



MIRO
FOUNDATION

Doing Business with North Macedonia

-
EEN opportunities for matchmaking
with Macedonian companies



Emilija Andonova
Business advisor EENOMA



A silhouette of two people standing on a mountain peak, high-fiving their hands. The background shows a range of mountains under a sunset sky with a blue and orange gradient. A semi-transparent world map is overlaid on the mountain range.

The world's largest support
Network for innovative SMEs
with international ambitions

Our impact at a glance



+260K

companies supported
every year
since 2008



97%

of our clients rate our
support as fast, efficient
and tailored




99%

of our clients would
recommend our Network
to others



91%

of our clients say our
services accurately match
their business needs



83%

of our clients looking to
expand globally say we
helped make it happen



21%

average increase in revenues
reported by individual clients
on a yearly basis



6

created jobs reported by
individual clients on a yearly
basis, on average

Key achievements



+2,5 M

SMEs benefitted from our information services and training sessions



+4,2 M

SMEs benefitted from key Network services
2008 - 2021



+360 K

SMEs participated in our matchmaking events where they held **+700 K** business meetings



+25 K

SMEs benefitted from our tailored innovation support packages



+500 K

SMEs received advice from our experts to help them innovate and grow internationally

The Network **in figures**



569

Organisations



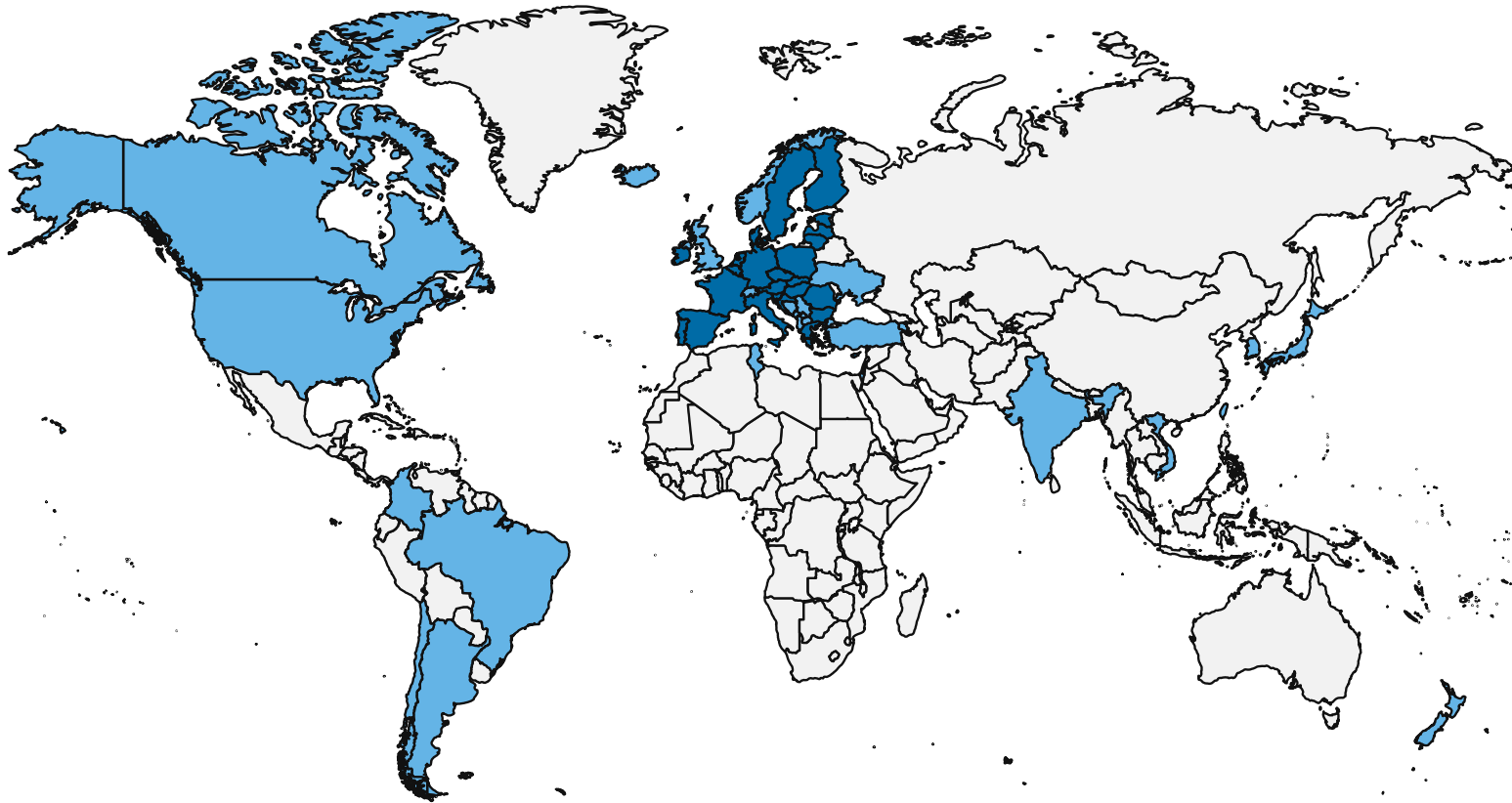
56

Countries, present in all
regions of the EU



€164.5

Million for 3 years



EU-27

- ◊ Austria
- ◊ Belgium
- ◊ Bulgaria
- ◊ Croatia
- ◊ Cyprus
- ◊ Czechia
- ◊ Denmark
- ◊ Estonia
- ◊ Finland
- ◊ France
- ◊ Germany
- ◊ Greece
- ◊ Hungary
- ◊ Ireland
- ◊ Italy
- ◊ Latvia
- ◊ Lithuania
- ◊ Luxembourg
- ◊ Malta
- ◊ Netherlands
- ◊ Poland
- ◊ Portugal

- ◊ Romania
- ◊ Slovakia
- ◊ Slovenia
- ◊ Spain
- ◊ Sweden

International

- ◊ Albania
- ◊ Argentina
- ◊ Armenia
- ◊ Bosnia and Herzegovina
- ◊ Brazil
- ◊ Canada
- ◊ Chile
