

REPUBLIC OF ALBANIA

AIDA

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Albanian Investment Development Agency
Agjencia Shqiptare e Zhvillimit të Investimeve



invest in Albania

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Albanian Investment Development Agency
Blvd 'Dëshmorët e Kombit', Kryeministria, Tiranë
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GOVERNMENT
Parliamentary Democracy

SURFACE AREA
28,748 km²

COASTLINE
316 km north-south

CLIMATE
Mediterranean
270-300 sunny days

POPULATION
2,87 million

LANGUAGE
Albanian

CURRENCY
Lek

CPI
105 (Oct.'18)

BUSINESS LANGUAGE
Albania, English, Italian

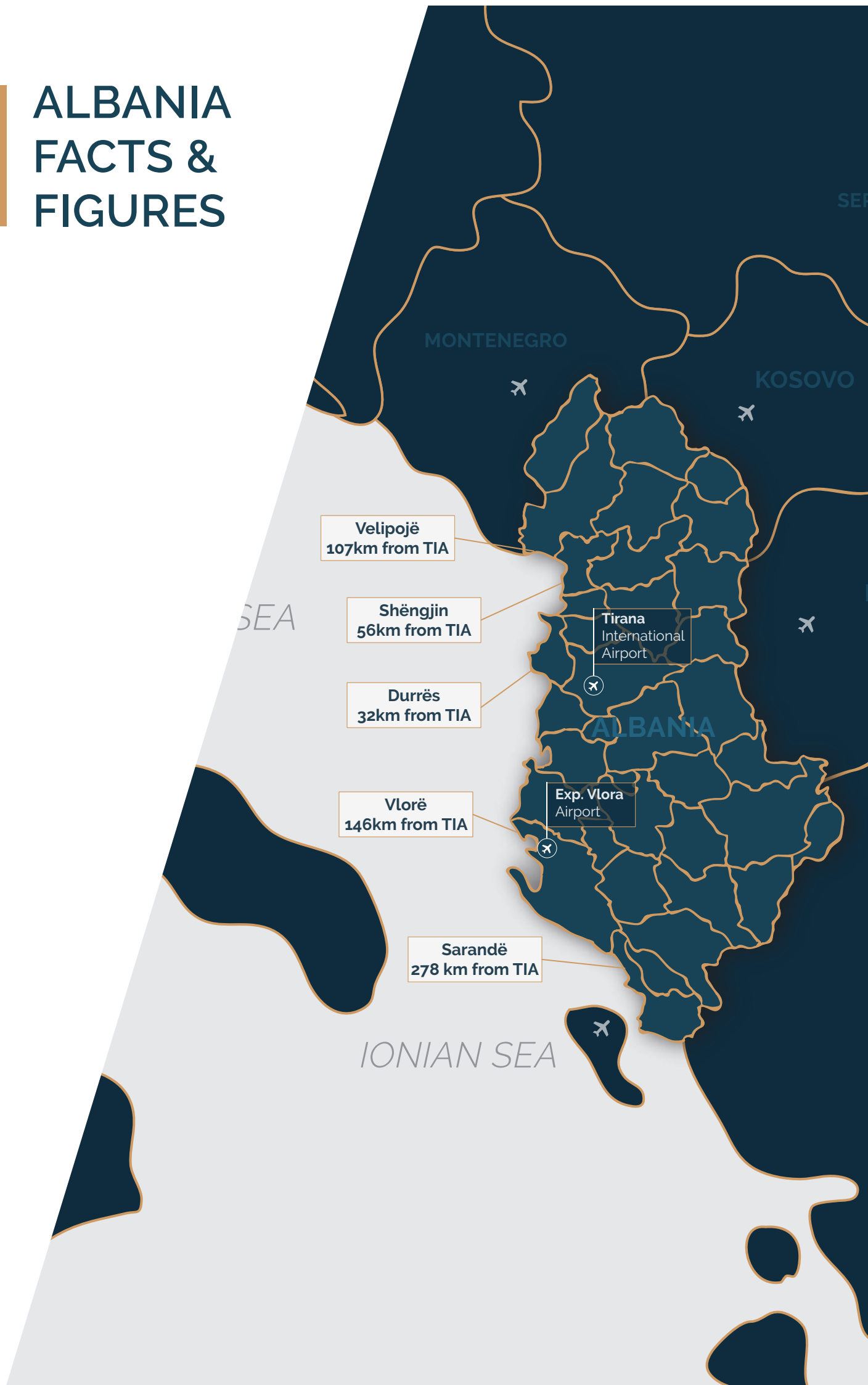
TRADE AGREEMENTS
**WTO EU, CEFTA,
EFTA, Turkey, GSP Program**

