

REPUBLIC OF ALBANIA

invest in Albania

## AIDA

Address:

Skerdilajd Llagami Street  
Building no.1, Tirana, Albania

Tel: +355 (0) 42 251 001

Email: [info@aida.gov.al](mailto:info@aida.gov.al)



Albanian Investment Development Agency  
Agjencia Shqiptare e Zhvillimit të Investimeve



# — TABLE OF CONTENTS

- I. **ALBANIA FACTS & FIGURES**
- II. **TOP 5 REASONS TO INVEST IN ALBANIA**
- III. **FDIs & EXPORTS GROWTH**
- IV. **CONNECTIVITY**
- V. **AIDA PROFILE**
- VI. **STRATEGIC INVESTMENT INCENTIVES**



Albanian Investment Development Agency  
Skerdilajd Llagami St., Building no.1, Tirana, Albania  
Sokol Nano  
Executive Director

[info@aida.gov.al](mailto:info@aida.gov.al) | [www.aida.gov.al](http://www.aida.gov.al) | +355(0)42251001



GOVERNMENT  
Parliamentary Democracy

SURFACE AREA  
28,748 km<sup>2</sup>

COASTLINE  
316 km north-south

CLIMATE  
Mediterranean  
270-300 sunny days

POPULATION  
2,87 million

LANGUAGE  
Albanian

CURRENCY  
Lek

CPI  
108.5 (Oct.'20)

BUSINESS LANGUAGE  
Albania, English, Italian

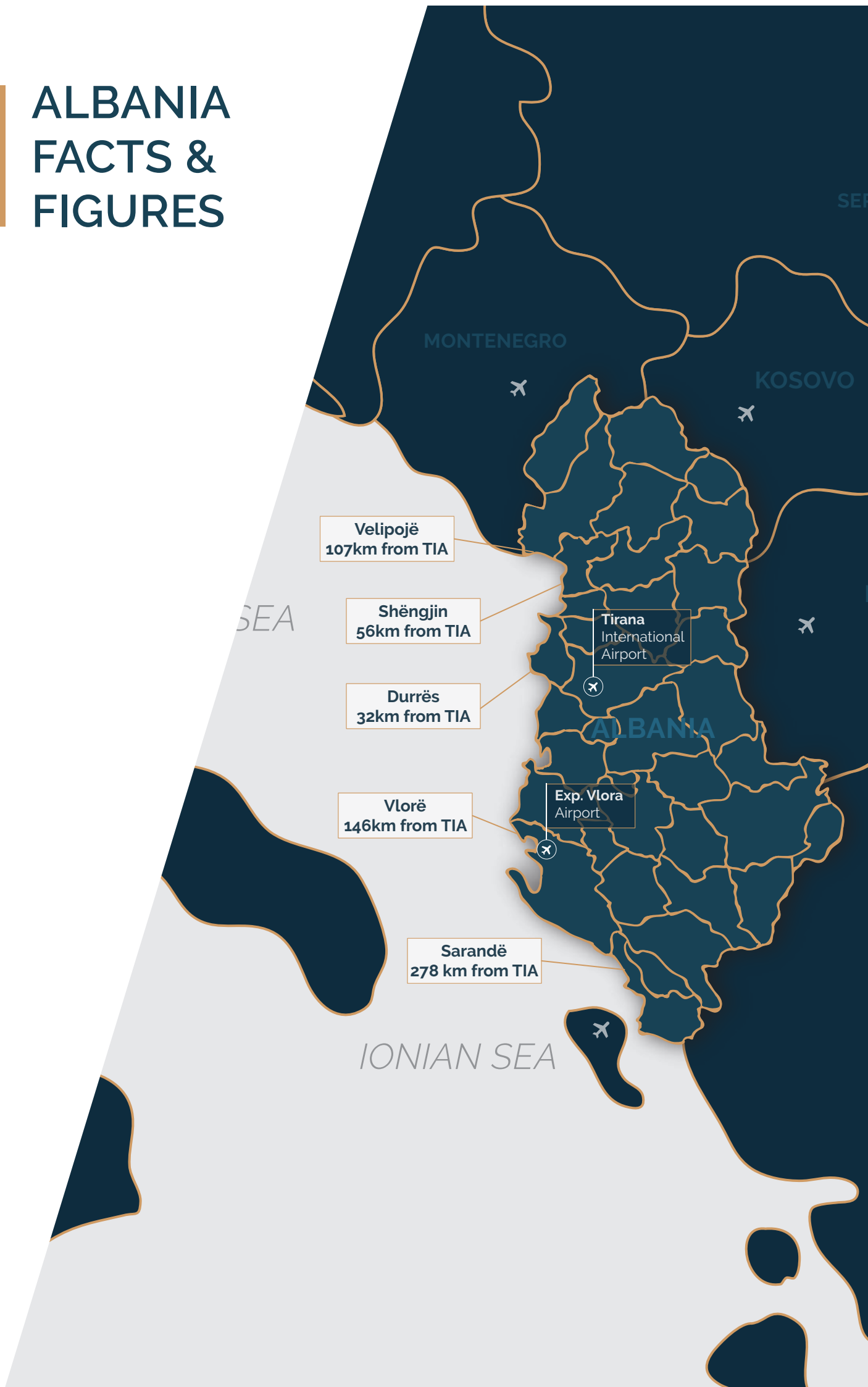
TRADE AGREEMENTS  
WTO EU, CEFTA,  
EFTA,Turkey, GSP Program

