



Association of
Balkan Chambers

ABC

Association of Balkan Chambers

2015 YEAR OF COMPETITIVENESS

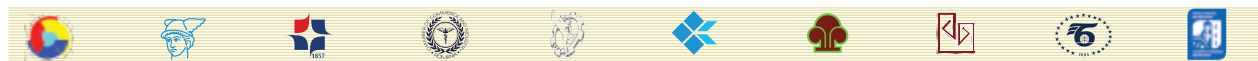




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Our Association of Balkan Chambers (ABC) unites countries at different stages of development. Yet, all these economies have one thing in common: their determination to create conditions for a more dynamic economic growth. The recovery of this region's economies rests on a series of intensive activities, and it is a long and difficult process that necessitates coordination among a large number of entities, complemented by substantial funds. Even without an in-depth analysis one can identify low competitiveness as these economies' most pressing problem.

At the ABC's General Assembly held in February last year, we adopted the Declaration of the General Assembly, which stipulated that 2015 would be a year of competitiveness. At the core of our initiative was the idea to increase the overall commitment to this issue, and to join our forces in building a region more attractive to foreign investors. Simultaneously, we provided equal amount of support to domestic investors, whose success reflects in increased productivity, and, eventually, a higher level of competitiveness of national economies.



This is an era of globalization and intense competition in both domestic and international markets. A high-priority decision, that our national economies must make, is the position they choose to take in, and the goods and services they bring to the global market. The process of uninterrupted competitive fight brings forward a very important question: How can we help our companies take on challenges posed by less efficiently and create higher value added?

We have determined that a top priority for chambers of commerce is to establish a continuous dialogue with every respective government, which is necessary in defining measures in economic policies that introduce improvements in the form of simplified rules for doing business, and higher degree of liberalization, and at the same time forge the systemic preconditions a private sector needs to rise to the challenge of being the impetus of development. All these factors should intensify cooperation among the ABC economies. In the light of this, we remain

focused on encouraging activities that bolster our economies' internationalization and joint access to markets of third countries.

Every country has its own individual approach to increasing the level of national competitiveness. Different systemic measures are implemented in different economies, but the link between rising exports and higher competitiveness remains evident, regardless of existing differences.

Investments are defined as an increase in the level of capital in a given economy. They are a key factor in productivity growth, as well as in improving a manufacturing sector's competitiveness. In that respect, we believe systemic economic measures that foster investments in all areas of the manufacturing sector are of paramount importance, as their outcome is stable and sustainable economic progress, and higher rate of employment.

Better micro competitiveness is another significant element for solid, swift and long-term economic growth. We have tried to encourage and improve micro competitiveness by placing



Association of
Balkan Chambers

the emphasis on the advancement of production and export-oriented sectors, crucial to every single economy.

We were aware of the challenges and risks we faced when we launched the 2015 initiative. However, we have remained united, and with the wholehearted support of our member companies and of all

stakeholders in economic policies, we are now glad to conclude that our efforts have accounted for more dynamic economic progress in every country, and of the region as a whole.

The Association of Balkan Chamber's main priorities are the development of and cooperation among business communities in the Balkans. The ABC is supporting activities that lead to structural changes in regional economies. This, in fact, is aligned with the initiative to declare 2015 a year of competitiveness in the Association's members.

Bolstering the competitive power of companies, organized in business alliances representing every sector, has initiated higher national competitiveness. The gains have been felt in all areas of modern life.

*Branko Azeski, Chairman
of the Association of Balkan Chambers in 2015*

ACTIVITIES UNDERTAKEN BY THE CHAMBER TO STRENGTHEN THE COUNTRY'S COMPETITIVENESS



ΚΕΝΤΡΙΚΗ ΕΝΩΣΗ
ΕΠΙΜΕΛΗΤΗΡΙΩΝ ΕΛΛΑΔΟΣ



or demands, and to make effective use and exploit of gathered information. The operation of a modern and updated central database in the form of a business registry will facilitate the efforts for narrowing red-tape procedures needed to establish or transform a business, and the issuance of "corporate information" certificates for almost all transactions of a company. Moreover, a general and single registry of companies creates broader access



The most important initiative undertaken by the Union of Hellenic Chambers, together with 59 local CCIs, was the introduction and implementation of the General Electronic Commercial Registry (GEMH). The Registry, in addition to upgrading the role of the Chambers by transforming them into "one-stop shops", incorporates simplification of the overall business procedures. The system aims to meet simultaneously any kind of needs



to all kinds of information, including operating information, for the entire public sector. Thanks to this system, it is possible to monitor the statistical data of enterprises effectively, and to see the precise influence of political, legislative and supervisory power on businesses and in relation to them.

The need to establish a single framework for the organization, information and use of the public administration registries has always



been a standing requirement in the interaction of businesses with the public authorities and the public sector in general.

The project of GEMH aims at introducing radical reforms in the functioning of individual (fragmented) registries of businesses in different legal forms. This, in fact, is the transition from the current primary mode of information processing from hardcopy documents to a single automated processing environment and a highly-efficient General Electronic Commercial Registry (Geniko Emboriko Mitroo-G.E.MH.).

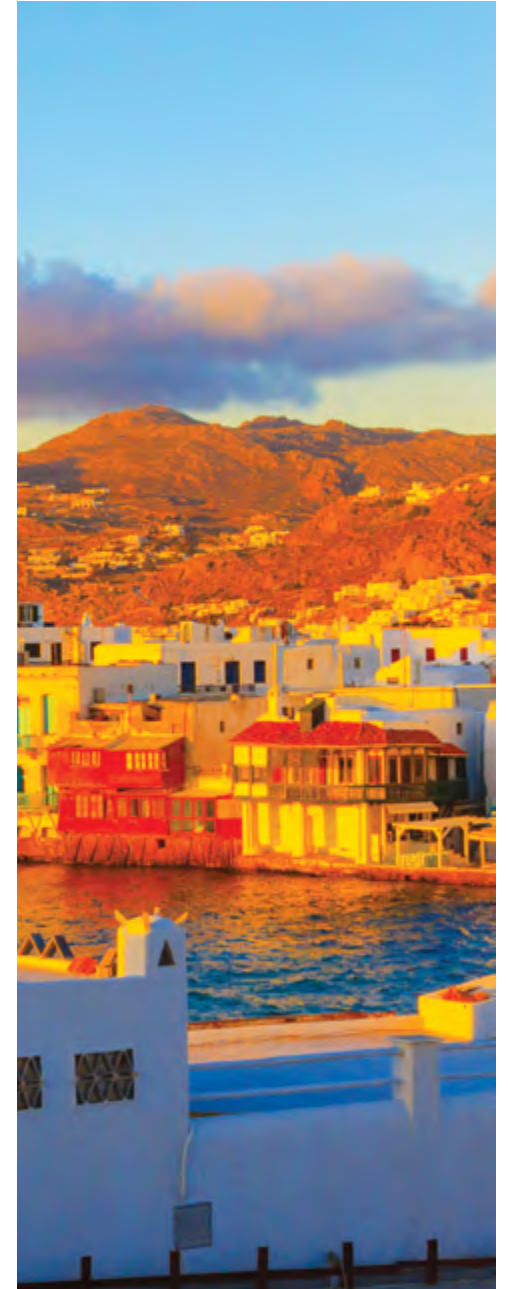
The functioning of GEMH will help Greece climb up the World Bank's Doing Business ranking by as many as 93 spots. In 2010, Greece was ranked 147th among 185 countries by its criteria for starting a business. The register will reduce the time for opening a company from 19 days to 1 day and the costs of future businessmen will drop by about 33 %.

Among other things, GEMH is

a body that makes information public, provides statistical analysis at a national level, and means of protection for third parties. This will apply to the General Secretariat of Commerce and the part of the GEMH that concerns it, and to the wider public sector, once the entire project is completed.

The simplification of the conventional frame for conducting commercial activity due to the operation of GEMH is intended to achieve, among others, the following objectives:

- To establish a transparency regime for doing business;
- To guarantee the safety of transactions in general;
- To make commercial activities public in the best possible way;
- To provide prerequisites for conducting and protecting legal commercial activities;
- To curtail bureaucracy by launching modern communication and information technologies;
- To provide safe and fast services to



businesses and citizens via 'one stop' procedures and to implement specifications set in article 6 of Law 3242/2004;

- To establish a simplified and attractive framework that fosters organized commercial activities among EU member states and third countries.

The Greek Chambers unite approximately 880,000 companies, coming from all categories, sectors and legal forms. The Chambers have constant, two-way communication with the majority of their member companies and provide them with the services they need.

- The UHCC addresses the local chambers' network when it needs prompt information regarding problems and requests voiced by businesses all over the country, as well as in order to obtain businesses' views on various economic and social problems.
- At the same time, via the same network, the UHCC disseminates information to the entire business community in Greece about markets (in Greece and abroad), the developments in the legal framework for entrepreneurial actions (national and community legislation), partnership opportunities, technology, innovation, etc.
- Moreover, it provides information on funding possibilities, available financing tools for businesses, various programs for community and national development, restructuring programs, etc.

In line with its arrangements with local chambers, the UHCC forwards matters of local or regional interest, which need to be resolved in favour of the business community and local stakeholders, to the Central Administration.

