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EXECUTIVE PRESENTATION

Controlled Distribution

AGRITECH PARK

PRODUCTION • INVESTMENT SKILLS • TECHNOLOGY TRANSFER

An integrated regional development system combining advanced controlled-environment agriculture, workforce development, technology transfer and investment in North Macedonia.

EDUCATION & SKILLS COMPONENT

DAA

Digital Agriculture Academy

Empowering People. Transforming Agriculture.



HIGH QUALITY



SUSTAINABLE
PRODUCTION



HIGH ADDED
VALUE



ZERO PESTICIDES



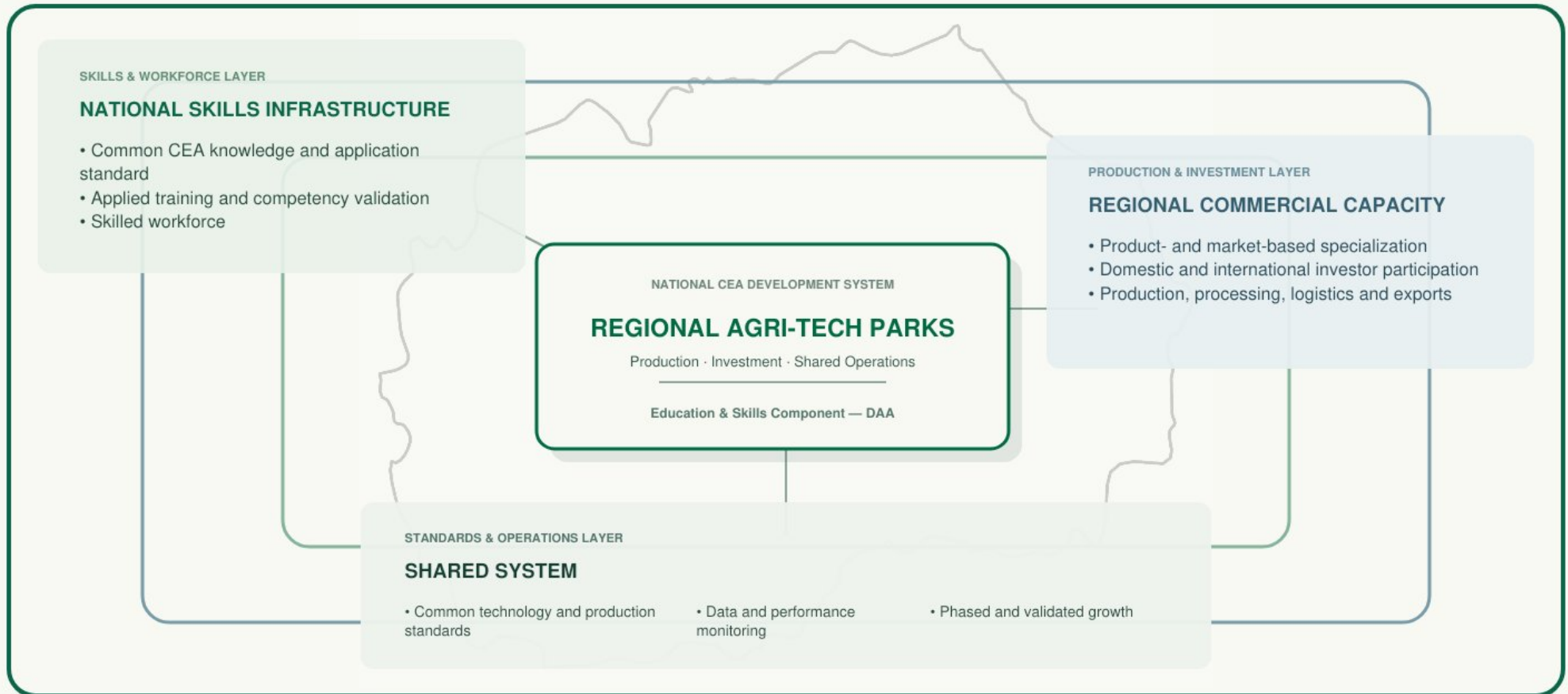
CLEAN ENERGY



ZERO WASTE

The Project Is Not a Single Park, but a National CEA Development System

Shared skills, validation, investment and operating infrastructure integrates commercial production capacity across different regions within a single national system.



LONG-TERM POTENTIAL

A 100–150-hectare regional CEA network, subject to feasibility, market, infrastructure and investor demand.

