

MODERN TEXTILE INDUSTRY
AS ATTRACTIVE CAREER PATH
FOR YOUNG GENERATIONS
AND CONTRIBUTOR FOR
ECONOMIC DEVELOPMENT
AND SOCIAL PROSPERITY OF
CROSS BORDER REGION

TRADITIONAL SECTOR THAT DATES
BACK TO THE 19TH CENTURY

EXPORT VALUE
OVER 1B.€ YEARLY

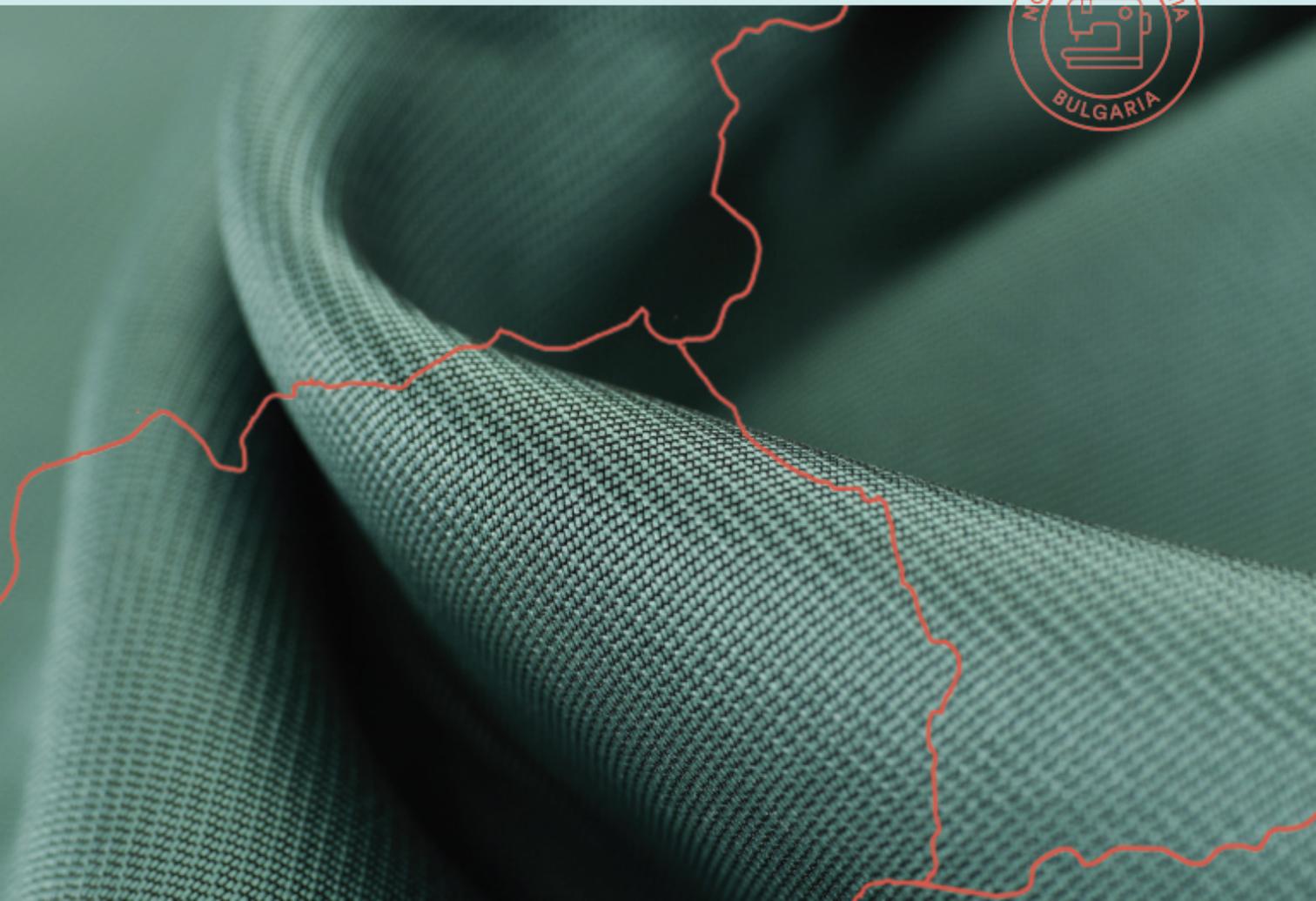
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Why is everyone talking about Textile Production in the Balkans?

