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Dear Members and Partners.

With great pleasure we send our warm greetings to you on the occasion of the 15th anniversary of the German Association of Industry and Trade in Albania (DIHA). As we celebrate this milestone, we reflect on a journey of growth, collaboration and shared success that has shaped DIHA.

DIHA was created 15 years ago in order to represent and assist the German companies in Albania, as well as Albanian companies with special interest in contacts and cooperation to companies in Germany. Over the years, DIHA has evolved into an important factor behind the advancement of German-Albanian business relations, fostering a vibrant community of entrepreneurs, professionals, and visionaries. Today, we stand together as a proof to the power of collaboration and the pursuit of shared goals.

I remember joining a DIHA event in the year 2016, just a few days after my arrival in Tirana. It gave me immediately a very positive impression. It was so nice to see a very vivid business community, eager for networking and cooperation. Less than one year after that, I was happy to take the role of DIHA President, which I am still doing, thanks to your trust! I would like to take this moment to acknowledge and appreciate the dedication and support of our esteemed members. Your vision, determination, and passion for excellence have been the base of our common accomplishments. Your trust in our mission has been crucial in shaping DIHA's remarkable journey. Thank you, dear DIHA members!

Our work is also closely related to our esteemed partners, which are numerous and deserve to be thanked. I would like to thank especially the DAW (The German Albanian Business Association in Germany), the German Embassy in Albania and GIZ for the continued support and cooperation! Our work would not be successful without the cooperation of other chambers and business associations in Albania, the network of German chambers abroad, development organizations, government institutions and other not-for-profit organizations. We appreciate every opportunity to exchange and brainstorm for achieving common goals!

Anniversaries are not only a time to celebrate past achievements, but also an opportunity to recommit ourselves to our shared values. As we look to the future, the spirit of collaboration and consistency in our goals will continue to guide us forward. Together, we will explore new opportunities and build on the foundation of trust and mutual respect that has defined our relationships. Let us strengthen our ties, deepen our partnerships, and continue to create an enabling environment for business success!

Last but not least, I would like to thank my DIHA Board colleagues and the DIHA Team for the great work and contribution! Good things cannot be done without passion! Let's keep going; there is a lot more to be done!

Happy 15th Anniversary, DIHA! Here's to many more years of prosperity and friendship!



With warmest regards.

Stephanie Sieg-Farka
DIHA President



DIHA BOARD



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DOING BUSINESS IN ALBANIA

Why Albania?

Albania offers interesting perspectives for investments, trade and services. The Albanian economy has been growing rapidly and dynamically for years. Public and private investments increase the attractiveness and competitiveness of Albania as a business location. Albania has made significant economic strides over the past three decades, evolving from a low-income economy into a middle-income EU candidate country with gross domestic product (GDP) per capita rising from EUR 303 in 1991 to EUR 11,180 (in 2022).

The structure of the Albanian economy has remained unchanged over the past decade, with the service sector dominating and contributing to more than half (in 2021: 48.6%) of the country's gross value added. Albania is a net importer of goods and services, although exports continue to rise, supporting economic growth.

Albania is part of the CEFTA- and EFTA- trade agreements and WTO, which promote the liberalization of trade and economic integration. As a European Union candidate, Albania has signed the Stabilization and Association Agreement with the EU, which allows easier access to EU markets and benefits the economic integration.

Furthermore, Albania shows a positive and business friendly environment. Additionally, the legal framework is supportive to increase business transparency, combat corruption and protect investors' rights.

Political Overview

According to the constitution of November 1998, Albania is a parliamentary republic and a democratic constitutional state based on pluralism and separation of powers. The constitution guarantees, among other things, freedom of the press and religion, equal rights for ethnic minorities, protection of human rights and a free market economy. Albania applied for EU membership in 2009 and has been a candidate country since 2014.

The highest legislative body is the Republic of Albania Assembly (Kuvendi I Shqipërisë), which has exclusive legislative powers. The People's Assembly is a one-chamber parliament. The Parliament consists of 140 members. The legislative period is four years. President since July 24, 2022, is Mr. Bajram Begaj, previously military commander-in-chief of the Albanian armed forces. Ministers are appointed by the President of the Republic on the recommendation of the Prime Minister. The appointment of the Prime Minister and the composition of the government must be approved by Parliament. The Prime Minister and the ministers form the Council of Ministers, which is the highest executive body. In the parliamentary elections on April 25, 2021, the Socialist Party (SP) won an absolute majority in parliament and does not need a coalition partner. Prime Minister of Albania is Mr. Edi Rama (SP). The government program of the SP includes coping with the current energy crisis, which has brought the country a third crisis after the 2019 earthquake and Covid-19 pandemic, the construction of major infrastructure projects (ports, airports, highways) as well as the continuity of key priorities defined for the EU accession process.

On 14th of May 2023 the local elections took place in the Republic of Albania.



Economic Overview

Albania offers a very good legal framework regarding foreign investments. The Foreign Investment Law is based on the principles of equality, non-discrimination and investor protection. According to this law:

- Foreigners do not need prior authorization to start a company in Albania.
- 100% foreign ownership of a company is possible.
- Foreign investors have the right to repatriate all funds of their investments.
- Foreign investors are treated on terms of no less favorable than those provided for domestic investments in similar circumstances, except for real estate, which is regulated by special laws.
- In any case, foreign investments are treated no less favorably than the recognized norms, generally by international law.
- A company with participation of foreign investments has the right to employ foreigners as well.
- Private property and investments are protected by law from expropriation or measures of similar effect.
- In all cases investments are treated equally and impartially, providing full protection and security.

Albania offers many investment opportunities for foreign companies and individuals. The country has significant natural resources including oil, gas, coal, iron, copper, chromium, hydro and hydroelectric potential. Potential high-profit sectors are mining and oil exploration. Both are export-oriented industries. Other areas of interest include thermal, solar and hydroelectric power, alternative sources of energy production, infrastructure, agriculture, light industries such as textiles, leather and footwear, confectionery and meat processing. Tourism in Albania is a growing sector. It also offers good investment prospects. Albania offers a spectacular landscape, which is characterized by mountains, especially in the north. It also has an impressive coastline along the Adriatic and Ionian Sea and ancient history.

Since 1992, Albania has entered agreements on the avoidance of double taxation in relation to income taxes and capital with various countries. The agreements cover taxation of income, resulting from business profits, international transportation, dividends, royalties, services and real estate income. On January 1, 2012, the agreement on double taxation with Germany came into force.

The current commercial law for companies in Albania (Act No. 9901 “On Entrepreneurs and Business Enterprises”) came into force on 21.05.2008, modeled on commercial legislation in Germany, Italy and Great Britain. Commercial law is the most important matter of legal nature for entrepreneurs in Albania. This law, called *acquis Communautaire* aims to harmonize the Albanian- with the laws in other European countries.

There are numerous organizational options available for the foreign investors to do business in Albania. This can be achieved, for example, by establishing a local incorporated company, branch or representative office. Registration of new companies in Albania is carried out by the National Business Center (NBC) in accordance with Law No. 131/2015 “On the National Business Center”. The law aims to facilitate doing business in Albania by bundling the registration and licensing procedures into just one institution, which is the National Business Center (“NBC”).

The National Business Center has replaced both the National Registration Center and the National Licensing Center. According to the Albanian legal framework, the following business entities can be registered:

- Sole trader - Person fizik
- Unlimited partnership - Shoqëri kolektive

- Limited partnership – Shoqëri komandite
- Limited Liability Company – Shoqëri me përgjegjësi të kufizuar
- Joint stock company – Shoqëri aksionare
- Joint Ventures – Ndërmarrje të përbashkëta

A total of around 175 companies with German ownership participation are based in Albania. Many of these companies are members of the German Association of Industry and Trade in Albania (DIHA). According to the information from the NBC (National Business Center), 115 of these companies are based in Tirana and the others are in the cities of Korça, Durrës and Vlora. The largest German companies in Albania include:

- Procredit Bank (100% Procredit Holding) – financial services
- Tirana Business Park (100% Lindner Projektentwicklungs-GmbH) – real estate
- Deutsche Lufthansa (100% Deutsche Lufthansa AG) – transport
- Forschner Albania (100% Forschner GmbH) – automotive
- PSZ Electronic GmbH (100% PSZ Electronic GmbH) – cable production
- Lufthansa Industry Solutions (100% Lufthansa Industry Solutions GmbH & Co. KG) – IT

German investors are currently active in Albania in the fields of transport and logistics (harbor), financial services, infrastructure (offices – real estate), production of construction materials, textile production, pharmaceuticals and for several years, also in the field of cable harness production.

The following areas offer potential for further expansion of the cooperation between German and Albanian companies, which was agreed upon by both parties in bilateral negotiations:

- Renewable energy sources
- Mobility, transport and logistics
- Digitalization
- Information and communication technologies

Incentives

Law “On Foreign Investments” – in force since 1993.

Law “On Strategic Investments” – in force since January 2016.

Treaty to avoid Double Taxation with Germany – in force since 2012.

Law on Foreign Investments – improvements

- Removal of prior authorization from the government
- Opening of all sectors to FDI
- Removal of all share limitations (100 % foreign ownership possible)
- Thus: FDI benefits are equally treated and protected

Priority of International Treaties

- Bilateral treaties with many countries
- In case of conflict: Treaty provisions have priority over domestic law.

Real Estate

- Foreigners as persons cannot acquire real estate, companies can.
- Foreigners can only buy residential units, no land.
- Symbolic tariff of 1 EUR leasing contract, when renting public property.

ALBANIA'S GROWTH MARKETS

Renewable Energy / Tourism / Light Industry
IT Sector / Infrastructure / Mining
Agriculture / Waste Management

Renewable Energy

Thanks to its favorable geographical position in the Mediterranean, Albania has a significant potential of renewable energy sources (RES) such as hydro, wind, solar and biomass, as well as geothermal. Albania's energy supply is 99% hydroelectric and 1% solar. Obtaining energy from renewable energy sources is beneficial for Albania, as it reduces dependence on energy imports and increases energy security. Albania has committed to a binding target of 42% energy from renewable sources in gross final energy consumption in 2030, starting from 31.2% in 2009.

Albania has a high **hydropower** potential and currently uses only 35% of this potential. Hydroelectric power plants provide 80-90% of domestic demand, 95% is produced by 6 large hydroelectric power plants and the rest is produced by 37 other smaller power plants, built by the private sector.

Albania has significant **solar energy** potential, with many of its areas exposed to radiation ranging from 1185 kWh/m² per year to 1700 kWh/m² per year. In clear weather, each square meter of the horizontal surface of this area can absorb about 2200 kWh per year. The average annual value of the intensity radiation is the main indicator of the economics of the Solar Water Heating Panels (SWHP). About 80% of these facilities are in the western part (Adriatic and Ionian coast). Photovoltaic (PV) systems in households and the private sector could be an option to circumvent power shortages during seasonal dry periods. To date, only a few pilot projects have been successfully implemented in this area. The first photovoltaic system in Albania is in Korça (UKKO) with a capacity of 1 MWp. In 2022 began the construction work on the first solar park (140 MW in Karavasta). The total techno-economic RES potential in Albania is 5894.33 ktoe. The RES potential for solar thermal is 147.58 ktoe.

Wind energy offers a potential opportunity for electricity generation in Albania. The main problem in building a wind power plant in Albania is the lack of consistent measurements of wind speed and duration. Consequently, various companies willing to invest in this area should evaluate the wind speed and duration records from the outset. The total potential of wind energy in Albania is estimated to be over 2000 MW. The first call for developers of wind turbines between 10 MW and 75 MW was launched in June 2021. Investors have one year to qualify for the tender and plan to approve fixed electricity purchase prices by the end of 2023.

The Albanian electricity market in production is fully liberalized. At the consumer: market for large consumers is fully liberalized, and for small consumers it is regulated centrally by the state. KESH (Korporata Energjetike Shqiptare, 100% state-owned) is the largest provider on the market. The use of the RES for energy production represents a long-term strategy for the implementation of the three goals of the country's energy policy:

1. Supporting macroeconomic development
2. Increasing the security of energy supply and
3. Increase in environmental protection

The Ministry of Infrastructure and Energy (MIE) has full responsibility for the electricity sector. MIE is the institution responsible for developing energy policy and as well as medium- and long-term strategies for the energy sector. MIE is also responsible for evaluating and revising the concession rights requirements for the construction of hydroelectric power plants and for approving other types of technology for generating energy from renewable resources such as wind, solar resources, etc. Licenses to carry out the generation of electricity from renewable energy sources are issued by the Energy Regulatory Authority (ERE).

POWER THE FUTURE



Darzezë, 10MW
The biggest project in operation in Albania.
Solar tracking technology, December 2022.

We are:

The leading company in Albania for engineering, procurement & construction (EPC), project management and operation & maintenance (O&M) of PV systems.

5 years from a start-up to a market leader

- > **120 qualified** employees
- > **170 projects** delivered
- > **50MW** capacity **installed**
- > **60MW** capacity **to be installed** as of Dec 2023



Tirana International Airport, 1MW,
Strategic object of high importance in Albania, May 2023

We deliver:

Turnkey photovoltaic projects for every entity in Albania and abroad, from rooftops to utility scale solar project.

We aim:

Becoming a leader in the European market, spearheading the transition to renewable energy across the continent.

Tourism

Located in the heart of the Mediterranean Sea, Albania stretches along the coasts of the Adriatic and Ionian Sea. It shares land borders with Kosovo, Greece, North Macedonia, Montenegro and is connected to Italy through the Adriatic Sea. The land area of Albania is 28,748 km² and has about 450 km of coastline (280 miles, including lagoon areas), with the Adriatic Sea running from the Montenegrin border in the south to the Gulf of Vlora, where the Ionian Sea begins. The capital city (Tirana) is less than 2-3 hours away from the main centers of Europe and is one of the most dynamic capitals in Europe.

Albania has a stunning coastline, stretching from Montenegro to Greece, as well as a variety of mountainous areas, suitable for ski resorts and sea tourism. Albania also has cultural sites, including the UNESCO World Heritage site of Butrint. All these make Albania a premier tourist destination.

According to INSTAT, in 2022 around 7.5 million tourists visited Albania. The number increased by 33%, compared to previous years. Not only beach tourism, but also hiking and adventure trips, paired with cultural getaways in Albania's authentic countryside show good investment potential. The German tourists are mostly interested in seeing as much as possible of Albania, from north to south. The small surface of the country allows exploring the country even in 10-14 days. There are numerous Albanian tour operators who carry out tours in Albania in cooperation with German tour operators. The Ministry of Tourism and Environment has certified more than 1400 accommodation structures, including hotels, motels, campsites, agrotourism structures, thermal SPA-s, etc. In addition, there is also an increase in the number of certified guides who help the tourists discover more.

Tourism is an important economic sector in Albania, with many new projects being implemented:

1. **Durres Yachts Marina** will be among the most vibrant destinations on the Adriatic, overlooking the beach and offering shopping, dining, entertainment experiences and a smart sustainable city. The Durrës Yachts & Marina project is managed by Eagle Hills Group with Mohamed Alabbar as Chairman. The group is responsible for some of the most recognizable, innovative, and elite developments in the world. The project is expected to cost EUR 2 billion. According to the media, 90% of the apartments are currently reserved. Status: project.
2. **Orikum Marina & Saranda Bay Marine** are two future projects of Concord Investment companies. Marina Orikum will be a complex of luxurious residences, first class yacht facilities and other entertainment facilities. Saranda Bay Marine is a complex of hotels, residences and a marina that will be located along the Ionian coast. It is in Limioni Bay, in the northwest of Saranda city. The Saranda Bay Marina offers space for 400 ships (currently 100 berths). The master plan integrated into the urban development vision consists of various types of housing, recreation, and tourism facilities, five-star hotels and many public spaces. Status: future projects.
3. **Vlora International Airport** is a project located in Vjosa-Narta (protected landscape area), 10 km north of the city of Vlorë in Albania, since 2021. This airport will be the third international airport in Albania after Tirana International Airport and Kukës International Airport. Vlora Airport will be the largest airport in the Balkans (category 4E) and thus one of the most important investments for the country's economy (investment of EUR 86 million). The project is expected to finish in 2024. Status: under construction.

