying	193	0.27%	73	0.26%	6	0.21%
C. Manufacturing	7873	11.05%	2518	9.06%	325	**11.14%**
D. Electricity, gas, steam and air conditioning 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	**9.84%**
G. Wholesale and retail trade; repair of	21621	30.35%	7452	26.82%	840	**28.79%**
H. Transportation and storage	5513	7.74%	2035	7.32%	237	**8.12%**
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	**4.59%**
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	**13.57%**
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

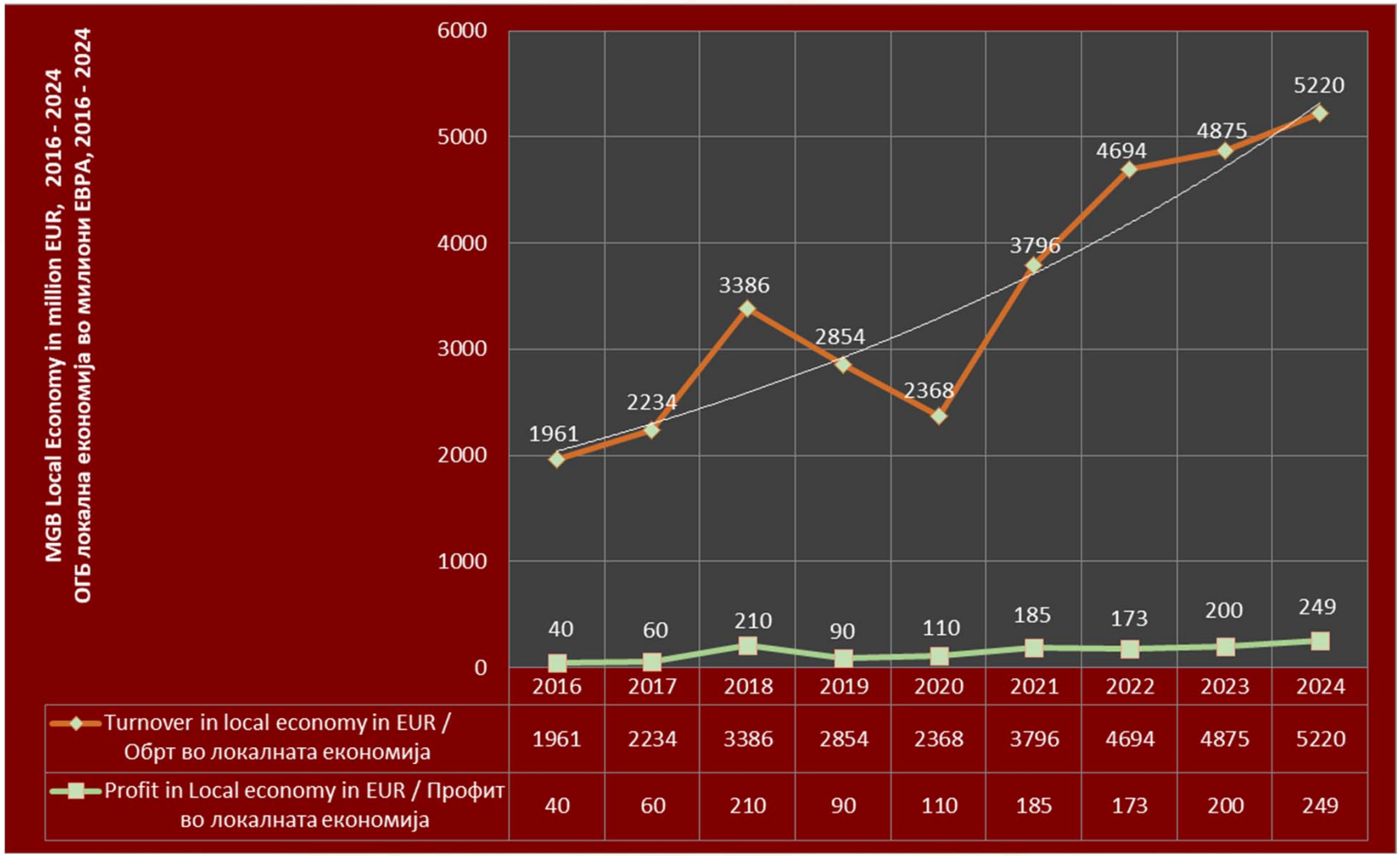
	2002		2021	
	MGB	%	MGB	%
QUALITY OF EMPLOYMENT				
total able-bodied population over 15 years. according to the activity	**57393**		**57812**	
men	28545	49.7%	28327	49.0%
women	28848	50.3%	29485	51.0%
economically active persons	**29127**	**51%**	**28550**	**49.4%**
men	17223	59.1%		0.0%
women	11904	40.9%		0.0%
economically active employed persons	**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%
position in employment				
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%**
economically active unemployed persons	**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%
economically inactive persons	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



