

# ICT SECTOR IN MACEDONIA

## 2025 at a Glance

### Key 2025 Highlights



#### ACTIVE COMPANIES

**3,367**

+15.27% vs 2024



#### EMPLOYEES

**24,134**

+0.78% vs 2024



#### OPERATING REVENUE

**€1.77B**

+7.02%



#### EXPORTS

**€676M**

+7.13%



#### AVERAGE MONTHLY GROSS SALARY

**€2,550**

+7.32%



#### GROSS WAGES & COMPENSATION

**€339M**

+7.78%

The ICT sector remains a strategic driver of growth, exports, and high-value employment.

### Policy Measures to Boost the ICT Sector

1.

#### REGULATE FREELANCERS

Create a simple legal framework for freelancers to register, invoice, pay social contributions, and access pension and health insurance.

2.

#### TARGETED TAX INCENTIVES FOR ICT GROWTH

Introduce tax deductions or credits for R&D, product development, AI, cloud technologies, cybersecurity, and employee upskilling.

3.

#### NATIONAL ICT SKILLS ACCELERATION PROGRAM

Scale practical training in software development, AI, data analytics, cybersecurity, cloud, and product management.

5.

#### “MADE IN MACEDONIA ICT” EXPORT SUPPORT

Support international fairs, B2B missions, market-entry grants, and export promotion to strengthen Macedonia as a regional ICT hub.