

Glass collection system & EPR model in Macedonia

WHO we are

Euro-Ekopak is non-profit Producer Responsibility Organization (PRO) established in June 2011. We operate as one of the prominent collective schemes (Extended Producer Responsibility / EPR operators) by managing packaging waste in Macedonia.

We are positioned as No.2 on the market with continued growth in the last 5 years

More than 620 member companies

90K+ tons of packaging waste collected

More than 2000+ pcs of urban equipment placed on the market for primary selection or processing of the packaging waste

EPR model in Macedonia

Transitioning to a circular economy is vital for addressing global challenges and protecting the environment.

One of the key links in circular economy is establishing EPR system where EPR is a link between public policy with private sector, and companies (polluters) pays

Let us see situation before and after EPR model that we have today:

In Macedonia, since 2011 we have EPR, but the law was basic: with no targets, no pricing strategy, no control, no clear guidelines for anything including reporting, no control of waste collectors and other.

Companies were reporting whenever they wanted (by month, on 3 to 5 month, 6 months, once per year)

They were paying whenever they wanted, and usually was from 4-8 months

Very often they requested annual confirmation for paid fee without declaring quantities or paying

Ministry, as a controlling body, didn't had guidelines for how to approach companies and how to support the market overall.

EPR model in Macedonia

Since 2022 we have new laws that are fully aligned with EU directives, and now we have:

- National Targets by stream (growing every year)
- Total target (growing every year)

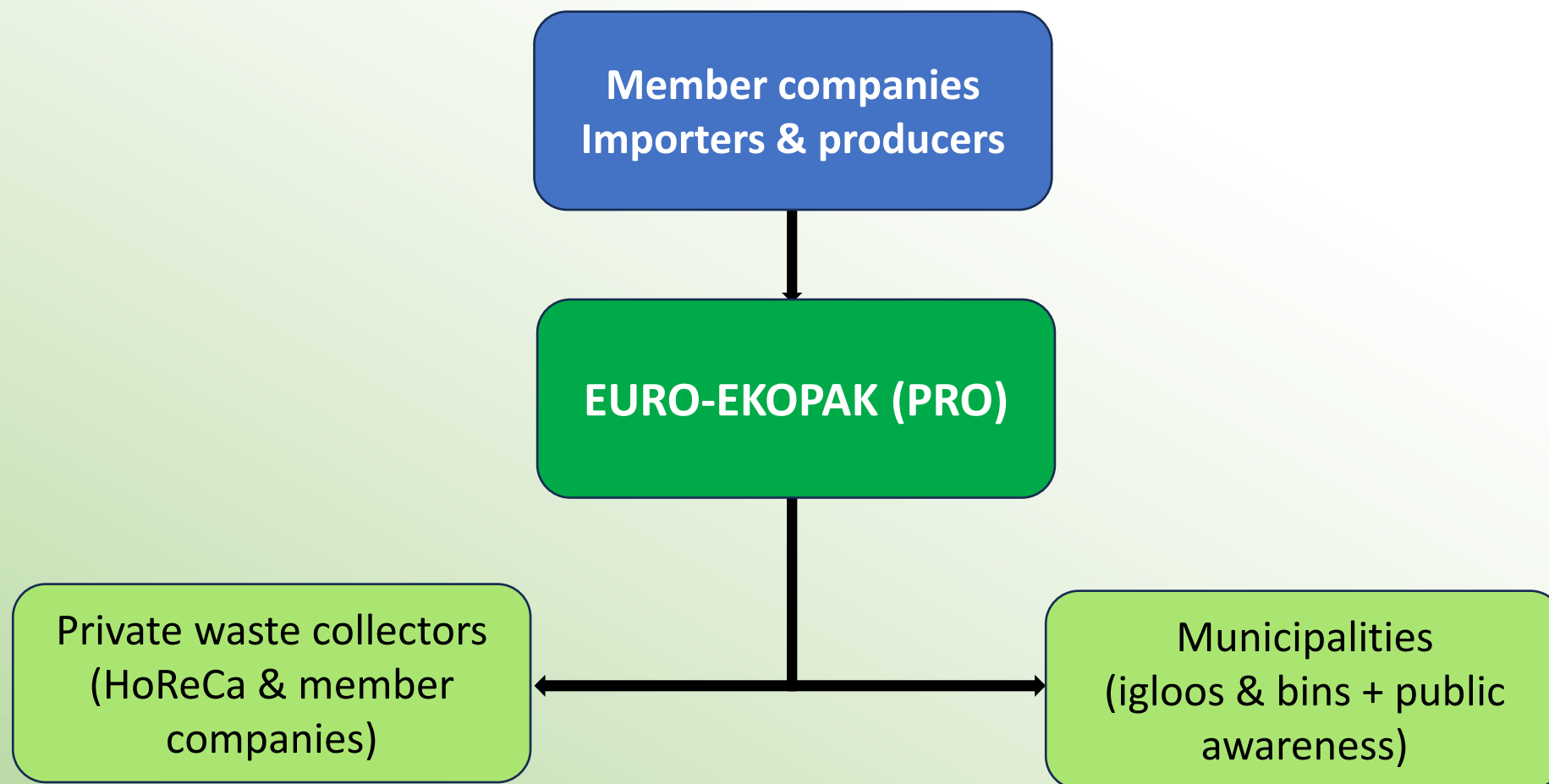
- Pricing was defined: starting from 2022 prices were growing by law, where in 2026 to be at least 30% from the referent state prices
- Spendings for waste collection and infrastructure cost must be at least 65% of our income
- Spendings for public awareness should be between 5% and 15% of our income

