

БИЗНИС ФОРУМ И БИЛАТЕРАЛНИ СРЕДБИ:  
СЕВЕРНА МАКЕДОНИЈА- СЛОВАЧКА

СЛОВАЧКИ КОМАПНИИ

No.	Company	Web	Sector	Sector detail	Short profile of the Slovak company	Profile of a potential partner in North Macedonia
1	Aspiro, a. s.	<a href="http://www.aspiro.sk">www.aspiro.sk</a>	Consulting and financial services	Advisory Services in Infrastructure Financing and Implementation	<p>Aspiro is a management consulting company specialized in digital transformation, climate and energy transition, and development financing. With offices in Bratislava and Prague and a team of 15 specialists, we provide rapid response support to meet the needs of public sector partners in EMEA and Central Asia region, ranging from Morocco across Central and Eastern Europe, Western Balkans, and Turkey, to the Caucasus and Kazakhstan. We create project concepts, financial structures (e.g. Ukraine energy sector recovery financing), prepare feasibility studies, manage procurement processes in line with multilateral development banks' rulesets (EBRD, EIB, World Bank), and support management of project implementation.</p>	<p>Ministries and state-owned enterprises, new leadership of the city of Skopje.</p>

2	<b>VIRTUAL MEDICINE, s.r.o.</b>	<a href="http://www.medicinevirtual.com">www.medicinevirtual.com</a>	ICT	IT (VR/AR/XR/AI) med/ed tech	<p>VIRTUAL MEDICINE, a leader in XR education for medical anatomy, has developed the multi-award-winning application Human Anatomy VR, used by hundreds of thousands of people in over 180 countries worldwide. Its notable clients include Stanford University, Mayo Clinic, Penn Med, the University of California, the United States Coast Guard Academy, the University of Illinois, Queen Mary University of London, the Medical University of Vienna, Hannover Medical School, Victoria University in Melbourne, and others.</p> <p>Virtual Medicine represented Slovakia as a finalist in the Ideas from Europe 2017 competition organized by the European Commission, the Global Student Entrepreneur Awards 2017, and at the Global Entrepreneurship Summits in 2017 and 2019, organized by the U.S. Department of State.</p> <p>Human Anatomy VR (<a href="https://www.youtube.com/watch?v=fbfLqdhgOW4">https://www.youtube.com/watch?v=fbfLqdhgOW4</a>) makes learning more effective, interactive, and engaging. Our technology has improved students' knowledge by more than 45% during testing. Thanks to our platform, 92% of students reported that it significantly enhanced their learning and understanding of anatomy, 92% expressed a desire to have more subjects (e.g., physiology, histology, immunology, etc.) in</p>	<p>A potential reseller partner for medical training simulators in North Macedonia should meet the following characteristics:</p> <p><b>Sector and focus:</b></p> <ul style="list-style-type: none"> <li>• <b>Area of activity:</b> The company or organization should be active in the healthcare sector, providing education through technological solutions. Ideally, companies specializing in the distribution of medical devices, educational technologies (VR/AR), or the development and sale of simulation technologies for medical education.</li> <li>• <b>Product portfolio:</b> The partner should have experience with similar products, such as medical simulators, VR/AR technologies, or interactive educational platforms. This includes simulators for teaching anatomy, surgery, or physiology.</li> </ul>
---	---------------------------------	--	-----	------------------------------	--	--

					<p>VR, and 94% would recommend our platform to their peers.</p> <p>Human Anatomy VR is the first—and currently the only—anatomical VR application available to the general public on the global PlayStation VR store. It recently achieved significant success on the PSVR 2 platform, standing out as one of only three educational titles among 179 AAA products available on PSVR 2. Not only did our app leave a positive impression, but it also received overwhelmingly positive feedback from the community. This is evident from the over 90,000 views and encouraging comments our trailer garnered on the official PlayStation channel, which you can watch here: <a href="https://youtu.be/T-q5i8NFZNI">https://youtu.be/T-q5i8NFZNI</a>.</p> <p>Since its release, the PlayStation and Oculus (Meta) stores have consistently featured it among the top applications in their store, labeling it as “recommended.” To earn such recognition on prestigious platforms, a product must meet strict technical and quality standards. These platforms are known for their selectivity, choosing only the highest-quality products. This underscores the exceptional quality and technical excellence of our software.</p>	
--	--	--	--	--	---	--