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 82<sup>ND</sup> in 2020 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: 47.5% under 35, who are ready to work (unemployment rate '20 -11.2%)
- 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 422 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

	2017	2018	2019
Inflation (%)	2.0	2.4	1.1
Real GDP growth (%)	3.8	4.2	2.2
GDP (Billion EUR)	11.6	12.7	12.8
GDP per capita (EUR)	4.020	4.419	4.496
Public dept (% of GDP)	70.1	69.1	65.3
Unemployment (%)	14.1	12.9	11.2
Average Salary (EUR)	395	403	422

## 5. Competitive taxes, fiscal incentives and low input costs

### Corporate Tax Rate



15%  
5% ICT, Manufacture  
& Agrotourism subjects

### Personal Income Tax Rate



0%  
13%  
23%

### Sales Tax



20%  
6% Hotels

### Social Security



9.5%  
15% Business

### Property Taxes

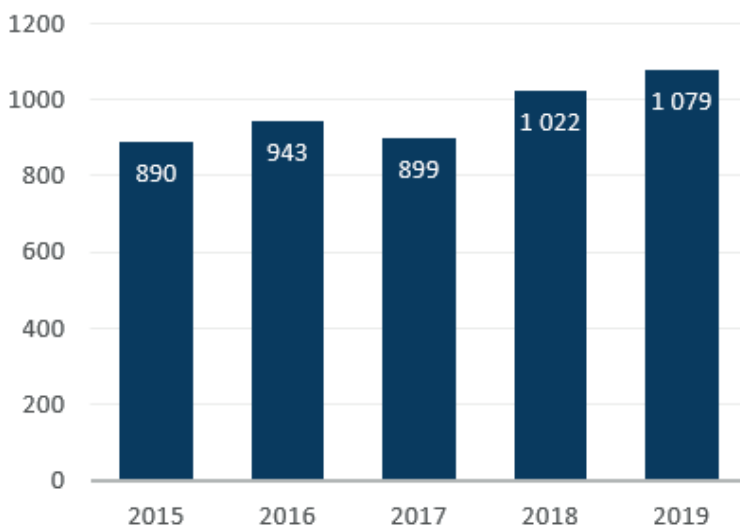


0.05% Households  
0.2% Commercials



# FDI s & EXPORTS GROWTH

## FDI INFLOW/mInEUR



- FDI inflow exceeded 1 Billion Euro by the end of 2019 and reached the value of 1 073 million EURO.

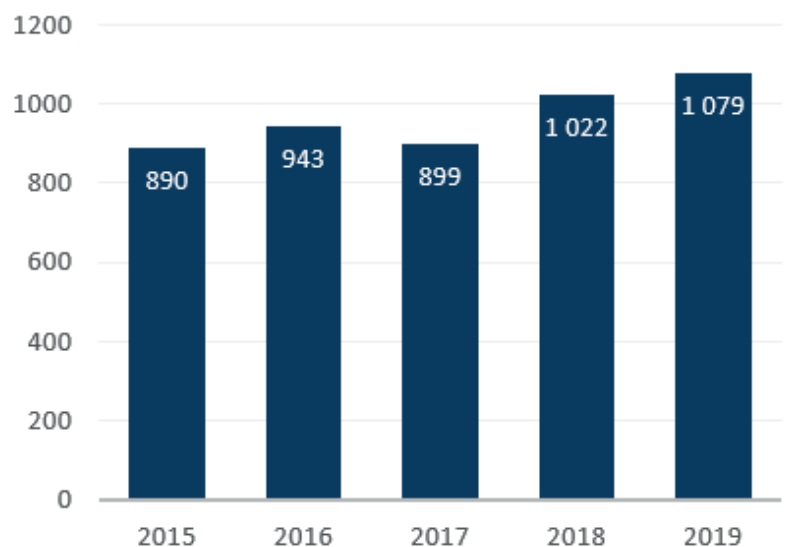
- FDI Inflow recorded an increase of 5.2% compared to 2019.

- For 2019 the main source of FDI inflows was the Energy Sector representing 31% of total FDI inflow.

- FDI Stock reached a value of 8.5 billion Euro by the end of 2019.

