

## Servicing the Foreign Investor

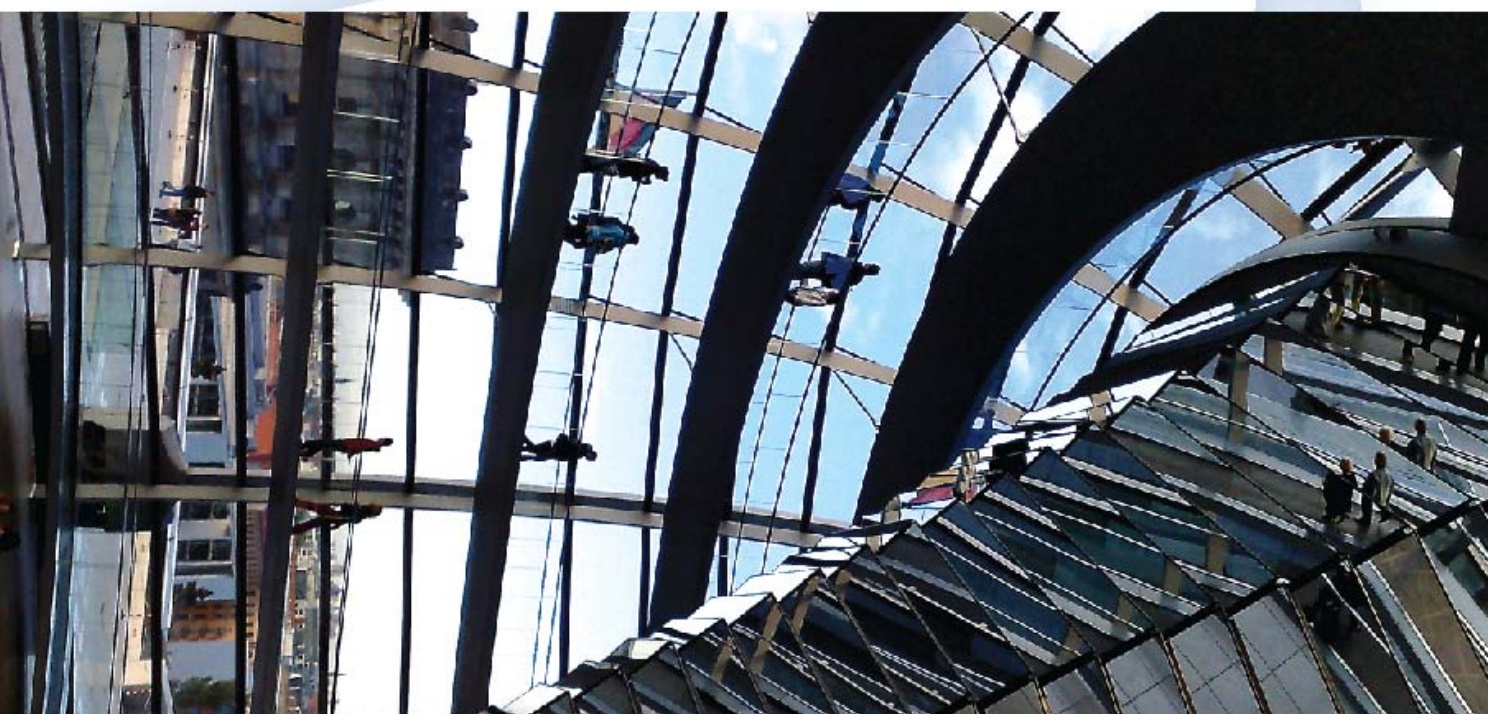
The USAID Macedonia Competitiveness Project (MCP) supports economic development and employment through targeted initiatives that facilitate export, investment and technology-driven growth. Through its foreign investment program, MCP works with local companies, financial institutions, training facilities and government agencies to help foreign investors identify investment opportunities and partners, work through the transaction process, and ensure seamless project roll-out.

The MCP Foreign Investment Program offers services to foreign investors interested in pursuing business ventures in Macedonia:

- Greenfield investments – large or small
- Joint ventures and strategic partnerships
- Brownfield investments and expansions
- Equity investments (minority or majority) in existing enterprises
- Merger and acquisitions

MCP is well positioned to facilitate investments in the country's growth sectors, including recent and ongoing support of initiatives in light manufacturing (automotive/tool and die, construction, home hardware, textiles/apparel, furniture and industrial products); ICT (software development, digital animation, BPO services and call centers) and other services (finance, logistics and real estate).

**In tough economic times, it is crucial to identify and develop business investments to reduce your costs. MCP can help.**



## MCP Investor Services

The Competitiveness Project offers a dedicated team to help accelerate the roll-out of your investment while reducing your costs and risks. Here's how:

- Opportunity Validation – Leveraging MCP's network and resources to support investors through the initial stages of an investment. Includes presenting and screening investment opportunities, offering advice on investment feasibility, developing investment proposals, screening sites and partners, creating linkages with service providers and facilitating initial contacts with relevant government and institutions.
- Deal Structuring, Local Partner Financing and Technical Support – Working with investors and selected local partners (when applicable) to work through negotiations and structure deals, including assistance with due diligence. MCP can also assist local partners in accessing finance for their share of a venture and obtaining technical support for re-organizing and developing specific capabilities to move partnerships forward.
- Workforce Development – Enabling investors to ramp up project roll-out by addressing immediate and longer-term employee training needs. Includes a revolving fund for rapid skills development and engagement with local training institutions and universities to develop a pipeline of qualified candidates to meet specific workforce needs.
- Troubleshooting – Working with investors, government agencies and local service providers to identify and mitigate potential issues prior to project roll-out OR to troubleshoot bottlenecks or implementation gaps as they arise.

# Competitiveness Project: A Partner from Concept to Completion

Opportunity and Partner Identification	Investment Planning and Support	Project Roll-out
<ul style="list-style-type: none"><li>• Offering on-the-ground knowledge and contacts to screen partners and investment opportunities</li><li>• Validating Investment feasibility, value propositions</li><li>• Assistance with site location</li><li>• Identifying service providers</li><li>• Facilitating government communications</li></ul>	<ul style="list-style-type: none"><li>• Assistance in due diligence</li><li>• Offering insight for deal structuring</li><li>• Supporting local partner financing efforts</li><li>• Facilitating government contacts and discussions</li><li>• Collaboration with partners for advance troubleshooting</li></ul>	<ul style="list-style-type: none"><li>• Revolving fund to rapidly address critical training needs</li><li>• Support for training programs to develop long-term workforce</li><li>• Developing and strengthening local supply chains</li><li>• Technical consultancies to address implementation gaps</li><li>• Logistical troubleshooting</li></ul>

## Our Foreign Investment Partners

MCP is working closely with a number of partner institutions and government agencies that share the same goal of promoting investment in Macedonia. These include the Macedonian investment promotion agency, Invest in Macedonia; Macedonia's Minister for Foreign Investment; Institutional Investors such as EBRD and SEAF; and a network of domestic and international consulting companies that provide world class legal, financial, HR and real estate services.

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