- ◊ Colombia
- ◊ Iceland
- ◊ India
- ◊ Israel
- ◊ Japan
- ◊ Kosovo
- ◊ Montenegro

- ◊ New Zealand
- ◊ North Macedonia
- ◊ Norway
- ◊ Serbia
- ◊ Singapore
- ◊ South Korea
- ◊ Switzerland
- ◊ Taiwan
- ◊ Tunisia
- ◊ Türkiye
- ◊ Ukraine
- ◊ United Kingdom
- ◊ United States
- ◊ Vietnam

Disclaimer: Some countries' agreements might still be in process of being signed

The Network approach

How we help SMEs



Client-centric

We place the client's needs at the heart of the Network's mission.



Tailored Services

We can tailor our services and provide support to businesses at any stage of their growth path.



Expertise

The Network's international advisers have the experience and resources to help your business thrive.

The Network approach

How we help SMEs



The Network approach

How we help SMEs



Sustainability

We guide companies in their transition to more sustainable business models



EU Single market

We help businesses navigate EU legislations, policies and benefit from the opportunities offered by the Single Market



Digitalisation

We help companies tailor digital solutions to their business needs

The Network approach

How we help SMEs



Innovation

We enhance businesses' potential to innovate, grow and develop disruptive products



Business, Technology and R&D Partnering

We match companies with the right business partners and to promote new technologies globally



Resilience

We empower businesses by building up their business agility and resilience to future challenges

The Network approach

How we help SMEs



Internationalisation

We support businesses to enter international markets and to seize new commercial opportunities



Access to finance

We help you identify sources of finance and ensure your business is investor ready



Access to EU funding

We identify EU funding opportunities that suit your business' needs and help you apply

Start-ups and Scale ups

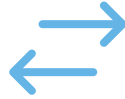
Accompanying SMEs to **scale-up and grow internationally** through high-end and tailored support from EEN Scale-up Advisors