The scale shown represents long-term development potential; it is not a commitment to a specific area, timeline or investment.

North Macedonia Is a Strategic Starting Point for Regional CEA Investment

Geographic position, trade connections and evolving investment infrastructure provide a strong starting base; actual competitive advantage is validated by product, market and site.

STRATEGIC STARTING POTENTIAL

- Geographic proximity to Balkan and European markets
- Potential access to relevant trade and export channels
- Experience in agricultural production and protected cultivation
- Potential to develop technical and vocational workforce
- Foundation for university–industry–technology cooperation
- Potential access to suitable investment, innovation and employment instruments



INVESTMENT-READINESS VALIDATION

Land • Water • Energy • Logistics • Labour • Permits • Incentive eligibility • Product-specific market access

DECISION PRINCIPLE

Strategic location provides an initial advantage; the investment decision is based on validated site, infrastructure and market data.

The Model Builds Human, Production, Investment and Export Capacity Together

When workforce development is combined with physical production investment, economic, social and regional value is created within the same system.

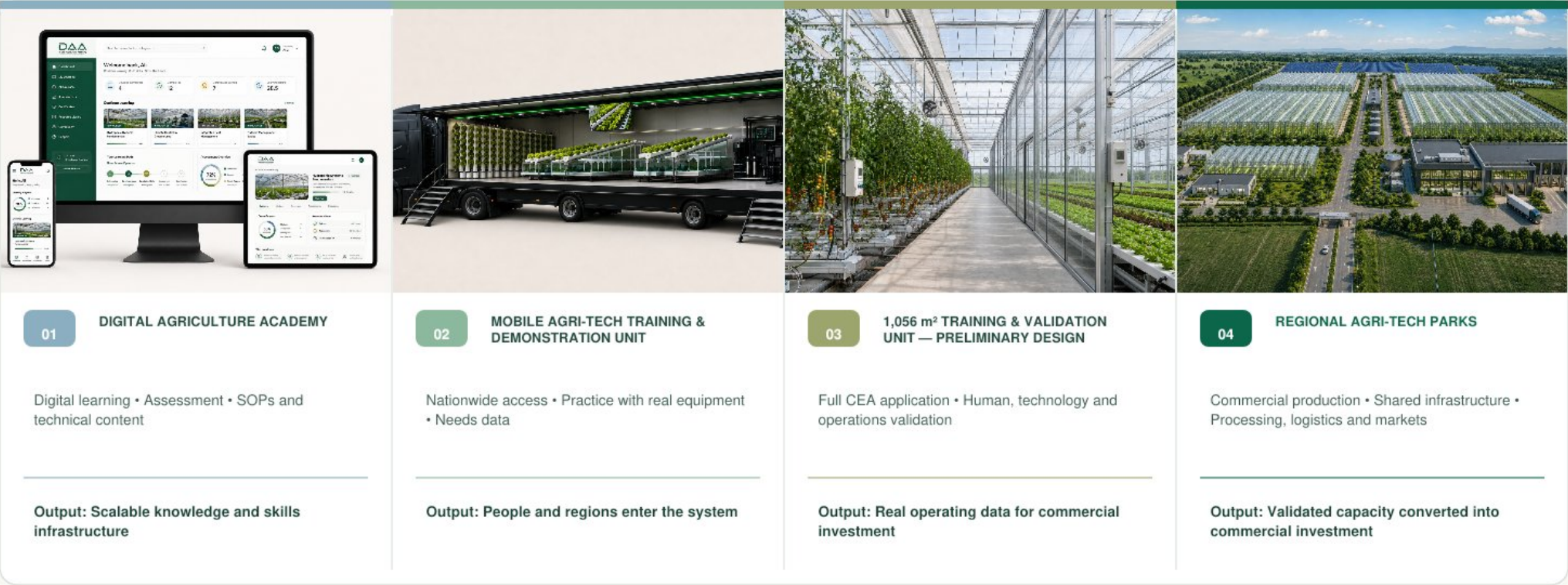


ECONOMIC ECOSYSTEM

The project's output is not merely greenhouse area; it is an economic ecosystem integrating people, technology, production, investment, processing and markets.

Four Components Form One System from Skills to Commercial Production

Knowledge, access, real-condition validation and commercial production combine in one sequential development chain.