DISCOVER THE OPPORTUNITY THAT YOU ARE MISSING



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Discover the opportunity
from the Balkans that you're missing

THE MACEDONIAN AND BULGARIAN TEXTILE INDUSTRY THROUGH FACTS

Experienced textile industry with **90%** exports in EU

Modern facilities and latest technology

Flexible and **fast production** all of Europe in 2-3 days

Free trade agreements & avoidance of double taxation

Implemented **employment protection** laws

Great mix of **business and pleasure** after work hours



The Textile Industry

With a long, rich tradition in clothing and textiles, this sector is one of the largest export industries in this cross boarding area. Companies from the region have been present in the EU market for decades and are known for their quality and professionalism.



The industry also is characterized by high flexibility and readiness to adapt to the demands of foreign markets. One of the main advantages of the regional textile industry is the exceptional relation between product quality and price as result of highly qualified personnel with a long tradition of working in the textile industry.



Traditional sector that dates back to the 19th century

IT IS THE 1ST INDUSTRIAL SECTOR IN THE REGION

Today the textile industry is one of the drivers of the local economy in terms of industrial production, employments and export earnings. The region has potential not only for new foreign direct investment, but also for outsourcing, strategic alliances and joint ventures with many well established domestic companies.

The experienced textile industry in the CBC region between N. Macedonia & Bulgaria



EXPORT VALUE

Over 1B.€ yearly

Employs over **50.000** people

Reliable and **fast** responding

Modern facilities and latest technology

Low minimums and fast sampling



Qualified personnel
with a long tradition of working in
the textile industry



 2000+

textile manufacturers in the region

 Certificates

for Social Responsible Companies (BSCI, SMETA, Fair Wear, Trusted Balkan Apparel)

Modern equipment, CAD/CAM system, and state-of-the-art technologies

Mostly producing garments, cotton thread and fabric, wool yarn, fabric, and knitted fabric

Strong management & **ISO standards**

The Macedonian-Bulgarian Region on the Balkan Peninsula has a great strategic geographic position as a bridge between Europe and Asia. This Region owes the importance to its location as a major junction of communication routes.



EU and NATO memberships make this Region one of the most stable economies in the Central and Eastern region of Europe. Hence, it has been increasingly attractive location for outsourcing of businesses in a number of sectors, such as textile industry

BULGARIA

The Core Of The Economics, Law And Infrastructure

WITH A LONG, RICH TRADITION IN CLOTHING AND TEXTILES,
THIS SECTOR IS ONE OF THE LARGEST EXPORT INDUSTRIES IN THE REGION

THE REGION IN NUMBERS

Stable GDP Growth –average in the last 3 years of 3,5%
Industry growth of 3%

Average decrease in the Regional **Unemployment Rate** of 11,4%

2 hours distance to any factory from Skopje and Sofia airports



ADVANTAGES

Political and economic **stability**

Large pool of **logistic companies** with competitive transport costs and delivery times

