



SUBEX - Suppliers Balkan Expo 2023

25th – 26th October 2023

Organized by:



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

DoubleTree by Hilton in Skopje, North Macedonia

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
- Agriculture
- 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*

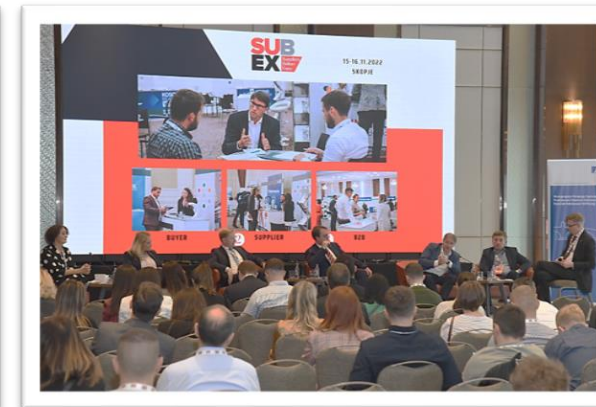
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- Annual central **Conference, B2B and Expo** event for European companies in Southeast Europe
- Over 600 participants from Germany, Austria, Netherland, Romania, North Macedonia, Kosovo, Albania and Türkiye
- Over 200 individual B2B meetings
- In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

**Reference SUBEX 2022*



Program:

25th 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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26th October 2023

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

Graduation Ceremony of the dual graduates of 2023

Presentation of Training program for young professionals from North Macedonia and Kosovo in Germany

Job Fair



SUBEX - high level participation

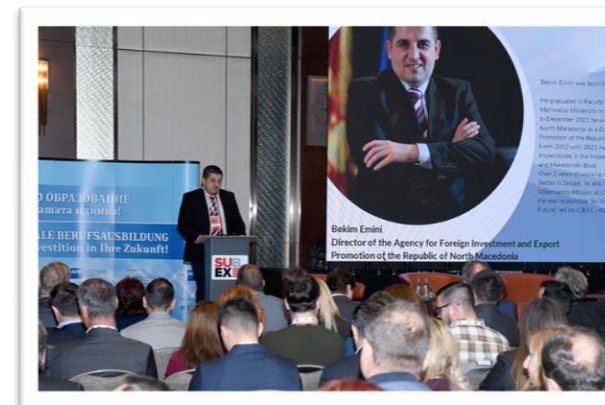
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Reference 2022:

- 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:

25th October 2023

Subex Expo

26th October 2023

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
- 24th October 2023 - Exclusive get-together the evening before
- 25th October 2023 – SUBEX Opening and B2B meetings
- 26th October 2023 – visit to the TIDZ + company tour
- Optional visit program in Kosovo

Fee for Buyers – 250 EUR + VAT

The AHK North Macedonia team is at your disposal

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Sponsoring

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

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