NATO MEMBERSHIP
April 2009

EU CANDIDATE COUNTRY
June 2014



ALBANIA FACTS & FIGURES





TOP 5 REASONS TO INVEST IN ALBANIA

1. A strategic geographical position

- Albania is easily and relatively cheaply accessible by all European destinations
- Diverse transportation network:
 - 1 International Airport in Tirana and another one in planning phase in Vlora. Additionally, 5 neighborhood airports, very close to Albanian borders.
 - 6 Ports and many Maritime investment opportunities
 - 15 ground entry borders

2. Investor-friendly legislation

- 100% foreign ownership and full fund repatriation possible
- Ranked 65th in 2018 World Bank Doing Business Report
- The FDI's friendly legislation has been continuously improving, given that FDI's attraction and retention remains a priority for all political parties

3. Educated, productive and cost-competitive workforce

- Young population: 57% under 35, who are ready to work (unemployment rate '18 -12.4%)
- High literacy rate (97.6%) and many graduates from secondary and tertiary education
- Most competitive wage rates in the region, ensuring you a productive and cost competitive workforce (Avg. monthly salary 370 Euro)



4. A strong, stable economy

- Steady GDP growth rate above 3.4% for the last 5 years, with growing middle class, which has now more purchasing power for your goods and services
- Expanding trade to regional and global markets for you to sell your products and services
- Stable macroeconomic management, endorsed by World Bank, IMF and EU to ensure a steady base to invest in

	2016	2017	2018
Inflation	1.3	2.0	2.4
Real GDP growth (%)	3.4	3.8	4.2
GDP (Billion EUR)	10.7	11.6	12.7
GDP per capita (EUR)	3.734	4.020	4.419
Public dept (% of GDP)	72.3	70.1	69.1
Unemployment (%)	15.6	14.1	12.9
Average Salary (EUR)	386	395	403