Focus on **fast sampling and delivery** in 2 days via Highway Connections



GREAT POSITION AND INFRASTRUCTURE

1. Munich, Germany – 1470 km
2. Paris, France - 2350 km
3. Milan, Italy – 1600 km
4. London, UK – 2600 km

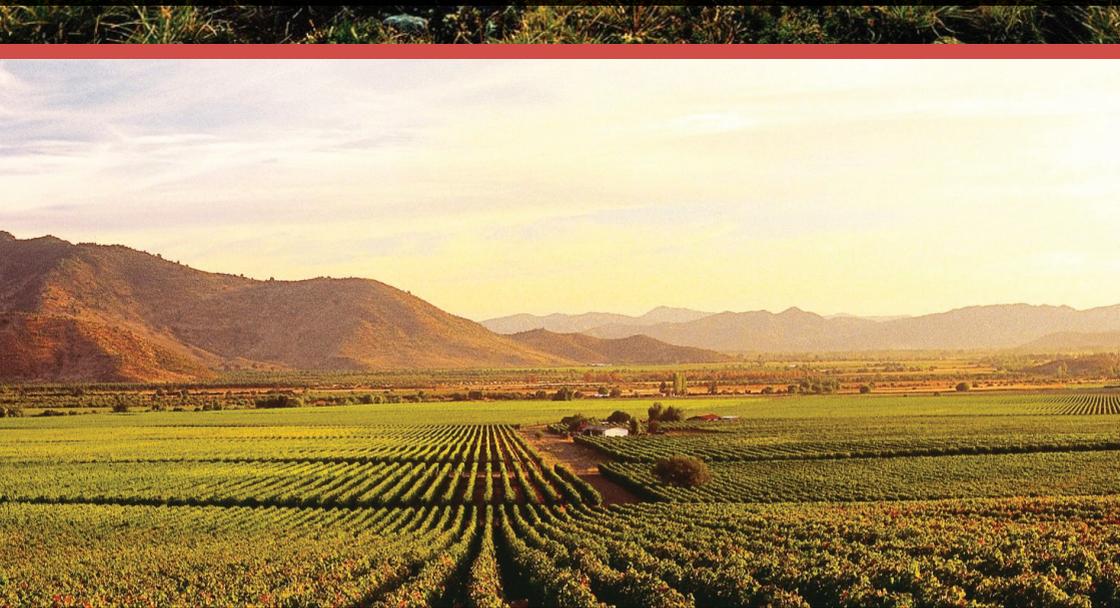
FREE TRADE AGREEMENTS

1. SAA
2. EFTA
3. CEFTA
4. BFTA



“ Please visit this place. It is all worth. Not a mountaineer or a hiker, no worries.. there is lift chair to take you to 2100 mtr. height and then you can take a moderate hike to the lakes. Don't push yourself to see all the lakes but make sure you sit in and enjoy the serene beauty of nature around. ”

- Gaurang Talreja for **Seven Rila Lakes, BG.**



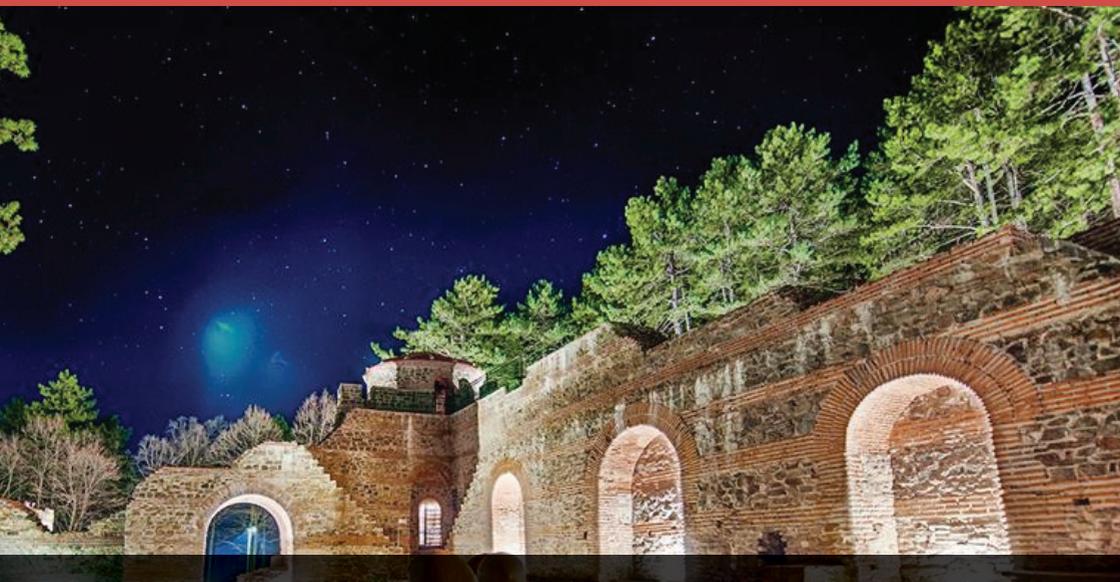
“ Imako Wine is a modern winery that successfully combines modern wine production technologies with creativity and knowledge in order to produce first-class wines. Our oenologists have the opportunity to complement the methods of wine production from the “old world” with the advantages of modern technologies.”

- ClubEconomy for **Imako Winery, Shtip, MK.**



“ Bargala is one of the most important late antique cities in Macedonia! The city is a fortress surrounded by walls and towers, with monumental entrances and gates. With walls thicker than two metres, it was built by the Romans as a military camp, and then turned into a civilian settlement and an early Christian episcopal centre in the Bregalnica region.”

- Macedonia Timless for [Bargala, Shtip, MK](#).