- FDI Stock recorded an increase of 12.4% compared to 2018.

## FDI STOCK/mInEUR





# EXPORTS 2019

	Vegetables 137 750 tons
	Fish and crustaceans, molluscs 7 394 tons
	Edible fruit and nuts 66 139 tons
	Preparations from meat and crustaceans 7 817 tons
	Oil seeds and oleaginous fruits 12 978 tons
	Preparation of vegetables, fruit nuts 9 248 tons

## Main export partners, 2019



# 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



# INTERNATIONAL AIRLINE ROUTES IN TIA

COUNTRIES	DIRECT FLIGHTS PER WEEK	COUNTRIES	DIRECT FLIGHTS PER WEEK
-----------	-------------------------	-----------	-------------------------

## 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

# 1<sup>st</sup> 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

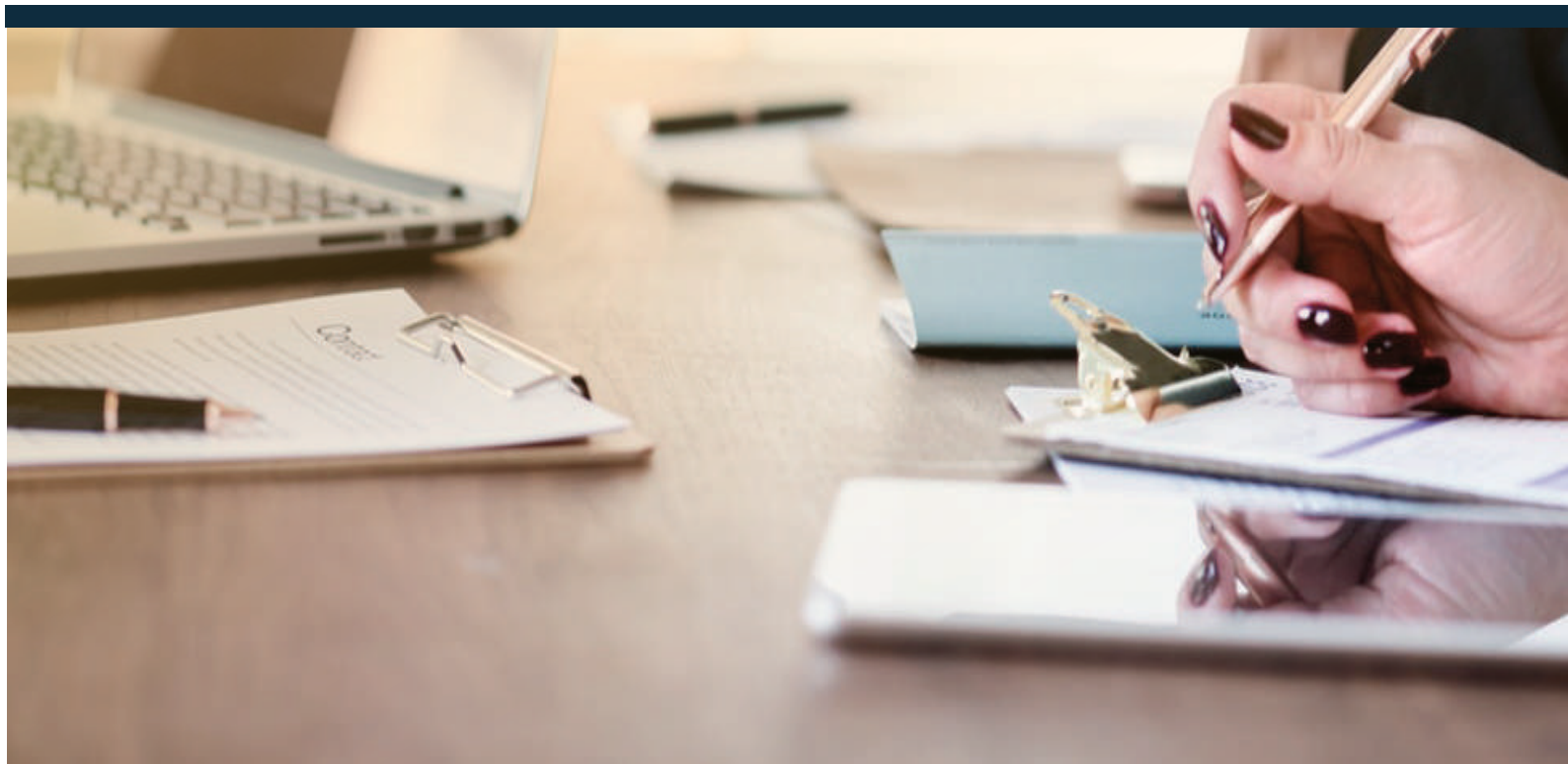
We are ready to support you!

## **"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