The UHCC voices its opinions before public authorities, namely the Parliament, the Government and various ministries, a task constituted in the competences given to the UHCC and the local chambers. Giving advice on economic policy and growth, such as the law on development incentives, the main pillars of the economic policy,



ΚΕΝΤΡΙΚΗ ΕΝΩΣΗ
ΕΠΙΜΕΛΗΤΗΡΙΩΝ ΕΛΛΑΔΟΣ





GROWTH-

and economic measures (tax regime), transport, tourism, vocational training and employment, commerce, industrial policy, SMEs, etc., is part of UHCC's main concerns and analyses.

The UHCC actively participates in all government meetings on matters under the responsibility of chambers of commerce. It is also part of the following committees and boards:

- The National Exports Council, Ministry of Economy and Finance;
- The National Quality for Growth Council, Ministry of Development;
- The National Consumer Council, Ministry of Development;
- The Coastal Transportation Council, Ministry of Mercantile Marine;
- The Committee for the prevention and confrontation of market problems in tax and customs issues, Ministry of Economy and Finance.

Finally, the UHCC implemented various programs and actions to support Greek enterprises, intended to strengthen the network and information capacities of UHCC member companies. The implemented projects include:

CREATIVE MED, SME Creativity and Innovation for a MED Space Smart Specialization Framework

LACTIMED, Local agro-clusters for traditional and innovative Mediterranean dairy products

ClusterPoliSEE, Smarter Cluster Policies for South East Europe

TRAINING WORKERS IN INNOVATION & ENTREPRENEURSHIP (NSRF)

MED DIET, Mediterranean diet and enhancement of traditional foodstuff.

**COUNTRY NAME**

GREECE

CHAMBER NAME

UNION OF HELLENIC CHAMBERS OF COMMERCE AND INDUSTRY

MEMBER OF EUROCHAMBRES

YES

ORGANISATION AT LOCAL LEVEL

YES

DECISION-MAKING BODIES AND MANDATE

General Assembly-Administrative Committee

DO YOU PARTICIPATE IN THE TRIPARTITE SOCIAL DIALOGUE AT NATIONAL LEVEL?

NO

BODY OVERSEEING THE CHAMBER OF COMMERCE'S SYSTEM

Ministry of Development and Competitiveness

TOTAL NUMBER OF MEMBERS REPRESENTED BY THE ORGANIZATION

59 Local Chambers

TYPE OF MEMBERS

Chambers/Public Legal Entities

CONTACT

Address: 6 Akademias str., Athens 106 71-GR

Phone: ++30 210 3387104-6

Fax: ++30 210 3622320

E-mail: theodossopoulou.rania@gmail.com

Website: <http://www.uhc.gr>

STATISTICAL DATA

GREECE

**GDP
(purchasing power parity)**
177.6 billion euros

**GDP
real growth rate**
0.9 %

Agriculture - products
Wheat, corn, barley, sugar
beets, olives, tomatoes, wine,
tobacco, potatoes; beef, dairy
products

Industries
Tourism, food and tobacco
processing, textiles, chemicals,
metal products; mining,
petroleum

**Industrial production
growth rate**
2.8 % (2015)

**Labor force
(employment rate)**
49.4 % (2014)

Budget
Revenues in billion euros
55.603

Expenditures in billion euros
55.705

**Budget surplus (+)
or deficit (-)**
-4.6 % of GDP (2015 est.)

Public debt
194.8 billion euros

Exports
Annual percentage change
0.1 (2015)
58.0 billion euros
32.7% GDP (2014)

Exports - commodities
Agricultural products: 17.1%
Industrial products: 38.4%
Hydrocarbon: 38%
Primary material: 3.8%
Other: 2.1%

**Top 5 export partners
2014**
Turkey: 12.2 %
Italy 9.2%
Germany 6.5%
Cyprus: 4.6%
Bulgaria: 5%
EU: 45.4%

Imports
(2015 est.) -4.0
62.6 billion euros (2014) ,
35.2% GDP

Imports - commodities
Agricultural products: 12.3%
Industrial products: 50.8%
Fuel products: 34.4%
Primary material: 2.5%
Other: 0%

**Top 5 import partners
2014**
Germany: 9.9%
Iraq: 8.4%
Italy: 7.5%
Netherlands: 4.9%
France: 4.5%



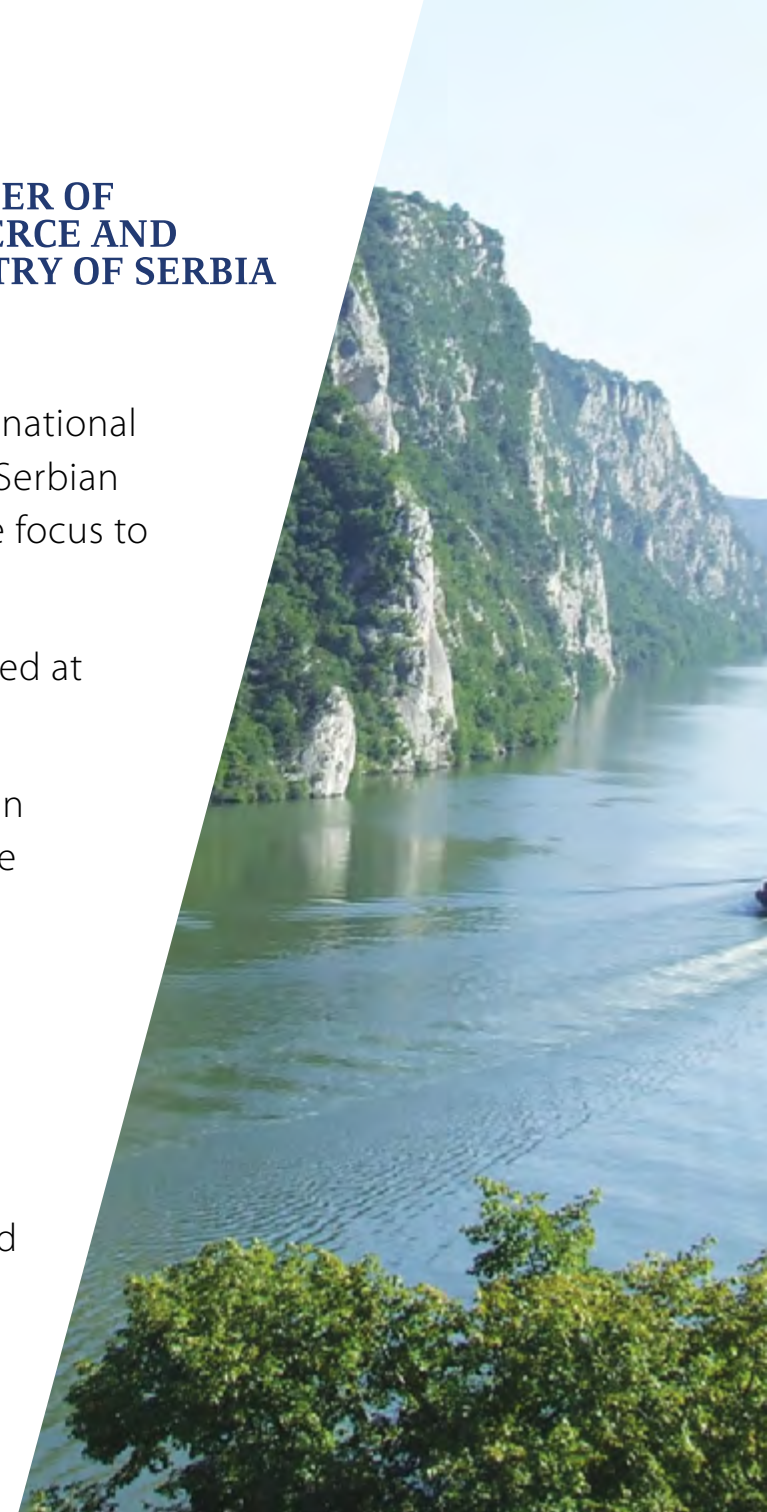
ACTIVITIES UNDERTAKEN BY THE CHAMBER TO STRENGTHEN THE COUNTRY'S COMPETITIVENESS



One of the main objectives of the CCIS in the coming period is to increase the national economy's competitiveness and assist SMEs in accessing foreign markets. The Serbian Government has declared this year a year of entrepreneurship, which shifts the focus to developing SMEs and encouraging entrepreneurship.

The activities of the Chamber of Commerce and Industry of Serbia in 2015 aimed at improving the competitiveness of Serbia's economy

- 1) On 26 November 2015, the Chamber of Commerce and Industry of Serbia, in collaboration with the Ministry of Economy, organized a presentation of the COSME Program, which Serbia has joined.
- 2) Serbian companies in supply chain of German Leonija
The aim is to additionally engage Serbian companies in the supply chain in order to reduce imports of raw materials as much as possible, and to encourage manufacturing in Serbia.
- 3) Panel discussion "Networking the Western Balkans – What Comes Next" held at the European Parliament on 16 November 2015.



Improvements to the transport infrastructure in the Western Balkans are a precondition for easier, faster and more efficient networking among countries, both in the region and with the EU. This also plays a role in strengthening competitiveness and readiness for the EU, and in this respect it is important to implement targeted projects to enable the envisaged development.

4) CIF – a strong supporter of the Region’s economic integration.

The Western Balkans Chamber Investment Forum (WB CIF) is one of the projects supporting the economy and strengthening economic cooperation in the Region. The intention is to focus on development of regional competitiveness through joint activities, cooperation and harmonized activities of the relevant chambers of commerce.