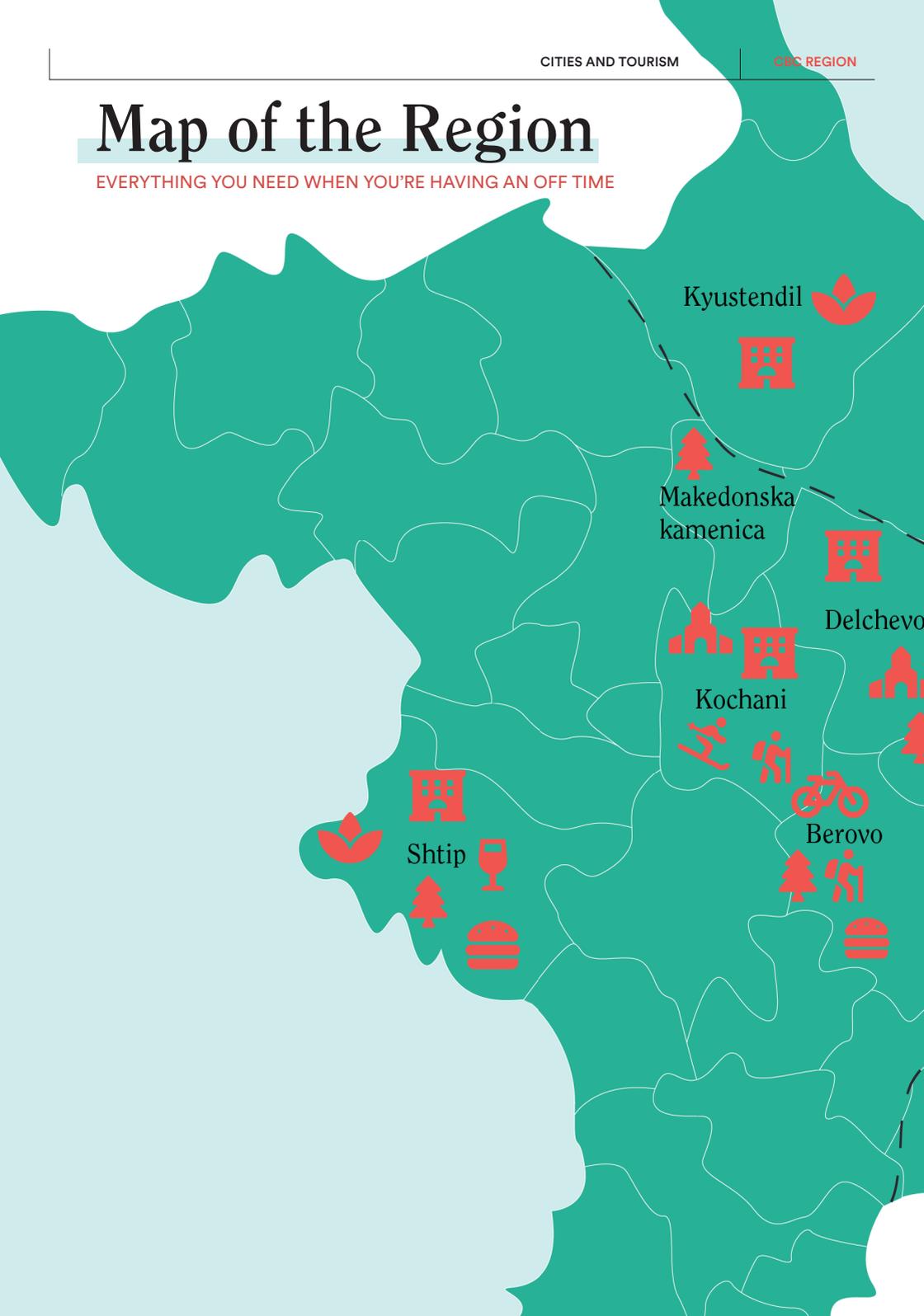


“ An amazing place in the nature to rest and recharge. It is very well-maintained and clean. I would recommend taking the forest paths for a walk, it's a pleasant journey and they are suitable for everyone, you don't need to be in shape to walk them. ”

- Denitsa for [Hisarlaka Fortress, BG](#).

Map of the Region

EVERYTHING YOU NEED WHEN YOU'RE HAVING AN OFF TIME



Kyustendil



Makedonska
kamenica



Delchevo



Kochani



Shtip



Berovo





Winery



Hiking



Spa



Manastir



Picnic



Traditional food



Ski center



Nature



Hotel



Biking

Dupnitsa



Blagoevgrad



Pehchevo



Bansko



Goce Delchev



Sandanski



Petrich



Melnik





“ The hotel was what made the holiday a pleasant and enjoyable one! The whole approach and service was no different to a 5 star hotel. Loved my stay in a strange country thanks to the hotel and its staff! Will definitely recommend it to many and certainly go back myself! ”
- Ms Sandra for Hotel Gogov, **Pehchevo, MK.**