More information on: Concession award/PPP for the design, construction, operation, maintenance and transfer of Vlora International Airport (VIA) can be found here: www.openprocurement.al

Light Industry

The light industry in Albania provides good investment opportunities regarding textile and shoe production, diversified by the production of medical electronic and metal products. Skilled labor

and proximity to European markets, favored by a long manufacturing tradition are the main reasons for new opportunities within the well-established market.

IT Sector

The IT sector in Albania experienced a rapid development in recent years. The willingness of the young generation to learn and to take risks is quite high. Therefore, E-commerce and the online retail sector experienced significant growth, which simultaneously favors the development of IT services and consultancy. E-commerce Germany indicates an annual growth rate of Albania's e-commerce market of 11.2%. The overall potential can be assumed when keeping in mind that only 8% of Albania's population currently possesses a credit card. The whole online transaction market exists only in infancy. Despite many innovative ideas, the infrastructural development of IT services in Albania just started and promises many opportunities, such as the outsourcing of software development or individual initiatives like start-up hubs. Smart tourism development projects combine the tourism sector with IT solutions and empower tourism companies to leverage their digital solutions.

Infrastructure

Albania has potential investment opportunities in the sector of infrastructure. Various types of infrastructure in the country are demanding investments, most projects are in the transportation infrastructure, electronic communication and urban waste management. Albania has potential for investment in the transportation infrastructure such as highways, railways, airports and ports.

Mining

Albania is rich in mineral resources, providing significant investment opportunities for the mining sector. The country has mineral reserves such as chromium, nickel, iron and copper and significant deposits of gas and oil. All these are the most important minerals in the region. Chromium is the biggest contributor with 76% of the domestic mineral output. Nevertheless, the sector lacks transparency and exploitation permits are not easily accessible.

Agriculture

Agriculture in Albania is strongly developed due to arable land and favorable climate. Bio and organic products are common in Albania and mass production is rare. 90% of the companies in the sector operate on a small scale, showing growth potential and opportunities for investments. The dynamic sector of wine and olive oil production can be competitive in the European market. In recent years, farming of medical herbs became a popular business opportunity in Albania. The convention on biologic diversity indicates over 3250 plant species, which makes Albania the perfect location for the wild collection of medical herbs. This development is especially relevant for potential DIHA-partners since Germany is the biggest consumer of medical herbs in Europe.

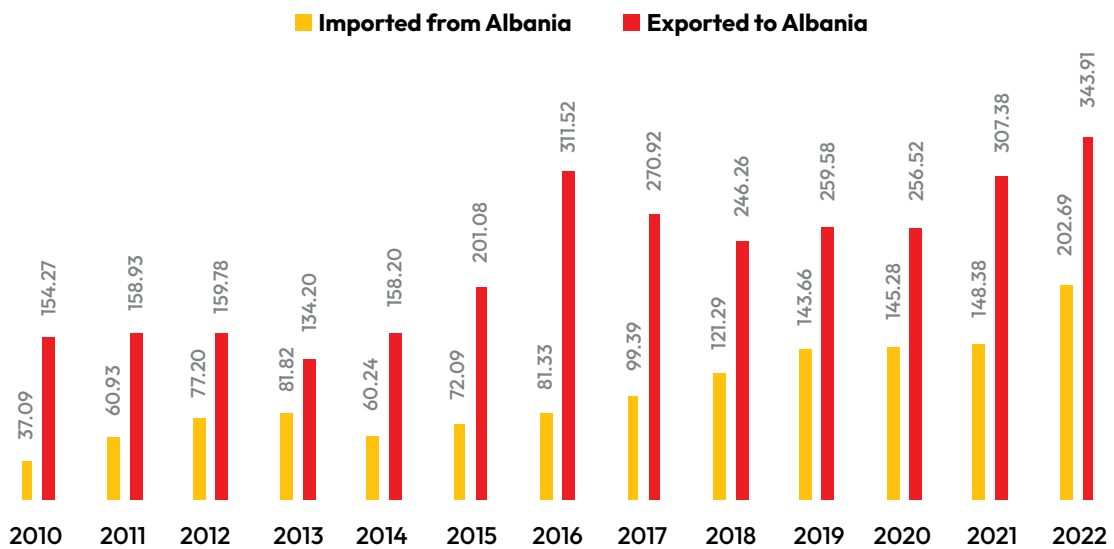
Waste Management

Albania's waste management situation faces significant challenges but shows some signs of improvement and potential progress. Some of the developments and initiatives that are taking place includes waste management legislation, improvement of infrastructure, waste separation, recycling promotion and converting waste into energy, reducing the reliance on landfills and contributing to renewable energy generation. Albania receives support and assistance from various international organizations and donors to improve waste management practices. These organizations provide expertise, funding, and technical assistance to address waste management challenges.

Trade Relations

Trade relations Albania - Germany

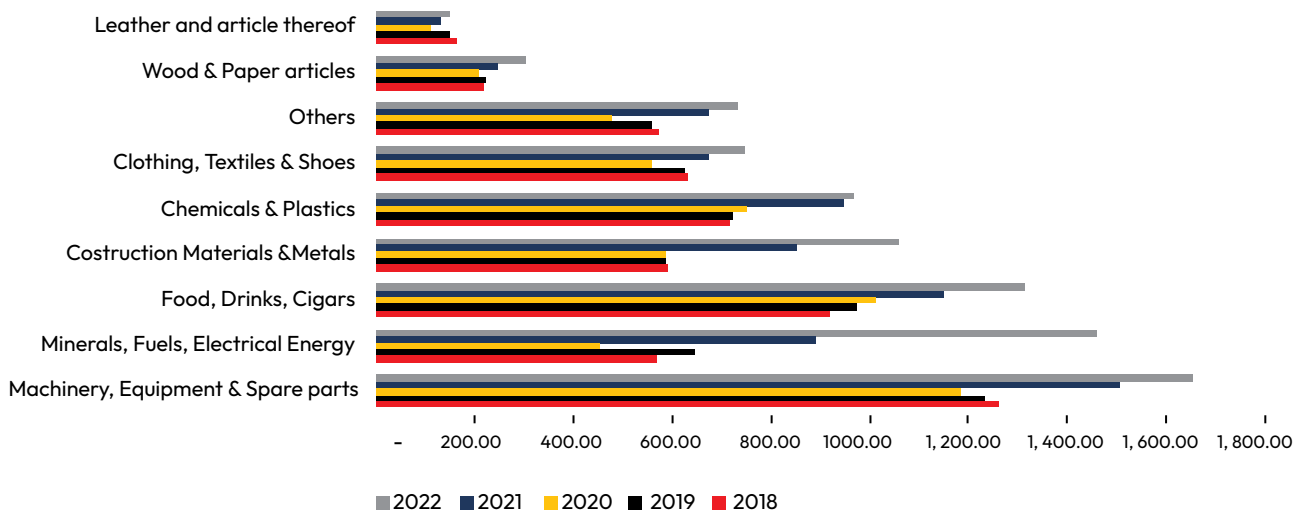
The German Association of Industry and Trade in Albania (DIHA) was founded in 2008 with the support of the government of the Federal Republic of Germany and German business organizations. As the voice of German businesses, it is committed to advocating for interests in economic issues. DIHA invites interested entrepreneurs and individuals to actively participate and support. Below you may find imports and exports from Albania to Germany for the period 2010-2022. Imports from Albania amounted to EUR 202,69 million in 2022. On the other hand, the exports to Albania were 343,91 million Euro in 2022.



Sources: BMWK, prepared by DIHA 07/2023

Imports

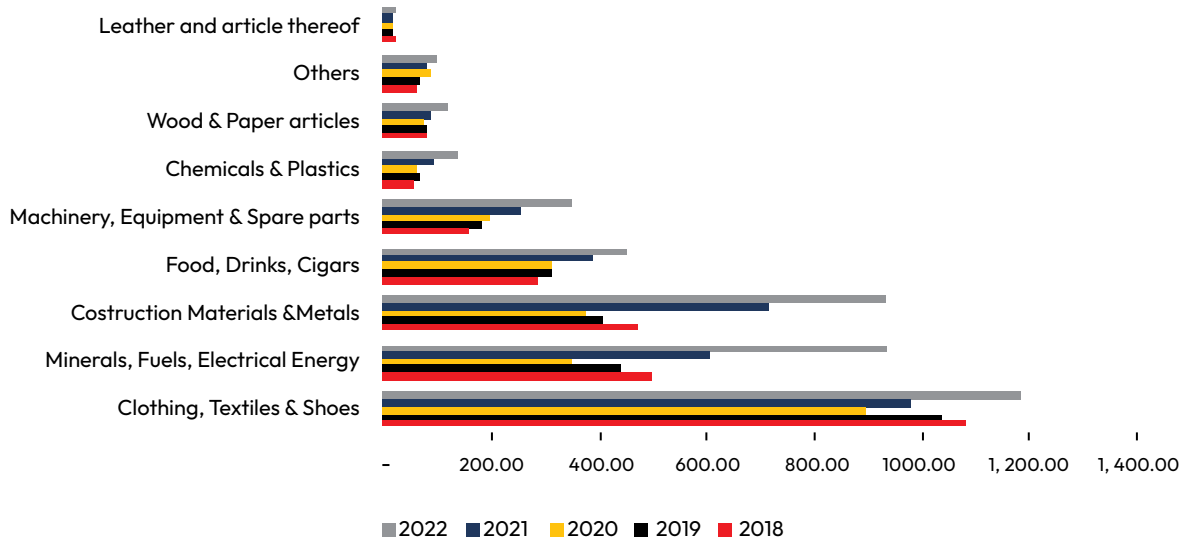
Total Albanian imports in the period 2018-2022 are shown in the graphic below. The main group of goods imported are machinery, equipment & spare parts, followed by minerals, fuel, electrical energy and in the third place food, beverages, cigarettes.



Sources: Albanian Customs, prepared by DIHA 07/2023

Exports

Total exports from Albania in the period 2018–2022 are shown in the graphic below. The main group of goods exported are clothing, textile and shoes, followed by minerals, fuels, electrical energy and in the third place, construction materials and metals.



Sources: Albanian Customs, prepared by DIHA 07/2023

The most important trading partners of Albania in 2022 were the EU countries, which account for around 73,2% of exports and 51,6% of imports.

Albania's imports in 2022 were EUR 8,532 million (2021: 7,401 million) and exports EUR 4,250 million (2021: 3,236 million), which means a considerable trade deficit. On the import side, Italy remains the main import partner country with a share of 42%, followed by Greece with 15,2% and then Germany with 12%. The main export markets of Albania are Italy with 59,3%, Germany with 9%, followed by Spain with 6.6%.



©Marjeta Kodra

Financing possibilities in Albania

Since 1988, Germany has provided Albania with EUR 1.2 billion for financial and technical cooperation and 9 million euros for technical cooperation. In 2020 and 2021, the German Government provided financial cooperation funds of EUR 53 million and technical cooperation funds of EUR 5.2 million for the Albanian-German development cooperation. An additional EUR 36.6 million has been committed for 2020 and 2021 to help alleviate the effects of the COVID-19 pandemic and for the “Returning to New Opportunities” program. Albanian-German development cooperation focuses on the following core areas:

- Training and sustainable growth for decent jobs
- Climate and energy, just transition

Albania also benefits from numerous multi-country regional projects run by the BMZ (Bundesministerium für Zusammenarbeit). Examples include the Open Regional Funds for foreign trade, energy efficiency, municipal services, EU integration and biodiversity.

Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH and KfW are active in Albania.

GIZ offers a wide range of services to governments, companies, international institutions and private foundations. Priority areas of GIZ's work in Albania are:

- Sustainable Economic Development: increasing the competitiveness of companies, improving the investment climate and amending the economic legislations to the EU acquis, foster vocational training.
- Agricultural and Rural Development: Increasing productivity in agriculture, employment in rural areas and strengthening tourism in rural areas.
- Water and Solid Waste: offering support to restructuring the institutional setting of the water sector, providing technical assistance to improve water supply and sanitation in municipalities, supporting Albania in the solid waste management strategy, which will lead to improving solid waste management in municipalities.
- In the region of the western Balkans, give support in the fields of biodiversity and rural development, adaptation to climate change, legal reforms, the EU integration process, municipal services, trade promotion and energy efficiency.

KfW has committed about EUR 1.2 billion for the country, making it one of the most important cooperative countries in Southeastern Europe. The focus was initially on directly alleviating poverty and providing emergency aid. The German Government is now promoting the following areas through KfW:

- climate and energy, Just Transition.
- sustainable urban development (mobility, circular economy and waste management).
- sustainable economic development, training and employment.

The European Bank for Reconstruction and Development (EBRD) is represented in Albania through 137 projects and a total investment of EUR 1,937 million. Till March 2023, the investment portfolio was EUR 1,028 million, mainly in the sectors of sustainable infrastructure (61%), financial sector (33%) and industry (7%). Currently 56 projects are running.

The banks and financial institutions below offer various business loans with favorable terms in different sectors. You can find more information on their websites:

Procredit Bank Albania
Abi Bank
Banka Kombëtare Tregtare (BKT)
Credins Bank
Fondi Besa
Intesa Sanpaolo Bank Albania
NOA Holdings
OTP Bank
Raiffeisen Bank Albania
Tirana Bank
Union Bank

www.procreditbank.com.al
www.abi.al
www.bkt.com.al
www.bankacredins.com
www.fondibesa.com
www.intesasanpaolobank.al
www.noafin.al
www.otpbank.al
www.raiffeisen.al
www.tiranabank.al
www.unionbank.al

Challenges for foreign investors

German companies/investors should visit the country to better understand the local business climate and to meet government officials, trade associations and potential business partners. It is recommended that they present their products, services or projects during presentations and demonstrations.

Most newcomers establish a relationship with a local partner who can provide insight into the business and political climate. German companies should carefully select the local partners. It is also important to establish contacts with the German institutions in Albania. The German Association of Industry and Trade in Albania (DIHA), the German Embassy in Tirana and the Albanian Investment Development Agency (AIDA) are the most important institutions in the field of business, to help identify the right partners and institutions on the market. DIHA can help in the search for potential partners in Albania and can also put you in contact with local law firms, tax consultants and other business organizations.

Due to the legal reform in Albania, long court cases must be considered. For possible contracts, it is recommended to select a court in a third country.

When it comes to public tenders, German companies should think of a consortium with one or more companies registered in Albania. The tenders are displayed in the online portal (Agjencia e Prokurimit Publik), where only companies registered in Albania can have access.



SWOT Analysis



Cultural Business Guide for Albania

The Albanian population is considered young. After 1990, the population faced new phenomena such as migration, which affected not only its structure but also the rate of growth. The free and uncontrolled movements of the population have influenced the change in the ratio of urban to rural population.

Working climate

The working climate is conservative, regarding the working hours a classic 09:00-17:00 approach is widely adapted. Public administration works five days a week from 08:00-16:30, usually from Monday to Thursday and from 08:00-14:00 on Fridays. Banks are usually open from 08:30-15:30. The shops are open every day of the week, usually from 09:00-20:00. Cellular services are offered by two operators: One Albania and Vodafone Albania. These two operators provide coverage over almost the entire Albanian territory.