5. Competitive taxes, fiscal incentives and low input costs

Corporate Tax Rate



15%
5% ICT

Personal Income Tax Rate



0%
13%
23%

Sales Tax



20%
6% Hotels

Social Security



9.5%
15% Business

Property Taxes

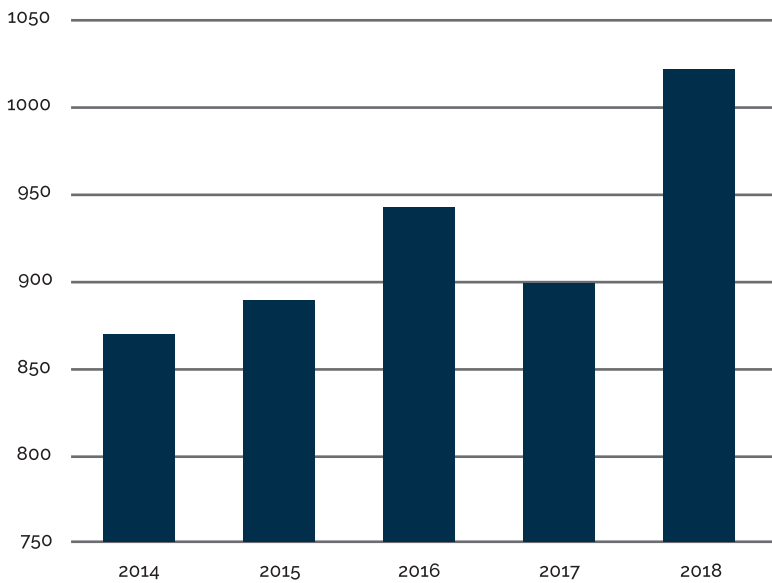


0.05% Households
0.2% Commercials



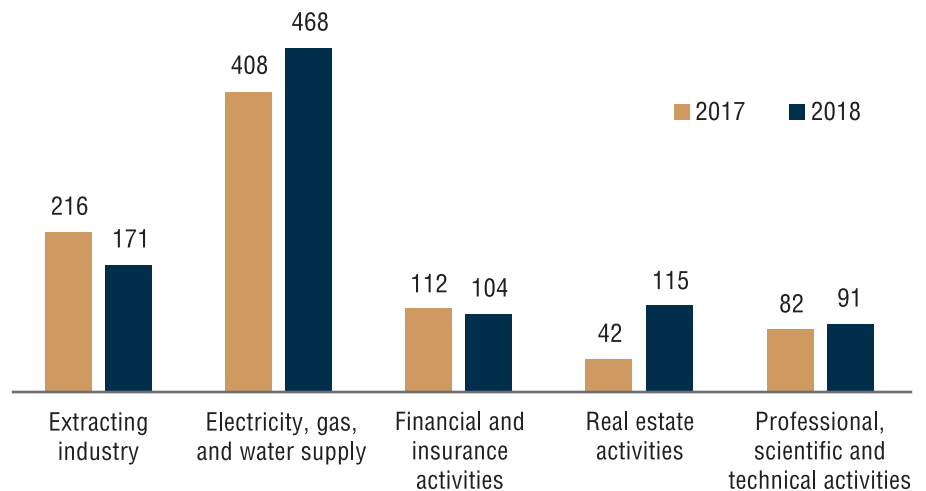
FDIs & EXPORTS GROWTH

FDI inflow/mInEUR



- FDI inflow was more than 1 Billion Euro in the end of 2018
- Compared to the previous year, this inflow has increased by 6.4%.
- FDI Stock reached a value of 7,6 billion Euro at the end of 2018.
- FDI Stock recorded an increase of 8.5 % in 2018 compared to the previous year.

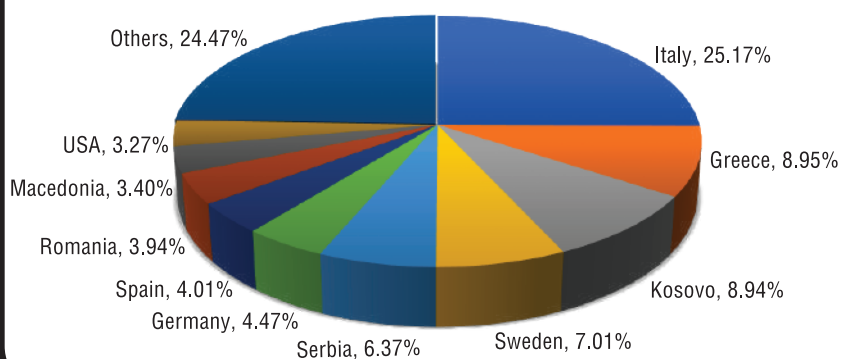
- For 2018 the main source of FDI inflows was the Energy Sector representing 46% of total FDI inflow.
- FDI Inflow recorded an increase of 60 million Euros for 2018 compared to the previous year.



EXPORTS 2018

30%	07-Vegetables 123358 ton
16%	03-Fish and crustaceans, molluscs 7783 ton
6.4%	08-Edible fruit and nuts 48293 ton
20%	16-Preparations from meat and crustaceans 7301 ton
12.7%	12-Oil seeds and oleaginous fruits 13551 ton
6%	20 - Preparation of vegetables, fruit nuts 22300 ton

Shares on exports



AT THE CROSSROADS OF EUROPE'S MAJOR TRANSIT CORRIDORS



ROAD

Corridor VIII, Strategic for trade:

- Joins Adriatic with the Black Sea;
- Passes through Albania, Macedonia and Bulgaria;
- Connects Durrës with Tirana, Skopje, Sofia, Burgas, Varna and Plovdiv.