3	Artman Technologies s.r.o.	<a href="http://www.artman.eu">www.artman.eu</a>	ICT	IT, Medical Software, AI	<p>Artman Technologies, a global leader in transplant solutions since 1992, has developed a state-of-the-art national transplant system that revolutionizes organ, tissue, and cell procurement and transplantation. This integrated platform streamlines the entire transplantation process, from donor identification and organ allocation to post-transplant monitoring, ensuring efficiency, transparency, and equity in organ distribution.</p> <p>Widely adopted by leading organizations such as **NHS Blood and Transplant (NHSBT)** in the UK, the **Slovak National Transplant Organization (NTO)**, **Slovenia Transplant**, **Saudi Center for Organ Transplantation (SCOT)**, the system incorporates advanced features like **HLA matching**, **kidney and liver pairing programs**, and tissue and cell procurement. Its robust algorithms ensure precise donor-recipient matching based on medical urgency, compatibility, and geographic proximity, while real-time data analytics and secure communication protocols facilitate seamless coordination among healthcare providers, transplant centers, and organ procurement organizations (OPOs).</p> <p>Artman Technologies has also played a pivotal role in European Union projects, including **Eurodonor** and **Eurocet128**, developed for the</p>	<p>Ministry of Health – Central / National IT System for Organ and Tissue Transplantation</p>
---	----------------------------	--	-----	--------------------------	---	---

					<p>European Commission. These initiatives have further advanced the standardization and interoperability of transplant systems across Europe, enhancing cross-border collaboration and improving access to life-saving transplants.</p> <p>The platform includes tools for tracking organ viability, optimizing logistics, and ensuring regulatory compliance, meeting both national and international standards. By integrating tissue and cell procurement alongside solid organ transplantation, Artman Technologies offers a holistic solution that addresses the diverse needs of modern transplant systems.</p> <p>For over three decades, Artman Technologies has set the global benchmark for transplant systems, significantly improving outcomes for donors, recipients, and healthcare systems worldwide. Their innovative platform continues to drive advancements in transplantation medicine, saving countless lives and setting new standards for excellence in the field.</p>	
--	--	--	--	--	---	--

4	<b>Full services, s. r. o.</b> <a href="http://www.fullservices.sk">www.fullservices.sk</a>	<b>Construction and Water Management</b>	<b>Construction, Research and Development, Emergency Water Treatment Systems</b>	<p>Full Service s.r.o. was established in 2011 and has long been active in the field of project management, investment preparation, and technical solutions for construction and infrastructure. Our strength lies in combining traditional, well-established practices with modern technologies, enabling investors to implement their projects efficiently and with a high level of control.</p> <p>We focus on managing construction projects, coordinating subcontractors, preparing budgets and technical documentation, as well as overseeing the entire implementation process. Our reference activities include building modernisations, smaller development projects, and technical consulting in the area of construction and reconstruction. Since 2024, the company has been overseeing the WeWater project, which focuses on the development of mobile water-filtration units for producing drinking water. The project combines high-quality technology, energy efficiency, and the development of a software solution for remote process monitoring and service management. This product has clear social and innovative potential, applicable in the humanitarian sector, civil protection, and areas lacking stable access to safe water. Full Service actively participates in research and development projects, prepares documentation for grant calls,</p>	<p>A potential partner for Full Service s.r.o. in North Macedonia is a company or institution operating in the field of construction, infrastructure, real estate development, water management, and technological solutions related to water treatment. These are mainly medium-sized or larger companies with a stable background, which have experience in implementing complex investment projects and have long-term cooperation with domestic and foreign partners.</p> <p>In the construction and development sector, ideal partners are companies that act as general contractors, project managers, or investors in commercial, industrial, and public buildings. It is important that they have a clear organizational structure, their own capacity to manage subcontractors, and specialized departments capable of coordinating projects from the preparation of documentation to implementation.</p> <p>In the field of water management, suitable partners are companies or public enterprises that manage water resources, treat and distribute drinking water, or modernize existing water infrastructure. For technological solutions such as those offered by the WeWater project, entities interested in mobile, energy-efficient, and flexible drinking water supply systems are particularly important.</p> <p>Another group of potential partners are institutions operating in the field of civil</p>
---	--	--	--	---	---