There is increasing awareness regarding the work-life balance, but long working hours and overtime are still common, depending on the sector. Albanian companies are often hierarchically structured and the top levels do the decision making. Nevertheless, teamwork is becoming more and more important, and the trend goes towards collective decision making. Professionalism is highly valued in Albanian companies, which goes along with an appropriate dress code.

Credit cards and debit cards are accepted to a wide extent in Albania, nevertheless in many places it is only possible to pay in cash. Credit cards in Albania are mainly used in large grocery stores, restaurants, hotels and department stores. The use of debit cards has increased significantly in recent years, but they are still used more often to withdraw money, rather than make payments. Withdrawing cash from cash dispensers (ATM) is easily possible in larger towns in Albania.

Albanian consumers are sensitive to advertising. All types of media are used, including television, newspapers, magazines, radio, outdoor billboards and social media, however television remains the classic, dominant medium. To a lesser extent, trade shows, promotional literature and event sponsorships are also used to promote goods and services.

Cultural etiquette

Albania is a small country in the Balkans, which was locked from outside influence under a communistic regime for more than 40 years. The population of Albania is one of the few countries in Europe which shows little ethnic diversity, 82,6% of the whole population are ethnic Albanians. Most of the population is Muslim. It is worth to mention that Albania is a country of high religious tolerance and diversity. Christians and Muslims coexist with other religious groups. The present culture shares similarities with Turkey and the southern parts of Italy and Greece.

Furthermore, Albanians are very hospitable people, and it is culturally demanded to treat guests very well. Be prepared to be asked a lot of questions by your business partners, not because they are hesitant, just because they want to build trust. Nevertheless, punctuality is highly valued and shows respect for the business partner.

COMPANY REGISTRATION



Introduction

A foreign company or foreign individual may establish a company in the territory of Albania.

All information regarding capital, possible shares in the company, share restrictions for foreign shareholders (according to legal form), necessary licenses, etc., can be found in the National Business Center (NBC), which you can access in English on the following website: www.qkb.gov.al

Based on Prime Minister's Order No. 154, dated 25.11.2019, "On taking measures and regulating the legal provisions for the application of services only online from 1.1.2020" and Order of the Minister of Finance and Economy No. 13, dated 28/04/2022, "On the closure of service counters near local government units and the Union of Chambers of Commerce and Industry and/or chambers of commerce", starting from 01 May 2022, all the services of NBC are offered on the e-albania government portal. The registration process usually lasts no more than one working day.

The costs of establishing a company in Albania are different, depending on the chosen form. For example, foundation act and the statute of the company are drawn up by the notary in Albanian language and the notarial costs vary from 50,000-70,000 ALL.

The local taxes (cleaning tax, temporary tax for educational infrastructure) vary depending on the space, the form of the registered business, the declared turnover, etc. Every business in Albania pays local taxes. Starting from January 1, 2021, for businesses with a turnover of 0-8 million ALL, the simplified tax on profit (which is paid together with local taxes) is at the rate of 0%. Once the turnover is exceeded, the taxpayer is obliged to register for income tax purposes and act in accordance with the provisions of the Income Tax Law.

Withholding tax from rent is 15% of the rent value.

Labour costs

When a business is established, at least one individual must be registered as an employee (the owner, the manager or just an employee) and has the obligation to declare and pay social and health insurance. Starting from 01.04.2023 the monthly minimum wage in Albania is 40,000 ALL (approx. 396 EUR).

Health insurance is divided into 1.7% for the Employee and 1.7% for the Employer (3.4% in total).

Social insurance is divided into 9.5% for the Employee and 15% for the Employer (24.5% in total).

Thus, the employer's share is 16.7% and the employee's share is 11.2%.

The income tax is progressive, in proportion to the gross salary and starting from **01.06.2023** is divided as follows:

Salary Income in ALL / month	Taxable Income in ALL / month	Tax rate in percentage / month
0 - 50.000	0 - 50.000	0%
50.001 - 60.000	0 - 35.000	0%
	35.001 - 60.000	13% of the sum over 35.000
60.001 - above	0 - 30.000	0%
	30.001 - 200.000	13% of the sum over 30.000
	200.001 - above	22.100 ALL + 23% of the sum

The insurance contributions consist of the social insurance contributions (pension insurance, unemployment insurance, accident insurance, long-term care insurance, pregnancy insurance) worth 24.5% and the health insurance contributions worth 3.4% of the gross salary, i.e., a total of 27.9%.

After opening the company, it is necessary to open bank accounts in the name of the company. Account maintenance costs vary from bank to bank. Therefore, we suggest looking at their webpages and then contacting the banks directly to get more detailed information.

Upon entering the fiscalization process, which began in Albania on 1st of January 2021, it is mandatory to be equipped with appropriate software solutions to carry out this process (preparation of sales invoices and acceptance of purchase invoices). Companies offering software solutions certified by the Tax Directorate are listed on the website of the Tax Authority: <https://www.tatime.gov.al/c/424/494/lista-e-subjekteve-te-certifika>. For more information regarding the costs and services of each software solution, you may contact the companies directly.

According to NBC (National Business Center), the forms of companies that can be registered in the Albanian Commercial Register are listed below:

- Natural Person
- Commercial Companies (Collective companies, Limited Partnership, Limited Liability Company, Private shareholding company)
- Branches and Representation Offices of Foreign Companies
- Joint Stock Companies
- Agricultural Cooperative Societies
- Mutual Cooperative Societies
- Saving Credit Companies and Unions

After a company is registered to NBC, it is also registered for tax purposes in Albania.

The limited liability company is the most common legal form of doing business in Albania. The minimum share capital for a limited liability company (sh.p.k.) is 100 lek. There is no limitation in the number of shareholders, it can be individuals or legal entities, foreign or Albanian. The application for the registration of a company in Albania can be performed only online through the state portal “e-albania”. If all the necessary documents for the initial registration of a company are ready, the electronic registration process takes 24 hours to be completed/accepted.



Registration of a Natural Person

The electronic service of the initial registration of a Natural Person is offered to an Albanian or foreign citizen through the e-albania portal. The individual applies by filling in the relevant form for initial registration. Based on Article 22, point (a) of Law 9723, dated 03.05.2007 “On Business Registration”, as amended, one of the subjects that are obliged to be registered in the commercial register is the natural person, who exercises commercial economic activity. The document to be uploaded by the applicant is the Act of Representation (power of attorney at the notary) if the applicant is different than the person being registered.

Procedure steps:

- Identify yourself as an Albanian citizen or a foreign citizen.
- Choose the service “Application for the initial registration of the physical person.”
- Click the “Use” button.
- Complete the electronic form with the necessary data on the form of the company that you will register for.
- Click the “Send” button on the last page of the form.
- The NBC employee processes the incoming request and, depending on the decision taken, returns an answer by e-mail to the applicant.

For the purposes of initial registration, you may also declare the mandatory data, according to the tax legislation, of social and health insurance such as: expected annual turnover, types of taxes for which the subject is registered, etc., as well as that of statistics such as Code of the Economic Nomenclature (NVE). These data are completed based on self-declaration in section “D” of the online application form.

The initial registration of a business in NBC is done within a period of 24 hours from the moment of application. The online process is free of charge and there is no deadline regarding the validity period.

Application for the initial registration of a commercial company

The electronic service of the initial registration of a collective, limited, limited liability, and private shareholding company is offered to an individual/citizen who has created his account as an individual on the e-albania portal. To apply for initial registration, the individual applies by filling in the relevant form for initial registration of the company.

Documents to be uploaded by the applicant:

- The Statute and the Act of Foundation of the company, in case they are drawn up as 2 separate documents in the original (deadline of registration, 30 days from the date of establishment).
- The act of appointing the company’s bodies if it is not included in other acts.
- Bank mandate or notary’s certificate for capital payment in cash – (if the capital has been paid)
- The act of expertise of the licensed appraiser for the payment of capital in kind.
- Identification document of the representative.
- The representative’s authorization document.
- Other acts that belong to the legal entity in the case that the company is also created by a legal entity.

Procedure steps:

- Log in as a citizen on the e-Albania portal.
- Choose the service “Application for the initial registration of collective, limited and private shareholding company”.
- Click the “Use” button.
- Complete the electronic form with the necessary data on the form of the company you will register for.
- Click the “Send” button on the last page of the form.
- The NBC employee processes the incoming request and, depending on the decision made, returns an answer by e-mail to the applicant.

For the successful submission of the application, the electronic signature of the completed application form is mandatory. For electronic signature, apply through the online service: Application for electronic signature for citizens/businesses - [Aplikim për nënshkrimin elektronik](#)

The initial registration of a business in NBC is done within a period of 24 hours from the moment of application. The online process is free of charge and there is no deadline regarding the validity period.

Application for initial registration of branches or representative offices of foreign companies

The electronic service of initial registration of branches or representative offices of foreign companies is offered to an individual/citizen who has created his account as an individual on the e-albania portal. To apply for initial registration, the individual applies by filling in the relevant form for initial registration of the company.

Documents to be uploaded by the applicant are:

- Authorization from the foreign company or power of attorney at the notary from the legal representative of the company when the application is not carried out by the latter.
- The balance sheet of the foreign company for the last financial year, kept according to the standards required in the foreign country, if the foreign company has been active for more than one year.
- Documentation certifying the current state of the foreign company, issued within a period of no more than 90 days from the date of application, with registration and representation data, including information on whether it is in the process of liquidation or bankruptcy.
- The documentation that certifies the registration of the foreign company in the foreign jurisdiction
- Specimen of the signature (signature) of the legal representative of the company (if not filed with the statute).
- The decision or other acts of the relevant body of the foreign company, according to foreign legislation, for the opening of the branch or representative office. The acts of this point are replaced by the application for registration in the case when the person requesting the registration is simultaneously the body responsible for acting alone, on behalf of the foreign company.

Procedure steps:

- Log in as a citizen on the e-Albania portal.
- Choose the service “Application for initial registration of branches or representative offices of foreign companies”.
- Click the “Use” button.
- Complete the electronic form with the necessary data on the form of the company you will register for.

- Click the “Send” button on the last page of the form.
- The NBC employee processes the incoming request and, depending on the decision made, returns an answer by e-mail to the applicant.

Business entities, for purposes of initial registration, also declare the mandatory data, according to the tax legislation, of social and health insurance such as: annual turnover, types of taxes for which the subject is registered, etc., as well as that of statistics such as Code of the Economic Nomenclature (NVE). These data are completed based on self-declaration in section “D” of the application form.

For the successful submission of the application, the electronic signature of the completed application form is mandatory. For electronic signature, apply through the online service: Application for electronic signature for citizens/businesses – [Aplikim për nënshkrimin elektronik](#)

The initial registration of a business in NBC is done within a period of 24 hours from the moment of application. The online process is free of charge and there is no deadline regarding the validity period.



We support you in your plans to become active in Albania with our following services:

1. Business management consulting in the start-up phase

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REAL ESTATE

Application for initial registration of joint stock companies (sh.a.)

The electronic service of the initial registration of a joint stock company (sh.a.) is offered to an individual/citizen who has created his account as an individual on the e-albania portal. To complete the application for initial registration, the individual applies by filling in the relevant form for initial registration of joint stock companies (sh.a.).

Documents to be uploaded by the applicant:

- Act of representation by power of attorney (power of attorney at the notary) if the applicant is different than the person who is authorized to perform the registration.
- Specimen of the signature (signature) of the legal representative of the company (if not filed with the statute).
- The act of foundation and the statute of the company if they are separate documents.
- Other acts that belong to the legal entity in case the joint stock company is also created by a legal entity.

Procedure steps:

- Log in as a citizen on the e-Albania portal.
- Select the service “Application for the initial registration of joint stock companies (sh.a.)”.
- Click the “Use” button.
- Complete the electronic form with the necessary data on the form of the company you will register for.
- Click the “Send” button on the last page of the form.
- The NBC employee processes the incoming request and, depending on the decision made, returns an answer to the applicant.

Business entities, serving the purpose of initial registration, also declare the mandatory data, according to the tax legislation, of social and health insurance such as: annual turnover, types of taxes for which the subject is registered, etc., as well as that of statistics such as Code of the Economic Nomenclature (NVE). These data are completed based on self-declaration in section “D” of the application form. For the successful submission of the application, the electronic signature of the completed application form is mandatory.

For electronic signature, apply through the online service: Application for electronic signature for citizens/businesses - [Aplikim për nënshkrimin elektronik](#)

The initial registration of a business in NBC is done within a period of 24 hours from the moment of application. The online process is free of charge and there is no deadline regarding the validity period.

Application for initial registration of agricultural cooperative societies

The electronic service “Application for the initial registration of agricultural cooperative societies” helps citizens to send the online request for the initial registration of agricultural cooperative societies to NBC.

Documents needed to be uploaded by the applicant:

- The act of foundation and statute (if it is drawn up as a different document than the founding act).
- The act to appoint the company’s bodies if it is not included in the above acts.

- Bank mandate for the payment of the capital in cash (if the capital has been paid).
- The act of expertise of the licensed appraiser for the payment of capital in kind.
- Any other act necessary, according to the legislation in force.

Documents of the founders:

- The decision of the competent body of the Albanian legal entity for the creation or participation in the society.
- The full and valid version of the act of establishment and the statute of the Albanian legal entity.
- The court decision confirming the registration of the Albanian legal entity and the relevant changes.
- Documents certifying the current state of the Albanian legal entity and the fact whether it is in the process of liquidation or bankruptcy.
- The decision of the competent body of the Albanian legal entity for the creation or participation in the company.
- The full valid version of the statute and the Act of establishment (if they are drawn up as two separate documents). In the absence of these two acts, the equivalent act of creation according to foreign legislation.
- Documentation proving the registration of the foreign legal entity (certificate of registration or similar documents).
- Documents certifying the current state of the foreign legal entity and the fact whether it is in the process of liquidation or bankruptcy.
- The decision of the competent body of the foreign legal entity for the creation or participation in the company.

Procedure steps:

- Log in as a citizen on the e-Albania portal.
- Select the “Application for the initial registration of agricultural cooperative societies” service.
- Click the “Use” button.
- Complete the electronic form with the necessary data on the Application for the initial registration of agricultural cooperative societies.
- Click the “Send” button on the last page of the form.
- The NBC employee processes the incoming request.
- The answer about the approval or rejection of the application is sent per e-mail.

The initial registration of agricultural cooperative society in NBC is done within a period of 24 hours from the moment of application. The online process is free of charge and there is no deadline regarding the validity period.

Application for initial registration of mutual cooperation societies

“Application for the initial registration of mutual cooperation societies” is an electronic service, which enables citizens to apply online through the portal e-albania for the initial registration of mutual cooperation societies.

Documents to be uploaded by the applicant:

- Act of foundation and statute (if it is drawn up as a different document than the founding act).
- The act to appoint the company’s bodies if it is not included in the above acts.
- Bank mandate for the payment of the capital in cash (if the capital has been paid).
- The act of expertise of the licensed appraiser for the payment of capital in kind.

- Any other act necessary according to the legislation in force.

Documents of the founders:

- The decision of the competent body of the Albanian legal entity for the creation or participation in the company.
- The full and valid version of the act of establishment and the statute of the Albanian legal entity.
- The court decision confirming the registration of the Albanian legal entity and the relevant changes.
- Documents certifying the current state of the Albanian legal entity and whether it is in the process of liquidation or bankruptcy.
- The decision of the competent body of the Albanian legal entity for the creation or participation in the company.
- The full valid version of the statute and the Act of establishment (if they are drawn up as two separate documents). In the absence of these two acts, the equivalent act of creation according to foreign legislation.
- Documentation proving the registration of the foreign legal entity (certificate of registration or similar documents).
- Documents certifying the current state of the foreign legal entity and whether it is in the process of liquidation or bankruptcy.
- The decision of the competent body of the foreign legal entity for the creation or participation in the company.