5) The first Convention of the Senate of Economy of Serbia was held on 14 November 2015.

The primary aim of the Senate is to gather good-standing companies aspiring to enter in and export to foreign markets. The Senate is oriented towards small and medium-sized enterprises.

6) Fourth Belgrade Venture Forum – the biggest investment and innovation forum in South Eastern Europe, held on 12 November 2015 in Belgrade

The Forum is a pioneering attempt at assisting small profitable companies in terms of

providing funds for their development and growth in a different way than the traditional funding from banks

- 7) Serbian – Italian Business Forum “Investing in Serbia - Opportunities, Regulations and Regional Potential” held on 12 November 2015 at the Chamber of Commerce and Industry.
- 8) Investments and Development Conference “Srebrenica 2015” held on 11 November 2015 in Srebrenica.
- 9) The opportunities for cooperation between the economies of Serbia and Saratov Oblast in Russia were presented at a conference held on 9 November 2015 in CCIS.
- 10) 10th Conference of Businesspeople and Scientists – SPIN ‘15 - Two-day conference “Innovative Solutions of Operational Management to Revitalize Serbia’s Economy”.
- 11) Implementation of the EBRD Program – Initiative for improving the investment climate and promoting good governance in Serbia as well as new opportunities for strengthening the dialogue between the public and private sectors.

12) Russia – Serbia Business Council

13) Project: EASYCONNECTING

The Chamber of Commerce and Industry of Serbia, as partner to the project “EASYCONNECTING”, organized the conference “Innovative Transport Solutions in the Region, Competence Improvement and Capacity Building” with a view to consider the development of intermodal transport, development of competences, and capacity building in the field of transport and logistics.

14) Workshops at the regional chambers of commerce.

The goal of the workshops held October - December 2015 in the regional chambers of commerce was to improve the business climate, boost the domestic economy’s competitiveness and efficiency and give support to SMEs.

15) Third EUROMED Invest Academy “Cooperation – Complementarity between South Mediterranean Region and the Western Balkans”

16) Seminars entitled “International Business Development” organized by CCIS and DIHK - CEFTA partnership. The focus of the seminars was to improve the success of Serbian businesspeople accessing international markets by improving the level of coordination in such ventures.

CHAMBER OF COMMERCE AND INDUSTRY OF SERBIA

COUNTRY NAME

SERBIA

CHAMBER NAME

CHAMBER OF COMMERCE AND
INDUSTRY OF SERBIA

MEMBER OF EUROCHAMBRES

YES

ORGANISATION AT LOCAL LEVEL

YES

DECISION-MAKING BODIES AND MANDATE

Assembly
Management Board
Supervisory Board
President
Mandate is up to four years and it may
be renewable once.

ACTIVITIES

The Chamber of Commerce and
Industry of Serbia is an independent,
non-governmental, expertise- and
interest-based association of legal
entities and individuals who work in a
registered economic sector.

REPRESENTATION

The CCIS represents the interests of
the economy before the Government
and other public bodies and
institutions.

INTERNATIONALISATION

The CCIS improves the economic

cooperation with foreign partners,
promotes Serbia as a good
investment destination, and promotes
the Serbian economy in the country,
the region and the world.

SUPPORT

The CCIS supports local and foreign
companies by provision of services,
mediation, counseling and business
intelligence.

BUSINESS EDUCATION

The CCIS provides business education
so as to improve the knowledge and
skills of employees and managers,
to build capacity and to strengthen
the competitiveness of the domestic
economy in the EU accession process.

PERFORMED UNDER GOVERNMENT MANDATE

(*Tasks exclusive to chambers)

INQUIRY INTO THE REGISTER OF
CERTIFIED COMPANIES
Providing information on companies
that have a certified management
system in line with international
standards (ISO, HACCP, OHSAS etc.)
- ISSUING QUALIFIED ELECTRONIC
CERTIFICATES
- IMPORT AND EXPORT DOCUMENTS
- Certificate of origin
- A certificate of origin for EU tenders
- Certificate of origin Form A
- Certificate of origin of goods from
third countries
- Certificates of export of goods after

inward processing

- Certificate force majeure
- EUCs
- Certificate in connection with
information kept in CCIS records;
- Certification of import-export
documents
- Certification of invitation letters for
issuing Serbian business visas

FINANCING (% of total revenue)

Membership fees - 49%
Revenue from services - 51%

MOST RECENT LEGISLATIVE BASIS FOR CHAMBERS OF COMMERCE

(adopted by Parliament)*
Law on Chambers of Commerce
(Official Gazette of the RS No.
112/2015)

DO YOU PARTICIPATE IN THE TRIPARTITE SOCIAL DIALOGUE AT NATIONAL LEVEL?

NO

BODY OVERSEEING THE CCI OF SERBIA'S SYSTEM

The Supervisory Board of the
Chamber is a regulatory body
guaranteeing that the Chamber's
operations are within the legal
framework, that the Statute is fully
implemented, and that other general
acts of the Chamber are observed. It
controls the budget of the Chamber
and its professional departments.

TYPE OF AFFILIATION

Voluntarily – currently
Obligatory* - from 1 January 2017

TOTAL NUMBER OF MEMBERS REPRESENTED BY THE ORGANIZATION

120,000 (as of 1 January 2017)

SIZE OF MEMBER ENTERPRISES

Small: 98.3%
Medium: 1.2%
Large: 0.5%

QUALITY STANDARDS

SPRS ISO 9001:2008
SPRS ISO 9000:2007
SPRS ISO 10013:2002

ASSOCIATION

CCIS is member of the ICC,
Eurochambres, ASCAME, BSEC, Forum
of Adriatic and Ionian Chambers of
Commerce, etc.

LOCAL CHAMBERS

2 - Provincial Chambers
1 - City Chamber
16 - Regional Chambers

CONTACT

Address: Resavska 15, 11000 Belgrade,
Serbia
Phone: +381 11 3300-900
Fax: +381 11 3230-949
E-mail: kabinet@pks.rs; bis@pks.rs
Website: www.pks.rs

STATISTICAL DATA

REPUBLIC OF SERBIA

GDP

(purchasing power parity)

44,143.1 million US\$ (2014)*

GDP - real growth rate

0.8% (2015 est.)*

GDP - per capita (PPP)

6,190.00 US\$ (2014)*

Agriculture - products

(2014.)

Cereal – 28%,
Vegetables & Fruits – 27%,
Beverages – 8%,
Sugar – 6%,
Tobacco – 6%,
Meat-5%,
Dairy products 4%,
Other – 16%

Industries

Sectors: Electricity, gas, steam and air conditioning supply;
Mining; Manufacturing

Industrial production growth rate

7.9% (2015 est.)*

Labor force

1,697,686 number of employed persons* (2014 est.)

Budget

1,647 billion RSD -
revenues – 39.8% GDP
1,811 billion RSD -
expenditures - 43.8 GDP
(2015 est.)

Taxes and other revenues

Direct taxes – 46.3%,
Indirect taxes – 40.6 %,
Non-tax revenue 13.1% of GDP
(2015 est.)

Budget surplus (+) or deficit (-)

-4.1% % of GDP (2015 est.)

Public debt

75.5 % of GDP (Nov. 2015 est.)***
70.4 % of GDP (2014 est.)

Inflation rate (consumer prices)

1.6% (2015 est.)
1.7% (2014 est.)

Exports

12,308.5 million US\$ (2015 est.)*
13,659.6 million US\$ (2014 est.)*

Exports - commodities

Vehicles, electrical machinery and equipment, fruit and vegetables, cereals and products from them and non-ferrous metals*

Top 5 export partners

% (Jan-Nov 2015)*
Italy (16.4%), Germany (12.6%),
Bosnia & Herzegovina (8.8%),
Romania (5.7%) and Russian Federation (5.3%)

Imports

16,599.5 million US\$ (2015 est.)*
18,857.3 million US\$ (2014 est.)*

Imports - commodities

Vehicles, petroleum and petroleum products, electrical machinery and equipment, industrial machines for general use and natural gas*

Top 5 import partners

% (Jan-Nov 2015)*
Germany (12.4%), Italy (10.6%),
Russian Federation (9.9%), PR
China (8.4%) and Hungary (4.8%).

Debt - external

22.76 billion euros**
(31 December 2014 est.)

Stock of foreign direct investments - at home

1,231.4 million euros **
(31 December 2014 est.)

Stock of foreign direct investments - abroad

246 million euro
(31 December 2014 est.)

*Source: Republic Statistic Office RS

** Source: Ministry of Finance RS

*** Source: www.javnidug.gov.rs

ACTIVITIES UNDERTAKEN BY THE CHAMBER TO STRENGTHEN THE COUNTRY'S COMPETITIVENESS



CYPRUS
CHAMBER OF
COMMERCE AND
INDUSTRY

In 2015, our Chamber engaged in many activities in the area of improving the competitiveness of our national economy.

- We have provided concrete proposals for reforms in the public sector so that bureaucracy is reduced.
- We have provided concrete proposals for the simplification of the regulatory environment, making it more business friendly.
- We have actively supported the privatization process of the semi-governmental organizations such as the Electricity Authority, the Ports Authority and the Telecommunications Authority.
- We actively support the introduction of incentives for the industry, aiming at increased usage of modern technology and higher investments in research and innovation.



- We submitted concrete proposals on upgrading our tourism sector and increasing its competitiveness.
- We submitted concrete proposals for the better functioning of the banking sector.