“ Lovely hotel with swimming pool with mineral water, friendly staff, good cuisine and spa complex. A cozy and quiet place that I will definitely visit again. ”
- Daniela for Kyustendil Park Hotel, **Kyustendil, BG.**



“ This is a fantastic hotel! I liked everything. The Spa area is really spacious and done very nicely. It has also a lot of diversity. The staff is extremely friendly. The interior is different and you have the feeling you are in hotel from another age, I really loved that. I highly recommend. ”

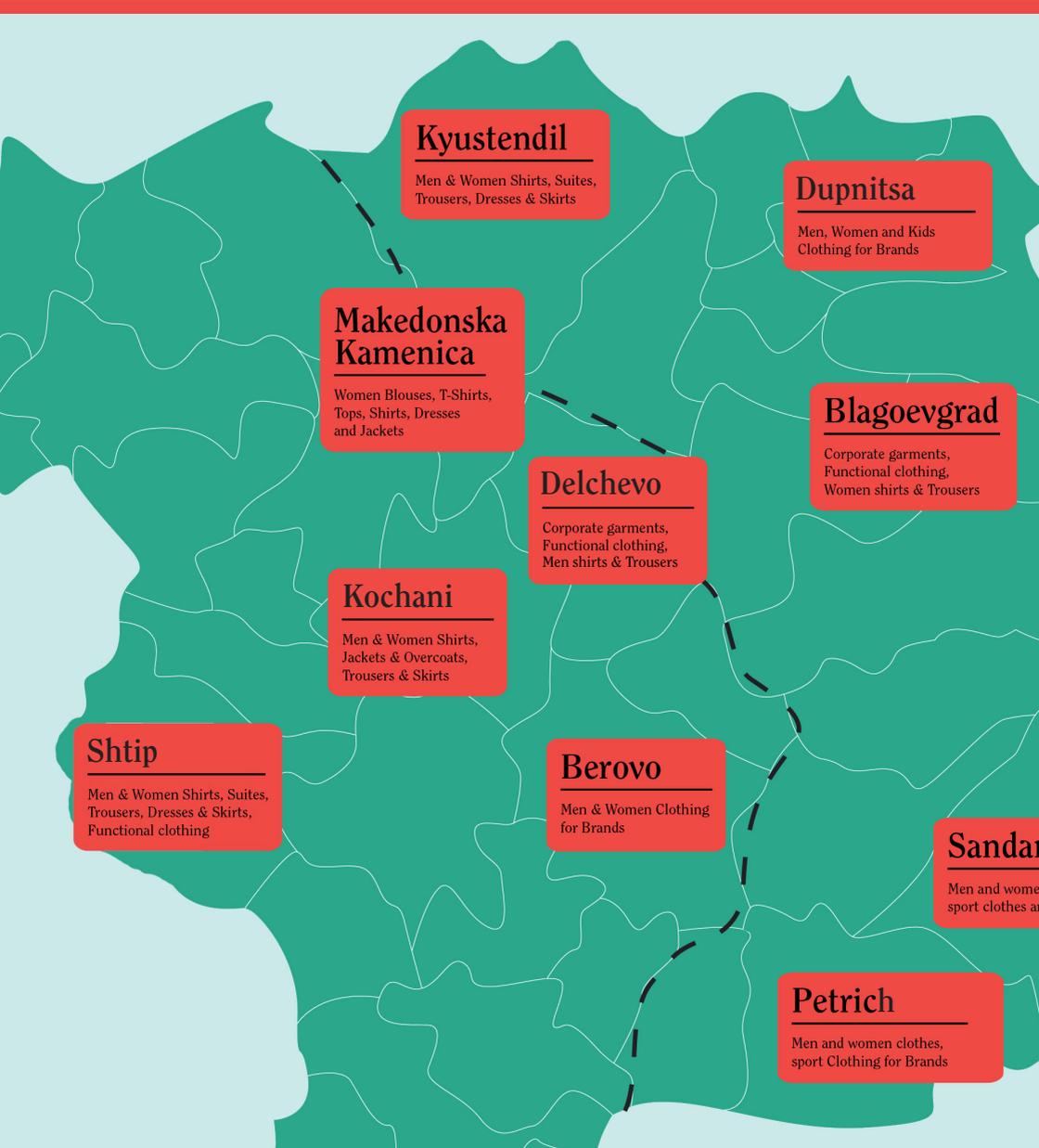
- Ralica for Strimon Garden SPA Hotel, **Kyustendil, BG.**