Areas of expertise

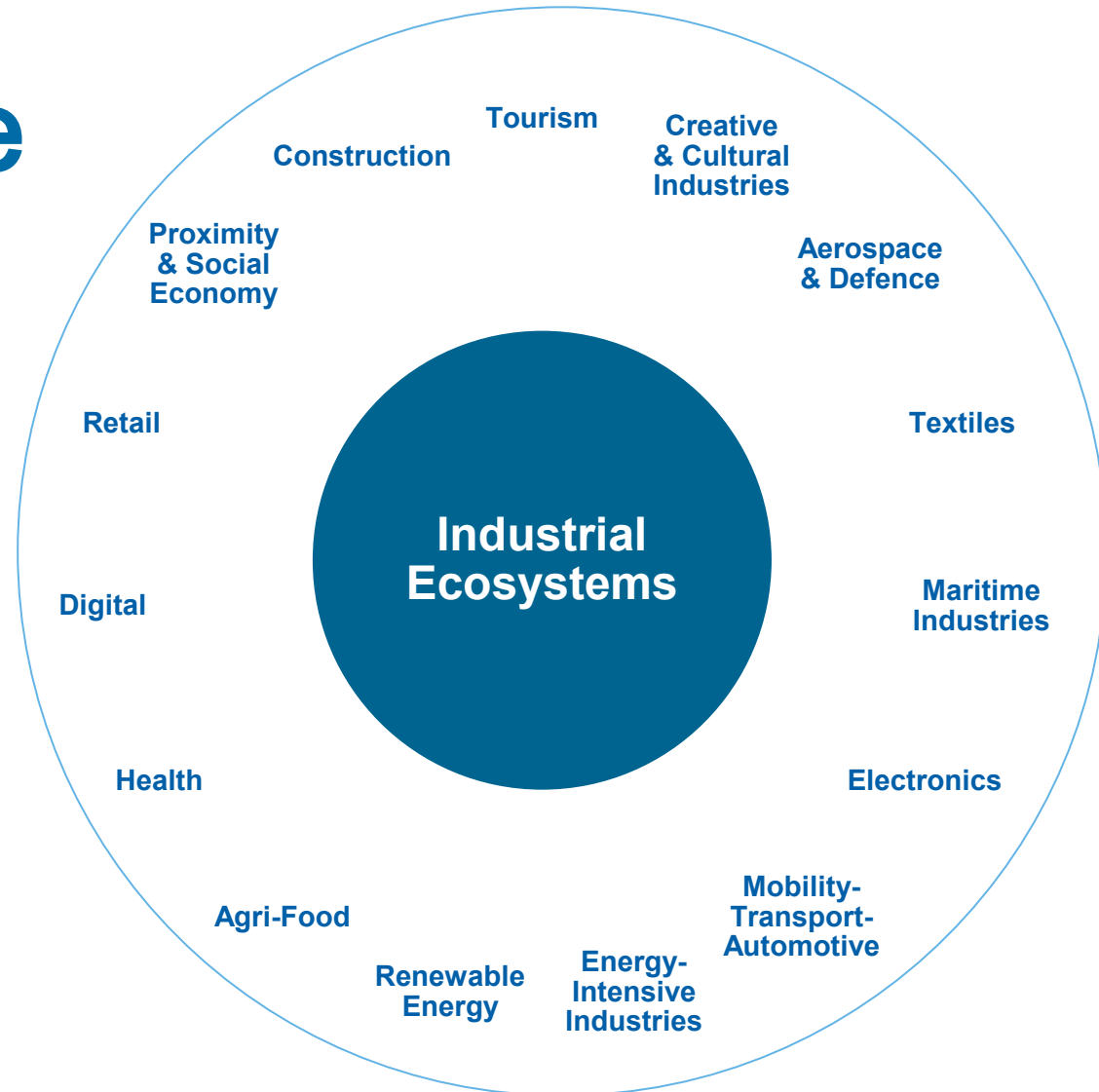
Sector Groups

- 15 SGs aligned with the industrial ecosystems
- Client-oriented activities
- Connecting with ecosystem stakeholders
- Providing policy feedback



Thematic Groups

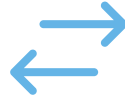
- 10 TGs aligned with the Network activities & priorities
- Network-oriented / capacity building activities
- Connecting with thematic stakeholders
- Providing policy feedback