These activities address defects detected in the findings of the World Economic Forum's Global Competitiveness Reports 2014-2015 and 2015-2016, where the main competitiveness problems of Cyprus were identified to be:

- The macroeconomic environment;
- Technological readiness;
- Financial market development;
- Access to financing;
- Inefficient government bureaucracy.

CYPRUS CHAMBER OF COMMERCE AND INDUSTRY

COUNTRY NAME

CYPRUS

FINANCING (*% of total revenue*)

25%

TOTAL NUMBER OF MEMBERS REPRESENTED BY THE ORGANIZATION

8,000

QUALITY STANDARDS

IIP

CHAMBER NAME

CYPRUS CHAMBER OF
COMMERCE
AND INDUSTRY

MOST RECENT LEGISLATIVE BASIS FOR CHAMBERS

(adopted by Parliament)*

LAW REGULATING THE
ESTABLISHMENT AND
OPERATION OF CHAMBERS OF
COMMERCE AND INDUSTRY
(No. 56 of 1968)

TYPE OF MEMBERS

ENTERPRISES FROM ALL
SECTORS OF ECONOMIC
ACTIVITY AND OF ALL LEGAL
FORMS

ASSOCIATION

MEMBER OF EUROCHAMBRES,
INTERNATIONAL CHAMBER
OF COMMERCE, UEAPME,
EUROCOMMERCE, ASCAME,
ABC

MEMBER OF EUROCHAMBRES

YES

ORGANISATION AT LOCAL LEVEL

YES

DO YOU PARTICIPATE IN THE TRIPARTITE SOCIAL DIALOGUE AT NATIONAL LEVEL?

YES

MEMBERSHIP INFO

Size of member enterprises

Small: 92.0%

Medium: 6.8%

Large: 1.2%

LOCAL CHAMBERS

5

DECISION-MAKING BODIES AND MANDATE

- EXECUTIVE COMMITTEE
- COUNCIL

CONTACT

Address: 38, GRIVAS DIGENIS
AVE. & 3, DELIGIORGIS STR,
P.O.BOX: 21455, 1509 NICOSIA
Phone: +00357 22889840

Fax: +357 22668630

E-mail: leonidap@ccci.org.cy

Website: www.ccci.org.cy

ACTIVITIES PERFORMED UNDER GOVERNMENT MANDATE

*(*Tasks exclusive to Chambers)*

- ISSUING OF CERTIFICATES OF
ORIGIN AND CERTIFICATION OF
TRADE DOCUMENTS

BODY OVERSEEING THE CHAMBER OF COMMERCE'S SYSTEM

MINISTRY OF ENERGY,
COMMERCE, INDUSTRY AND
TOURISM

Sector of member enterprises

Commerce 30%

Industry 28%

Services 40%

Agriculture 1%

Crafts 1%

Other %

STATISTICAL DATA

REPUBLIC OF CYPRUS

GDP

(purchasing power parity)

19.4 billion EUR (2015 est.)

GDP - real growth rate

1.5% (2015 est.)

GDP - per capita (PPP)

22700 EUR (2015 est.)

Agriculture - products

POTATOES, CITRUS FRUITS,
GRAPES, VEGETABLES

Industries

PHARMACEUTICALS, FOOD,
BEVERAGES, CHEMICALS,
MINERAL PRODUCTS,
MACHINERY, EQUIPMENT

Industrial production growth rate

3% (2015 est.)

Labor force

358,000 (2015 est.)

Labor force - by occupation

3.6% agriculture

16.3% industry

80.1% services

(2014)

Budget

Revenues: 6.86 billion EUR

Expenditure: 6.93 billion EUR

(2015 est.)

Taxes and other revenues

39% of GDP (2015 est.)

Budget

surplus (+) or deficit (-)

-0.7% of GDP (2015 est.)

Public debt

106.7% of GDP (2015 est.)

108.2% of GDP (2014 est.)

Inflation rate (consumer prices)

-1.6% (2015 est.)

-0.3% (2014 est.)

Exports

1.7 billion EUR (2015 est.)

1.4 billion EUR (2014 est.)

Exports - commodities

PHARMACEUTICALS,
MINERALS, DAIRY PRODUCTS,
VEGETABLES, MACHINERY AND
EQUIPMENT

Top 5 Export - partners (2014)

GREECE 15.4%

U.K. 9.6%

ISRAEL 5.4%

CHINA 2.7%

GERMANY 2.6%

Imports

5.1 billion EUR (2015 est.)

5.1 billion EUR (2014 est.)

Imports - commodities

MINERALS, MACHINERY
AND EQUIPMENT, VEHICLES,
PHARMACEUTICALS,
CLOTHING, PLASTICS

Top 5 Import - partners (2014)

GREECE 23.6%

ISRAEL 9.5%

U.K. 7.3%

ITALY 7.1%

GERMANY 7.0%

Debt - external

18.8 billion EUR

(31 December 2014 est.)

Stock of foreign direct investment - at home

50 billion EUR

(31 December 2014 est.)

Stock of foreign direct investment - abroad

35 billion EUR

(31 December 2014 est.)

ACTIVITIES UNDERTAKEN BY THE CHAMBER TO STRENGTHEN THE COUNTRY'S COMPETITIVENESS



2. ADRIATInn Project (An Adriatic Network for Advancing Research Development and Innovation towards the Creation of new Policies for Sustainable Competitiveness and Technological Capacity of SMEs)

The CEM is implementing the ADRIATInn Project (IPA Program) that aims to increase the competitiveness of SMEs in the Adriatic area (e.g. to help them maintain the market share they currently hold) and bolster their expansion capacity (e.g. to expand their businesses and



The Chamber of Economy of Montenegro is very active in all areas that show potential to improve the competitiveness of companies in Montenegro, especially of SMEs.

1. Web portal: www.licence.me

The Chamber established the e-licence portal, which contains the complete set of information about responsibilities, costs, deadlines, and other information necessary for obtaining permits, approvals and documents of similar nature.



penetrate new markets) via a cross-border system that fosters ICT adoption, innovation and specialization.

Innovation and networking are key factors in sustainable SME growth, which in turn leads to overall economic improvement in the EU. The consortium is built around this rationale: Commercial chambers are organizations that lobby for, represent and host SMEs, enabling them to network; prominent R&D institutes help SMEs to address their needs and assist them in producing

innovative products and services; regional governments formulate policies and strategies for supporting sector-based innovation and networking, and explore funding and financing tools to that end.

3. Participation in the processes of adopting legislation favorable to the business community of Montenegro, namely:

3.1 Law on Consumer Protection - in order to create conditions for smooth trade and uninterrupted economic activities, as well as seamless functioning of the market, the Chamber of Economy of Montenegro proposed some amendments to the Law on Consumer Protection tackling the impracticability of several articles. The suggestions were accepted and translated into amendments to the Law by the Parliament of Montenegro.

3.2 Law on Road Transport - Transport operators initiated amendments aimed at eliminating the informal economy in this area

of business. The modifications were successful in their intended purpose to a substantial degree. The text of the Law has been improved so as to achieve compliance with the EU acquis.

3.3 Law on Foreigners - from June to November, a section of the Law on Foreigners was not applied due to the needs of the Tourism Board within the Chamber of Economy of Montenegro. There is an ongoing process to amend the Law, so as to remove the existing delays in the process of issuing residence permits to foreigners in a procedure led by the Employment Agency.

3.4 Law on Tourism – The amendments to this Law should simplify the procedures for registration of and records-keeping for tourism services and facilities, remove barriers stemming from insufficient planning documents, and propose fiscal relief measures aiming to reduce the informal economy. This would improve the supply of tourism products and offers, and increase the overall level of employment

population in this sector.

3.5 Labor Law – A process of drafting a new Labor Law has been launched in order to create conditions for greater labor market flexibility. The existing Law entails complex procedures and paperwork, which present a significant barrier to businesses and mostly affect hard-working and responsible employees. There is an evident need for general reforms in the labor legislation, as well as labor market liberalization. In addition to labor costs, the rigid labor legislation or high level of legal protection of employees have been pointed out as the most frequent obstacles to employment.

3.6 Bankruptcy Law - Uniform and duly settlement of debts to bankruptcy creditors and creating conditions for business entities recovery. Proceedings conducted in line with the adequate regulations are one of the key requirements for efficient bankruptcy proceedings regulated under the Bankruptcy Law. The proposals are currently being

discussed in Parliament in the form of amendments.

As it is stated in the explanation, one of the reasons for amending this Law, apart from improving the efficiency indicators in bankruptcy proceedings, has been the intention to overcome the current understanding of bankruptcy as the inevitable collapse of a business, as well as to encourage entrepreneurs to think of bankruptcy in due time as another way of solving financial problems.

3.7 Administrative fees - Entrepreneurs point to rather high, unrealistic charges for obtaining permits, decisions and other documents, prescribed by the Law on Administrative Fees.

E.g.: The fee for issuing a decision on meeting the veterinary conditions needed for export is 100 euros, upon imports of goods.

COUNTRY NAME

MONTENEGRO

CHAMBER NAME

CHAMBER OF ECONOMY OF MONTENEGRO

MEMBER OF EUROCHAMBRES

YES

ORGANISATION AT LOCAL LEVEL

One-chamber system

DECISION-MAKING BODIES AND MANDATE

The bodies of the Chamber are: Assembly, Management Board, Supervisory Board and President of the Chamber.