Procedure steps:

- Log in as a citizen on the e-Albania portal.
- Select the service “Application for initial registration of mutual cooperation companies”.
- Click the “Use” button.
- Complete the electronic form with the necessary data and upload the documents.
- After sending the application, the case is reviewed by the authorized employee of NBC.
- The answer about the approval or rejection of the application is sent per e-mail.

The initial registration of mutual cooperation companies in NBC is done within a period of 24 hours from the moment of application. The online process is free of charge and there is no deadline regarding the validity period.

Application for initial registration of credit savings companies

The electronic service “Application for the initial registration of credit savings companies” helps citizens to send the online request for the initial registration of credit savings companies at the NBC through e-albania portal.

Documents to be uploaded by the applicant:

- Act of Foundation and Statute (if it is drawn up as a different document than the act of foundation).
- The act of expertise of the licensed appraiser for the payment of capital in kind.
- The act of appointing the company’s bodies if it is not included in other acts.
- Application for initial registration of the credit savings company.
- Bank mandate or notary’s certification for the payment of the capital in cash - (if the capital has been paid).
- Authorization document.

Procedure steps:

- Log in as a citizen on the e-Albania portal.
- Choose the service “Application for initial registration of credit savings companies”.
- Click the “Use” button.
- Complete the electronic form with the necessary data on the Application for the initial registration of credit savings companies.
- Click the “Send” button on the last page of the form.
- The NBC employee processes the incoming request.
- The answer about the approval or rejection of the application is sent per e-mail.

The initial registration of credit savings companies in NBC is done within a period of 24 hours from the moment of application. The online process is free of charge and there is no deadline regarding the validity period.







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Initial registration in the Register of Beneficial Owners

“Application for initial registration in the Register of Beneficial Owners” enables entities registered in the register of non-profit organizations and entities registered in the commercial register to apply online through the e-albania portal for initial registration of the beneficial owner. This service is provided in accordance with Law no. 112/2020, “On the Register of Beneficial Owners”, as amended.

Documents to be uploaded:

1. The documentation proving the unique identification number NUIS, name and date of registration of the reporting entity in the commercial register.
2. The documentation of the competent registering authority, which proves that the registered beneficial owner is the owner of 25% or more of the shares/quotas of the capital or voting rights.
3. Other documentation containing the necessary information for the identification and registration of the beneficial owner.
4. A written statement signed by the legal representative of the reporting entity, specifying exactly the steps taken to identify the beneficial owner as well as the reasons for identifying him in this position (the case when it is not possible to identify the individual owning 25% or more excess of shares/capital quotas or voting rights).
5. Documentation proving the control of the individual registered as the beneficial owner, in the reporting entity (case when it is not possible to identify the individual owning 25% or more of the capital shares/quotas or voting rights).
6. Documentation certifying the position of the individual registered as the beneficial owner, in the reporting entity (in case it is not possible to identify the individual owning 25% or more of the shares/quotas of the capital or voting rights).
7. Other accompanying documentation that validates the registered data.
8. Authorization document, if the application is not made by the legal representative.

List of accompanying documents for the application for initial registration of the beneficial owner of the reporting entity, registered in the register of non-profit organizations:

1. Documentation that proves the unique identification number NUIS, name and date of registration of the reporting entity in the relevant register.
2. The documentation of the competent registering authority, which proves that the registered beneficial owner is the owner of 25% or more of the shares/quotas of the capital or voting rights.
3. Other documentation containing the necessary information for the identification and registration of the beneficial owner.
4. If the registered subject is a legal entity, owned by a limited liability company, the beneficial owner of the limited liability company.
5. A written statement signed by the legal representative of the reporting entity, specifying exactly the steps taken to identify the beneficial owner as well as the reasons for identifying him in this position, in the case where its founder is a legal entity (in case not, it is possible to identify the individual owning 25% or more of the shares/capital quotas or of the voting rights).
6. Documentation proving the control of the individual registered as the beneficial owner, in the legal entity that has registered, in the reporting entity (the case when it is not possible to identify the individual owning 25% or more of the shares/capital quotas or rights of voting).
7. Documentation certifying the position of the individual registered as the beneficial owner, in the reporting entity (case when it is not possible to identify the individual owning 25% or more of the shares/quotas of the capital or voting rights).
8. Other accompanying documentation that validates the recorded data.
9. Authorization document, if the application is not made by the legal representative.

Procedure steps:

- Log in as a business on the e-Albania portal.
- Select the “Application for initial registration in the Register of Beneficial Owners” service.
- Click the “Use” button.
- Follow the application steps and complete the electronic form with the necessary data.
- After completing all the fields in the application form, download the completed form and then it must be signed electronically by the subject administrator.
- Upload the electronically signed form in the last step of the form and click “Send”.
- After the application is successfully sent, the NBC employee verifies the application documents and takes the relevant decision after reviewing the application.
- The answer will be sent by email and to “My Documents” section of “My Space” on the e-Albania portal.
- If the decision is to approve the registration of the beneficial owner’s data, the entity that made the application receives from the e-albania portal the extract for the data registered in the Register of Beneficial Owners.

If the decision of NBC is to suspend the application, the reporting entity has a deadline of 30 calendar days from the date of its suspension, to complete the defects that prevent registration in the same application. Failure to fill in the deficiencies will be grounds for the final rejection of this application. If the sent decision is a decision to reject the application, the subject must submit a new application. In the case of approval of the application, a certificate of approval of the application is issued, which does not have a deadline.

The required time of receiving the service is 2 working days. For applications made during official holidays, the deadline for considering the application starts with the beginning of the official working hours for the following day.

In case an administrative penalty has been imposed on the reporting entity, you must also attach the payment, which to be valid, must contain the data according to the invoice.

Legal basis:

- Law No. 112/2020 “On the Register of Beneficial Owners”.
- Law No. 6/2022 for some changes and additions to Law No. 112/2020, “On the Register of beneficial owners”, as amended.
- Normative Act No. 12, dated 25.3.2021 “On some changes and additions to Law No. 112/2020, “On the Register of Beneficial Owners”.
- Decision No. 1088, dated 24.12.2020 “On determining the manner and procedures of registration and publication of data for the beneficial owners, as well as notification by the competent state authorities and by the obliged entities”.
- Decision No. 273, dated 12.5.2021 for some additions and changes in decision No. 1088, dated 24.12.2020, of the Council of Ministers, “On determining the manner and procedures of registration and publication of data for the beneficial owners, as well as notification by the competent state authorities and by the obliged entities”.
- Decision No. 328, dated 18.5.2022 for some additions and changes in decision No. 1088, dated 24.12.2020, of the Council of Ministers, “On determining the manner and procedures of registration and publication of data for the beneficial owners, as well as notification by the competent state authorities and by the obliged entities”, amended.
- Decision No. 352, dated 26.5.2022 for some changes in decision No. 1090, dated 24.12.2020, of the Council of Ministers, “On determining the rules for the operation of the register of beneficial owners, for the method of electronic communication and data exchange between the national business center and responsible state bodies, as well as for the manner and terms

of communication between the register of beneficial owners, the commercial register and the register of non-profit organizations”.

- Decision No. 1090, dated 24.12.2020 “On determining the rules for the operation of the register of beneficial owners, for the method of electronic communication and data exchange between the national business center and responsible state bodies, as well as for the manner and terms of communication between the register of beneficial owners, the commercial register and the register of non-profit organizations”.
- Decision No. 739, dated 23.11.2022 “On the approval of procedures for the reimbursement of administrative measures forgiven, paid, according to law no. 112/2020, “On the register of beneficial owners”, as amended.
- Order No. 25, dated 3.2.2021 “On the approval of fees for issuing extracts for the data of beneficial owners registered in the register of beneficial owners and fees for providing information on data registered in the register, which are not freely available accessible and public”.



Registration of a Tax Representative

A foreign legal entity, who is liable for Value Added Tax (VAT) in the territory of Albania but is not established in Albania, may appoint a tax representative for VAT purposes. The tax representative may be an individual or a legal entity. The person appointed as a tax representative has the right to act on behalf of his principal (nonresident person) for all tax related purposes. He is simultaneously responsible for fulfilling all obligations of the non-resident taxpayer that he represents.

- Law No. 9920, dated 19.5.2008 “On the Procedures of Taxation in the Republic of Albania” amended and
- Instruction No. 24, dated 02.09.2008 “On Procedures of Taxation in the Republic of Albania”, amended,

is the legal basis that defines the rules for a Tax Representative in the Republic of Albania.

The tax representative must be registered under his name and on behalf of his tax representative within 5 (five) days after the appointment as such and before the start of legal obligation of this person in Albania. For each change carried out or to be carried out, in relation to its initial data, received by the tax representative, the regional Tax Directorate must be notified in written form within 5 days.

Business Licenses, Permits and Authorizations

Any natural person or legal person, previously equipped with NUIS, (NIPT - Taxable Person Identification Number) that exercises an activity and/or that uses a public good and/or performs one or several certain actions, for purposes of an economic, commercial, professional and of any other similar nature, except those of a personal nature, which are included in the fields, categories and subcategories of the appendix to law no. 10081/2009, has the obligation to be provided with a license/permit/authorization.

The exercise of activities and the performance of actions within the commercial activity are not subject to licensing or authorization.

The licensing/permitting process is based on the sectoral legislation in force, which regulates the areas where a license/permit is required, defining, among other things, the detailed criteria and the necessary proof documents for the equipment with the relevant license/permit.

The licenses and permits that are handled by/through the NBC are divided into 3 groups:

- **Group 1** includes those categories or subcategories for which the assessment of fulfillment of the licensing criteria is based only on the applicant’s self-declarations. NBC examines the requests for group 1, according to the order of their submission, and decides within a period of 2 working days, from the date of submission of the request.
- **Group 2** includes those categories or subcategories for which the evaluation of the fulfillment of the licensing criteria is based not only on the self-declarations but also on the evidentiary documents presented by the applicant. NBC examines the requests for group 2 and takes a decision within a period of 4 working days, from the date of submission of the request.
- **Group 3** includes those categories or subcategories for which the evaluation of the fulfillment of the licensing criteria, apart from the self-declarations and evidentiary documents presented by the applicant, is also based on the performance of an inspection, test, competition, interview, hearing or other assessment method. NBC and the institution that covers the field of activity, decide depending on the term defined in the sectoral legislation.

The exercise of an activity or the performance of an action will be subject to the licensing or authorization process, only if the following two circumstances are met:

- Exercising the activity or carrying out the action in an irregular manner may harm the life, health, rights and legitimate interests of citizens, public safety and order, national security, fair competition or the proper functioning of the market, a public good, social objective and any other public interest of this nature.
- The appropriate guarantee of the interests defined above cannot be achieved without a process of self-declaration, examination, inspection and evaluation of the fulfillment of some predetermined criteria before the start of the activity or the performance of the action.

Legal basis:

- Law No. 131-2015 “For the National Business Center”
- Law No. 10 081, dated 23.2.2009 “On Licenses, Authorizations and Permits in the Republic of Albania” (Updated)
- Law No. 10 137, dated 11.5.2009 “On some changes in the legislation in force on licenses, authorizations and permits in the Republic of Albania”.
- Decision No. 538, dated 26.5.2009 “On Licenses and Permits processed by or through the National Business Center and some other common sublegal regulations”.
- Decision No. 503, dated 1.8.2007 “On the approval of fees for the functional services of the National Business Center” (Updated).
- Order No. 70, dated 18.4.2016 “On taking measures for simplifying the formalization of business registration in state administration institutions”.

For sectoral legal basis please refer to the website of NBC.

If you need our support in setting up a business, we offer to be your partner in Albania.



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DIHA – The Representation of the German Business in Albania

Albania offers interesting perspectives for investments, trade and services. Since years the Albanian economy is growing impressively. Public and private investment projects increase the attractiveness and competitiveness of Albania in terms of a business location. The German business community shows increasing interest in Albania. Whether in trade, consulting or infrastructure: an increasing number of German companies and cooperations between German and Albanian partners look for a representation of their interests.

With the support of the Government of the Federal Republic of Germany and other German institutions, the German Association of Industry and Trade in Albania (Deutsche Industrie- und Handelsvereinigung in Albanien - DIHA) was founded in 2008. The Association represents the voice of the German business community in economic issues. DIHA invites interested companies and people to actively support and engage in the Association.

DIHA – Who we are

The German Association of Industry and Trade in Albania is an independent association of companies according to the Albanian law, with its seat in the Albanian capital, Tirana. The Association represents interests of German companies in Albania as well as of Albanian companies with special interest in contacts and cooperation to companies in Germany.

The objective of DIHA is the constant improvement of the economic framework for investments, trade and services in Albania as well as the development of bilateral relations between Albania and Germany. The Association considers itself as a contact point for political, economic and social counterparts in Albania. DIHA cooperates closely with other institutions and associations from both countries.

DIHA – What we do

- Promotion of business relations between Germany and Albania.
- Representation of political and economic interests of its members vis-à-vis government, parliament, chambers, associations and media.
- Organization of events and political discussions to exchange information and experiences.
- Support in initiation of entrepreneurial contacts.
- Development of company specific information and services.
- Cooperation with: the German-Albanian Economic Association in Berlin (Deutsch-Albanische Wirtschaftsgesellschaft), Embassy of the Federal Republic of Germany in Albania, Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH, Association of German Chambers of Industry and Commerce (DIHK).

Membership in DIHA

DIHA is committed to improve the economic framework for investments, trade and services in Albania, as well as to expand bilateral economic relations between Albania and Germany. Members of DIHA can expect many benefits:

- **Events:** DIHA organizes monthly events and conferences in Albania and Germany on the most important economic or political issues in Albania. You can do active networking there.
- **Representation of interests:** The association represents the interests of German companies in Albania and Albanian companies interested in doing business in Germany.

- ▶ **Database of members:** DIHA member companies are listed in our online database of members, which many companies use to initiate contacts.
- ▶ **Presentation of your company:** We are happy to present the products and services of our members in our print and electronic media, e.g., in the newsletters, on the website, as well as at various events.
- ▶ **Access to information:** We inform our members about the latest developments and trends in German-Albanian economic relations in our newsletter and provide them with further specialist information (survey results, GTAI reports, etc.).
- ▶ We support our members through:
 - Events
 - Networking
 - DIHA Newsletter
 - Members for Members
 - Online Member's Database.



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DIHA Services

As a permanent representative in Albania, DIHA is the right partner for you when it comes to market entry and market expansion in a relatively unknown environment. We are well connected with the Albanian economy key players, public administration as well as national and international institutions.

We support your market entry with:

- Market Information
- Support in company registration
- Market Research & Studies
- Address Research
- Business Partner Identification and Mailing
- Delegation Trips
- Personal Research & Recruitment
- Advertising Services

When we find a business partner, we offer:

- Identifying the contact person(s) of the company.
- Saving costs by directly contacting the potential business partner.
- Saving time by organizing appointments.
- Presentations of your products or services in the local language.
- Assistance in doing business and introduction to the cultural characteristics of the country.

The first step in entering a market is often to carry out individual research into potential companies and identify the contact person. If you need support in finding potential business partners or sales representatives, we are at your disposal.

Do you need legal information for your business in Albania?

When doing business in the international economic area, knowledge of the legal situation in the other country is essential. DIHA does not provide legal binding advice, but offers you initial information in the following areas:

- Company Registration
- Employment Law
- Corporate Law
- Intellectual Property Rights
- Bankruptcy Law
- Import Procedures.