ONE DEVELOPMENT CHAIN

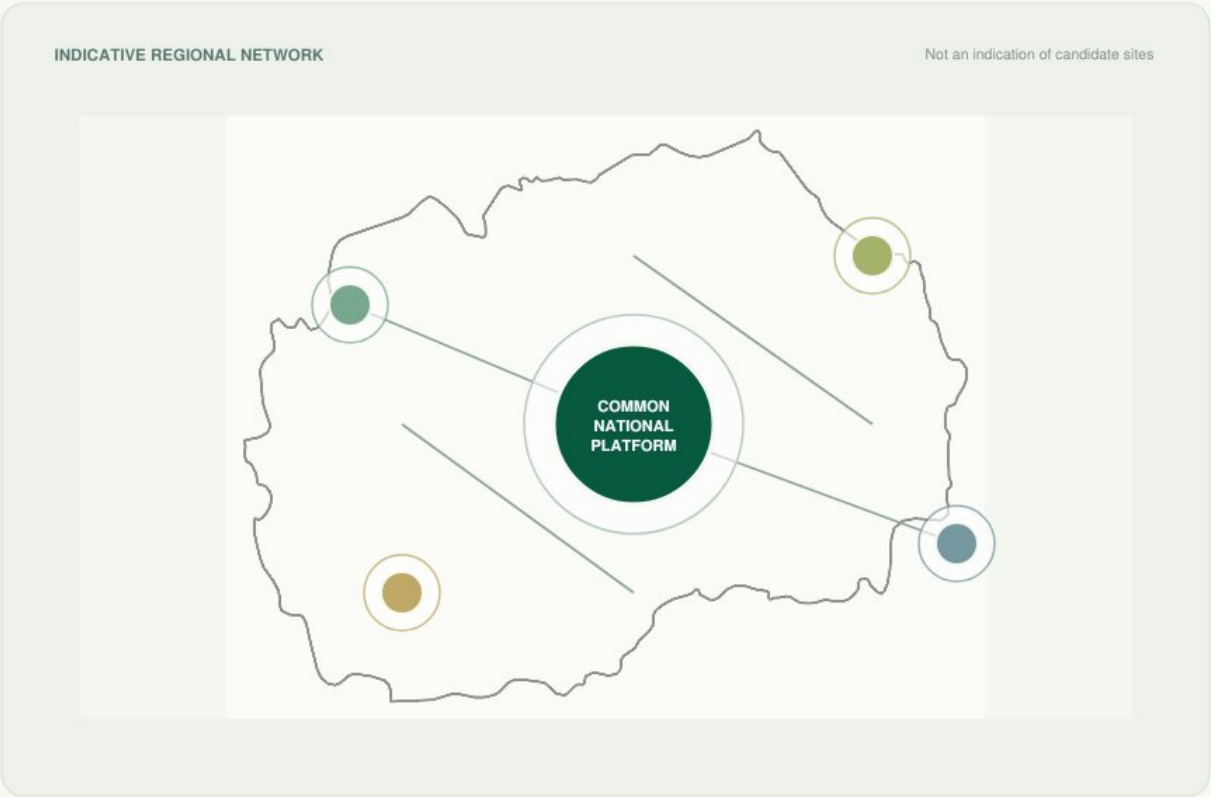
Knowledge is created → Taken to the field → Validated under real conditions → Converted into commercial production

The Regional Model Extends Economic Value Beyond a Single Location



EDUCATION & SKILLS COMPONENT - DAA

A regional structure operating under common standards supports the distribution of investment, employment, production and market opportunities across different regions.



REGIONAL PRODUCTION

Systems adapted to local conditions • Product and market diversity

REGIONAL EMPLOYMENT

Technical and operational roles • Continuous vocational development

DISTRIBUTED INVESTMENT

Modules at different scales • Domestic and international investor participation

COMMON NATIONAL STANDARDS

Training and SOPs • Quality and performance measurement

COMMON MARKET STRENGTH

Production planning • Processing, logistics and export coordination

The regional structure preserves local advantages; the common platform creates nationwide quality, scale and market coordination.

The network shown is conceptual. The number and locations of parks are determined by site, market, infrastructure and investor feasibility.