The Chamber has additional forms of organization to undertake different activities. These include associations, boards, groups, communities, offices abroad, consortiums and organizations which specialize in providing professional assistance and business services.

ACTIVITIES

The CEM is a business association where membership of all active business entities in Montenegro, including banks and other financial and insurance organizations, is mandatory. The CEM is a meeting point to create economic policies encouraging an entrepreneurial mindset and business success among domestic companies. The Chamber represents the business community's interests by approaching government bodies with legal initiatives and remains committed to introducing standards that improve the companies' competitiveness. The CEM is actively

engaged in the process of adoption of EU's *acquis communautaire* and participates in the working groups responsible for the business environment regulations.

PERFORMED UNDER GOVERNMENT MANDATE

(*Tasks exclusive to chambers)

Issuing of:

- Certificate of Domestic Origin;
- Certificate of Third Countries Origin;
- End-user Certificate for Imported Goods;
- Certificate of Force Majeure;
- TIR Carnets;
- ATA Carnets.

FINANCING (% of total revenue)

Membership fee, international projects, services.

Most recent legislative basis for chambers of commerce (adopted by Parliament*)

Law on Chamber of Economy of Montenegro (1998.)

DO YOU PARTICIPATE IN THE TRIPARTITE SOCIAL DIALOGUE AT NATIONAL LEVEL?

NO

BODY OVERSEEING CCM'S SYSTEM

Assembly, Management Board, Supervisory Board

TYPE OF AFFILIATION

Mandatory

TOTAL NUMBER OF MEMBERS REPRESENTED BY THE ORGANIZATION

15,000 – 20,000

SIZE OF MEMBER ENTERPRISES

Micro: 91.8%

Small: 6.9%

Medium: 1.1%

Large: 0.2 %

SECTOR OF MEMBER ENTERPRISES

Commerce 52 %

Construction 14 %

Industry 12 %

Transportation 6%

IT 3%

Agriculture 2%

Other 2%

QUALITY STANDARDS - ISO 9001

ASSOCIATION

International Chamber of Commerce – ICC – WCF, Association of European Chambers of Commerce and Industry – Eurochambres, Association of Balkan Chambers – ABC, Forum of the Chambers of Commerce of the Adriatic and Ionian Area, Association of the Mediterranean Chambers of Commerce – ASCAME, International Federation of Freight Forwarders Associations – FIATA, International Road Transport Union – IRU

CONTACT

Address: Novaka Miloševa 29/II

Phone: +382 20 230 - 545

Fax: +382 20 230 - 493

E-mail: pkcg@pkcg.org

Website: privrednakomora.me

STATISTICAL DATA

MONTENEGRO

GDP (purchasing power parity)
3.9975 billion US\$ (2015 est.)

GDP real growth rate
3.5% (2015 est.)

GDP - per capita (PPP)
4951 US\$ (2014 est.)

Agriculture - products
Fruits and vegetables
Meat and meat products
Milk and dairy products

Industries
Mining and quarrying
Processing industry
Electricity, gas and steam

Industrial production growth rate
9.6% (2015 est.)

Labor force
216300 number of employed persons (2015 est.)

Labor force - by occupation
5.7% agriculture
17.6% industry
76.8% services (2014)

Budget (2015 est.)
1.4432 Revenues in billion US\$
1.6984 Expenditures in billion US\$

Budget surplus (+) or deficit (-)
-6.9% of GDP (2015 est.)

Public debt
59.6% of GDP (2015 est.)
58.1% of GDP (2014 est.)

Inflation rate (consumer prices)
1.5% (2015 est.)
-0.8% (2014 est.)

Exports
0.2383 billion US\$ (2015 est.)
0.2620 billion US\$ (2014 est.)

Exports - commodities
Aluminum and aluminum products;
Mineral fuels and oils;
Wood and wood products;
Iron and steel;
Ore;
Beverages;
Machinery and mechanical appliances;
Pharmaceutical products;
Meat;
Copper and copper products.

Top 5 export partners
Serbia - 21.5%
Italy - 15.8%
Bosnia and Herzegovina - 10.6%
Kosovo - 6.3%
Germany - 5.1% (2015)

Imports
1.6699 US\$ billion (2015 est.)
1.4471 US\$ billion (2014 est.)

Imports - commodities
Mineral fuels and oils;
Machinery and mechanical appliances;
Electrical machinery and equipment;
Vehicles, parts, equipment;
Meat;
Furniture and equipment;
Pharmaceutical products;
Beverages;
Plastics;
Iron and steel products.

Top 5 import partners
Serbia - 28.0%
China - 10.4%
Bosnia and Herzegovina - 6.8%
Greece - 6.6%
Italy - 6.5% (2015)

Debt - external
2.3572 US\$ billion (2015 est.)

Stock of foreign direct investment - at home
0.5335 US\$ billion
(31 December 2014 est.)

Stock of foreign direct investment - abroad
0.0070 US\$ billion
(31 December 2014 est.)



ACTIVITIES UNDERTAKEN BY THE CHAMBER TO STRENGTHEN THE COUNTRY'S COMPETITIVENESS



FOREIGN TRADE CHAMBER OF BOSNIA AND HERZEGOVINA



On 02 June 2015, a conference entitled: "Improving the business climate and promoting foreign trade" was organized. The event was attended by ministers of competent public bodies, representatives of the EU delegation in B&H, administrative bodies,



The associations, groups and boards within the Chamber detect systemic problems in a given industry, and report and inform competent public bodies of Bosnia and Herzegovina about the identified issues.



agencies, institutions and numerous businesspeople.

- Considerable attention is paid to the following systemic measures: Harmonization of national regulations with the EU acquis; development of a strategy to enhance key sectors in the

economy; unburdening and assisting the economy by removing certain fiscal and quasi-fiscal charges; legal introduction of a faster and more efficient mechanism for collection of payments pursuant to a court decision; extending the export support and promotion system; promotion and enhanced application of regulations granting continuous and intensive activities of tax and inspection bodies; adjusting the education system to the labor market demand; inadequate dynamic of adoption and low implementation level of technical regulations - the significance of continuing the process of transposition of EU directives in the field of industrial production; establishing and enabling laboratories to perform tests needed for examination and certification of products; continuing the activities undertaken to harmonize national standards to EU standards and implement them as such, and providing export licences for products of animal origin to be exported to EU markets.

- The Chamber, via its associations, is actively engaged in addressing demands voiced by businesses, including


requests for adoption of bylaws (decisions, regulations etc.) to simplify operations in a given industry. So far, around 15 initiatives have been sent.

- Together with the Ministry of Foreign Trade and Economic Relations, the Chamber took part in the process for approving the export of heat-treated milk and dairy products from 4 dairy companies of B&H to the EU.

- Renewing and extending the Decision on cancelling customs duties on imported raw materials, a step of paramount importance to the metals, textile and food industries; The Chamber took into account the requirements voiced by businesspeople and incorporated most of the needed raw materials in the new draft-Decision.

- The project "Implementing BAS EN ISO 3834 in companies of the metals industry", financially supported by USAID Sida GOLD project, was



The background of the page is a scenic landscape featuring a calm lake reflecting the surrounding green hills and a clear blue sky. A wooden dock extends into the water on the right side. The text is overlaid on a yellow, trapezoidal shape that points towards the top right.


officially launched. The project is expected to boost exports and the rate of employment in the metals industry. The activities under this grant aim to encourage exports from ten enterprises working in B&H's metals sector by way of providing support in the implementation of quality and safety standards via ISO 3832. Implementing ISO 3834 certification in the welding process is a precondition for exports from companies in the metals sector.

- The project "My Product" was successfully realized. The project included publication of a bulletin every Thursday, which presented companies in line with a recommendation issued by the Foreign Trade Chamber of Bosnia and Herzegovina.

- A large portion of the activities were focused on assisting companies that faced non-tariff barriers to trade under the CEFTA agreement, especially those coming from the agriculture and food industry.

- Under the competence of relevant ministries of Turkey, Serbia and Bosnia and Herzegovina, a trilateral business forum was organized, attended by over 100 companies from the three countries. Three sessions on energy, construction industry, and agriculture and food industry were held within the forum.

- Regional connections among specific economic sectors were established, including the construction industry and other specific-purpose industries, so as to consolidate overall supply and boost competitiveness.



- The project “CE Marking - A passport for export-oriented companies in B&H” was launched. It will be implemented in the course of 2015 and 2016 and is envisaged to provide consulting and financial support for introducing the CE marking in 5 companies in B&H.

- The Chamber of B&H and the Ministry of Foreign Trade and Economic Relations of B&H signed a protocol on allocating funds for trade fairs and other promotional activities for the B&H economy organized abroad.

- The “Fairs Fund” has been established. The Chamber of B&H launched an initiative to establish a special fund designated to support trade fairs and other events organized in targeted markets, where the Chamber has established or is planning to establish cooperation. The project is organized in association with USAID’s Sida Firma project. This fund is open to international donors as well.



COUNTRY NAME

BOSNIA AND HERZEGOVINA

CHAMBER NAME

FOREIGN TRADE CHAMBER OF BOSNIA AND
HERZEGOVINA

MEMBER OF EUROCHAMBRES

Yes

ORGANISATION AT LOCAL LEVEL

Yes

DECISION-MAKING BODIES AND MANDATE

- Assembly
- Management Board
- Supervisory Board
- President and Vice-Presidents
(four-year mandate)

ACTIVITIES

The Chamber's activities are focused on developing and improving B&H's international economic relations, including partnerships and representation of members' interests before competent bodies in B&H and in relevant associations abroad.

