

12th BME CEE Procurement and Supply Forum 2026






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Supplier Snapshot

- **249 suppliers** across **18 countries**
- **Core sectors:** Metal Working (66.3%), ICT/Industry 4.0/Engineering (41.4%), Plastics/Electronics (37.3%) – reflecting a strong industrial and technological foundation.
- **Supportive and niche sectors:** Other Services (52.6%), Complementary Goods (19.7%), Packaging/
- Chemicals/Textiles (14.5%) – providing essential infrastructure and specialized capabilities.
- **Turnover:** The majority of entities (45.18%) fall within the €5–50 million turnover range, suggesting a strong presence of mid-sized companies.
- **Export share:** Out of 202 total responses, the largest share (23.77%) falls in the 90–100% export range, indicating that many entities are highly export-oriented.
- **Certificates:** Total of 481 certificates, averaging 1.93 certificates per supplier – a clear indicator of quality and compliance.



Sector Distribution Overview* (Total: 249)

Key Sectors		Number	% of Total	Summary
	Metal Working 	165	(66.3%)	Core industrial sector with strong demand for mechanical components.
	Plastics / Electronics 	93	(37.3%)	Innovative segment driving modern manufacturing.
	ICT, Industry 4.0, Engineering 	103	(41.4%)	Future-oriented, emphasizing automation and smart technologies.
	Other Services	131	(52.6%)	Diverse services like printing, laser cutting, and tool construction, along with finishing options like anodizing, coating, and surface treatment.
	Complementary Goods 	49	(19.7%)	Components like bearings, bolts, O-rings, rubber parts, screws, nuts, and springs – serve as essential complementary goods.
	Packaging, Chemicals, Textiles 	36	(14.5%)	Specialized suppliers for production and logistics needs.

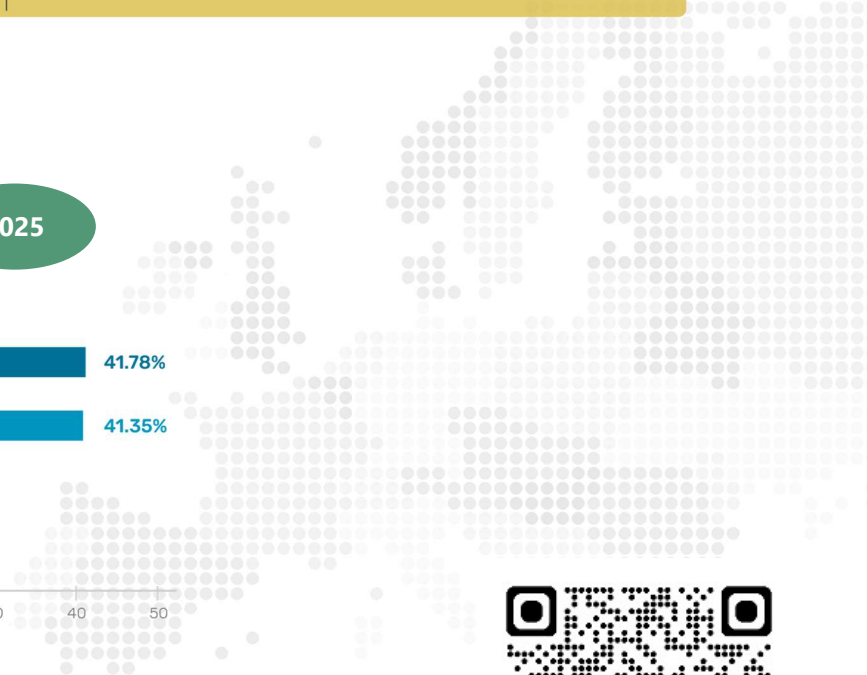
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*Multiple selections possible, percentages rounded.

Regional Breakdown Countries

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Region	Total Number	Total Percent (%)
Southeastern Europe	104	41.78%
Central Europe	103	41.35%
Baltic States	41	16.47%
Eastern Europe	1	0.40%



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Turnover Distribution Summary

Turnover Range (€)	Count	Percentage
< 500,000	24	9.64%
500,000 – 1 Million	16	6.43%
1 – 2.5 Million	41	16.26%
2.5 – 5 Million	32	12.85%
5 – 50 Million	112	45.18%
50 – 100 Million	16	6.43%
100 – 500 Million	7	2.81%
500 – 1,000 Million	1	0.40%
Total	249	100%

Key Observations

- **Dominant Segment:** The majority of entities (45.18%) fall in the €5–50 million turnover range, suggesting a strong presence of mid-sized companies.
- **Small Enterprises:** About 16% have turnover below €1 million, indicating a modest representation of small businesses.
- **Balanced Middle:** The €1–5 million range accounts for nearly 29% of the total, reflecting a healthy middle tier.

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Export Share Distribution Summary

Export Share Range	Responses	% of Total
10–20%	25	12.37%
20–30%	12	5.94%
30–40%	19	9.41%
40–50%	14	6.93%
50–60%	24	11.88%
60–70%	13	6.43%
70–80%	25	12.38%
80–90%	22	10.89%
90–100%	48	23.77%

Key Observations

Out of 202 total responses, the largest share (23.77%) falls in the 90–100% export range, indicating many entities are highly export-oriented. Mid-range export levels (20–50%) show lower representation, suggesting fewer companies operate with moderate export shares.

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Supplier Certifications Overview

Main Certification Categories - Total Certificates Issued: 481

- **Quality Management - 265 certificates**
 - Dominated by ISO 9001 with 203 certificates (77% of QM category)
 - Other notable standards: ISO/IATF 16949 (37), ISO 13485 (11), ISO/TS 22163 (4)
- **Environment / Energy - 147 certificates**
 - ISO 14001 leads with 125 certificates (85% of this category)
 - ISO 50001 contributes 22 certificates
- **Compliance / Corruption / Cyber - 3 certificates**
 - All under ISO 37001
- **Other - 66 certificates**
 - Mostly ISO 45001 (53 certificates)
 - Includes legacy OHSAS 18001 (12) and ISO 22000 (1)