- Reporting by companies is quarterly
- Payments are strongly monitored with heavy penalties for the companies if they don't pay

- We as PRO, must give 24/7 access to the Ministry (as a controlling body) to our business, and for that we have online App, where they can see everything mentioned above (In this App companies are submitting their reports)

- We must support Municipalities (as much as we can) with urban infrastructure
- Mayors are encouraged to sign agreements with at least 2 PRO's

EPR model in Macedonia



EPR model/Glass collection system in Macedonia

Unlike municipal collectors, our way of working is strictly designed to manage commercial and industrial packaging waste on behalf of our member companies

Our law defines that any business importing or producing more than 800kg of glass packaging per year must formally join a licensed collection system. For below 800kg they pay 100eur/year fixed fee

With EPR system, or with companies being part of the system, it **creates foundation** for collection and recycling of collected quantities

Main channel for glass collection in Macedonia is HoReCa with +95% share

100% of collected glass is exported, mainly in Turkey and Bulgaria as we don't have recycling capacities

As PRO, we are supporting HoReCa with plastic bins for glass selection

As well we are supporting and Municipalities mainly with igloos, bins and other

EPR model/Glass collection system in Macedonia

Share of glass in our business is almost flat. It's c-ca 9%

For all streams incl. glass, waste collectors are obliged to give us complete documentation, otherwise we are not accepting and not paying collected quantities.

National target for glass is progressing every year. In 2022 was 43%, in 2025 was 53%.

Our selling price in 2022 was 15eur/ton, where today is 52eur/ton

But and the buying price is growing as well. In 2022 price/ton was 85eur, where in 2025 was 158eur/ton

Projection is that we will end the year at c-ca 1.500t placed on the market

Wrap up

EPR is the best tool we have because it requires companies to pay for their own cleanup, to deal with their own garbage instead of leaving it to the public

EPR works because it makes trash a business expense, forcing companies to design products that last longer and are easier to recycle so they can save money

From a governance perspective, traditional waste management doesn't work because they try to fix a problem that shows at the end but was created at the very beginning

It involves (everyone) 3 sectors – Business, Public and Civil sector

With the implementation of new EPR laws, we have managed to increase our glass collected quantities

Almost 50% of total collected quantities (90k+ tons) in the past 15y. were collected in the last 4years

We will continue to support HoReCa as a primary channel as that's the best model for glass collection

As well, Municipalities support will continue incl. investments in raising of public awareness

Thank you!

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