PERFORMED UNDER GOVERNMENT MANDATE

(*Tasks exclusive to chambers)

- a) Expertise- and operations-related support to companies wishing to obtain a final approval to perform international work assignments in line with inter-state agreements of B&H and the guidelines provided by the Ministry of Foreign

Trade and Economic Relations of B&H.

b) Issuing certificates of origin of goods under the General System of Preferences (GSP) – Certificate of Origin 'Form A'; certificate of origin for goods under non-preferential treatment, in line with agreements signed with competent institutions of Bosnia and Herzegovina.

c) Performing of tasks under competences granted by the Council of Ministers of Bosnia and Herzegovina or by other competent institutions of Bosnia and Herzegovina based on the Convention on Temporary Import (ATA carnet) or the Customs Convention on the International Transport of Goods (TIR carnet under TIR Convention).

d) Harmonization of bus timetables at international and inter-entity level.

MOST RECENT LEGISLATIVE BASIS FOR CHAMBERS OF COMMERCE

(adopted by Parliament*)

THE LAW ON FOREIGN TRADE CHAMBER OF
BOSNIA AND HERZEGOVINA

DO YOU PARTICIPATE IN THE TRIPARTITE SOCIAL DIALOGUE AT NATIONAL LEVEL?

No

BODY OVERSEEING THE FTC OF B&H'S SYSTEM

Assembly

TYPE OF AFFILIATION

Mandatory

TOTAL NUMBER OF MEMBERS REPRESENTED BY THE ORGANIZATION

25,000

TYPE OF MEMBERS

Private enterprises

MEMBERSHIP INFO

Website, Bulletin Infokom, e-news

SIZE OF MEMBER ENTERPRISES

Mostly small and medium enterprises

QUALITY STANDARDS

ISO 9001

ISO 14001

ASSOCIATION

ICC, ABC, ICCIA (as observer)

LOCAL CHAMBERS

Chamber of Commerce and Industry of Republic of Srpska, Chamber of Economy of the Federation of Bosnia, and Chamber of Commerce of Brčko District

CONTACT

Address: Branislava Đurđeva 10

71 000 Sarajevo

Phone: +387 33 566 222

Fax: +387 33 214 292

Website: www.komorabih.ba

STATISTICAL DATA

BOSNIA AND HERZEGOVINA

GDP (purchasing power parity)

29,054 million BAM (2015 est.)

GDP - real growth rate

0.10 %

GDP - per capita (PPP)

9,515.65 US\$

Industries

GDP from Agriculture

784,685 BAM (thousand)

GDP from Construction

288,599 BAM (thousand)

GDP from Manufacturing

819,140 BAM (thousand)

GDP from Mining

1,436,700 BAM (thousand)

GDP from Public Administration

595,804 BAM (thousand)

GDP from Transport

251,161 BAM (thousand)

GDP from Services

1,015,893 BAM (thousand)

GDP from Utilities

70,442 BAM (thousand)

Industrial production growth rate

2.7% (2015 est.)

Labor force

719,175 (November 2015)

Labor force - by occupation

2% agriculture

48% industry

50% services

(2014)

Public debt

30% of GDP (2014 est.)

Inflation rate (consumer prices)

-0.8% (2015 est.)

-0.9% (2014 est.)

Exports

8,987,194,000 BAM (2015 est.)

8,683,780,000 BAM (2014 est.)

Exports – commodities

Customs Tariff: 9401, 7601, 6403,

4407, 2716

Top 5 export partners

Germany 15.49%

Italy 13.45%

Croatia 10.98%

Serbia 9.51%

Austria 8.59%

(2014)

Imports

15,851,692,000 BAM (2015 est.)

16,190,306,000 BAM (2014 est.)

Imports – commodities

Customs Tariff: 2710, 2709, 8703,

3004, 2711

Top 5 import partners

Croatia 15.80%

Serbia 13.85%

Germany 10.43%

Italy 9.65 %

Slovenia 9.41%

(2015)

Debt – external

-7,515,526,000 BAM

(31 December 2014 est.)

Stock of foreign direct investment - at home

739,500,000 BAM

(31 December 2014 est.)

Stock of foreign direct investment – abroad

-

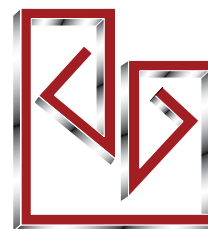
(31 December 2014 est.)

ACTIVITIES UNDERTAKEN BY THE CHAMBER TO STRENGTHEN THE COUNTRY'S COMPETITIVENESS

In 2015, the Economic Chamber of Macedonia undertook a series of activities to promote the competitive advantage of its member companies in several different aspects. These include:

Regulations-related initiatives:

1. Request for further clarification of provisions in the Law on Financial Discipline;
2. Request for amending regulations in the area of mandatory social and health insurance;
3. Remarks and recommendations about the Draft-law amending the Law on Public Procurement and about the current Law on Public Procurement;
4. Initiative for modifying Article 211 of the Law on Enforcement;
5. Initiative for modifying the Law amending the Customs Code;
6. Proposal to develop a program supporting large (leading) companies;



СТОПАНСКА КОМОРА
НА МАКЕДОНИЈА
ECONOMIC CHAMBER
OF MACEDONIA

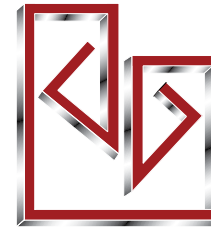
7. Proposal about the Macedonian Bank for Development Promotion (MBDP);
8. Initiative for legal standardization of holding companies;
9. Initiative for amending the Draft-rulebook and tariff schedule for use of copyright on musical works;
10. Initiative for amending the Law on Value Added Tax.


Activities undertaken to encourage competitiveness:

- Meeting of the ABC General Assembly:
"Competitiveness: A precondition for success in global markets, by ensuring micro-competitiveness at entrepreneurial level and business climate favorable to introduction of new products, processes and investments."

- 
- Taking part in activities related to the establishment of the Chamber Investment Forum (CIF) at the Austrian Economic Chambers and in the constitutive session of CIF in Montenegro;
 - Discussion on harmonizing national to European standardization rules and implementation of adopted European standards in the field of metallurgy;
 - Round table: Building mutual trust between foreign investors and local suppliers within the regional supply chains of CEFTA region;
 - Participation in the development of the 2016 Competitiveness Strategy of the Republic of Macedonia;
 - Expert discussion on identifying the generating potentials of leading industrial sectors in the Republic of Macedonia following the example of the base metals industry;
 - Implementation of adopted European standards in the area of equipment and protection systems in the industries for metals and electrical engineering;

- Round table: “Boosting Competitiveness of Industrial Companies by Improving Energy Efficiency”;
- Discussion and remarks on the Draft-law on Energy;
- Request for lower customs duties on raw materials imported from non-EU countries;
- Support to the Eurocodes implementation process: Macedonian engineers should be more actively involved in international projects;
- Cooperation of Regional Chambers of Bitola and Prilep with the Fund for Innovations and Technology Development - funding opportunities and grants for startups, spinoffs and innovations;
- Trilateral Cooperation Memorandum: Bitola, Prilep Regional Chambers and the Center for Development of the Pelagonija Planning Region embark on a joint effort to encourage the region’s development.
- Regional Chamber in Bitola, the local Economic Development Sector of Bitola Municipality, the Ministry of Labor and Social Policy, the Employment Service Agency and NECC partake in the Forum of Employers regarding the Operational Plan for Services on the Labor Market and Active Employment Measures;




СТОПАНСКА КОМОРА
НА МАКЕДОНИЈА
ECONOMIC CHAMBER
OF MACEDONIA

- Workshop on the Erasmus + Program for the business community, organized as a collaborative event among the National Agency for European Education Programs and Mobility, the Regional Chamber in Bitola, and the Municipality of Bitola.
- Meeting at the Regional Chamber in Ohrid on Proposed activities for bolstering regional competitiveness of the Ohrid Region;
- Meeting of the Regional Chamber in Prilep, the Mayor of the Municipality and Deputy PM Zoran Stavreski - building infrastructure is paramount to improving the region's competitiveness;
- Regional Chamber in Prilep and the Customs Administration hold a working meeting: Facilitating the flow of goods on border checkpoints and customs offices.

Higher Competitiveness via Internationalization of the Economy

- Agreement on cooperation among construction associations within the chambers of commerce of Macedonia, Serbia, Croatia and B&H - developing ties and encouraging joint bids for tenders;
- The First Meeting of Balkan Chambers of Commerce took place in Florina, organized in association with the Union of Greek Chambers of Commerce and Industry: Opening markets and creating better conditions for cooperation;
- Working meeting with Port of Durrës, Republic of Albania - alternative and cheaper transport of goods to create competitive prices in international markets;
- Establishment of the Macedonia-Poland Business Club - intensifying economic ties;
- Business Forum for textile and leather companies from Macedonia and Serbia encouraging joint access to markets of third countries;



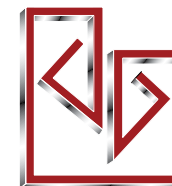


- Participation in conference about the EU's 2014-2020 program, together with the Chamber of Commerce of Florina, Republic of Greece;
- Meetings between the Chambers of Bitola and Florina - cooperation between Athens-based enterprise Greek Products and food companies in the district of Bitola for joint approach to the Saudi Arabia market;
- Seminar with representatives from Illinois, USA, on business ethics and moral, helping companies from the district of Prilep introduce new methods of operation and become more competitive on the market;
- Several working visits and business meetings of businesspeople from the Pelagonija region with companies from Albania, Bulgaria, Greece and Australia.