The Model Develops in Three Stages: Capability, Validation and Commercial Investment

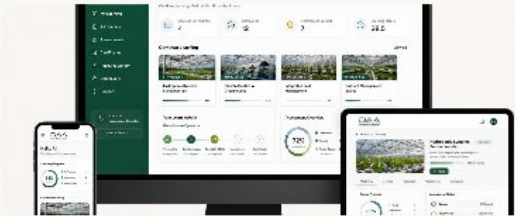
Each stage enables the next investment decision to be taken with greater readiness across people, technology, market, site and operations.



Capabilities are built first, the model is then validated, and subsequently scaled commercially with investors.

DAA Is Structured to Lead the Delivery of the First Three Components

DAA brings programme, content, technical-team and operational capacity under one delivery framework to develop the digital academy, mobile application and validation unit.



DIGITAL AGRICULTURE ACADEMY

- Platform, curriculum and technical content
- Exams, assessment and participant management



MOBILE UNIT

- Design and integration of real CEA equipment
- Regional



TRAINING & VALIDATION UNIT

- Full CEA application infrastructure
- Training, technology and operational validation



DAA IMPLEMENTATION PLATFORM

COMMON DELIVERY FOUNDATION

Programme Management • Technical Team • SOPs • Data & Performance Management

FINANCING APPROACH

The financing plan for the initial components will be finalised through a balanced combination of DAA-provided equity and institutional resources, together with incentives, grants and private-sector partnerships whose eligibility and availability will be separately verified.

DAA is the principal coordination and delivery platform for developing the first three components under one implementation programme.

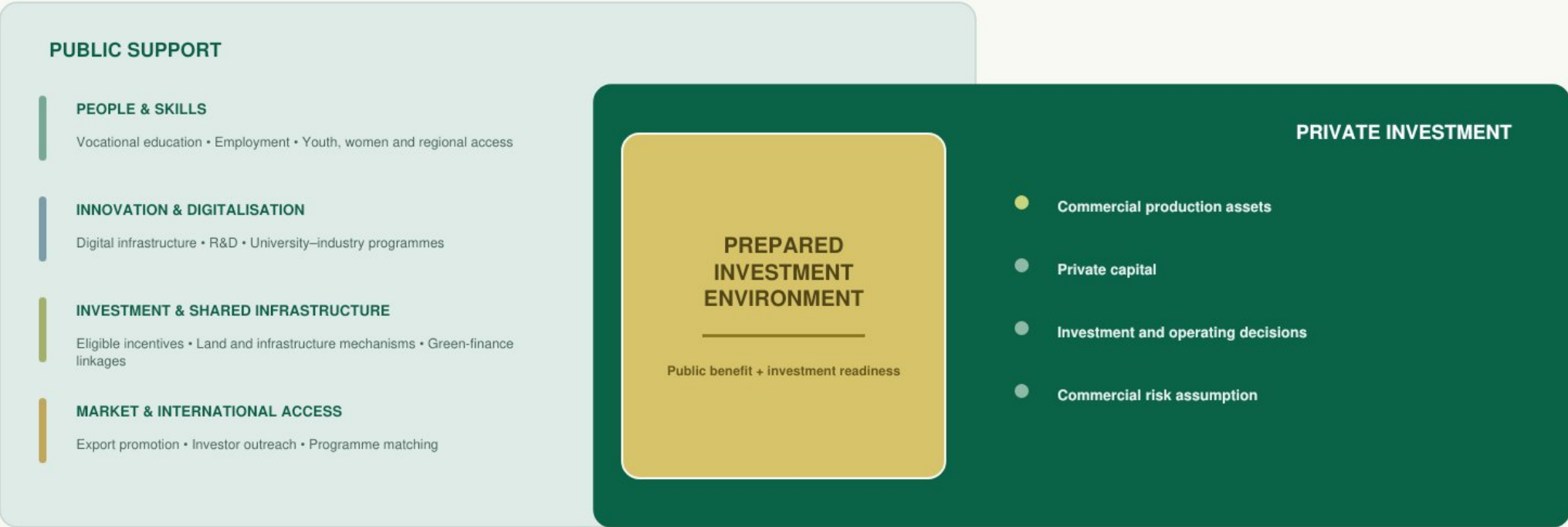
Financing capacity and the funding mix are confirmed through a validated budget, funding eligibility and binding financing decisions. Material technical, financial and performance results may be reviewed, according to significance, by a university, independent expert, accredited body or lender's technical adviser.

Public Support Does Not Replace Private Investment; It Accelerates and Scales It



EDUCATION & SKILLS COMPONENT - DAA

Public support strengthens areas of public benefit—skills, innovation, shared infrastructure and regional development—to create a more enabling environment for private investment.