“ The place is so extraordinary that we had to extend our stay for one more week (and that was not enough). It is quiet, peaceful and we really enjoyed our time. There are plenty of animations for kids (horse riding, feeding the dears, playing with the rabbits, not to mention the infinity swimming pool) ”

- Ana for Hotel Aurora Resort & Spa, **Berovo, MK.**

Map of Cities that are in the Textile Production Industry



Kyustendil

Men & Women Shirts, Suits, Trousers, Dresses & Skirts

Dupnitsa

Men, Women and Kids Clothing for Brands

Makedonska Kamenica

Women Blouses, T-Shirts, Tops, Shirts, Dresses and Jackets

Blagoevgrad

Corporate garments, Functional clothing, Women shirts & Trousers

Delchevo

Corporate garments, Functional clothing, Men shirts & Trousers

Kochani

Men & Women Shirts, Jackets & Overcoats, Trousers & Skirts

Shtip

Men & Women Shirts, Suits, Trousers, Dresses & Skirts, Functional clothing

Berovo

Men & Women Clothing for Brands

Sandanski

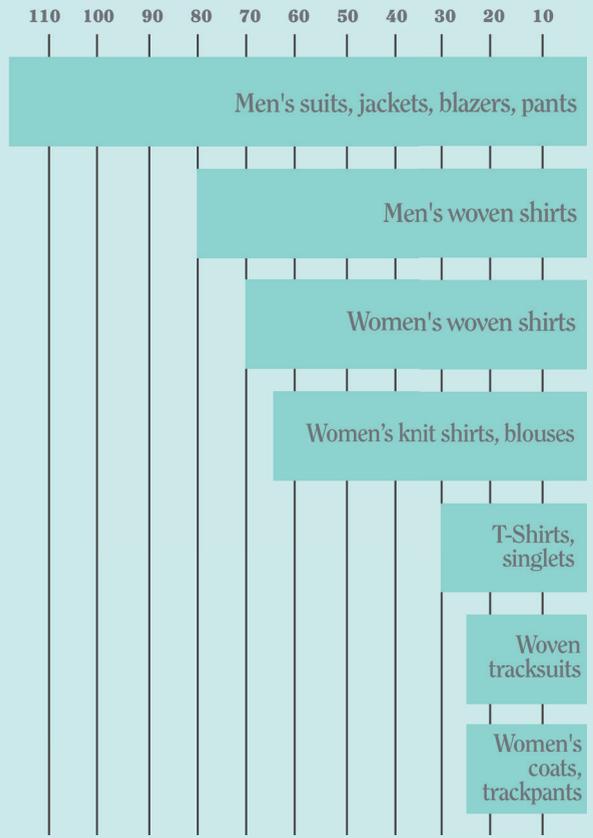
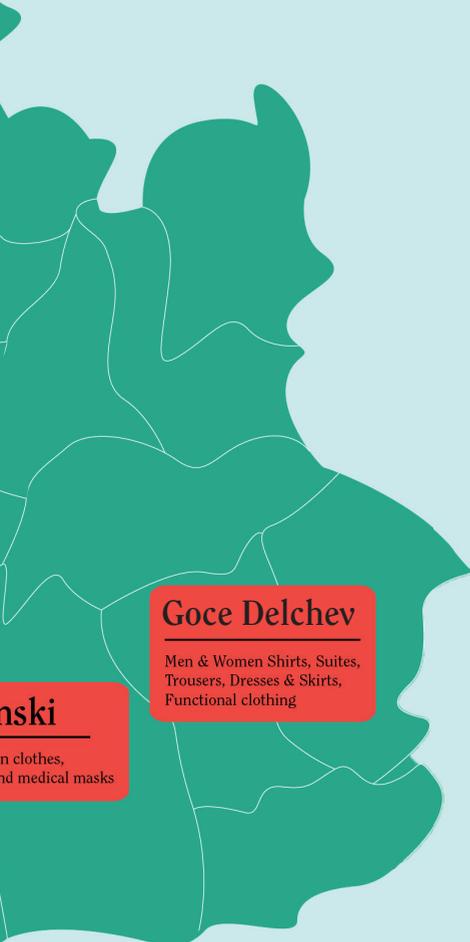
Men and women sport clothes and accessories

Petrich

Men and women clothes, sport Clothing for Brands

The manufacturers in the region are small and medium sized enterprises with a capacity from 50.000 to 100.000 pieces per month

The main products exported include women's and men's shirts, blouses, T-shirts, vests, suits, jackets and blazers as shown in the following chart:



Step 1

Client contacts the textile associations and express his interest in outsourcing

Step 2

From their base of manufacturers the associations select a list of potential partners

Step 3

They schedule a visit with the manufacturers and prepare an agenda for the client

Step 4

The client is welcomed by the association and takes a tour to potential manufacturers

Step 5

The textile association accompanies the client and acts as a catalyst in the negotiations

Step 6

An agreement is finalized and the client is presented with the potential tourist opportunities



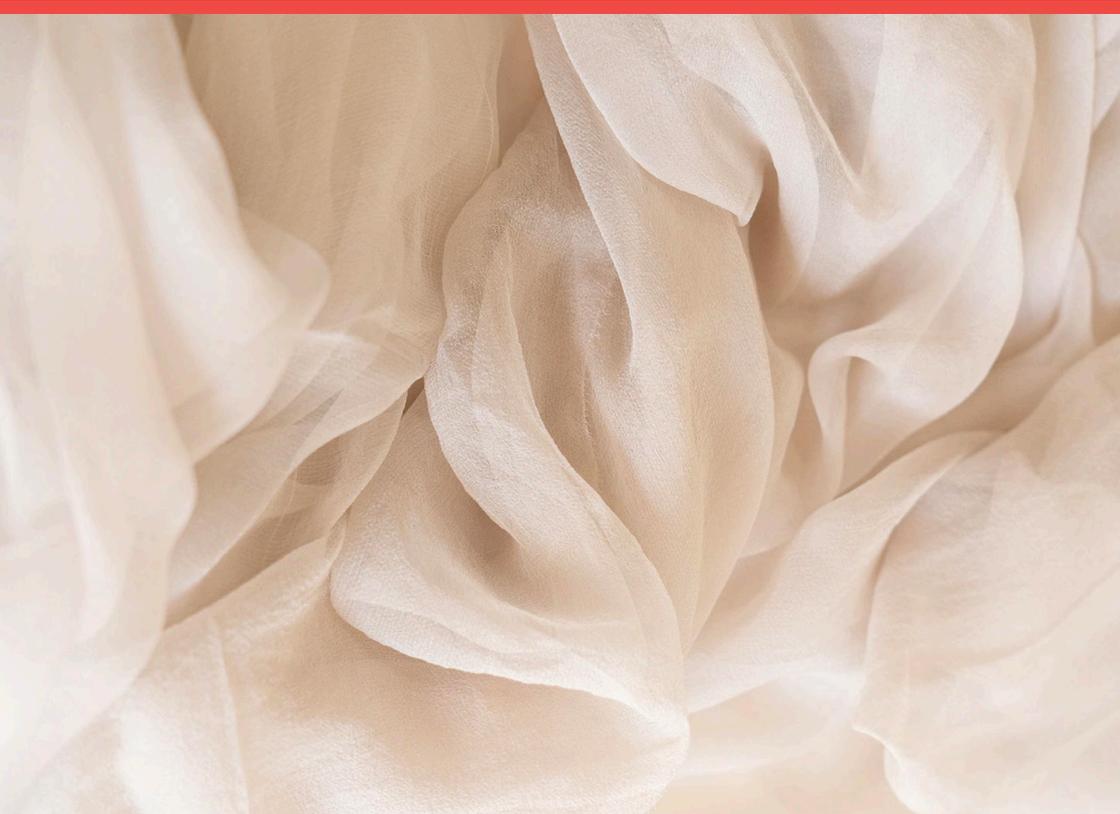
Superior quality sewing under CMT and full package garment manufacturing services. We strive to meet each customer's unique needs and provide the best service available.



What Companies Offer

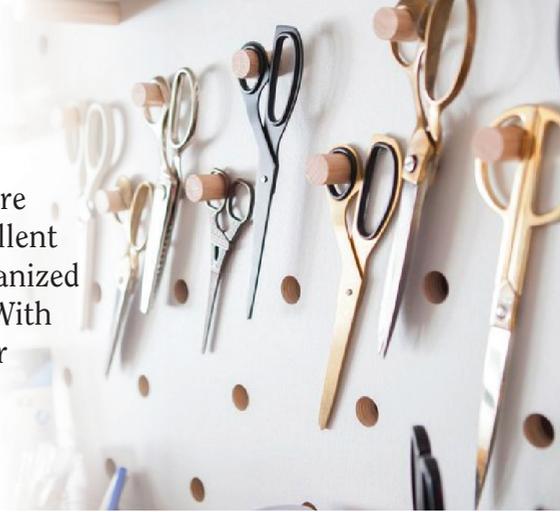
**Fast sampling, tailoring,
quality performance, just in time.**

ALL CUSTOM AND ALL AVAILABLE TO YOU.