Project-related Activities and Education

Companies were provided with trainings for the EC programs, which placed the emphasis on enhancing competitiveness and innovation. The priorities set in the Europe 2020 Strategy were another important point, whose implementation is supported with grants of the framework programs COSME and HORIZON 2020. Four trainings and direct visits to companies were organized, promoting the European SME competitiveness programs. This encouraged four companies to use their own project ideas and apply for funding. In terms of investments in and development of human resources, the Chamber, via the Business Center for Training and Education, organized occupational trainings for the jobs: accounting clerk, tailor in the clothing industry, and tourism and travel agent.

ECONOMIC CHAMBER OF MACEDONIA



СТОПАНСКА КОМОРА
НА МАКЕДОНИЈА
ECONOMIC CHAMBER
OF MACEDONIA

COUNTRY NAME
REPUBLIC OF MACEDONIA

CHAMBER NAME
ECONOMIC CHAMBER
OF MACEDONIA

**MEMBER OF
EUROCHAMBRES**
YES

**ORGANISATION
AT LOCAL LEVEL**
YES

**DECISION-MAKING BODIES
AND MANDATE**
Assembly, Managing Board,
Supervisory Board and
President (*5-year mandate*)

ACTIVITIES
Represents and protects the
interests of its members

**PERFORMED UNDER
GOVERNMENT MANDATE**
(*Tasks exclusive to chambers)
Certificate of Origin of Goods,
Certificate of Origin Form A –
for preferential treatment of
goods, ATA Carnets

**FINANCING
(% of total revenue)**
45% membership fee,
55% services

**Most recent legislative basis
for chambers of commerce**
(*adopted by Parliament**)
Law on Chambers of
Commerce (Official Gazette of
the Republic of Macedonia No.
17/2011)

**DO YOU PARTICIPATE IN
THE TRIPARTITE SOCIAL
DIALOGUE AT NATIONAL
LEVEL?**
No

**BODY OVERSEEING THE
ECM'S SYSTEM**
Assembly of the Chamber

TYPE OF AFFILIATION
Voluntary membership

**TOTAL NUMBER OF
MEMBERS REPRESENTED BY
THE ORGANIZATION**
15.000

TYPE OF MEMBERS
Companies from all sectors of
economic activity and of all
legal forms

MEMBERSHIP INFO
Website, publications,
newsletter

**SIZE OF MEMBER
ENTERPRISES**
Small: 97%
Medium: 2%
Large: 1%

QUALITY STANDARDS
ISO 9001

ASSOCIATION
International Chamber
of Commerce (ICC),
Eurochambres, Association
of Balkan Chambers, FIATA,
European Banking Federation
(EBF)

LOCAL CHAMBERS
16 Regional Chambers

CONTACT
Address: Dimitrie Cupovski Str.
No. 13 – Skopje, Republic of
Macedonia
Phone: + 389 2 3 244 031,034
Fax: + 389 2 3 244 055
E-mail:
president@mchamber.mk
Website: www.mchamber.mk

STATISTICAL DATA

REPUBLIC OF MACEDONIA

GDP (purchasing power parity)

7.622 billion US\$*
6.851 billion euros
(2015)

GDP - real growth rate

3.7% (2015)*

GDP - per capita (PPP)

5,150 US\$ (2014)

Agriculture - products

Grapes, tobacco, vegetables, fruits, milk, eggs

Industries (2015):

- 14.1% Mining and quarrying; Manufacturing; Electricity, gas, steam and air conditioning supply; Water supply; sewerage, waste management and remediation activities
- 11.3% Construction
- 17.5% Wholesale and retail trade; repair of motor vehicles and motorcycles; Transportation and storage;

Accommodation and food service activities
- 6.9% Agriculture, forestry and fishing

Industrial production growth rate

4.9% (2015)*

Labor force

715,758 (2015)*

Labor force - by occupation

17.6% agriculture
23.1% industry
59.3% services
(2015)

Budget

Revenues 3.012 billion US\$, 2.708 billion euros ***
Expenditures 3.376 billion US\$, 3.034 billion euros ***
(2015)

Taxes and other revenues

27% of GDP (2014)

Budget surplus (+) or deficit (-)

-4.2% of GDP (2014)**
-3.5% of GDP (2015)**

Inflation rate (consumer prices)

-0.3% (2015 est.) **
-0.3% (2014 est.) **

Exports

4.489 billion US\$,
4.051 billion euros
(2015 est.)*
4.933 billion US\$
(2014 est.)*

Exports - commodities

Supported catalysts with precious metal or precious metal compounds as the active substance, ferronickel, ignition wiring sets and other wiring sets used in vehicles, aircraft or ships, iron and steel products (flat-rolled products)*

Top 5 export partners (2015)*

44.3% Germany
6.0% Bulgaria
4.6% Serbia
4.2% Kosovo
4.0% Italy

Imports

6.400 billion US\$,
5.773 billion euros(2015 est.)*
7.276 billion US\$ (2014 est.)*

Imports - commodities

Platinum and platinum alloys, unwrought or in powder form, petroleum oils and oils obtained from bituminous minerals (other than crude), electricity and other metals of the platinum group and alloys thereof, unwrought or in powder form *

Top 5 import partners (2015)*

12.6% Germany
9.7% United Kingdom
7.8% Greece
7.7% Serbia
6.1% China

Stock of foreign direct investment - at home

178.1 million US\$,
157.0 million euros
(2015) **

Stock of direct foreign investment abroad

15.3 million US\$,
13.7 million euros
(2015)**

Source: * State Statistical Office

** National Bank of the Republic of Macedonia

*** Ministry of Finance

ACTIVITIES UNDERTAKEN BY THE CHAMBER TO STRENGTHEN THE COUNTRY'S COMPETITIVENESS

The Bulgarian Chamber of Commerce and Industry (BCCI) streamlined its activities for improving and strengthening the competitiveness of Bulgaria in 2015 in two directions:

A. Measures for improving the conditions for economic development

The BCCI has shown commitment to the following measures:

- Acceleration and improvement of the quality of administrative services through standardization and digitization of documents and procedures;
- Standardization of methodology for preliminary and ongoing regulatory impact assessment of adopted and applicable normative acts;



BULGARIAN CHAMBER OF COMMERCE AND INDUSTRY

- Legislative changes aimed at facilitating the activity of SMEs.

In the course of the year, the BCCI succeeded in defending the interest of its member companies, as a significant number of BCCI's proposals regarding the Labour Code texts were approved and incorporated in the acting legislation. The BCCI, together with other employers' organizations, signaled the prosecutor's office about irregularities in the energy sector in Bulgaria.

B. Measures for optimizing and increasing efficiency of the BCCI's activities in supporting Bulgarian companies.

The BCCI optimized its activities by providing new electronic services to its members. In 2015, the BCCI was officially authorized by ICC Paris to issue

electronic Certificates of Origin. The Chamber updated its mobile application BG BARCODE for providing services facilitating informed choice to consumers.

In the course of the year, the BCCI expanded its activities to increase business entities' awareness of the conditions for applying to projects under EU programs. The Chamber strengthened the competitiveness of companies in the textile sector by organizing a study visit for Bulgarian companies to Austria, Germany and Switzerland under the project "Together on the European market - common opportunities for companies in industry "Textiles and clothes" of cross-border region."

The BCCI participates in the project "Corporate Social Responsibility for All", whose aim is to enhance the capacity of companies in terms of knowledge and human resources, raising CSR awareness among enterprises and providing expertise in social responsibility.

The BCCI supported the competitiveness of its members and improved their credit rating by

providing a new service - the issuance of Excellent SME Certificate (Certificate of Excellence for the small and medium sized enterprises).

The Chamber encouraged Bulgarian enterprises' competitiveness in the internal market by organizing regional exhibitions entitled "Trust Bulgarian Products" in the capital and in several other cities. The exhibitions presented Bulgarian manufacturers and traders supplying high-quality products at good prices in different regions in the country.

Last but not least, we increased entrepreneurs' awareness in the field of business etiquette and business diplomacy by organizing a number of seminars and trainings, business forums and presentations addressed by world-renowned experts in the field of economy, trade, finance, diplomacy and business motivation.



BULGARIAN CHAMBER OF COMMERCE AND INDUSTRY

COUNTRY NAME

REPUBLIC OF BULGARIA

CHAMBER NAME

BULGARIAN CHAMBER OF
COMMERCE AND INDUSTRY

MEMBER OF EUROCHAMBRES

YES since 1996

ORGANISATION AT LOCAL LEVEL

28 regional CCl's

DECISION-MAKING BODIES AND MANDATE

- General Assembly
- Board of Directors
- Executive Council and
President
(5 years mandate)

ACTIVITIES

- Maintaining a voluntary unified
Trade Register of over 53 000
members;
- Registration of trade
representation offices of
foreign entities
- Issuing foreign trade
documents

(ATA carnets - Force majeure
certificates)
- Organizing business meetings,
delegations, company
exchanges, presentations and
providing information about
tenders;

- Publication of information
bulletins and brochures;
- Development and
management of projects
under EU programs and
organization of seminars and
trainings for SMEs;

- Performing analyses of the
financial and economic status
of companies, sectors and
markets;
- Consultations on legal,
financial, tax and customs
matters;

- Marketing researches;
- Translation in over 20
languages, attestation and
legalization of documents;
- Issuing universal electronic
signature;
- Organizing specialized
international and national
exhibitions;
- Representing the GS1 system

of standards;
- Arbitration court for
international and domestic
arbitration cases.