This does not depict a legal PPP model, automatic entitlement to incentives or a public guarantee.

Private capital develops commercial assets; public support accelerates public benefit, skills, innovation and eligible shared infrastructure.

Central Government Aligns Strategic Coordination and Support Mechanisms



EDUCATION & SKILLS COMPONENT - DAA

Coordinated progress across investment, education, permits, infrastructure and international programme mechanisms requires central-government alignment.



The diagram shows a coordination architecture; it does not indicate institutional approval or financing status.

Central government's role is not to operate the project, but to align institutions, processes and support mechanisms around a common delivery objective.

Municipalities, Universities and the Private Sector Enable Local Delivery

For the national system to work on the ground, local access, scientific contribution, technology, human resources and market linkages must be established through clear role sharing.



This is a cooperation model; it does not indicate hierarchy, a confirmed partnership or a binding commitment.

DAA coordinates the system; local institutions strengthen access, universities strengthen knowledge and the private sector strengthens commercial capacity.

Initial Infrastructure and Commercial Park Investments Use Separate Capital Layers



EDUCATION & SKILLS COMPONENT · DAA

Separating investment responsibility for capability and validation infrastructure from commercial production assets creates an implementable and scalable model.

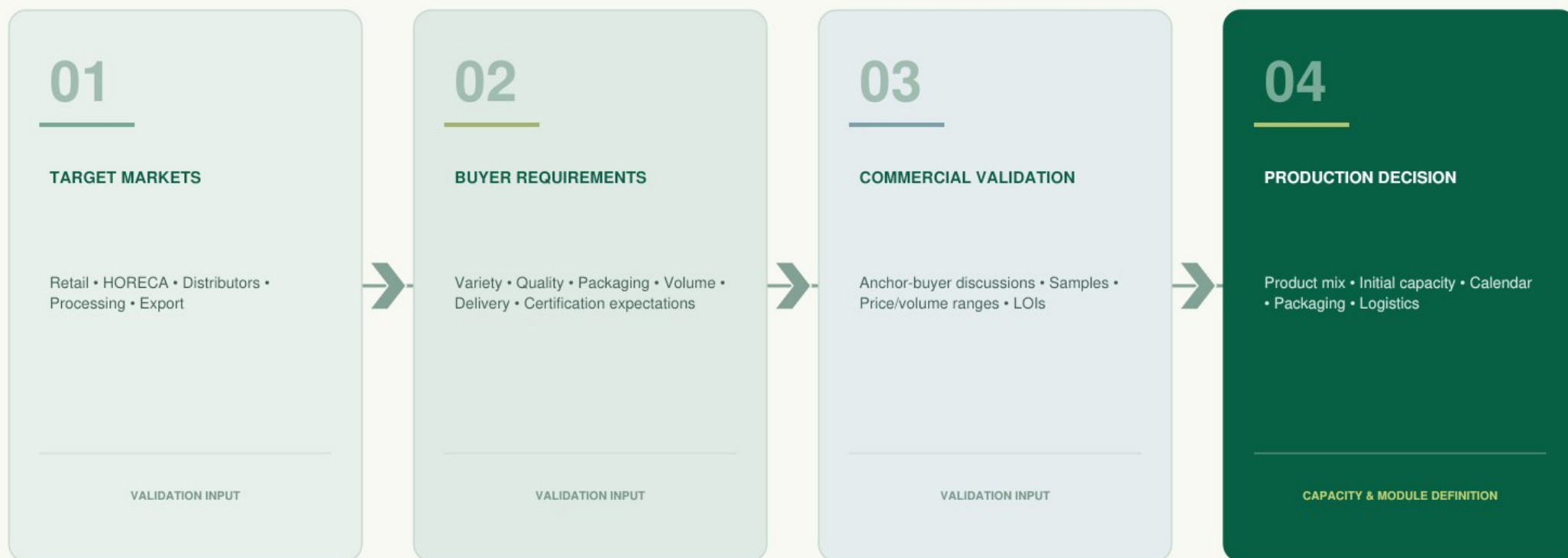
ACTOR	CORE RESPONSIBILITY
DAA INITIAL & READINESS INFRASTRUCTURE	Digital academy, mobile application, validation unit and programme management
INVESTORS / SPVs COMMERCIAL PARK INVESTMENTS	Commercial production, processing, logistics and related shares of shared infrastructure
PUBLIC INSTITUTIONS CROSS-LAYER SUPPORT ROLE	Eligible incentives, skills, innovation and enabling infrastructure
FINANCIAL INSTITUTIONS CROSS-LAYER FINANCING ROLE	Asset, project, working-capital and expansion financing

Each actor assumes its natural role; the final capital, ownership and risk structure is determined through feasibility and contracts.