					<p>and manages both the technical and administrative components of research activities.</p> <p>The company stands on reliability, long-term experience, and a clear ambition to deliver solutions that bring value both domestically and internationally. We are ready to develop new partnerships and apply our know-how within international markets.</p>	<p>protection, crisis management, and humanitarian activities. For these organizations, solutions that can be used in the field, during emergency interventions, or in areas with poor access to safe water are key.</p> <p>This partner profile creates opportunities for cross-sector cooperation, where Full Service s.r.o. can contribute its experience, know-how, and innovative solutions.</p>
--	--	--	--	--	---	---

5	Decent Cybersecurity s.r.o.	<a href="http://www.decentcybersecurity.eu">www.decentcybersecurity.eu</a>	ICT	ICT	<p>Decent Cybersecurity s. r. o., founded in 2019, is a Slovak deep-tech company specializing in advanced cybersecurity solutions for critical infrastructure, defence systems, and industrial operational technology (OT). The company belongs to a very select group of European enterprises holding NATO SECRET, EU SECRET, and national security clearances, complemented by ISO 9001 and ISO 27001 certifications issued by TÜV SÜD. Decent Cybersecurity focuses on the development of post-quantum cryptographic technologies, secure data-integrity frameworks, autonomous cyber-defence agents, and robust protection systems for energy networks, transportation, water management, manufacturing and national security institutions.</p> <p>The company's core innovation lies in combining blockchain-based data integrity, quantum-resilient cryptography, and AI-enabled autonomous cyber-operations. This integrated approach strengthens resilience against future quantum-enabled cyber threats and supports strategic autonomy objectives within the European Union. Decent Cybersecurity acts as coordinator or principal partner in major national and EU-funded R&amp;D programmes, including AIDA – Deployable Autonomous AI Agents (EUR 32 million, European Defence Fund), the submitted project ARCANA – Assured</p>	<p>Potential partners in North Macedonia include entities operating in the fields of critical infrastructure, transport, energy, telecommunications, cyber security, and the defense industry. The country has a dynamically developing technology sector, a growing renewable energy industry, a modernizing telecommunications infrastructure, and significant ambitions in the area of digitizing public administration and increasing the resilience of public services to cyber threats. North Macedonia has been a member of NATO since 2020, which creates opportunities for partnerships in the areas of defense technologies, cyber security, and joint projects involving European funds.</p>
---	-----------------------------	--	-----	-----	---	---

					<p>Response for Cyber Autonomous Networked Activities, and a national post-quantum cryptography initiative in cooperation with the National Security Authority of Slovakia and the Slovak Academy of Sciences.</p> <p>The company provides solutions to notable industrial, aerospace and defence organisations and supports operators of critical infrastructure in meeting regulatory, operational and resilience obligations. Decent Cybersecurity is also a founding member of the Slovak Critical Infrastructure Association, contributing to methodologies, cyber-resilience frameworks and collaborative mechanisms under Act 367/2024 transposing the EU CER Directive.</p> <p>Leveraging European funding instruments, Decent Cybersecurity is advancing its technology portfolio in autonomous cyber-defence, PQC-ready architectures, OT security and secure digital transformation, delivering operationally deployable solutions for both national and international partners.</p>	
--	--	--	--	--	---	--

