

Interreg EUROPEAN UNION

Balkan-Mediterranean BALKANMED E-BP

NEWSLETTER No. 3

PROJECT BALKANMED E-BUSINESS PAGES



E-BUSINESS PLATFORM

Six months after the start of the 'BalkanMed e-Business Pages' project, the partner organizations from Bulgaria, Greece, Cyprus, Former Republic of Macedonia and Albania have initiated the development of one of the main project outputs - the bmbpages platform. The platform will enable free registration of companies, business associations, clusters, business support organizations and other interested parties from the BalkanMed eligible area and will offer possibilities for presenting the legal entity and the products/services offered, for posting business cooperation offers and for establishing business partnerships. Through the e-business platform the SMEs from the area will promote their activities, display the fields of cooperation and express the fields of interest. The platform will serve as a mechanism that can

facilitate and encourage the potential investors in business cooperation initiatives, partnerships and joint projects.

The project aims to contribute to increasing the trade balance's figures between the participating countries, where at least 1000 profiles of SMEs in different sectors such as manufacturing, agriculture, tourism, services, IT, especially, export orientated will be part of project e-business platform.

The information about the target group representatives will be collected by researchers in each country from the Balkan-Mediterranean area. The launching of the bmbpages e-platform is scheduled for September, 2018

The new platform will also offer possibilities for interested companies to register themselves even after the project completion and to express their interest for cooperation with other business' partners in the respective regions.

Four analytical tools in support of business competitiveness will also be developed within the project duration and will be freely available to the interested parties in the bmbpages platform. These will include a database analysis covering the export industries for SMEs, existing associations and clusters and possibilities for cooperation; a handbook with good practices from existing clusters and implemented technology transfer examples; a cluster development e-guide and a technology transfer e-guide.

100 representatives of SMEs from the partner countries, registered in the bmbpages platform will have the opportunity to attend one of the project seminars. During these events held in each country from the eligible area, the involved SMEs will be able to make personal contacts with other companies, to discuss issues of common interest and details of possible cooperation, as well as to consult with distinguished speakers.

The developed bmbpages e-platform, tools and events will serve the needs of the business and the local communities in the eligible areas and will foster networking, exchange of knowledge and ideas, cooperation and partnerships in the BalkanMed area. The elaborated platform will result in a better recognition of the registered target group representatives, hence contributing to increased cross-border trade and foreign investment flow to the eligible areas and will serve as an incentive to the development of a joint BalkanMed market. The created tools and organized events within the project will strengthen the capacity of the involved target group representatives leading to reduced costs, improved competitiveness and new business opportunities. And last but not the least, the project implementation will contribute to enhanced understanding and overcoming the sociocultural barriers between the participating countries.

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DATA ON COUNTRIES' TRADE BALANCES

BULGARIA

Trade	Last	Reference	Previous	Range	
Balance of Trade	-562 BGN Million	Nov/17	-145	-1863 : 253	
Exports	4580 BGN Million	Nov/17	4946	608 : 4946	
Imports	5142 BGN Million	Nov/17	5091	824 : 5142	

GREECE

Trade	Last	Reference	Previous	Range	
Balance of Trade	-1466 EUR Million	Nov/17	-2220	-4329 : -717	
Exports	2587 EUR Million	Nov/17	2509	692 : 2766	
Imports	4053 EUR Million	Nov/17	4729	1919 : 6220	

CYPRUS

Trade	Last	Reference	Previous	Range	
Balance of Trade	-776703 EUR Thousand	Nov/17	-702998	-925948 : 1931	
Exports	229708 EUR Thousand	Nov/17	181887	5946 : 411698	
Imports	1006411 EUR Thousand	Nov/17	884885	13481 : 1082134	

FORMER YUGOSLAV REPUBLIC OF MACEDONIA

Trade	Last	Reference	Previous	Range	
Balance of Trade	-257762 USD Thousands	Dec/17	-204827	-310800 : -54372	
Exports	478319 USD Thousands	Dec/17	529551	78768 : 551187	
Imports	736080 USD Thousands	Dec/17	734377	152532 : 736080	

ALBANIA

Trade	Last	Reference	Previous	Range	
Balance of Trade	-38751 ALL Million	Dec/17	-38751	-39313 : -974	
Exports	21971 ALL Million	Dec/17	21971	96.64 : 25387	
Imports	60722 ALL Million	Dec/17	60722	1601 : 60722	

Source: <https://tradingeconomics.com/>

MAIN EXPORT' SECTORS

Bulgaria		
Sections	Exports-Mill. BGN	Imports-Mill. BGN
Food and live animals	4578.8	3804.9
Beverages and tobacco	609.6	651.3
Crude materials, inedible (except fuel)	2700.4	4276.5
Mineral fuel, lubricants and related materials	3431.9	6729.4
Animals and vegetable oils, fats and waxes	462.7	162.2
Chemical and related products	4351.3	7012.1
Manufactured goods classified mainly by material	10457.1	8419.5
Machinery and transport equipment	9386.1	12870.1
Miscellaneous manufactured articles	7435.6	4096.5
Commodities and transactions	118.2	260.5

Cyprus		
Sections	Exports	Imports
Food and live animals	1.319.034	107.178
Beverages and tobacco	70.084	338.276
Textiles and textile articles	9.190	207.560
Mineral products	493.128	1.056.994
Animals and vegetable oils, fats and waxes	3.560	21.984
Products of the chemical or allied industries	252.268	447.488
Plastics and articles thereof ; rubber and articles thereof	16.899	164.011
Vehicles, aircraft, vessels and associated transport equipment	717.553	1.325.389
Miscellaneous manufactured articles	12.001	133.369

Albania		
Sections	Exports Mill. ALL	Imports Mill. ALL
Food , beverages, tobacco	2,561	9,714
Mineral fuels, electricity	3,165	8,565
Chemical and plastic products	323	7,754
Leather and leather manufacturing	267	1,669
Wood manufacturing and paper	838	1,923
Textile and footwear	9,309	7,717
Construction materials and metals	3,691	5,597
Machinery, equipment, spare parts	1,188	14,313
Others	629	3,469

Greece		
Sections	Exports-Mill. Eur	Imports-Mill. Eur
Food and live animals	14,147.5	23,832.1
Beverages and tobacco	3,041.7	4,238.7
Crude materials, inedible, except fuels	372	469.9
Mineral fuels, lubricants, etc.	1,942.8	560.1
Animals and vegetable oils, fats	383.3	159.3
Chemicals and related products	2,037.4	5,621.7
Manufactured goods classified chiefly by raw material	2,739.2	3,032.2
Machinery and transport equipment	1,549.1	5,286.5
Miscellaneous manufactured articles	1,388.3	3,428.2
Commodities and transactions not classified by category	255.9	50.8

Former Yugoslav Republic of Macedonia		
Sections	Exports-FOB (000\$)	Imports-CIF (000\$)
Animals products	228,92	1,984,
Beverages and tobacco	197,030	81,929,9
Textiles articles	24,266,1	14,508,8
Natural mineral & stones	38,467,2	27,904,1
Live animals	866,4	4,451,0
Chemical Products	976,997,	166,240,9
Plastics	82,928,3	292,067,3
Aircraft	352,5	44,5
Manmade Filaments	4,480,1	54,649,9

CONTACTS IN THE PARTNERING COUNTRIES



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