Final asset ownership, SPV, financing, public-support and contractual structures are determined by national law, feasibility and the investor profile.

Production Capacity Is Developed Against Validated Market and Buyer Demand

Product and capacity decisions are based not on general expectations, but on target buyers' quality, volume, price and delivery requirements.

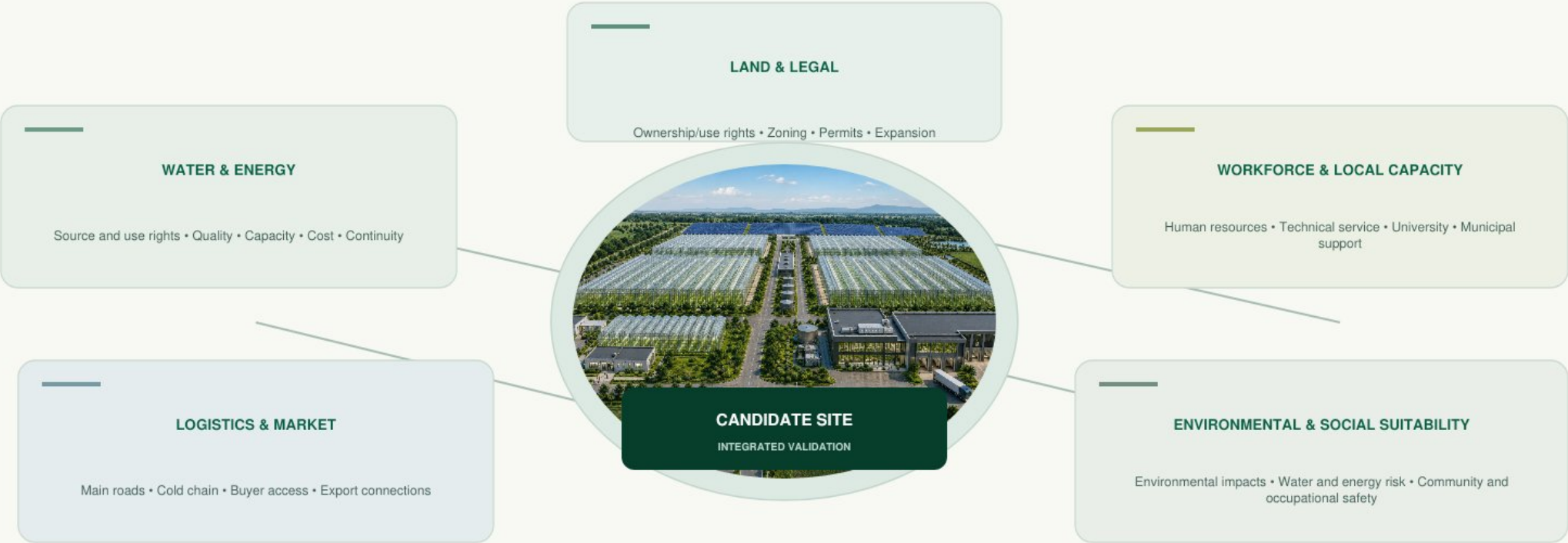


Buyer and product requirements are validated first; production capacity and investment modules are then determined.

Buyer discussions, demand forecasts and LOIs do not constitute guaranteed sales, prices or revenue.

Location Decisions Jointly Assess Land, Infrastructure, Permits, Workforce and Market Conditions

A site appearing suitable for agriculture is not enough; legal, technical, environmental and commercial conditions must be validated together for the same location.



The right location is not the cheapest land; it is the site that supports production, infrastructure, permits, workforce and market together.

Site selection is subject to detailed feasibility conducted with relevant authorities, infrastructure providers and technical experts.

Every Expansion Decision Is Conditional on Validated Readiness and Performance Criteria

Scaling is based not on a calendar or a single indicator, but on joint validation of people, market, site, technical operations and financing readiness.



Expansion depends not on the calendar, but on the validated level of readiness and performance.