6	A.N.J.distribution s.r.o.	<a href="http://www.anj-distribution.com">www.anj-distribution.com</a>	Agriculture and Food Processing	Manufacturing and Distribution of Food Supplements and Protein Bars	<p>ANJ Distribution's mission is to help Slovak producers export their products abroad as well as import food into Slovakia. We help Slovak manufacturers to expand their product lines by placing their products on shelves all over the world.</p> <p>Gam's portfolio provides a range of exceptionally tasty protein-enhanced snacks with collagen and fiber, alongside food supplements designed to support your stamina. Our products help you easily achieve your active and health-conscious goals by delivering the nutrients you need for optimal performance and well-being, made from high-quality ingredients. Our snacks and supplements are suitable for everyone, ensuring you can enjoy the benefits of a healthy lifestyle without compromise. We also offer a product range for vegan consumers.</p>	Distributor, retail chain, raw material supplier
7	DJ engineering, s.r.o.	<a href="http://www.pips.sk">www.pips.sk</a>	Construction and Water Management	Construction and Engineering, with Specialisation in Water Management	<p>DJ engineering s.r.o. is deal in design, engineering and consulting services in the field of water management structures, specializing in water supply networks, sewer networks, wastewater treatment plants. We specialize in civil, residential and industrial construction projects. Our business and implementation area is defined by the comprehensive implementation of construction contracts in the building construction segment. In Slovakia, we have successfully completed international projects such as Ikea, McDonald, Biedronka.</p>	<p>A potential partner for DJ engineering s.r.o. in North Macedonia is a company operating in the water management infrastructure, project engineering, and civil engineering sectors, which focuses on the preparation and implementation of projects in the areas of public services, municipal systems, and environmental construction. As DJ engineering s.r.o. specializes in design, engineering, and consulting services in the field of water supply networks, sewerage systems, and wastewater treatment plants, the ideal partner is a company with experience in the implementation of similar</p>

						<p>projects at the regional or national level. In North Macedonia, promising partners include medium-sized private engineering firms, construction companies focused on building construction, as well as municipal and local companies managing water supply and sewerage networks <b>in cities such as Skopje, Bitola, Kumanovo, Prilep, and Tetovo.</b> Design offices and consulting agencies involved in the preparation of documentation and engineering activities <b>for projects financed by European pre-accession funds</b>, the World Bank, or regional environmental programs are also suitable entities. <b>The water management sector in North Macedonia</b> is undergoing modernization, and therefore there is increased demand for foreign expert partners with know-how in the field of water supply system optimization, <b>WWTP construction, sustainable wastewater management, and turnkey projects that include complete project preparation, permitting processes, and technical supervision.</b> DJ engineering s.r.o. can be an attractive partner, especially thanks to its comprehensive portfolio – from zoning proceedings to building approval.</p>
--	--	--	--	--	--	--

8	<b>Kompresory MARKO s.r.o.</b>	<a href="http://www.kompresorymarko.sk">www.kompresorymarko.sk</a>	Construction and Water Management	Industry	<p>Kompresory Marko s.r.o. is a specialized supplier of industrial compressor solutions for small, medium, and large enterprises. The company provides complete services in the field of compressed air production and distribution — from system design and compressor sales to installation, maintenance, and technical support. The firm builds on extensive hands-on experience in the Slovak and wider European market, where it has long-term cooperation with industrial, manufacturing, and construction companies.</p>	<p>Kompresory Marko s.r.o. is a reliable and experienced supplier of industrial compressed-air solutions operating in the Slovak and Central European markets. The company focuses on delivering complete compressor systems for industrial, manufacturing, and construction sectors. Its core services include system design, supply and installation of compressors, servicing, maintenance, and long-term technical support.</p> <p>The company cooperates with a wide network of industrial customers and is capable of ensuring fast delivery, skilled installation teams, and comprehensive after-sales service. Thanks to its established market position, technical know-how, and partnerships with major manufacturers, Kompresory Marko s.r.o. represents a stable and trustworthy partner for cross-border cooperation and product distribution in new territories, including the Macedonian market.</p>
---	--	--	-----------------------------------	----------	---	---