For advice on legal and tax matters, you can contact our member companies:

- | | |
|-----------------------------------|---------------------------|
| • A.R.S Legal & Financial Service | • Inter Legal Albania |
| • BDO Albania | • Kalo & Associates |
| • Bitri & Bakiu Legal | • Mazars |
| • Boga & Associates | • Petani Law Firm |
| • EB Investment | • Pricewaterhouse Coopers |
| • Eisner Rechtsanwälte GmbH | • TPA Horwath Albania |
| • EY Albania | |



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Internship Programme of German Business

20 years of education, 20 years of Brain Gain instead of Brain Drain for the Countries of the Western Balkans, 20 years of regional reconciliation – a success story of 20 years: The Internship Programme of German Business for the Countries of the Western Balkans celebrates its 20th anniversary.

More than 1.000 internship places in more than 300 German companies – these are the impressive numbers of what is now a 20-year success story that began with a tragic event. Only a few weeks after Zoran Djindjic, the first democratically elected Prime Minister of Serbia, lost his life as a result of a political attack in March 2003, the German Eastern Business Association (OA) and the Federal Ministry for Economic Cooperation and Development (BMZ) initiated the Internship Programme of German Business for the Countries of the Western Balkans. The aim was to provide young Serbian professionals with practice-oriented further training through internships in Germany so that they would be better qualified for the local labor market when they returned to Serbia. After three successful years, the Internship Programme of German Business was extended to Albania, Bosnia and Herzegovina, Kosovo, Croatia, Montenegro and North Macedonia in two rounds of expansion in 2007 and 2009.

Brain gain instead of brain drain – the Internship Programme of German Business supports its partner countries in strengthening local economies and counteracting the brain drain. Every year, the Internship Programme enables up to 75 young professionals from the region to spend three to six months of further training in the frame of internships in leading German companies, where they gain important experience for their professional careers in their home countries. During the internships, the scholarship holders gain an insight into market economy processes, the working methods of German companies and establish regional contacts.

- Practical trainings to bridge academic education and the requirements of the labor markets
- Training of young professionals as future staff member of your company
- Life-long learning and (business-) networking within the regional alumni network
- Reconciliation and economic cooperation within the region and with Germany
- Enable know-how transfer from Germany to the countries of the region.

The Internship Programme of German Business provides internship opportunities for students (at least 5th semester) and young graduates in companies in Germany. The internships are conducted in the areas of economics, engineering, information technology, law, journalism and agriculture /food-industry. It is a precondition that candidates speak English. The selection of potential candidates is based on the requirements of the companies.

The companies provide a monthly internship wage, management capacities and mentoring. The Federal Ministry of Cooperation and Development provides a monthly scholarship.

Further information can be found: www.stipendienprogramm.org



Alumni network

The fast-growing regional alumni network serves the networking and further education of the former participants after the end of their internships. In this way, sustainable synergies between the alumni and the local economy have been supported and constantly expanded through ongoing training measures, regional conferences and team building activities. The regional alumni network, which currently comprises almost 950 alumni, promotes sustainable cross-border contacts and helps to expand them further.

The Internship Programme of German Business is implemented on behalf of the Federal Ministry of Economic Cooperation and Development (BMZ) by Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH. In charge of the realization of the Programme is the German Eastern Business Association, in Serbia in cooperation with the Zoran Djindjic Foundation.

SES – Senior Expert Service

The Senior Expert Service (SES) – The Foundation of German Economy for International Cooperation – is the leading German organization for voluntary assignments, carried out by retired specialists and executives. Since 1983, the non-profit organization has been supporting the voluntary transfer of knowledge and experience worldwide. As the Foundation of German Economy for International Cooperation, the SES works all around the world. Most of its voluntary assignments are completed in developing and emerging countries or in Germany.

The main beneficiaries of the SES network's expertise are small and medium-sized businesses, public authorities, professional and business associations, social and medical facilities, and institutions which provide basic education or vocational training. In Germany, there is a special focus on supporting the development of young people at school or in training.

SES assignments are completed by voluntary experts and executives who are either retired or taking some time off work as part of the Weltdienst 30+ service. With its expertise, the SES strengthens local skills – in every industry and sector.

All SES assignments follow the principle of helping people to help themselves. Their aim is to share knowledge and experience in order to improve other people's future prospects.

SES offers know-how for:

- Small and medium-sized businesses
- Public authorities
- Professional and business associations
- Social and medical facilities
- Institutions which provide schooling or vocational training

Assignments have an average duration of four to six weeks. SES undertakes the preparation meanwhile the hosting company bears the assignment costs. In special cases, SES receives funds from the German Federal Government to solve financing problems.

The SES is supported by Germany's top business organizations:

- the Federation of German Industries (BDI),
- the Confederation of German Employers' Associations (BDA),
- the German Association of Chambers of Industry and Commerce (DIHK),
- Central Confederation of Skilled Crafts (ZDH).
- The organization receives funding from:
 - German Federal Ministry for Economic Cooperation and Development (BMZ)
 - German Federal Ministry of Education and Research (BMBF).

Currently, 12,000 experts from all professional spheres support the SES. Since the SES was established, they have completed more than 60,000 assignments in 170 different countries.

For all questions and necessary information about SES please contact the DIHA office:

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DIHA EVENTS





23.03 Workshop in cooperation with AIEA - A New Way of Being@Work

DIHA in cooperation with AIEA (Austrian Institute of Excellence) organized an Workshop “A New Way of Being@Work“, with Speaker Mrs. Larissa Winter, an accomplished HR strategist with a bright background in business operations, strong change management skills and experience leading organizational changes.

27.04 Reception organized by the German Embassy for DIHA Members

Since the DIHA Annual Reception was cancelled from the Embassy, due to high Covid-19 Infection numbers in January, the Embassy organized a reception for all DIHA Members to replace the cancelled activity. The reception took place at the Embassy, where the Ambassador was also present, and numerous DIHA Members too.

12.05 Workshop in collaboration with IDP: Information Right and Data Protection in business

On 12th May took place the Workshop in cooperation with IDP (Information and Data Protection Commissioner) with Ms. Besa Velaj (Cabinet Director) as a speaker. Ms. Velaj not only answered general questions about data protection and information rights, she also explained the standards on which these are based and provided examples showing the precise steps that must be taken to achieve the desired goals.

15.06 Presentation of the Annual Economic Outlook Survey

On 15th June DIHA presented the results of the Survey regarding the Economic Situation in Albania 2022. The survey is a joint project of the German Chambers of Commerce in Central and Eastern Europe (16 countries). The participants in this survey are the members of the respective chambers. In Albania: 33 participants (43% of DIHA members answered the questionnaire).

17.06 DIHA Members' Assembly 2022 + Get together

On June 17th, 2022 the annual DIHA Members Assembly took place at the Rogner Hotel where numerous DIHA members were present. There was spoken about the most important topics since the last assembly like the Budget, DIHA duties, upcoming events etc. After the meeting all the participants were invited to a get-together in the Biergarten, where they had the possibility for Networking.

22.09 Regulation of labor relations for foreigners in Albania

This workshop was organized by DIHA in cooperation with PWC Albania. Starting from the changes in the legislation regarding the employment of foreigners in Albania, as well as referring to the developments of the labor market, this event was offered to familiarize the companies with the registration and employment procedures for foreigners in Albania.

14.10 DIHA Oktoberfest Tirana 2022

Finally, after 2 pandemic years, around 600 guests met and celebrated again at the biggest party of the business community, the 11th DIHA Oktoberfest, which took place at Te Stela Resort.

16-17.11 Career Fair 2022 “My Career starts now”

DIHA, in cooperation with GIZ Albania, organized the exclusive Career Fair 2022 “My Career starts now” for the first time on November 16th - 17th, 2022. More than 120 young people took part in this activity. On November 16, the participants were trained on how to successfully conduct a job interview. On the second day, the potential candidates had the opportunity to have interviews in the form of speed dating with over 15 companies.

22.11 Workshop on the Draft Fiscal Package & Draft Income Tax Law

The fiscal package proposed by the government has caused a lot of debates. Apart from it, the government has prepared a new law “On Income Tax”. The DIHA member, Boga & Associates held an interactive presentation about the changes in taxation.

15.12 DIHA End of the Year Event

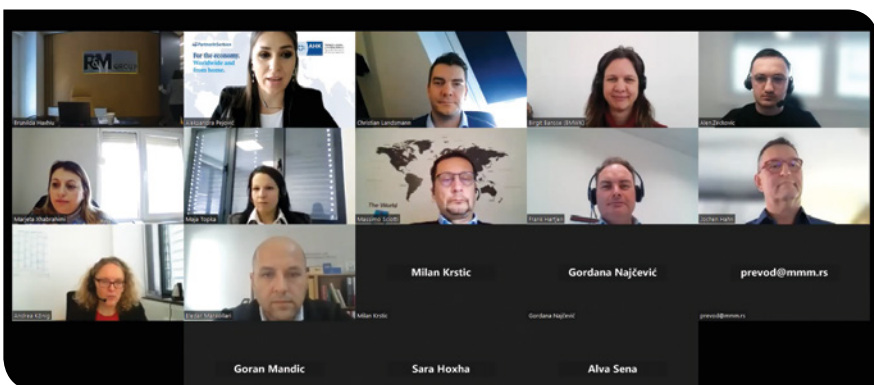
On the 15th December DIHA organized for all its members a social Event to celebrate the End of the year and to Network with each other. Numerous members participated in this activity.



2023



Online Conference:
"Solar, Wind Energy and Small Hydropowers in North
Macedonia, Albania and Kosovo"
28th March 2023



01.02 **DIHA Annual Reception**

DIHA and the German Embassy invited DIHA members, representatives of the business community and the Government to the Annual Reception, at the German Embassy in Tirana.

28.02 **Morning Coffee with Minister Milva Ekonomi**

An e-mail was sent to the members, asking for the current problems that the companies are facing. Those who answered were invited to a Morning Coffee with Minister Milva Ekonomi, to discuss their issues.

02.03 **Conference on Civil Security Technologies and Services**

Organized in the framework of a common project with AHK Serbia, financed by the German Ministry of Economy and Climate Protection. A delegation of German companies in the field of Civil Security Technologies and Services visited Serbia and Albania and had the chance to gain information and contacts in this field.

28.03 **Solar, Wind Energy and Small Hydropower in North Macedonia, Albania and Kosovo**

Online Conference and B2B meetings as part of a project with the Delegation of the German Economy in North Macedonia and the German-Kosovar Business Association

25.05 **Business Climate Survey 2023 - Presentation of the Results**

The survey is a joint project of the German Chambers of Commerce in Central and Eastern Europe (16 countries). The results of the Business Climate Survey 2023, which was carried out in February-March 2023 among the DIHA members, has been presented to the media on 25th of May.

12-16.06 **Delegation Trip to Bavaria “Potentials for Solar Technologies in Albania”**

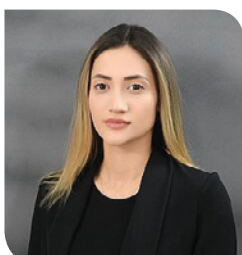
15 Albanian companies were part of the Delegation trip to Bavaria in the field of Solar technologies. The participants had the possibility to visit several companies and to get the know-how of technology and the way of working. During this trip there were planned also 2 days at the Intersolar Fair where the participants had some organized meetings with Bavarian companies as well as also time for individual meetings.

21.06 **DIHA Members’ Assembly 2023**

On 21st June took place the annual DIHA Members Assembly at MAK Albania Hotel in Tirana, also with the elections of a new Board. The main DIHA activities and topics of the last year, like budget, projects and events were presented to the members. After that all the members had the possibility to vote and select the new DIHA Board members for the coming two years. Finally, the event was followed by a networking get-together, to allow for a more informal exchange among members.

22.06 **Futura Office Get-Together**

Futura Office, one of the newest DIHA Members, opened the doors to welcome all DIHA members. All participants had the opportunity to explore the wide range of products from Futura Office and receive advice from a specialized team. During the visit, a reception was also provided, and the participating members had the opportunity to enjoy an afternoon in each other’s company.



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DIHA MEMBERS' LIST












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	<p>FJONA-2006 SH.P.K</p> <p>Description: Cleaning Service; Gardening maintenance; Management and transportation of non-hazardous waste (e.g. Cleaning of sewage pipes)</p> <p>Sector: Facility Management</p>	<p>Contact: Arjana Daci Function: Supervisor E-mail: a.daci@fjona-2006.com Web-Page: www.fjona-2006.com Phone number: 00355 68 40 69 296</p>
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	KFW ENTWICKLUNGSBANK, OFFICE TIRANA Description: Financial Development Support, Project Development Sector: Banking	Contact: Brit Horschke Function: Director E-mail: kfw.tirana@kfw.de Web-Page: www.kfw-entwicklungsbank.de; www.kfw.de Phone number: 00355 4 22 27 869
	KNAUF - TIRANA SH.P.K. Description: Construction Materials Sector: Construction	Contact: Urim Murati Function: Sales Director E-mail: info@knauf.com.al Web-Page: www.knauf.com.al Phone number: 00355 4 22 48 714
	KRONES REPRÄSENTANZ ALBANIEN Description: Production of machines for filling and packing of liquid beverages Sector: Mechanical & Industrial Products	Contact: Neviana Dosti Function: Repräsentanleitung E-mail: neviana.dosti@krones.al Web-Page: www.krones.com Phone number: 00355 4 22 60 232

	KSM KEG-SERVICE MANNICH GMBH Description: Trade of beer kegs Sector: Gastronomy	Contact: Karl-Heinz Mannich Function: Managing Director E-mail: welcome@ksm-keg-service.de Web-Page: www.ksm-keg-service.de Phone number: 0049 0240191740
	LABORATORI MJEKËSOR GJERMAN DR. LIMBACH Description: Medical Laboratory Sector: Health Care	Contact: Sokol Agaraj Function: Administrator E-mail: info@labor-limbach.al Web-Page: www.labor-limbach.al Phone number: 00355 4 452 2000
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	LUFTHANSA INDUSTRY SOLUTIONS SH.P.K. Description: Software development Sector: ICT Products	Contact: Albana Shkurta Function: CEO E-mail: albana.shkurta@lhind.dlh.de Web-Page: www.lufthansa-industry-solutions.com Phone number: 00355 4454 8481
	MARLOTEX SH.P.K. Description: Production of Textiles, esp. Bed Linen, Table Cloths, Underwear Sector: Textile	Contact: Teuta Qose Function: Administrator E-mail: info@marlotex.com Web-Page: www.marlotex.com Phone number: 00355 3 22 38 368
	MAZARS SH.P.K. Description: Assurance service, accounting and outsourcing, tax consulting and advisory services Sector: Legal & Financial Services	Contact: Teit Gjini Function: Managing Partner E-mail: info@mazars.al Web-Page: www.mazars.al Phone number: 00355 4 22 22 889
	MEDFAU SH.P.K. Description: Trade of medical electrical appliances, service Sector: Health Care	Contact: Shkelqim Verdha Function: CEO E-mail: shkelqim_verdha@medfau.com Web-Page: www.medfau.com Phone number: 00355 4 22 70 367
	MESSER ALBAGAZ SH.P.K. Description: Production of Medical and Industrial Gases Sector: Oil / gas	Contact: Vladimir Vladimirov Function: General Manager E-mail: info@messer.al Web-Page: www.messer.al Phone number: 00355 4 82 00 696
	NEHEMIAH GATEWAY ALBANIA Description: Professional education, humanitarian aid Sector: Education	Contact: Herolinda Shkullaku Function: Executive Director E-mail: office@nehemiah-gateway.org Web-Page: www.nehemiah-gateway.al Phone number: 00355 8 68 20 004