Who invest in MGB – Local brands

ALKALOID SKOPJE

ПИВАРА СКОПЈЕ

ЕВРОПА

FAKOM

РЕ МЕДИКА

CHATEAU Kamnik

KAM МАРКЕТ

Hotel Continental

VITALIA Health Food

TINEX

аутомакедонија

DETOIL

MERKUR

МакАутоСтар

MZT PUMPI

АКТУЕЛ

ARILJEMETAL a part of BOMETAL GROUP

ЕЛЕКТРОМЕТАЛ центар за вашиот дом

Who invest in MGB - FDI

Makstil
Duferco GROUP
Wabtec CORPORATION
LIBERTY STEEL
Mercedes-Benz
SOL SOLGROUP
MESSER Gases for Life
lek a Sandoz company
HBIS GROUP 河钢股份有限公司 HBIS COMPANY LIMITED
VOLVO
telamon simplifying business™
TE-TO AD SKOPJE
KIA Movement that inspires
Coca-Cola HBC
HEINEKEN
fame's
Mr.Bricolage On peut compter sur lui.
EAST GATE MALL
LIDL

10,718,281.00
11,467,644.00
11,991,887.00
12,078,709.00
14,383,283.00
14,680,534.00
20,317,724.00
16,532,524.00
21,734,802.00
23,763,048.00
27,732,717.00
2014
2015
2016
2017
2019
2020
2021
2022
2023
2024
2025
Budget of MGB in EUR

MGB – Business friendly municipality

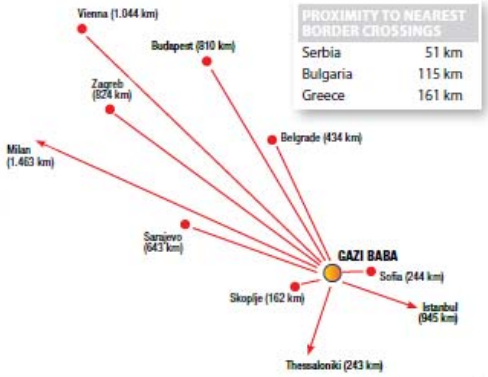
BUSINESS FRIENDLY MUNICIPALITY SOUTH EAST EUROPE

Gazi Baba

41°59'N, 21°27'E» www.gazibaba.gov.mk

Location	South East Europe - Republic of Macedonia
Population	75.710
Territory	92 km²; 65% arable land, 11,3% forests, 23,7% roads and other
Budget	€ 15,5 million, 32,73% capital investments
Contact	Arhimedova 2, 1000 Skopje, +389 2 322 66 55, contact@gazibaba.gov.mk

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 – pharmaceutics, 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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invest in

Gazi Baba

BFC BUSINESS FRIENDLY CERTIFICATE SOUTH EAST EUROPE

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), Arilje Metal (mechanical industry)
The most significant foreign investors: Duferco 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 – distance230 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

Land area and purpose	287 ha – small commercial and business purposes, light industry, hotels, warehouses
Ownership structure	50% municipality owned and 50 % private
Infrastructure	Roads, water, sewerage, high voltage electricity, gas, telecommunication
Location	7 km from city center, 500 m from A2, up to 3 km to E75, E65 and international railline
Price and type of acquisition	Auction by e-bid, starting price 1 to 15 €/m² depending on the zone
Local incentives	95% examptions from land development fee for certain plots

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Thank you
Fell free to visit:
invest.gazibaba.gov.mk
E-mail:
contact@gazibaba.gov.mk

Municiaplity of Gazi Baba – Skopje
Be part of a place with many successful stories