9	Alter Energo, a.s.	<a href="http://www.alterenergo.sk">www.alterenergo.sk</a>	Energy and renewable resources	Energy	<p>The company was founded in 2009. Our business activities are mainly focused on: design, construction and production of electrical equipment production of switchboards assembly, reconstruction, repair, operation, service and maintenance of dedicated technical electrical equipment construction of power lines preparatory work for the implementation of buildings and their changes Our company's business strategy includes the entire spectrum of activities from engineering and design activities, through implementation and commissioning, to comprehensive warranty and post-warranty service. When implementing projects, we rely on the long-term professional experience of our employees, who hold the relevant licenses and certificates for the qualified performance of the required activities. The basic pillars of our success include reliability, the highest quality and a responsible management approach. Our ambition is a continuous process of improvement and strengthening our position among the leaders in the segment in which we operate. References: "400 kV Rimavská Sobota Substation - Expansion" - construction implementation, IA No. 6027 - Modernization of 6 kV PTS Duslo Šaľa, Transformation 400/110kV Bystričany - T401, T402 "Compensation of reactive</p>	Energy, distribution equipment 110 kV to 400 kV.
---	-----------------------	--	--------------------------------------	--------	--	--

					power in the Liptovská Mara power station" - construction implementation, VVN ES Madunice 110kV - reconstruction, IA No. 2349/O "Modernization of HV substation 6R1 Duslo Šaľa", Replacement of protections V406 ESt Varín, "Expansion of ESt Podunajské Biskupice + reinforcement of busbar W2" - engineering and design activities	
10	<b>Lansky, Ganzger, Jacko &amp; Partner, s.r.o.</b>	<a href="http://www.lansky.at/en/offices/slovakia/">www.lansky.at/en/ offices/slovakia/</a>	Consulting and financial services	Legal Services	<p>LGP Bratislava is one of the basic pillars of the group Lansky, Ganzger &amp; Partner and serves inter alia as a competence center for construction law and infrastructure, especially in connection with the construction of highways, roads and railroads bankruptcy as well as for insolvency and restructuring projects. LGP Bratislava focuses also on various legal areas including crisis management, public procurement, compliance, cybersecurity, M&amp;A, investment incentives, financing from EU and public funds, arbitration and the court proceeding and many others.</p> <p>We have an extremely strong presence in the Western Balkans and South-Eastern Europe, where we have experience with cross-border projects, finding investors and suitable targets, supporting new market entry, establishing a company,</p>	<p>These should be medium-sized to large corporate entities operating mainly in the following sectors, whose business activities extend to Slovakia or other countries where our LGP Group is active:</p> <ul style="list-style-type: none"> <li><b>Energy Sector:</b> Partners in this sector include companies involved in electricity generation, distribution, renewable energy development, and energy infrastructure.</li> <li><b>ICT Sector:</b> Ideal partners include software development firms, telecommunication operators, and companies offering digital transformation solutions.</li> <li><b>Waste and Water Management:</b> Potential partners are municipal service providers and private companies operating in environmental technologies, waste management, and water treatment. They often participate in EU-funded projects, infrastructure modernization, and green technology initiatives, creating opportunities</li> </ul>

					<p>launching services and products and affecting production. We can also be of support in countries such as Azerbaijan, China, the Middle East and Central Asia. We have excellent connections in government circles within the European Union (EU) and have a wealth of experience in EU competition law, particularly in relation to cases before the various courts within the EU.</p>	<p>for collaboration in equipment supply, digital solutions, and sustainability projects.</p> <p><b>Tourism and Hospitality:</b> Partners include major hotel groups, tourism operators, and transport companies which contribute to regional connectivity and tourism development. These companies are suitable for cooperation in service improvement, tourism infrastructure, and hospitality management.</p> <p><b>Agribusiness and Food Processing:</b> Suitable partners include agricultural producers and food processing companies which have established export channels and are open to innovations in production, logistics, and packaging. Cooperation could focus on enhancing productivity, export promotion, and investment in modern food processing technologies.</p>
11	<b>Level UP IT s.r.o.</b>	<a href="http://www.levelupit.sk">www.levelupit.sk</a>	ICT	IT	<p>Level UP IT s.r.o. helps companies accelerate their digital transformation through custom software development, flexible project and development capacity, and comprehensive RPA implementation.</p>	<p>Manufacturing company, medium-sized trading company</p>
12	<b>Marko Montage s.r.o.</b>	<a href="http://www.markomontage.sk">www.markomontage.sk</a>	Construction and Water Management	Construction	<p>We are a professional company operating in the field of ventilation, measurement and control, focused on the supply, installation and servicing of technological equipment for buildings. Our goal is to provide reliable and accurate solutions with an emphasis on quality workmanship, efficiency, and adherence to agreed deadlines. We offer our clients comprehensive</p>	<p>Sector: HVAC technologies, industrial compressor systems, technical construction services, B2B projects</p> <p>Marko Montage s.r.o. is an established Slovak company specialising in HVAC systems, industrial compressed air, measurement and control, and complex technical installations. The company operates across Slovakia, Czechia, Germany, and Austria.</p> <p>Core competencies include:</p>