	NOVA ENERGY SOLAR SOLUTIONS Description: Project, supply, installation and maintenance of the electrical civil, industrial and photovoltaic systems Sector: Solar Energy	Contact: Genti Xhetani Function: Administrator E-mail: genti.xhetani@novasolar.al Web-Page: www.novasolar.al Phone number: 00355 68 40 12 464
	NOVAMAT SH.P.K. Description: Industrial goods and Machinery for: Energy, Metallurgy, Cement Ind., a. o. Sector: Mechanical & Industrial Products	Contact: Mehmet Krasniqi Function: General Manager E-mail: info@novamat.al Web-Page: www.novamat.al Phone number: 00355 4 450 51 80
	OPTIMALGRUND GRUNDBESITZ GMBH Description: Real Estate Sector: Real Estate	Contact: Berthold Troitsch Function: General Director E-mail: info@optimalgrund.de Web-Page: www.optimalgrund.de Phone number: 0049 89 2000 4590
	PORSCHE ALBANIA SH.P.K. Description: Authorized Distributor of Škoda, Audi, Seat, VW Sector: Automotive	Contact: Gentian Bushati Function: General Manager E-mail: gentian.bushati@porsche.al Web-Page: www.porsche.al Phone number: 00355 4 240 74 30
	POWATEC - AL SH.P.K. Description: Project, construction and implementation of pool systems, water and sewage Sector: Construction, Water & Sewage	Contact: Teri Pojani Function: Managing Director E-mail: powatec@powatec.al Web-Page: www.powatec.al Phone number: 00355 4 22 70 731
	PRICEWATERHOUSECOOPERS ALBANIA SH.P.K. Description: Legal, Tax, Consulting and Auditing Services Sector: Legal & Financial Services	Contact: Loreta Peci Function: Country Director E-mail: al_pwc_albania@pwc.com Web-Page: www.pwc.com/al Phone number: 00355 42 242 254
 ProCredit Bank	PROCREDIT BANK SH.A. Description: Banking & Financial Services Sector: Banking	Contact: Mirsad Haliti Function: Member of the Management Board E-mail: Executive.Assistant@procredit-group.com Web-Page: www.procreditbank.com.al Phone number: 00355 4 23 89 389
	PROFARMA SH.A. Description: Medical & Pharmaceutical Products Sector: Health Care	Contact: Xhovana Doshi Function: Director E-mail: info@profarma.al Web-Page: www.profarma.al Phone number: 00355 4 23 89 601
	PROGEEN SH.P.K. Description: Engineering & Construction Sector: Construction	Contact: Genc Kuçuku Function: Managing Director E-mail: info@progeen.com Web-Page: www.progeen.com Phone number: 00355 4 22 34 775

 <p>PSZ Albania GmbH shpk</p>	<p>PSZ ALBANIA SH.P.K.</p> <p>Description: Cable sets, electronic parts, for medical appliances, heating systems</p> <p>Sector: Electrical & Electronic Products</p>	<p>Contact: Leonard Ceraku Function: Managing Director E-mail: Leonardo.Ceraku@psz-electronic.com Web-Page: www.psz-electronic.com Phone number: 0049 9651 924 117 712</p>
 <p>RATECH SECURITY SYSTEMS INTEGRATOR</p>	<p>RATECH SH.P.K.</p> <p>Description: Security and control systems</p> <p>Sector: Security</p>	<p>Contact: Migen Kasa Function: Administrator E-mail: info@ratech.al Web-Page: www.ratech.al Phone number: 00355 67 20 20 224</p>
 <p>ROFIX Bauen mit System</p>	<p>RÖFIX SH.P.K.</p> <p>Description: Production and Distribution of Construction Materials</p> <p>Sector: Construction</p>	<p>Contact: Aurora Gjinollari Function: Administrator E-mail: aurora.gjinollari@roefix.com Web-Page: www.roefix.com Phone number: 00355 5 11 81 023</p>
 <p>ROGNER HOTEL TIRANA</p>	<p>ROGNER HOTEL TIRANA / GOLDEN EAGLE SH.P.K.</p> <p>Description: Hotel, Bar, Restaurant & trading complex</p> <p>Sector: Hotel, gastronomy</p>	<p>Contact: Eva Xhepa Function: General Management E-mail: sales.tirana@rogner.com Web-Page: www.rogner.com/tirana Phone number: 00355 4 22 35 035</p>
 <p>ROSSMANN & LALA</p>	<p>ROSSMANN & LALA SH.P.K.</p> <p>Description: Drugstore, Home & Cosmetic Products</p> <p>Sector: Hygiene/Cosmetics</p>	<p>Contact: Ledia Spirollari Function: Administration & Finance Director E-mail: ledia.spirollari@rossmann-lala.al Web-Page: www.rossmann-lala.al Phone number: 00355 4 45 04 794</p>
 <p>SCHMITZ CARGOBULL The Trailer Company.</p>	<p>SCHMITZ CARGOBULL ALBANIA SH.P.K.</p> <p>Description: Sale of truck cargo parts</p> <p>Sector: Logistics</p>	<p>Contact: Mirjana Simonovska-Kjuka Function: CEO E-mail: mirjana.simonovska@cargobull.com Web-Page: www.cargobull.com Phone number: 00355 68 35 33 555</p>
	<p>SOLOOF SH.P.K.</p> <p>Description: Distribution and installation of hardware and software, based on renewable energy</p> <p>Sector: Solar Energy</p>	<p>Contact: Uwe Stöhr Function: General Director E-mail: uwe@soloof.com Web-Page: www.soloof.com</p>
 <p>PETANI STUDIO LIGJORE Attorneys at Law</p>	<p>STUDIO LIGJORE PETANI</p> <p>Description: Legal, Tax and Consulting Services</p> <p>Sector: Legal & Financial Services</p>	<p>Contact: Lorval Petani Function: Administrator E-mail: lorval.petani@petani-lawfirm.com Web-Page: www.petani-lawfirm.com Phone number: 00355 69 20 99 226</p>
 <p>S-SYSTEMS</p>	<p>S-SYSTEMS SH.A.</p> <p>Description: Implementation and verification of the SAP ERP system</p> <p>Sector: ICT Products</p>	<p>Contact: Holta Orgocka Function: Administrator E-mail: info@s-systems.al Web-Page: www.s-systems.al Phone number: 00355 67 70 07 080</p>

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	TIA - TIRANA INTERNATIONAL AIRPORT SH.P.K. Description: Airport Operation & Passenger & Cargo Logistics Sector: Logistics	Contact: Piervittorio Farabbi Function: COO E-mail: info@tirana-airport.com Web-Page: www.tirana-airport.com Phone number: 00355 4 23 81 666
	TPA HORWATH ALBANIA SH.P.K. Description: Auditing, Tax Advisers, Real Estate, Financial Outsourcing Sector: Legal & Financial Services	Contact: Ilir Binaj Function: Partner E-mail: office@tpa-group.al Web-Page: www.tpa-horwath.al Phone number: 00355 4 22 34 568
	TREMA ENGINEERING 2 SH.P.K. Description: Engineering & Construction Sector: Construction	Contact: Eduart Gjana Function: Administrator E-mail: info@tremaengineering2.com.al Web-Page: www.tremaengineering2.com.al Phone number: 00355 4 226 6618
	TURGUT ÖZAL EDUCATION SH.A. Description: Education (Kindergarten to University) Sector: Education	Contact: Arsan Yakup Function: President E-mail: info@turgutozal.edu.al Web-Page: www.turgutozal.edu.al Phone number: 00355 4 22 34 716
	ULYSSES ENTERPRISES SH.P.K. Description: Logistics, Transportation Sector: Transport & Logistics	Contact: Ervin Aliaj Function: Administrator E-mail: sales@ulysses.al Web-Page: www.fedex.com/al Phone number: 00355 4 22 53 203
	VEGA SOLAR SH.P.K. Description: Sale and installing photo-voltaic solar panels Sector: Energy	Contact: Philipp Koronowski Function: CEO E-mail: info@egasolar.al Web-Page: www.egasolar.al Phone number: 00355 4 562 8540



WATER BOUTIQUE SH.P.K.

Description: **Trade of water filtration systems and laboratory for water tests**

Sector: **Water**

Contact: **Urim Vata**
Function: **Administrator**
E-mail: **contact@waterboutiques.com**
Web-Page: **www.waterboutiques.com**
Phone number: **00355 445 24 500**



WORKWISE SOLUTIONS SH.P.K.

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Sector: **Human Resources**

Contact: **Aurela Cara**
Function: **CEO**
E-mail: **aurela.cara@workwise-solutions.com**
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Alva Obzova (Sena)

Finance and Members' Service

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Who is who?

German institutions in Albania:

German Embassy in Tirana

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GIZ –

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Rr. Asim Zeneli, Nd. 6/10
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Goethe - Center

Rr. Skënderbej, Nr. 1,
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Heinrich Böll Stiftung

Blv. Zog. I, New Destil Creative Hub,
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FES – Friedrich-Ebert-Stiftung

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KAS –Konrad-Adenauer-Stiftung

Blv. Dëshmorët e Kombit, Twin Tower 1,
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KfW Office Tirana

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kfw.tirana@kfw.de
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International organizations in Albania:

EBRD – European Bank

for Reconstruction and Development

Torre Drin Building, Kati 4
Rr. Abdi Toptani
Tirana, Albania
knowhowalbania@ebrd.com
www.ebrd.com

EU Delegation in Albania

Rr. Papa Gjon Pali II,
17th Floor
Tirana, Albania
delegation-albania@eeas.europa.eu
www.eeas.europa.eu

IMF – International Monetary Fund

Blvd. Dëshmorët e Kombit
Twin Tower 1, Suite 3-2
Tirana, Albania
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OSCE Presence in Albania

Sheshi Italia,
Tirana Albania
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UN – United Nations

Rr. Skenderbej, Ndërtesa Gurten,
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World Bank

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Welcome to the
Ferry Terminal in Durrës, Albania,
operated by
Albanian Ferry Terminal Operator (AFTO).



As the primary connection between Albania and Italy, our terminal operates around the clock, providing efficient and reliable transportation across the Adriatic Sea. Discover the Gateway to Italy through our terminal in Durrës. With daily departures to Bari and weekly services to Ancona, you have easy access to renowned Italian cities such as Rome, Florence, Venice and the captivating Amalfi Coast.

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e-mail: info@afto.al web: www.afto.al Tel: 069 60 96 400

LGJ.NR.1 ,TERMINALI I TRAGETEVE PORTI DURRES

Important Albanian institutions:

Prime Minister's Office

Blvd. Dëshmorët e Kombit
Tirana, Albania
info@kryeministria.al
www.kryeministria.al

Ministry of Finance and Economy

Blvd. Dëshmorët e Kombit, No.3,
Tirana, Albania
info@financa.gov.al
www.financa.gov.al

Ministry of Tourism and Environment

Rr. e Durrësit, Nr. 27,
Tirana, Albania
info@moe.gov.al
www.turizmi.gov.al

Ministry of Infrastructure and Energy

Rr. Abdi Toptani, Nr.1,
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sekretaria.sp@infrastruktura.gov.al
www.infrastruktura.gov.al

Minister of State

for the Protection of Entrepreneurship

Rr. "Dëshmoret e 4 Shkurtit", Nr.3, 1001
Tirana, Albania
info@sipermarrja.gov.al
www.sipermarrja.gov.al

National Agency of Natural Resources

Blvd. Bajram Curri, Blloku Vasil Shanto
Tirana, Albania
info@akbn.gov.al
www.akbn.gov.al

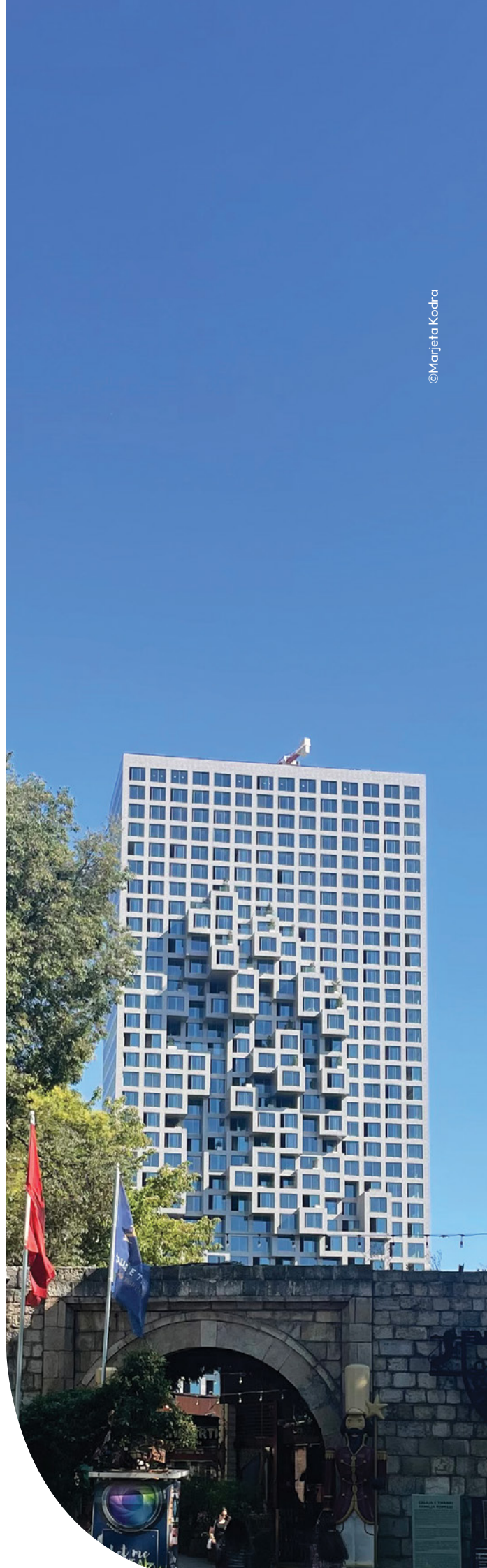
ERE – Energy Regulator Authority

Blvd. "Bajram Curri", Rr. "Viktor Eftimiu"
No. 1023
Tirana, Albania
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www.ere.gov.al

AIDA -

Albanian Investment Development Agency

Rr. Skerdilajd Llagami, No. 1, H. 6
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www.aida.gov.al



Work and Resident Permits

Foreign workers entering an employment relationship in Albania need a work permit and a residence permit. However, EU citizens no longer need a work permit (according to Law No. 108/2013). At the same time, the employees must be registered in the respective employment office. Reported/registered means that they must also be paid locally.

Regarding residence permit every foreigner, staying more than 90 days (within 180 days) in Albania, must apply for a residence permit. The application can be made at the Directorate of Border and Migration in Tirana (Drejtoria Rajonale e Kufirit dhe Migracionit).

Digital Nomads

The trend of digital nomads, which became increasingly popular in recent years, is warmly welcomed in Albania. Tirana is especially a well-suited destination for remote workers to settle down. The overall low costs of living, combined with a strategic location in the center of the Balkans, promotes Albania as a remote working destination and base for further travels.

The Visa regulations are foreigner-friendly and allow digital nomads from different nationalities to extend their stay in Albania. There are visa-free access and visa-on-arrival options available for many countries. Regarding the internet infrastructure, Albania has done significant improvement in the recent years. Most cities offer high-speed internet connections, to ensure excellent remote work conditions. The café culture, mixed with modern solutions like innovation hubs and coworking spaces, build a perfect environment for digital nomads to live in.

If you have visited Albania, you might have noticed that everyday life is vibrant and unique, and changes are implemented much faster. Additionally, you will have the chance to dive into an interesting culture, which is well preserved and welcoming to foreigners.

The culture and beauty of the Albanian landscape is another reason why Albania is on the rise of being a popular destination for digital nomads. Albania offers a combination of affordability, cultural experience and stability. Perfect for workers who value stability, but also look for some adventures.

PROCREDIT BANK ALBANIA

is a development-oriented commercial bank, owned 100% by ProCredit Holding, based in Frankfurt-Germany. The ProCredit group consists of development-oriented commercial banks operating in South-Eastern and Eastern Europe, South America, and Germany. The parent company, ProCredit Holding, is responsible for strategic management, capital adequacy, reporting, risk management, and proper business organization of the group.