Corridor: "Durrës - Kukës - Morinë" known as the "Nation's highway":

- 170 km long;
- Connects the capital - Tirana - to the port of Durres

SEA

Port of Durres

- The largest port in Albania
- Main access door to Corridor VIII
- Covers 81.8% of all country's shipping
- Processing capacity of 4 million tons per year

The port of Vlore

- The second largest port of Albania
- Mainly a passenger port

AIR

"Mother Teresa" International Airport

Located near the capital of Tirana (16 km), the largest project and the most important investment implemented in this sector.

"Kukës" International Airport

- An airport focused on low-cost airline companies
- Negotiations phase for a concession agreement

"Vlora" International Airport

- An airport dedicated to tourism
- Concession phase - Exp. 2021

IV. CONNECTIVITY



Austrian 

ERNEST

Alitalia 

WIZZ

AirSERBIA 

PEGASUS

AEGEAN 
A STAR ALLIANCE MEMBER 

TUI 

Lufthansa 

TURKISH AIRLINES 

ADRIA

Eurowings 

BRITISH AIRWAYS 

ISRAIR 

transavia 

albawings 

VOLOTEA 

Blue Panorama 
airlines

INTERNATIONAL AIRLINE ROUTES IN TIA

COUNTRIES	DIRECT FLIGHTS PER WEEK	COUNTRIES	DIRECT FLIGHTS PER WEEK
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ITALY

Ancona (AOI)	6	Athens (GREECE)	7
Bari (BRI)	5	Amsterdam (NETHERLAND)	3/4
Bergamo (BGY)	14	Beograd (SERBIA)	7
Bologna (BLQ)	11	Brussel (BELGIUM)	4
Brindisi (BDS)	2	Budapest (HUNGARY)	3
Cuneo (CUF)	2	Dortmund (GERMANY)	3
Florence (VLR)	7	Frankfurt (GERMANY)	9
Genoa (GOA)	4	Istanbul (TURKEY)	28
Milan (MXP)	21	Ljubljana (SLOVENIA)	7
Napoli (NAP)	2	London (ENGLAND)	11
Perugia (PEG)	3	Munich (GERMANY)	3
Pescara (PSR)	4	Paris (FRANCE)	2/3
Pisa (PSA)	14	Vienna (AUSTRIA)	11
Rimini (RMI)	3	Tel Aviv (ISRAEL)	2
Roma (FCO)	28		
Turin (TRN)	6		
Treviso (TSF)	4		
Venice (VRN)	10		
Verona (VRN)	4		

Seasonal Summer Destinations

Helsinki (FINLAND)
Copenhagen (DENMARK)
Warsaw/Prague (POLAND)
Stockholm/Oslo/Goteborg (SWEEDEN)
Mosco (Russia)
Stuttgart/Cologne (GERMANY)

Since May 16th, 2018

1st National Flag Airline



V.

AIDA PROFILE

Governmental Agency:

Management Board chaired by the Prime Minister

AIDA's mission is focused on:

- Attraction and assistance of FDIs in Albania
- Increasing the competitiveness of Albanian SME-s
- Promoting Albanian exports
- Innovation and projects

AIDA's services are focused on:

- Direct contacts with all public & private sector key deciders
- Project management assistance
- Other services, i.e. market survey, information, etc

