


Improving the Business Climate for SME from the food industry

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Introduction

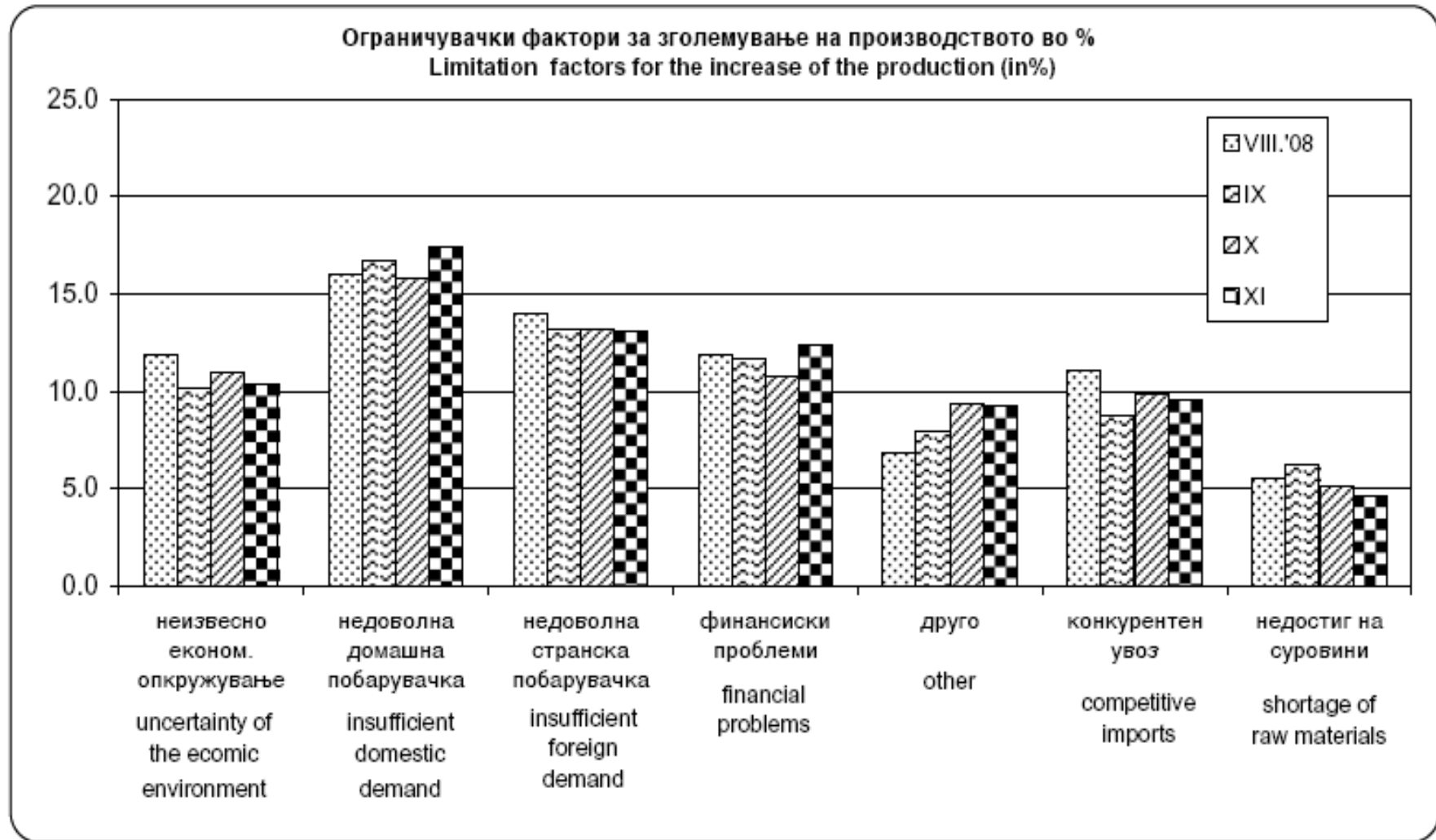
- The role of SME in the nation's economy
- The role of the State and Public policy for
SME
- Expected results from the policy

The Ambience in the Country

- Implementation of reforms
- Overpassing the weaknesses
 - Insufficient integration in the World's economy
 - Under-function of institutions
 - Inert government intervention
- Business situation October-December

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Limitation Factors



Source: State Statistical Office

Cooperation between FYROM and the countries from the region

Земја	Обем во 000 САД \$ Scope in 000 US \$	Струк- тура Structure	Извоз во 000 САД \$ Export in 000 US \$	Струк- тура Structure	Увоз во 000 САД \$ Import in 000 US \$	Струк- тура Structure	Покриеност на увозот со извоз Coverage of the import	Country
ВКУПНО	10 158 876	100.0	3 748 123	100.0	6 410 753	100.0	58.5	TOTAL
Србија	1 372 382	13.5	884 961	23.6	487 421	7.6	181.6	Serbia
Германија	1 120 897	11.0	524 255	14.0	596 642	9.3	87.9	Germany
Грција	985 482	9.7	513 235	13.7	472 247	7.4	108.7	Greece
Русија	953 055	9.4	28 959	0.8	924 096	14.4	3.1	Russia
Бугарија	663 370	6.5	361 032	9.6	302 338	4.7	119.4	Bulgaria
Италија	641 159	6.3	295 384	7.9	345 775	5.4	85.4	Italy
Хрватска	339 428	3.3	213 123	5.7	126 305	2.0	168.7	Croatia
Швајцарија	292 016	2.9	15 039	0.4	276 977	4.3	5.4	Switzerland
Кина	286 867	2.8	1 584	0.0	285 283	4.5	0.6	China
Турција	278 195	2.7	30 548	0.8	247 647	3.9	12.3	Turkey
Полска	275 127	2.7	16 042	0.4	259 085	4.0	6.2	Poland
Словенија	251 613	2.5	61 459	1.6	190 154	3.0	32.3	Slovenia
Украина	198 961	2.0	2 927	0.1	196 034	3.1	1.5	Ukraine
Холандија	150 410	1.5	65 922	1.8	84 488	1.3	78.0	Netherlands
Романија	147 931	1.5	32 591	0.9	115 340	1.8	28.3	Romania
Босна и Херцеговина	147 039	1.4	98 089	2.6	48 950	0.8	200.4	Bosnia and Herzegovina
Белгија	138 801	1.4	100 877	2.7	37 924	0.6	266.0	Belgium
Албанија	134 079	1.3	99 752	2.7	34 327	0.5	290.6	Albania
Франција	131 813	1.3	21 438	0.6	110 375	1.7	19.4	France
Австрија	130 404	1.3	20 352	0.5	110 052	1.7	18.5	Austria

Source: State Statistical Office

Confectionery industry

- The place of the confectionary industry in the nation economy
- Economic conditions and production
 - After the independence
 - The start of the trade liberalization process
 - The entrance in the WTO

Business Climate for SME on the domestic market

- The role of the banks in the support of the SME
- Custom politics in FYROM

The role of the banks in the support of the SME

- Conditions for crediting
- Bank notes form the National Bank and Government
- Bank's council boards
- Current situation

Custom politics in FYROM

- Non loyal competition
- The effect of lowering or revoking of the import customs on the exports
- proposals for change of the import customs

Conclusion

- Need for new regulations from the government
- Lowering the import customs
- Emission of short-term credits for SME
- Increasing the cooperation between the countries from the region