When investing in or running a new business in Albania, having a supportive business partner is essential to facilitate your business activities.

Opening a business package of services at ProCredit Bank Albania will allow you to avoid queues and bank online without any limitations or disruptions to your daily activities.

The services mentioned below are included in a comprehensive package for which a monthly flat fee is charged, covering all the services provided without any additional costs for individual services, such as:

- Opening and maintenance of two business current accounts; available in both local and other currencies, including Albanian LEK and EUR/USD
- Opening and maintenance of “FlexSave” business savings accounts; available in both local and other currencies, including Albanian LEK and EUR/USD (the daily balance accrues annual interest daily)
- Issuance and maintenance of 2 business cards (Mastercard)
- Deposits and withdrawals at ProCredit Bank ATMs 24/7
- Access to your funds and business cards anytime through our e-banking service
- 5 National Payments of up to 1.5 million ALL without any commission every month
- Commission-free payments for customs, taxes, insurance, and monthly bill payments (electricity, water, telephone, etc.)
- Increased card limit for online purchases, up to 5,000 EUR/700,000 ALL per day
- Increased card limit for ATM withdrawals, up to 7,000 EUR/1,000,000 ALL per day
- And most importantly, you can benefit from our fixed commissions for International Transfers:
 - A fixed €15 fee for “share” and “ben” commissions, or €30 for “our” type of commissions. This fixed commission is paid by the client regardless of the transferred amount.
 - A fixed €2.5 fee for ProPay international transfers made within the network of ProCredit banks in the region (Germany, Kosovo, North Macedonia, Bulgaria, Romania, Bosnia & Herzegovina, Serbia, Georgia, Moldova, Ukraine).
- 0% commission for all incoming transfers.

You can enjoy all these benefits for a commission of 4,000 ALL/month or 30 EUR/month.

To apply, simply visit our website www.procreditbank.com.al and fill in the required information.

A Business Advisor will then contact you to provide detailed information about our services and advise you on what suits you best.

 *Part of the
ProCredit Group*



ProCredit Bank



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+355 4 2 389 389



www.procreditbank.com.al

Application for Unique Permit

The “Unique Permit Application” electronic service enables foreign citizens, who wish to stay and work in the territory of the Republic of Albania, to apply for a Unique Permit in the Republic of Albania.

By offering the application only electronically through the e-albania portal, the physical presence of the foreign citizen in Albania at the time of application is eliminated. The application along with the accompanying documents will be submitted online only once, and the responsible structures will process it according to the legal procedure in force, issuing the Unique Permit with an electronic stamp.

Through the service, you can apply for the following reasons:

- Employment, Self-employment
- Highly qualified employees
- Transferred within the enterprise
- Investors
- Digital Nomad

To apply for a Unique Permit, the applicant must be sure to meet the following minimum requirements:

- Possesses a valid travel document recognized in the Republic of Albania
- There is a valid motive to stay in the Republic of Albania based on Law 79/2021 “For foreigners”.
- Has or provides sufficient income to afford accommodation and living in Albania.
- It does not constitute a danger to order, national security or public health in Albania.

Legal basis:

- Law 79/2021 “For foreigners”.
- VKM no. 858, dated 29.12.2021 “On determining the criteria, procedures and documentation for the entry, stay and treatment of foreigners in the Republic of Albania”.

Procedure steps:

- Choose the “Application for Unique Permit” service.
- Click the “Use” button.
- Choose the type of motive for which you will apply and download the payment receipt. Payment can be made at second level banks.
- Complete the electronic form correctly with the necessary data according to all fields.
- Upload all the documents listed in the form in the specified format.
- After making sure that the information you filled in is correct, click the “Send” button at the bottom of the form.
- Download, print and sign the completed form online.

If there is an inaccuracy or lack of documentation, the Migration Officer of the State Police, within 5 days, notifies the applicant of the inaccuracies or deficiencies found in the documentation and the applicant is instructed to re-fill the application process by assigning a maximum period of 30 days. If the criteria are met and the documentation is complete, the applicant is notified via e-mail of the acceptance of the application, the fulfillment of the obligation to send within 7 days, through the postal service, the documentation uploaded in the application, two photographs taken in the 6 last months, payment receipt of the service fee, photocopy of the travel document, as well as the form printed and signed by the applicant with the photo applied to it.

For the category of foreigners, who by law must receive employment approval, the application is reviewed and approved online first by AKPA.

For the category of self-employed foreigners and investors, the evaluation of meeting the conditions for getting an Unique Permit is done by the evaluation commission of the Ministry of Finance and Economy.

For the categories of foreigners who, according to the law, need to be provided with a visa, the visa is approved by the Ministry for Europe and Foreign Affairs after the employment approval has been approved by AKPA.

After the approval of the employment by AKPA and the approval of the visa by the Ministry for Europe and Foreign Affairs, the border and migration authority make the decision to issue, change or renew the Unique Permit, if the applicant fulfills the conditions specified in the law. Review of the request and issuance of the unique residence permit, when the required criteria by the legislation in force are met, is done within a maximum period of 12 weeks from the day of application. The review of the request by each responsible institution must be done within a maximum period of 2 weeks. The approval or rejection of the request is notified online.

In case of approval of the unique residence permit, the Unique Permit is generated with an electronic stamp and sent electronically to the applicant.

Required time of receiving the service: 12 weeks from the date of application.

Period of validity: 1 year; 2 years; 3 years; 5 years; permanent.

Costs: Depending on the Unique Permit you are applying for.

Application for a Unique Permit as an Employer or employed in state, religious, humanitarian institutions, NGO-s.

- Photocopies of the valid travel document.
- Photo taken during the last 6 months (47x36mm).
- Proof of accommodation established in Albania, certificate/lease contract of residence in accordance with the standards of residence in Albania.
- The employment contract with the employer, drawn up according to the Labor Code of the Republic of Albania.
- Evidence of professional skills in agreement with the employment contract.

Application for a Unique Permit as a seasonal worker

- Photocopy of a valid travel document.
- Photo taken during the last 6 months (47x36mm).
- Evidence of suitable accommodation in Albania, certificates/lease contracts of the apartment in accordance with the housing standards in Albania.
- Employment contract drawn up according to the Labor Code of the Republic of Albania (which defines the period of employment, job position, profession, salary, etc.).
- Proof of professional training in accordance with the employment contract.

Application for a Unique Permit as transferred within the enterprise (TBN)

- Photocopy of a valid travel document.

- Photo taken during the last 6 months (47x36mm).
- Evidence of suitable accommodation in Albania, certificates/lease contracts of the apartment in accordance with the housing standards in Albania.
- Declaration of transfer within the enterprise.
- Employment contract between the employee and the sending company specifying the job position, the activities to be performed and other elements of the employment contract according to the Albanian legislation.

Application for a Unique Permit as a cross-border worker

- Photocopy of a valid travel document.
- Photo taken during the last 6 months (47x36mm).
- Proof of residence in a geographical area bordering the territory of Albania.
- Photocopies of the cross-border employment agreement (if any).
- Proof of professional training in accordance with the employment contract.

Application for a Unique Permit for professional training

- Photocopy of a valid travel document.
- Photo taken during the last 6 months (47x36mm).
- Evidence of suitable accommodation in Albania, certificates/lease contracts of the apartment in accordance with the housing standards in Albania.
- Proof of enrollment in the professional training course from the entity providing the training.
- Evidence of sufficient financial resources for living during the stay in Albania for the required period.

Application for a Unique Permit for female athletes

- Photocopy of a valid travel document.
- Photo taken during the last 6 months (47x36mm).
- Evidence of suitable accommodation in Albania, certificates/lease contracts of the apartment in accordance with the housing standards in Albania.
- Employment contract drawn up according to the Labor Code of the Republic of Albania (which defines the period of employment, profession as a sportsman, salary, etc.).
- Proof of registration in the NBC (The National Business Center) of the employing Sports Club.

Application for a Unique Permit for voluntary services

- Photocopy of a valid travel document.
- Photo taken during the last 6 months (47x36mm).
- Evidence of suitable accommodation in Albania, certificates/lease contracts of the apartment in accordance with the housing standards in Albania.
- Photocopy of the agreement with the NGO providing charity services from foreigners in the territory of AL.
- Evidence of sufficient financial resources for living during the stay in Albania for the required period.
- Volunteer contract (which contains the conditions of stay, financial treatment, accommodation and the term of this service no more than one year).

Application for a Unique Permit as a highly qualified employee (Blue Card AL)

- Photocopy of a valid travel document.
- Photo taken during the last 6 months (47x36mm).
- Evidence of suitable accommodation in Albania, certificates/lease contracts of the apartment in accordance with the housing standards in Albania.
- Employment contract as a highly qualified employee, drawn up according to the Labor Code of the Republic of Albania (which defines the period of employment, profession, salary, etc.).
- Proof of high professional qualification in the profession/job position defined in the contract, above level 4 (fourth) of the Albanian Framework of Qualifications.

Application for a Unique Permit for contracting services (with a term of more than 12 months)

- Photocopy of a valid travel document.
- Photo taken during the last 6 months (47x36mm).
- Evidence of suitable accommodation in Albania, certificates/lease contracts of the apartment in accordance with the housing standards in Albania.
- Service contract of the entity registered abroad with the entity registered in the Republic of Albania.
- Foreigner's employment contract in the entity abroad.
- Evidence of the relevant professional qualification related to the provision of the service.
- Evidence of at least two years of experience in the specific field, which is object of the service contract.

Application for a Unique Permit as self-employed

- Photocopy of a valid travel document.
- Photo taken during the last 6 months (47x36mm).
- Evidence of suitable accommodation in Albania, certificates/lease contracts of the apartment in accordance with the housing standards in Albania.
- Proof of registration of the activity in the NBC

Application for a Unique Permit for investors

- Photocopy of a valid travel document.
- Photo taken during the last 6 months (47x36mm).
- Evidence of suitable accommodation in Albania, certificates/lease contracts of the apartment in accordance with the housing standards in Albania.
- Proof of registration of the activity in the NBC
- Financial report on the progress of the activity.

Application for a Unique Permit for the crew of rolling stock

- Photocopy of a valid travel document.
- Photo taken during the last 6 months (47x36mm).
- Evidence of suitable accommodation in Albania, certificates/lease contracts of the apartment in accordance with the housing standards in Albania.

- Employment contract drawn up according to the Labor Code of the Republic of Albania (which defines the period of employment, profession, salary, etc.) legalized, translated, notarized.
- Proof of professional training in accordance with the legalized, translated, notarized employment contract.

Application for a Unique Permit for Digital Nomads

- Photocopy of a valid travel document.
- Photo taken during the last 6 months (47x36mm).
- Evidence of suitable accommodation in Albania, certificates/lease contracts of the apartment in accordance with the housing standards in Albania.
- Employment contract of a foreign citizen with an entity registered outside the territory of Albania, apostilled, translated and notarized, where the employment without a concrete headquarters, the job position, salary and duration of employment is expressed (legalized, translated, notarized).
- Proof of relevant professional qualification according to the provisions in the employment contract.
- Evidence from a second level bank in Albania for the transfer of the salary specified in the contract.
- Verification of health insurance in Albania.
- Legalized criminal evidence from the country of origin (received in the last 6 months from the country of origin legalized, translated, notarized, **only for first time application**).

Application for a permanent residence permit type C

- Photocopy of a valid travel document.
- Photo taken during the last 6 months (47x36mm).
- Evidence of suitable accommodation in Albania, certificates/lease contracts of the apartment in accordance with the housing standards in Albania.
- Evidence of health insurance coverage in Albania.
- Proof of legal financial resources, sufficient and guaranteeing stability and continuity for living in Albania.
- Verification of the judicial situation in Albania.

Application for a permanent residence permit for special cases type C – Family Origin

- Photocopy of a valid travel document.
- Photo taken during the last 6 months (47x36mm).
- Evidence of suitable accommodation in Albania, certificates/lease contracts of the apartment in accordance with the housing standards in Albania.
- Marriage/family certificate showing the relationship with the Albanian citizen (parent or grandparent).

Application for a permanent residence permit for special cases type C – Parents with permanent residence

- Photocopy of a valid travel document.
- Photo taken during the last 6 months (47x36mm).

- Evidence of suitable accommodation in Albania, certificates/lease contracts of the apartment in accordance with the housing standards in Albania.
- Marriage/family certificate showing the relationship with the Albanian citizen (parent or grandparent) (or)
- Birth certificate in Albania from parents with Permanent Residence Permit in Albania.
- Photocopy of the permanent residence permit in Albania of the parents according to the certificate.

Application for a permanent residence permit for special cases type C - Strategic investor

- Photocopy of a valid travel document.
- Photo taken during the last 6 months (47x36mm).
- Evidence of suitable accommodation in Albania, certificates/lease contracts of the apartment in accordance with the housing standards in Albania.
- Decision of the Strategic Investments Committee as a Strategic Investor
- Family certificates for the strategic investor's family members (or)
- Individual permanent employment contract as key personnel in the entity registered for strategic investment in Albania.



Application for Residence Permit

The electronic service “Request for residence permit”, provided through e-albania Portal, enables foreign citizens, who have entered and stay regularly in the territory of the Republic of Albania, to apply for a residence permit in the Republic of Albania.

After confirming the fulfillment of the conditions and documentation to apply for a residence permit through this service, the foreigner is notified by the local authorities responsible for the border and migration in the territory where he has established his temporary residence, for the delivery of these documents through the postal service:

- original documentation
- two photos, in passport format with a white background, taken in the last 6 months
- mandate payment of the service fee (as well as administrative measures (fine) imposed for violation of the deadline for applying for a residence permit)
- the form printed and signed by the applicant with the photo attached to it.

To apply for **the first residence permit** in the Republic of Albania, filling out the appropriate application form depends on the requested reason of staying in Albania:

- Family reunification with Albanian citizens
- Family reunification with foreign citizens who have a valid residence permit in Albania
- Study
- Unique Permit
- Other reasons
- Permanent
- Permanent for special cases

The online request for a residence permit to the regional authorities responsible for the border and migration must be done within 30 days after entering the territory of the Republic of Albania, ensuring that the foreign applicant:

- is present in the territory of the Republic of Albania at the time of applying for a residence permit.
- meets the deadlines and legal criteria for the type of residence permit for which you are applying according to the legislation in force for foreigners.
- has all the necessary documents, documents from the country of origin translated and legalized.
- has a personal e-mail address through which online communication with the Border and Migration Authority will be carried out (setting the wrong e-mail address or using other people's e-mail addresses causes non-communication of important information and the violation of deadlines, which lead to the rejection of the residence permit application).

Procedure steps:

- Choose the “Residence permit application” online service.
- Click the “Use” button.
- Complete the electronic form correctly with the necessary data according to all fields.
- Upload all the documents listed in the form in the specified format.
- Make sure that the information registered by you is correct.
- Click the “Send” button at the bottom of the form.
- Download and print the completed form with your personal photo attached according to the required standard.

The State Police employee is notified electronically of the arrival of the new application. If there are inaccuracies or missing documents, the Migration Authority employee within 10 days notifies the applicant of the inaccuracies or deficiencies found in the documentation and instructs him to complete the application process again, setting a maximum deadline of 30 days for completing the missing documentation.

If the criteria are met and the documentation is complete, the citizen is notified via e-mail of the acceptance of the application, the obligation to pay the fee for the residence permit according to the invoice sent via e-mail (which must be paid within 24 hours of receiving the message in every second level bank in the Republic of Albania), as well as fulfilling the obligation to send within 7 days, through the postal service, these documents:

- original documentation
- 2 photographs
- the service fee payment mandate
- the form completed and printed from the e-Albania platform, signed by the foreign applicant.