PERFORMED UNDER GOVERNMENT MANDATE

(*Tasks exclusive to Chambers)
- Registration of trade
representation offices of foreign
entities;
- ATA Carnets;
- Representing and defending
the interests of employers.

MOST RECENT LEGISLATIVE BASIS FOR CHAMBERS

(adopted by Parliament*)
Law on NGOs, 5.06.2009, Labour
Code, 19.01.2016

DO YOU PARTICIPATE IN THE TRIPARTITE SOCIAL DIALOGUE AT NATIONAL LEVEL?

YES

TYPE OF AFFILIATION

voluntary

TOTAL NUMBER OF MEMBERS REPRESENTED BY THE ORGANIZATION

53,000

TYPE OF MEMBERS

- SMEs;
- Merchants;
- Regional CCl's;
- Sector-based organizations;
- Business associations;
- Unions and other legal entities;
- Representative offices of
foreign entities.

MEMBERSHIP INFO

Website: www.bcci.bg
Newsletter
Infobusiness:
www.infobusiness.bcci.bg/en
www.infobusiness.bcci.bg
Regular mailing

QUALITY STANDARDS

ISO 9001:2008

ASSOCIATION

- World Trade Centers
Association;
- International Chamber of
Commerce;

- International Organization of
Employers;
- Eurochambres;
- Association of Balkan
Chambers;
- Black Sea Economic
Cooperation Business Council;

LOCAL CHAMBERS

28 in the following cities and
towns: Blagoevgrad, Burgas,
Varna, Veliko Tarnovo, Vidin,
Vratza, Gabrovo, Gotse Delchev,
Dobrich, Kazanlak, Kardjali,
Kjustendil, Lovech, Montana,
Pazardjik, Pernik, Plevan,
Plovdiv, Razgrad, Russe, Silistra,
Sliven, Smolyan, Stara Zagora,
Targovishte, Haskovo, Shumen,
Yambol

CONTACT

Address: 9, Iskar Str., Sofia 1058,
BULGARIA
Phone: +359 811 7400
Fax: +359 2 987 3209
E-mail: bcci@bcci.bg
Website: www.bcci.bg

STATISTICAL DATA

REPUBLIC OF BULGARIA

GDP (purchasing power parity)

132.6 billion current international\$ (2015 est.)

GDP - real growth rate

2.2% (2015 est.)

GDP - per capita (PPP)

18,502 current international\$ (2015 est.)

Agriculture - products

The main crops produced by Bulgaria are wheat, sunflower, corn, rapeseed, and tobacco. Traditionally, the strongest sectors in agriculture are cultivation of wheat and cereals, sunflower and corn, processed products such as different types of flour, refined and crude

sunflower oil, fodder, etc. Dairy products and tobacco are also among the main export-oriented goods.

Regarding the livestock farming sectors that had the highest share in the total production of the sector Agriculture in 2014, are: Production of milk, poultry farming and pig farming.

Industries

The industries that reported largest contribution to the GDP are "Production of food products, beverages and tobacco products"; "Textiles manufacture" and "Manufacture of machinery and equipment".

Industrial production growth rate

3.0% (2015 est.)

Labor force

3,105 thousand employed persons (2015 est.)

Labor force - by occupation

7% Agriculture
30% Industry
63% Services (2014)

Budget

Revenues: 18,253 billion US\$
Expenditures: 19,118 billion US\$ (2015 est.)

Taxes and other revenues

28.7 % of GDP (2015 est.)

Budget surplus (+) or deficit (-)

-2.5% of GDP (2015 est.)

Public debt

28.2% of GDP (2015 est.)
27.0% of GDP (2014 est.)

Inflation rate

(consumer prices)
-1.1 % (2015 est.)
-1.6 % (2014 est.)

Exports

13.255 billion US\$ (2015 est.)
12.259 billion US\$ (2014 est.)

Exports - commodities

The main products in export list of Bulgaria: Petroleum oils, refined and unrefined copper, medicines and wheat (2014)

Top 5 Export - partners

Germany, Turkey, Italy, Romania, Greece – share 45% (2014)

Imports

15.050 billion US\$ (2015 est.)
14.807 billion US\$ (2014 est.)

Imports - commodities

The main products in import list of Bulgaria: Crude petroleum oils, copper ores, petroleum gases, and medicines (2014)

Top 5 Import - partners

Russia, Germany, Italy, China, Turkey - 44% share (2015)

Debt - external

43.626 billion US\$ (31 December 2014 est.)

Stock of foreign direct investment - at home

44.010 billion US\$ (31 December 2014 est.)

Stock of foreign direct investment abroad

3.075 billion US\$ (31 December 2014 est.)

Sources:

- International Monetary Fund
- Eurostat
- Bulgarian National Bank

- Ministry of finance of Republic of Bulgaria
- National Statistical Institute of Republic of Bulgaria
- Calculations of Bulgarian Chamber of Commerce and Industry

Association of Balkan Chambers



Association of
Balkan Chambers

On 21 September, 1994, in Mangalia (Romania), the Foundation Statute of the Association of the Balkan Chambers of Commerce (ABC) was signed. The Association of Balkan Chambers is a non-political, non-profit and non-governmental organization aiming at assisting business activities on the Balkans.

The founding members of the association are national chambers of commerce and unions of chambers of commerce from Albania, Bulgaria, Greece, Macedonia, Romania, Turkey and Yugoslavia (Serbia). They

were later joined by the Cyprus Chamber of Commerce (in 1996), the Foreign Trade Chamber of Bosnia & Herzegovina (in 2003), and the Chamber of Economy of Montenegro (2004).

Priority Objectives

- To develop cooperation among business communities in the Balkan region, as well as with third parties;
- To encourage and support activities aimed at introducing structural changes in the economies of Balkan countries with the view of accession to the EU;
- To initiate and implement global interest projects for the Balkan region;
- To use the Association as a platform for representing the interests of member chambers before international bodies;

- To promote the cooperation among the courts of international commercial arbitration from member states.

The presidency of the Association of Balkan Chambers is chaired by every member country for one year, in alphabetical order, through the member country's national chamber of commerce or union of chambers. The Economic Chamber of Macedonia held the chairmanship of the ABC in 2015.

Working groups

ABC has set up the following working groups:

- Trade and industrial cooperation;
- Transport;
- Infrastructure;
- Informatics working group;
- Finance, banking and insurance;
- Tourism;
- Business legislation;

- Information and marketing;
- E-commerce.

Collaboration at ABC Level

- During the General Assembly of the ABC in November 2007, held in Bucharest (Romania), an Agreement of Cooperation was signed between the ABC and the Business Council of the Black Sea Economic Cooperation Organization (BSEC BC).
- During the General Assembly of the ABC in May 2004, held in Sofia (Bulgaria), an Agreement of Cooperation was signed between the ABC and EUROCHAMBRES.

Today, the ABC has 10 Chamber members from: Turkey, Greece, Serbia, Romania, Cyprus, Montenegro, Bosnia and Herzegovina, Macedonia, Bulgaria, and Albania.

ABC PRESIDENCY

2015

President of the Economic Chamber of Macedonia

Mr. Branko Azeski

2014

President of the Union of Hellenic Chambers of Commerce and Industry

Mr. Constantinos Michalos

2013

Chamber of Economy of Montenegro

Mr. Velimir Mijuskovic

2012

President of the Cyprus Chamber of Commerce and Industry

Mr. Phidias Pilides

2011

President of the Bulgarian Chamber of Commerce and Industry

Mr. Tsvetan Simeonov

2010

President of the Foreign Trade Chamber of Bosnia and Herzegovina

Mr. Veselin Poljasevic

2009

President of the Union of Chambers of Commerce and Industry of Albania

Mr. Ilir Zhilla

2008

President of the Union of Chambers and Commodity Exchanges of Turkey

Mr. Rifat Hisarciklioglu

2007

President of the Chamber of Commerce and Industry of Romania

Mr. Dragos Seuleanu

2006

President of the Economic Chamber of Macedonia

Mr. Branko Azeski

2005

President of the Union of Hellenic Chambers of Commerce and Industry

Mr. George Kassimatis

2004

President of the Bulgarian Chamber of Commerce and Industry

Mr. Bojidar Bojinov

2003

President of the Serbian Economic Chamber

Mr. Radoslav Veselinovich

2002

President of the Union of Chambers of Commerce and Industry of Albania

Mr. Luan Bregasi

2001

President of Cyprus Chamber of Commerce and Industry

Mr. Vassilis Rologis

2000

President of the Union of Commerce, Industry, Maritime Commerce and Commodity Exchange of Turkey

Mr. Fuat Miras

1999

President of CCIR-Bucharest

Mr. George Cojocar

1998

President of the ECM

Mr. Dushan Petreski

1997

President of the UHCC

Mr. Andreas Kyriazis

1996

President of the BCCI

Mr. Bojidar Bojinov

1995

President of the YCCI

Prof. dr. Mihailo Milojevich

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