Areas of expertise

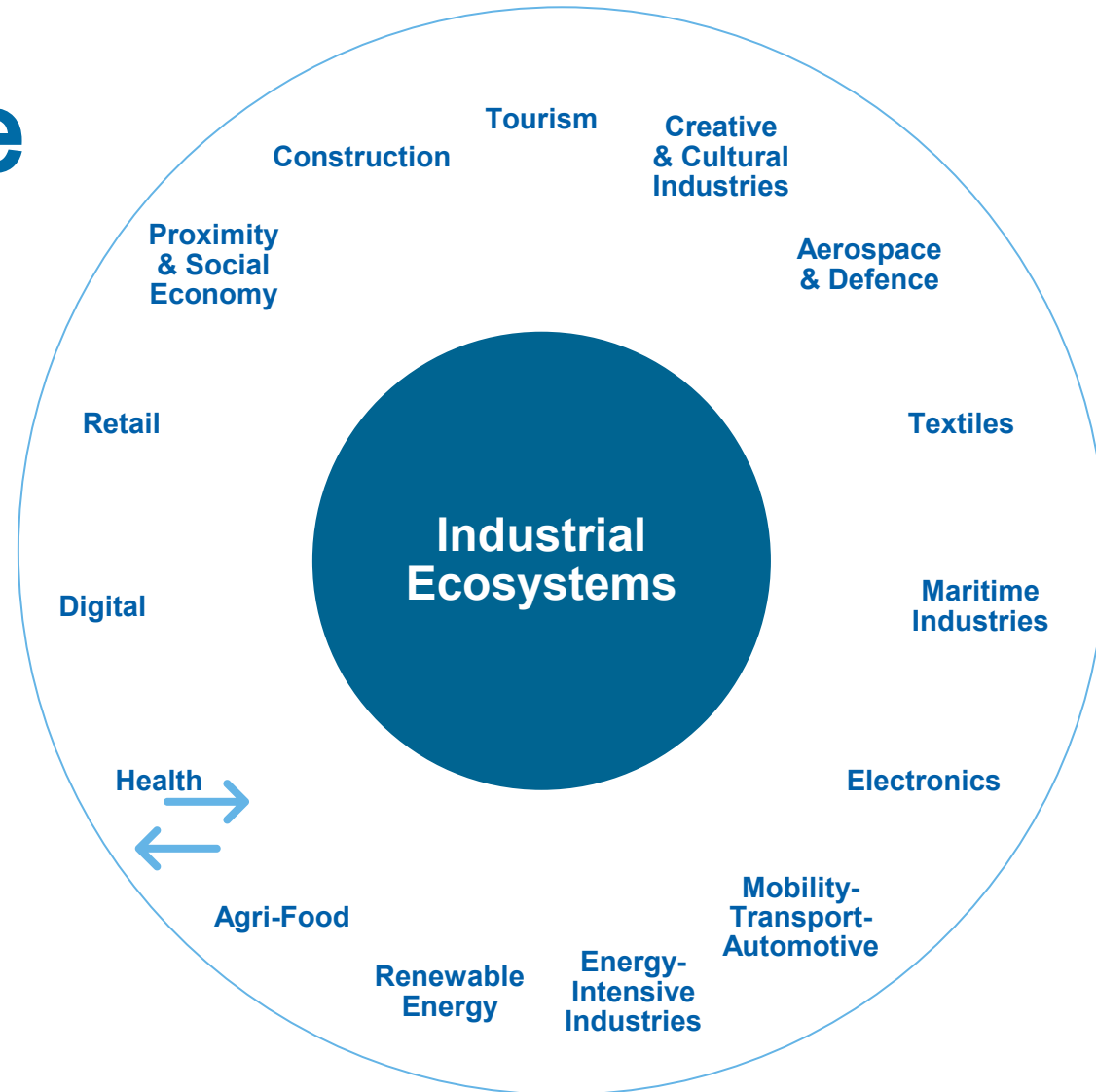
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Thematic Groups

- 10 TGs aligned with the Network activities & priorities
- Network-oriented / capacity building activities
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- Providing policy feedback



Network Composition



Specialised private /
public bodies



Regional government
or development
/ innovation agencies



Economic Chambers



Research
Institutes /
Science parks



Professional
associations

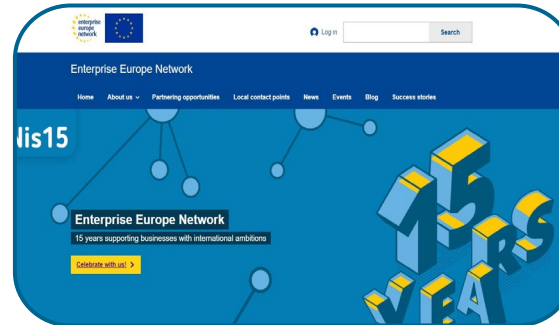


Other

Communicating the Network



Social Media



Public Website



Network Blog



Success Stories



Thematic Animations

An open Network



Coordination

We bring together and coordinate regional perspectives to provide better services to our local partners and clients



Synergies

We foster synergies with regional, national and European business support ecosystems to better support SMEs