					<p>services, including warranty and post-warranty service.</p> <p><b>Motivation for cooperation in North Macedonia:</b> The company seeks a long-term partner to develop HVAC and industrial compressor projects and expand B2B technical cooperation in the region.</p> <p><b>Waste Sorting Equipment</b> All entities requiring sorting of bulk materials and waste (soil, gravel, construction debris, wood chips, compost, etc.).</p> <p><b>Currently seeking local distributors in North Macedonia.</b></p> <p><b>Food Industry Partners</b> <b>Food processing companies supplying retail markets</b></p> <p><b>Local distributors and processors of stainless steel</b></p> <p><b>Logistics companies operating in North Macedonia</b></p> <p><b>Ideal Agrifood Partner</b> An established agri-food company focused on technological innovation and vertical integration, specialising in processing local raw materials (herbs, fruit, vegetables) and transitioning toward advanced extraction of natural ingredients and functional components.</p>
--	--	--	--	--	--

13	SERBAS, s.r.o.	<a href="http://www.serbas.sk">www.serbas.sk</a>	Agriculture and Food Processing	Food Industry	<p>SERBAS Ltd. it provides a wide range of products and services. We offer packaging technologies and packaging for the food and non-food industry. All supplies to provide warranty and post-warranty service.</p>	<p>A food processing company supplying goods to the retail market.</p>
14	Training & Consulting, s.r.o.	<a href="http://www.trainingconsulting.sk">www.trainingconsulting.sk</a>	Agriculture and Food Processing	Agribusiness and Food Processing	<p>Training &amp; Consulting, s.r.o. is a specialist in advanced extraction technologies and processing services for the food industry. It focuses on the research, development and commercial production of highly pure, natural food extracts.</p> <p>The company is a leader in the efficient extraction of valuable functional ingredients (colors, flavors, antioxidants, vitamins) from plant raw materials. The key priority is to preserve the nutritional and bioactive properties of the extracted substances. Thanks to state-of-the-art extraction, separation and purification equipment, it achieves high purity and regeneration of ingredients in a hygienic and low-energy environment.</p> <p>Expertise covers the entire process, from initial extraction to the development and production of concentrated food ingredients and nutritional supplements for commercial use.</p>	<p>The ideal partner for our company in North Macedonia is an established agri-food company seeking technological innovation and vertical integration.</p> <p>This partner specializes in processing local raw materials (herbs, fruits, vegetables) and is motivated to move from simple processing to advanced extraction of natural ingredients and functional components. It must have adaptable infrastructure, comply with international quality standards (HACCP/ISO), and have willing technical staff.</p> <p>Strategically, it is a financially stable company with a strong distribution network and an interest in low-energy, sustainable processing. Their goal is to increase competitiveness and export potential by selling concentrated, high-purity natural extracts.</p> <p>We are also looking for a partner in the field of medicinal plant supply, research and development</p>
15	Mundos Investments s.r.o.	<a href="http://www.mundos.eu">www.mundos.eu</a>	Consulting and financial services	Business and Management Consulting Services	<p>Mundos Investments s.r.o. is a Slovak company founded in 2022, focused on project and financial management. We specialize in supporting startups and small to mediumsized enterprises (SMEs) in</p>	<p>The ideal partner in North Macedonia is a strong, trustworthy, and well-connected entity that can effectively open up the market, secure quality contacts, and support expansion projects in the region. MUNDOS</p>

