



25-26.10.2023  
SKOPJE



**CONFERENCE**



**B2B**



**EXPO**



**NETWORKING**



# SUBEX

## Suppliers Balkan Expo 2023

25th – 26th October 2023

DoubleTree by Hilton  
Skopje, Nordmazedonien



Delegation der Deutschen  
Wirtschaft in Nordmazedonien  
Делегација на германското  
стопанство во Северна Македонија

Gefördert durch:



Bundesministerium  
für Wirtschaft  
und Klimaschutz

aufgrund eines Beschlusses  
des Deutschen Bundestages

### Partners of the event:



Generalkonsulat der Republik Nordmazedonien -  
München



Deutsch-Rumänische  
Industrie- und Handelskammer  
Camera de Comerț și Industrie  
Româno-Germană





# SUBEX - Suppliers Balkan Expo 2023

25<sup>th</sup> – 26<sup>th</sup> October 2023

DoubleTree by Hilton in Skopje, North Macedonia

Organized by:



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Делегација на германското  
стопанство во Северна Македонија

## Type of event

- B2B meetings
- Conference with 4 panels
- Exhibition
- Job fair
- Networking Lunch
- Cocktail/Wine tasting

## Industrial sectors

- Metal industry
- Electrical engineering
- Plastic
- Automotive
- IT for industry
- Wood
- Textile
- Food and Beverage
- Retail
- Transport & logistics

## Target group

- Foreign and domestic buyers
- Local and regional suppliers (WB6 + SEE + Türkiye)
- Companies that implement vocational training
- Public and private institutions



# SUBEX General facts\*

Organized by:



Delegation der Deutschen  
Wirtschaft in Nordmazedonien  
Делегација на германското  
стопанство во Северна Македонија

- Annual central **Conference, B2B and Expo** event for European companies in Southeast Europe
- Over 600 participants from Germany, Austria, Netherland, Romania, North Macedonia, Kosovo, Albania and Türkiye
- Over 200 individual B2B meetings
- In cooperation with DMWV, DIHA, KDWV, German Embassy, AHKs Southeast Europe, GIZ, KAS, FES, Goethe Institute

*\*Reference SUBEX 2022*



# SUBEX Conference 2023

Organized by:



Delegation der Deutschen  
Wirtschaft in Nordmazedonien  
Делегација на германското  
стопанство во Северна Македонија

## Program:

### 25<sup>th</sup> October 2023

Panel 1: „Opportunities and challenges of nearshoring in Western Balkans“

Panel 2: „Supply chain and requirements of sustainability“

Panel 3: „Digital transformation for sustainable development“

B2B meetings

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### 26<sup>th</sup> October 2023

Panel 4: „Demand of skilled labour - Opportunities and challenges related to dual vocational training“

Graduation Ceremony of the dual graduates of 2023

Training programs for young professionals from North Macedonia and Kosovo in Germany

Job Fair





# SUBEX - high level participation

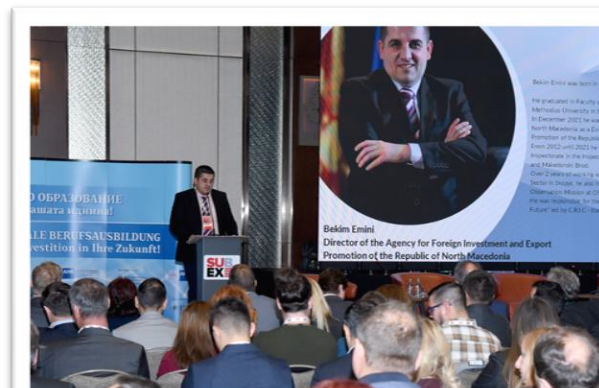
Organized by:



Delegation der Deutschen  
Wirtschaft in Nordmazedonien  
Делегација на германското  
стопанство во Северна Македонија

## Reference 2022:

- Kreshnik Bekteshi, Minister of Economy of the Republic of North Macedonia
- Admirim Aliti, Minister of IT of the Republic of North Macedonia
- Lulzim Aliu, Deputy Minister of Education and Science of the Republic of North Macedonia
- Otto Graf, Deputy German Ambassador to North Macedonia
- Zoran Jovanovski, Vice President of the North Macedonia Chamber of Commerce
- Bekim Emini, Director of Invest in North Macedonia
- Tobias Bolle, Association of German Chambers of Industry and Commerce, DIHK
- Daniel Braun, Head of the Konrad Adenauer Foundation North Macedonia
- Rene Schlee, Head of the Friedrich-Ebert-Foundation North Macedonia



## Dates:

<b>25<sup>th</sup> October 2023</b>	Subex Expo
<b>26<sup>th</sup> October 2023</b>	Subex Expo + Job fair

- 30 booths (3 sizes)
- 8 round booths (illuminated)

## Participation at SUBEX

## Price

Branded exhibition booth 2m length	900 €
Branded exhibition booth 3m length	1000 €
Branded exhibition booth 4m length	1100 €
Group exhibition booths (Pavilion)	2500 €

\* 10% Discount for members of DMWV, DIHA & KDWW





## Reference 2022

- 350 participants at B2B meetings
- Over 200 B2B meetings

BUYERS - B2B meeting fee

250 €

SUPPLIERS B2B meeting fee

150 €

*\* 10% Discount for members of DMWV, DIHA & KDWW*





## What do we offer Buyers at SUBEX?

- Pre-scheduled meetings with regional suppliers
- On-site logistical and language support
- 24<sup>th</sup> October 2023 - Exclusive get-together the evening before
- 25<sup>th</sup> October 2023 – SUBEX Opening and B2B meetings
- 26<sup>th</sup> October 2023 – visit to the TIDZ + company tour
- Optional visit program in Kosovo

**Fee for Buyers – 250 EUR + VAT**

Register under

<https://www.b2match.com/e/subex-2023>



*The AHK North Macedonia team is at your disposal*

*Ramadan Abdulai*

*+389 70 306 871*

*[abdulai@nordmazedonien.ahk.de](mailto:abdulai@nordmazedonien.ahk.de)*

## Sponsoring

Sponsorship package	Price	Here is what you get:
<input type="checkbox"/> <b>Gold Sponsor</b>	4.000 € + VAT	<ul style="list-style-type: none"> <li>Clearly visible logo on the group banner of all sponsors at the entrance and conference room</li> <li>Logo on promotional materials and invitation</li> <li>Merchandising in conference bag</li> <li>Advertising space in the AHK MK Newsletter and social media (Oct. 2023)</li> <li>Corporate video in conference room during breaks</li> <li>Free booth at SUBEX (4x1 m)</li> </ul>
<input type="checkbox"/> <b>Silver Sponsor</b>	3.000 € + VAT	<ul style="list-style-type: none"> <li>Clearly visible logo on the group banner of all sponsors at the entrance and conference room</li> <li>Advertising space in the AHK MK Newsletter and social media (Oct. 2023)</li> <li>Free booth at SUBEX (2x1 m)</li> </ul>
<input type="checkbox"/> <b>Bronze Sponsor</b>	2.000 € + VAT	<ul style="list-style-type: none"> <li>Clearly visible logo on the group banner of all sponsors at the entrance and conference room</li> <li>Advertising space in the AHK MK Newsletter and social media (Oct. 2023)</li> </ul>

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