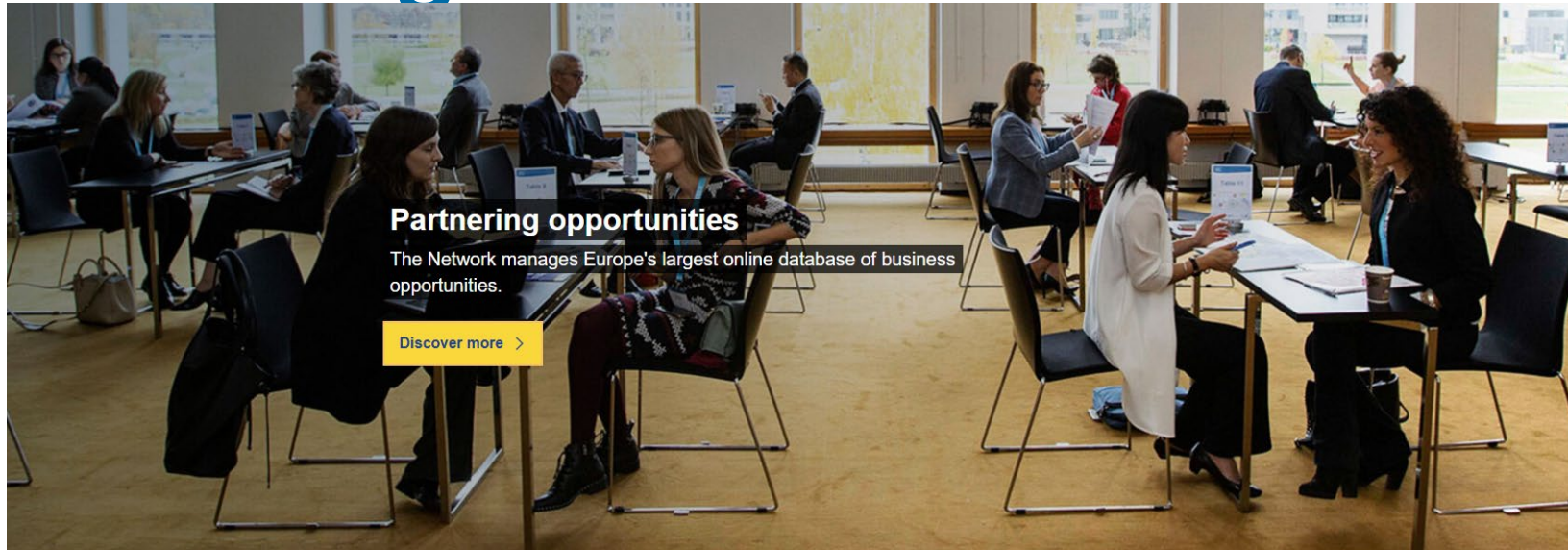
Cooperation

We work in close cooperation with key stakeholders, European programmes and initiatives

Network services in a nutshell

| | | | | | | | | |
|--|------|------------|-----------------------------|--|----------------------|-----------------------|------|------|
| | EIB | EUREKA | Sustainability | Digitalisation | Resilience | ECCP | EDIH | ERDF |
| | EIE | Innovation | Business partnering |  | Scale up | Single Market | EIC | RRF |
| | COST | EIP Group | Access to funding / finance | SME Feedback | Internationalisation | Industrial Ecosystems | EYE | EIT |

Matchmaking events and B2B meetings



Bridge between local SMEs and international markets

The goal of EEN is not only networking, but creating real business opportunities and sustainable international partnerships for SMEs

EEN advisors also support companies throughout the process by:

- helping them identify suitable partners,
- facilitating introductions,
- organizing meetings,
- and supporting follow-up communication after the events.

During the meetings, companies discuss:

possible business cooperation, distribution partnerships, joint projects, technology transfer, investments, or participation in EU-funded programmes.

Matchmaking events and B2B meetings



12 May 2026 - 13 May 2026
Belgrade, Serbia
Hotel Crown Plaza Belgrade

**SEE Automotive
Conference Connect &
Supply 2026**

Register now

Registration open until 13 May 2026



21 May 2026 - 22 May 2026
Tirana, Albania
Pyramid of Tirana

**Balkonnect Festival
2026 - B2B
Matchmaking Event**

Register now

Registration open until 18 May 2026

265
Registered participants

150
Booked meetings

725
Exchanged messages

2595
Profile views



11 June 2026 - 12 June 2026
Italy
Online

**Interpoma Online
Business Match 2026**

Register now

Registration open until 12 Jun 2026



1 July 2026 - 2 July 2026
10126 TURIN, Italy
Via Fenoglioletti, 14
Eataly Torino Lingotto

**B2B TORINO FASHION
MATCH 2026**

Register now

Registration open until 29 Jun 2026

#EENCanHelp



The Business Wave

The Business wave, our podcast for small businesses with big ambitions.

Every month, dive deep into a world of powerful insights, inspiration, and motivation as we uncover the secrets of success from leading experts and passionate entrepreneurs. Our show is packed with practical solutions, tools, and expert advice to help SMEs and start-ups get to the next level of success.

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Emilija Andonova
Business advisor
EENOMA
Foundation for Management and Industrial Research
emilija.andonova@mir.org.mk



een.ec.europa.eu