WHAT WE DO

- PROMOTING ALBANIA AS AN INVESTMENT DESTINATION
- FACILITATING AND SUPPORTING DIRECT INVESTMENTS IN ALBANIA
- QUALIFIED INFORMATION ON OPPORTUNITIES, INCENTIVES, POLICIES AND SCHEMES
- ONE STOP SHOP FOR STRATEGIC INVESTORS
- HANDLING ALL APPLICATIONS RELATED TO STRATEGIC INVESTMENTS
- ESTABLISH CONTACTS WITH THE GOVERNMENTAL BODIES, AUTHORITIES
- HELPING AND SUPPORTING INVESTORS TO PLANNING THEIR INVESTMENT ITINERARIES
- PROVISION OF GOVERNMENTAL GRANTS
- IDENTIFICATION OF NEW MARKETS FOR ALBANIAN EXPORTERS OR POTENTIAL IMPORTERS ABROAD
- PROFESSIONAL TRAINING COURSES
- PRODUCT CERTIFICATION
- PARTICIPATION IN INTERNATIONAL TRADE FAIRS, EXHIBITIONS, ETC



STRATEGIC INVESTMENTS INCENTIVES

WE STIMULATE AND SUPPORT STRATEGIC INVESTMENTS IN THE FOLLOWING FAST-GROWING SECTORS BY FACILITATING ADMINISTRATIVE PROCEDURES, INCREASING TRANSPARENCY AND REDUCING LEGISLATIVE COMPLEXITY.

Energy and mining

- i. equal to or higher than EUR 30,000,000 for an investor/project to receive the status "Strategic Investment/ Assisted Procedure"
- ii. equal to or higher than EUR 50,000,000 for an investor/project to receive the status "Strategic Investment/ Special Procedure"

Transport, telecommunications, infrastructure and urban waste

- i. equal to or higher than EUR 30,000,000 for an investor/project to receive the status "Strategic Investment/ Assisted Procedure"
- ii. equal to or higher than EUR 50,000,000 for an investor/project to receive the status "Strategic Investment/ Special Procedure"

Tourism

- i. equal to or higher than EUR 5,000,000 and create at least 80 new jobs for an investor/project to receive the status "Strategic Investment/ Assisted Procedure"
- ii. equal to or higher than EUR 50,000,000 for an investor/project to receive the status "Strategic Investment/ Special Procedure"

Agriculture and fisheries

- i. equal to or higher than EUR 3,000,000 and create at least 50 new jobs for an investor/project to receive the status "Strategic Investment/ Assisted Procedure"
- ii. equal to or higher than EUR 50,000,000 for an investor/project to receive the status "Strategic Investment/ Special Procedure"

Economic zones (TEDAs)

- i. equal to or higher than EUR 5,000,000 for an investor/project to receive the status "Strategic Investment/ Assisted Procedure"
- ii. equal to or higher than EUR 50,000,000 for an investor/project to receive the status "Strategic Investment/ Special Procedure";

Priority Development Areas

- i. equal to or higher than EUR 1,000,000 and create at least 150 new jobs for an investor/project to receive the status "Strategic Investment/ Assisted Procedure"
- ii. equal to or higher than EUR 10,000,000 and create at least 600 new jobs for an investor/project to receive the status "Strategic Investment/ Special Procedure"

DEDICATED SUPPORT

We are ready to support you!

"Strategic Investment / Assisted Procedure" are supported with:

- Fast track procedures
- Supporting programs
- Assisted infrastructure
- Use of public assets for strategic investment project execution

"Strategic Investment / Special Procedure" are entitled to a Special Status, with additional favorable procedures:

- Expropriation of immovable assets and private property, for the development and execution of the strategic investment project
- Investment Contract endorsement by the Parliament
- Special State Protection



PROCEDURE FOR THE STATUS OF 'STRATEGIC INVESTOR'




* If not, regular assistance for non strategic investments/ Consultancy



In addition, Albania offers a **business friendly regulatory environment** for investments.

- One stop-shop for company registration and business licensing
- Business licensing is done through a fast transparent procedure, easily verifiable online, by the National Licensing Centre at 100 ALL (< 1 Euro)
- There is in place an online system for tax filing and payments applied in the country
- The Albanian business legal framework is in compliance with the EU legislation



“THE NEXT
DECADE
WILL BE THE
TOURISM
DECADE IN
ALBANIA” –
WTTC, 2017