				<p>areas such as business expansion, international projects, and financial administration, with operations in Slovakia, Croatia, and other Balkan countries. Our mission is to help companies unlock their potential in new markets through a comprehensive suite of services, including marketing strategies, investment acquisition, project and investment management, accounting, and administrative support.</p> <p>We are a proud member of the Croatian-Slovak Chamber of Commerce (CHSOK), which fosters business and trade relations between Slovakia and Croatia. Our collaboration with CHSOK enables us to effectively connect business entities and support their growth on an international level, and we plan to further develop our services across the broader Balkan region. Our activities focus on a wide range of projects, reflecting our ability to adapt to different markets and sectors while maintaining a strong emphasis on quality and innovation.</p> <p>With global reach and an extensive network of external specialists—including lawyers, accountants, marketers, and business representatives—we are ready to meet the challenges of the modern business environment and deliver top-level services to our clients.</p>	<p>Investments operates as a consulting, investment, and project platform, so it needs a partner who understands the local environment and knows how to connect Slovak and Croatian projects with the Macedonian market.</p> <p><b>Partner profile:</b> The ideal partner is a medium-sized or larger company that has been operating on the market for at least 8-10 years with proven stability, reputation, and transparent management. Preference is given to companies in the investment, distribution (FMCG, HoReCa), technology, export/import, consulting, or communications sectors. The partner should be respected in the business community and have access to regional networks (Serbia, Albania, Kosovo, Greece, Bulgaria).</p> <p><b>Market position:</b> The key is a strong network of business contacts with access to large distribution companies, retail chains, logistics, manufacturing companies, and potential investors. The partner should be able to establish communication at the highest level – C-level, owners, decision-makers.</p> <p>Connections to state institutions such as Invest North Macedonia, chambers of commerce, regional export agencies, and large holding companies are an advantage.</p> <p><b>What they need to be able to do:</b> The partner must be able to design and manage local projects, provide market</p>
--	--	--	--	--	--

					<p>analyses, establish connections, and organize business meetings. They are expected to assist in acquiring distributors, clients, and investors, as well as help develop business models for projects of MUNDOS Investments and its partners. The ideal partner is proactive, brings solutions, and takes the initiative to identify new business opportunities.</p> <p><b>Values and cooperation:</b></p> <p>MUNDOS Investments emphasizes long-term cooperation, transparency, professional communication, and fast delivery of results. The ideal partner shares similar values: trust, honesty, quality, growth orientation, and respect for commitments. They must understand that MUNDOS Investments does not only work on operations, but also creates strategic partnerships, investment opportunities, and regional distribution connections.</p> <p><b>Type of companies:</b></p> <p>The most suitable candidates are distribution companies, investment groups, real estate developers, technology companies, business consultants, export organizations, and business associations. The partner should have the ambition to grow and be part of the wider MUNDOS Investments network in the CEE &amp; Balkans region.</p>
--	--	--	--	--	---

16	EXIMBANKA SR	<a href="http://www.eximbanka.sk">www.eximbanka.sk</a>	State Institution	State Financial Institution	EXIMBANKA SR is an Export - Credit Agency of the Slovak Republic and the only direct instrument of the state for the support of export, offering broad range of export related credits, guarantees and credit insurance. We enable entry of the Slovak exporters to commercial and investment relations, where the commercial financial sector expresses lesser appetite to undertake risk.	Meetings with partners with whom EXIBANKA SR is interested in cooperating.
17	Slovakia Travel	<a href="http://www.slovakia.travel">www.slovakia.travel</a>	State institution	Tourism	SLOVAKIA TRAVEL is a state-funded public organization responsible for fulfilling the role of the national tourism promotion organization of Slovakia. The main mission of SLOVAKIA TRAVEL is to promote Slovakia through the systematic and continuous development of activities aimed at building a positive image of the country as a tourist destination. This contributes to the overall development of the tourism sector, in close cooperation with representatives of the state and local governments, regional and area tourism organizations, professional associations, as well as the business and academic communities. The objective is to support the development of sustainable tourism and to implement international standards and best practices, also through membership in global and European organizations.	