The Project Creates Different but Mutually Reinforcing Value for Every Stakeholder

The common system brings public policy, local development, scientific capacity, investment readiness, financing discipline and commercial growth together within one implementation framework.

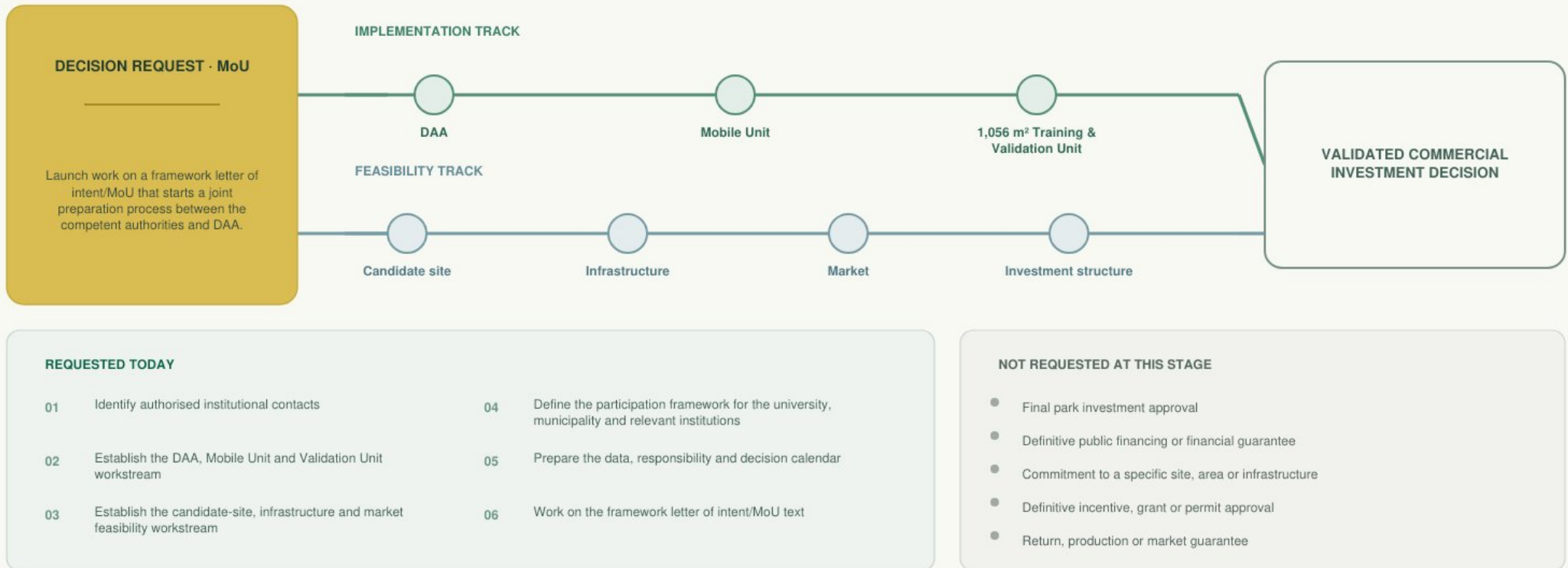
STAKEHOLDER		MEASURABLE VALUE FOCUS
01	Central government	Investment, skills, innovation, exports and regional development
02	Municipalities	Local access, employment readiness, site and infrastructure coordination
03	Universities	Applied research, capabilities, technology and real-world field data
04	Investors	Validated model, shared services, market access and performance visibility
05	Financial institutions	More traceable technical, operational and financial risk framework
06	Private sector and buyers	Linkage to technology, services, skilled workforce and planned supply

Shared value is created when every stakeholder’s role and measurable output are clearly defined.

The stated value areas are targeted outcomes; the level of achievement is measured through KPIs and periodic reporting.

The First Decision Is Not Final Park Investment, but the Launch of Joint Preparation

At this stage, the requested decision is to initiate the implementation components and site, market and feasibility studies within a defined framework with the competent authorities.



The MoU is not the final investment decision; it is the first step that launches implementation and feasibility work within a formal, controlled and joint framework.

The MoU's binding and non-binding provisions, the parties' responsibilities and the scope of any financial commitment will be expressly defined in the final text. The text will be reviewed by the parties' legal counsel.

THANK YOU

Together for a competitive, sustainable
and inclusive Agri-Tech future in
North Macedonia and the region.

PROJECT CONTACT

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