Cut & Sew Manufacturing

Cut and sew manufacturing services are dominant in the region and offer excellent coordination with the client, well-organized production and quality final control. With over 40 years of experience our master seamstress delivers consistent quality craftsmanship.



Full Package Production

We take care of all your production needs while you focus on being creative and growing your business. All inclusive package from start to finish under one roof.

Private Label

Perfect way to brand our already established products we supply continuously. Relabeling, prints and/or embroidery are some of the services we offer within this package.



D:
INY
SE
NK



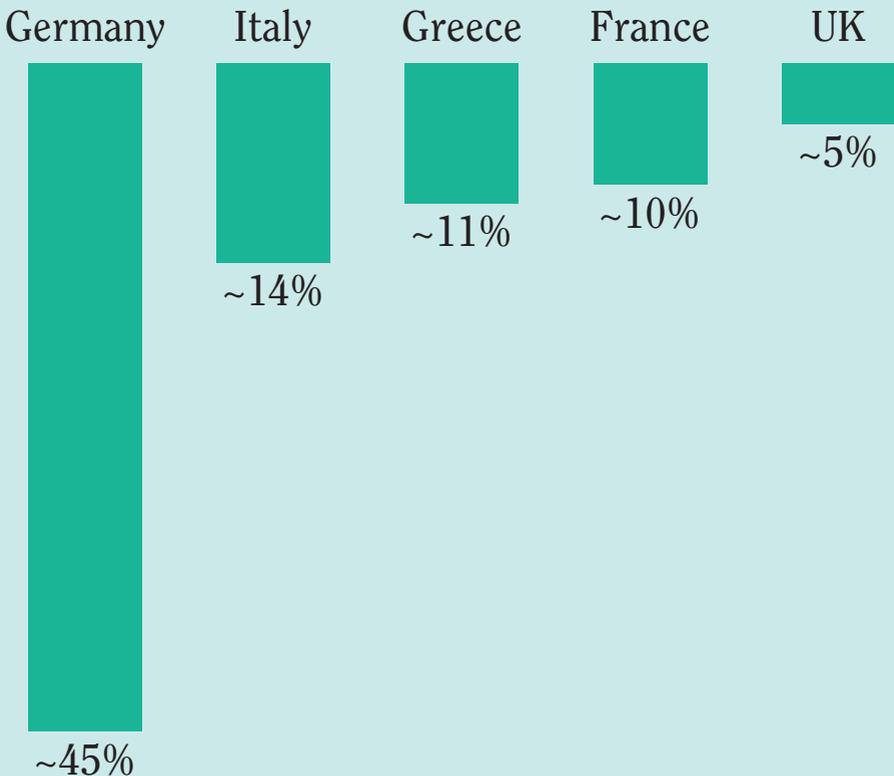
Exports by countries

The apparel industry in the region exports mainly to European countries.

Annual exports of garments amount over

1 billion Euros.

Top 5 countries:





Textile Trade Association – Textile cluster North Macedonia

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www.macedoniantextiles.mk

www.tta.org.mk

Textile Trade Association - Textile cluster is a nonprofit organization representing Macedonian companies involved in different way in the textile industry. Its primary goal is better communication between members in the association, in order to create favorable conditions for development of the textile industry and improvement of their competitiveness by following world trends in the global market, as well as adjusting the participants own production to such trends. The association was established in October 2003 in Stip.

TTA-TC mission is achievement of new markets, improving productivity of textile companies, strengthening of human potential; share of expertise; promote Macedonian textile industry, engaging Macedonian government in issues related to competitiveness of the textile industry etc.



Textile and clothes branch organization – Bulgaria

Jordan Belovski

Executive director

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Mob. +359 886 533 143

www.botobg.org



Textiles and Clothes Branch Organization (TCBO) is an association of active companies operating in the field of textile and apparel and it carries out its activity on the territory of Bulgaria. The association was established in April 2006 in Kyustendil. Ever since its establishment the organization has been constantly expanding its operational range and as of the present its members are among the most reputable and competent domestic companies in the branch.

TCBO mission is to assist the growth of the industry, to established fellowship and cooperation between its members and representative of the textile and clothing industry, to promote its members' activities and to assist the establishment of professional relationships, exchange of information and collaboration with similar organizations in the country and abroad.

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