In case of failure to pay the residence permit fee and send the documentation through the postal service within the specified period, the online request for residence permit will be rejected immediately.

After submitting the complete documentation online and paying for the residence permit, the foreign applicant is provided with a temporary residence permit with an electronic signature, valid for up to 2 months (this period is necessary for the evaluation of the residence permit application).

After the approval of the Residence Permit, the foreigner is notified by e-mail about the approval of the residence permit application, and is instructed to appear in person at the Migration Office where he proves his identity and applies for a biometric card Residence Permit for Foreigners.

Required time of receiving the service: Notification of the rejection or acceptance of the request for a residence permit is made via e-mail within 30 days from the submission of the request. The application approval procedure takes up to 30 days. If for objective reasons this deadline must be extended, the foreigner will be notified by the relevant Migration Office via e-mail.

Period of validity: 3-6 months; 1-year; 2-years; 3-years; 5-years; permanent.

Costs: Depending on the residence permit you are applying for.



Customs Procedures

NIPT Registration

To carry out all the necessary Customs Procedures, each company shall first register the NUIS/ NIPT number (the Taxable Person Identification Number) in “Asycuda World” System. For the NIPT registration, each company must submit the following documents:

In cases when NIPT is issued by the National Registration Center (NBC):

- a copy of the Certificate as a Taxable Person,
- a copy of the registration extract in NBC.

Note: The company representative can send the above documents for NIPT registration also by email to the address: borxhi@dogana.gov.al

In cases when NIPT is issued by the General Directorate of Taxation, only the original certificate of the taxable person (or a notarized copy) is required.

Necessary documentation for declaration

Customs declaration is the presentation of goods entering or leaving the territory of the Republic of Albania to the customs authorities to carry out the procedures.

Goods which arrive at the customs office or other place designated or approved by the customs authorities shall be presented to customs by the person who brought the goods into the customs territory of the Republic of Albania or, if appropriate, by the person who assumes responsibility for carriage of the goods following such entry:

- when transported by sea within two hours from the arrival,
- when transported otherwise within one hour from the arrival.

Goods may, once they have been presented to customs, and with the permission of the customs authorities, be examined or samples may be taken, so that they can be assigned to customs-approved treatment or use. Such permission shall be granted, in written request to the person authorized to assign the goods for such treatment or use.

Customs representation:

Any person may appoint a representative in their dealings with the customs authorities to perform the acts and formalities laid down by the rules of customs. Such representation may be:

- direct, in which case the representative shall act in the name of and on behalf of another person, or
- indirect, in which case the representative shall act in his own name but on behalf of another person.

Import and export documents in accordance with Article 150 of the Customs Code

On import:

- Customs declaration
- Invoice
- Transport document
- Packing list



Mehmet KRASNIQI
General Manager

NOVAMAT

was established
on April 15, 2008 with headquarters in Tirana.

Thanks to the experience and high technical competence, the wide range of products adding quality consulting and quality technical assistance, NOVAMAT comes to your aid to improve your standard of living, to develop your business and your personal and professional ventures.

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- As well as any other necessary document, if the application of a preferential tariff regime is required, or any other measure for which the normative rules applicable to the declared goods are not applied, as well as the necessary documents for the implementation of the provisions governing the placing on the market of free-of-declaration goods.

On export of goods:

- Customs declaration
- Invoice
- Transport document
- as well as any other necessary document for the implementation of trade policy measures and other laws governing the export of goods.

Inward Processing

Inward processing regime is a customs and economic suspending regime that allows non-Albanian and Albanian goods to be used in the customs territory of the Republic of Albania in one or more processing operations in the form of compensating products, without such goods being subject to import duties or commercial policy measures.

Inward processing is an economic customs regime which essentially has the main purpose of its work in the export of technology and other economic factors that directly transform into simple or definitive ready-to-sell goods in order to be used as products in other processing operations, assembling or for consumption.

The use of this customs procedure shall be conditional upon the issuing of an authorization by the competent customs authorities. The authorization shall be granted only:

- to persons who ensure to carry out the all the necessary operations
- when customs authorities can supervise the regime
- to persons established in the Republic of Albania (However, authorization may be granted to persons established outside the country in respect of imports of a non-commercial nature.)
- where, without prejudice to the use of goods, the imported goods can be identified in the compensating products
- where the inward processing procedure may help create the most favorable conditions for the export or re-export of compensating products, provided that the essential interests of Albanian producers are not adversely affected (economic conditions).

The application for granting an authorization shall be presented to the General Directorate of Customs Procedures, including the following documentation:

- Application according to Annex 27 of the Implementing Provisions
- The legal documentation of the company
- The order contracts with foreign companies for the processing of goods
- Declaration by the company about the economic effects of the use of the authorization. In cases where goods are imported, which are by their nature or technological process, partially or wholly lost, the technological card and the methodology is presented to determine the yield rate.
- In cases where it is foreseen to have one or more operators, an agreement concluded between the operators and the applicant for the authorization shall be presented, as well as the operator's fiscal identity, the operator's statement on the location where the processing is to be carried out and its availability for control at any time by the customs authority.
- The cases where it is required that the customs offices of entry, supervision and discharge

of the regime shall be different, a declaration by the company on the correct economic argumentation.

- Documents (certificates) certifying that customs duties have been paid.

Outward Processing

The outward processing procedure shall allow Albanian goods to be exported temporarily from the customs territory of the Republic of Albania to undergo processing operations. The products resulting from those operations are to be released for free circulation with total or partial relief from import duties.

Temporary exportation of Albanian goods shall entail the application of export duties, commercial policy measures and other formalities for the exit of Albanian goods from the customs territory of the Republic of Albania. The outward processing procedure shall not be open to Albanian goods:

- whose export gives rise to repayment or remission of import duties.
- which, prior to export, were released for free circulation with total relief from import duties by virtue of end use, for as long as the conditions for granting such relief continue to apply.
- whose export gives rise to the granting of export refunds or financial advantages given in this case.

Authorization to use the outward processing procedure shall be issued at the request of the person who arranges for the processing operations to be carried out. Authorization to use the outward processing procedure may be granted to another person in respect of goods of Albanian origin, where the processing operation consists in incorporating those goods into goods obtained outside the customs territory of the Republic of Albania and imported as compensating products, provided that the use of the procedure helps to promote the sale of export goods without adversely affecting the essential interests of Albanian producers of products identical or similar to the imported compensating products.

Authorization shall be granted only:

- to persons established in the Republic of Albania
- where it is considered that it will be possible to establish that the compensating products have resulted from processing of the temporary export goods
- where authorization to use the outward processing procedure is not liable seriously to harm the essential interests of Albanian producers and processors (economic conditions).

The customs authorities shall specify the period within which the compensating products must be re-imported into the customs territory of the Republic of Albania. They may extend that period on submission of a duly substantiated request by the holder of the authorization.

Facilitations & Exemptions

Authorized Economic Operator (AEO)

“Authorized Economic Operator” is a status granted for “trustworthy traders” that can benefit from many customs simplifications. According to the Albanian Customs Code, there are two types of status for AEO that can be granted:

- “AEO-S” for safety and security – control facilitations
- “AEO-C” for customs simplifications – facilitations on customs procedures

Both those statuses may be combined to benefit a “full” AEO. If an AEO wants to benefit from a

simplification/regime, the Customs does not examine the terms or criteria.

The Albanian Customs Administration has implemented the AEO status according to international standards and for that purpose a Common Recognition Agreement has been signed with the CEFTA countries in compliance with EU legislation where CEFTA parties shall inform each other regarding the identity of the AEOs.

Benefits from the status of AEO

a) More favorable treatment regarding risk assessment and control:

- An authorized economic operator (AEO) shall be subject to fewer physical and document-based controls than other economic operators.
- Where consignments declared by an AEO have been selected for physical or document-based control, those controls shall be carried out as a matter of priority.

On request from an AEO the controls may be carried out at a place other than the place where the goods must be presented to customs.

b) A simplified or exclusive access to certain custom simplifications:

- Reduction of the guaranteed level or guarantee waiver
- Simplifications in transit
- Simplifications in value
- Authorization on simplified declarations, etc.

c) Agreement on mutual recognition with other countries

According to the required authorization (customs or security and safety simplifications), the applicant shall fulfil certain criteria:

- an appropriate record of compliance with customs and tax requirements
- a satisfactory system of managing commercial and where appropriate, transport records, which allows appropriate customs controls
- proven financial solvency
- practical standards of competence and professional qualifications related to the activity carried out (AEO-C)

For AEOs status, security and safety standards:

- Appropriate measures for the security of the supply chain
- Physical integrity and access control
- Logistic processes and treatments for different types of goods
- Responsible staff and identification of business partners

Local Customs Clearance

“Local customs clearance” is a simplified customs procedure where an economic operator may be authorized to carry out clearance procedures of goods in his premises or in another authorized facility without carrying out the customs formalities at the customs office. Currently, from this simplification 7 economic operators who have met the defined criteria have benefited.

The operation of simplified procedures requires commitment not only of the customs administration, but also of the economic operators themselves and mainly requires professional qualification in the customs area.

Preferential Tariff Treatment

For a certain group of goods which are used for a particular purpose or are of a special nature, there are applied reduced tariff rates in addition to the fulfillment of certain criteria and conditions. The goods that the customs tariff level is reduced are grouped into:

- pure breed animals for breeding or fattening and breeding eggs
- seeds for planting
- goods for industrial use, electric isolation oil

Other exemptions

Other exemptions to international organizations, natural persons, charitable organizations, philanthropic organizations or assistance purposes for charity organizations, religious institutions, public entities, as well as budget funded state entities:

- Diplomatic and consular missions as well as special missions accredited in Albania
- Tetraplegic and paraplegic invalids are exempted from equipment, carriages including vehicles adapted for use not more than 2500 cubic meters
- Goods imported within the framework of humanitarian aid such as: foods, medicines, clothing and bedding or bedspreads, firefighters and ambulances for health centers
- Goods imported for the purpose of promoting trade such as samples of goods of negligible value, printed advertising materials, products used or consumed in trade fairs or similar events
- The customs houses shall grant relief from the customs duties on importat regarding the above cases. For more on the documentation to be submitted, please see the instruction.

Exemptions from VAT on Import

Investments with a value equal to or greater than 50 million ALL

Machinery and equipment in function of investment contracts with a value equal to or greater than 50 million ALL which are not for sale can apply to the General Directorate of Customs with the following documents:

- a written request to which a copy of the NUIS/NIPT (the Taxable Person Identification Number) certificate is attached in the case where there are carried out formalities for the first time to the customs authorities
- a copy of the agreement with the Council of Ministers, by which the investment contract is approved, where the investment value is specified equal to or over 50 million ALL or in the cases of entirely private investment, a copy of permit/license/authorization (only for first requests)
- a copy of the investment plan including the estimated amount of investment where it is determined that the value is equal to or over 50 million ALL as well as the duration of the investment
- copies of the investment plan including the projection for the year when imports are made
- data on the type and quantity of machinery and equipment to be imported with relevant tariff codes and installation period
- a copy of the ownership or lease of the premises where the investment will be made
- the schematic and narrative description of the technological scheme for each element of it
- A taxable person's statement that the machinery or equipment, for which exclusion is required, is not imported for sale

Exemptions on inward processing

Machinery and equipment in function of investment contracts in the inward processing sector regardless of the value of the investment must submit to the Supervising Customs Office the following documents:

- a written request to which a copy of the NUIS/NIPT (the Taxable Person Identification Number) certificate is attached in the case where there are carried out formalities for the first time to the customs authorities
- a copy of the extract from the National Registration Center (NBC) where it is specified that the economic activity is in inward processing (The verification, whether he possesses the authorization issued by the customs authority as a taxpayer in the processing operation, is carried out within the customs structures.)
- copy of the investment plan including the projection for the entire duration of the investment
- copy of the investment plan including the projection for the year when imports are made
- data on the type and quantity of machinery and equipment to be imported with relevant tariff codes and for the period of installation
- a copy of the ownership or lease of the premises where the investment will be made
- the schematic and narrative description of the technological scheme for each element of it
- taxable person's statement that the machinery or equipment for which exemption is required is not imported for sale

Exemptions in the agribusiness sector

Machinery and equipment in function of the investment contracts in the agribusiness sector regardless of the value of the investment must submit to the General Directorate of Customs the following documents:

- a written request to which a copy of the NUIS/NIPT certificate is attached in the case where there are carried out formalities for the first time to the customs authorities
- a copy of the extract from the National Business Center (NBC), where it is specified that the economic activity is in agribusiness
- copy of the investment plan including the projection for the entire duration of the investment
- copy of the investment plan including the projection for the year when imports are made
- data on the type and quantity of machinery and equipment to be imported with relevant tariff codes and for the period of installation
- a copy of the ownership or lease of the premises where the investment will be made
- the schematic and narrative description of the technological scheme for each element of it
- taxable person's statement that the machinery or equipment for which exemption is required it is not imported for sale.

Exemptions to small businesses

The small business that will import production machineries and equipment in function of the investment contracts, must submit to the respective Customs House the following documents:

- a written request to which a copy of the NUIS/NIPT certificate is attached in the case where there are carried out formalities for the first time to the customs authorities
- a certificate from the Regional Tax Directorate that the importer is a taxable person subject to the business regime (small enterprises) and carries out production activity
- a copy of the extract from the National Business Center (NBC)
- data on the type and quantity of production machineries and equipment to be imported with relevant tariff codes and for the period of installation
- taxable person's statement that the machinery or equipment for which exemption is required it is not imported for sale.

Exemptions to agricultural machineries

The taxable persons who will import machineries and equipment must submit to the respective Customs House the following documents:

In the case of a farmer:

- a written request to which, a copy of the NUIS/NIPT certificate issued by the Regional Tax

Directorate proving that the importer is a farmer, is attached in the case where there are carried out formalities for the first time to the customs authorities.

- a copy of the ownership or lease of the land
- data on the type and quantity of the machinery to be imported with relevant tariff codes and the period of import
- taxable person's statement that the machinery or equipment for which exemption is required is not imported for sale

In the case of other taxpayers:

- a written request to which, a copy of the NUIS/NIPT certificate is attached in the case where there are carried out formalities for the first time to the customs authorities
- a certificate from the Regional Tax Directorate that the importer is a taxable person
- a copy of the extract from the National Business Center (NBC)
- data on the type and quantity of agricultural machineries to be imported with relevant tariff codes.

Exemption for fattening animals

Animals under specific tariff codes are exempted from VAT if they are imported to increase their weight (fattening).



GERMAN ALBANIAN LOGISTICS AGENCY SHPK (GALA)

has been supplying a vast variety of logistics solutions on the Balkans and beyond for more than a decade. Established in 2011, the member company of German EMS-Fehn-Group today has offices in Tirana, Durrës and Vlorë. GALA's team consists of experienced and well-trained professionals who specialize in, among others, ship agency services, international road and special transport, customs clearance, warehousing and husbandry services. However, the complete range of solutions provided by GALA is much broader.

"We always strive to supply our customers with as many prime services from one single source as possible," says GALA's managing director Fation Dervishi. "In order to achieve this, we closely collaborate with our sister companies all across Europe." EMS-Fehn-Group operates its own seagoing vessels, special transport trucks, port terminals and high-performance cranes. It also has in-house experts in shipping and chartering, worldwide project logistics, engineering and quality management, to name but a few.

"Supplying solutions that are exactly tailored to our customers needs has been key to GALA's success," says Dervishi. The company has been providing services to a number of major players in various industries such as the oil & gas and the renewable energy sector. However, numerous small and medium-sized businesses and also NATO have benefitted from GALA's services as well. "Quality is of the utmost importance to us," stresses Dervishi. Accordingly, GALA is certified to ISO standards 9001, 14001 and 45001.

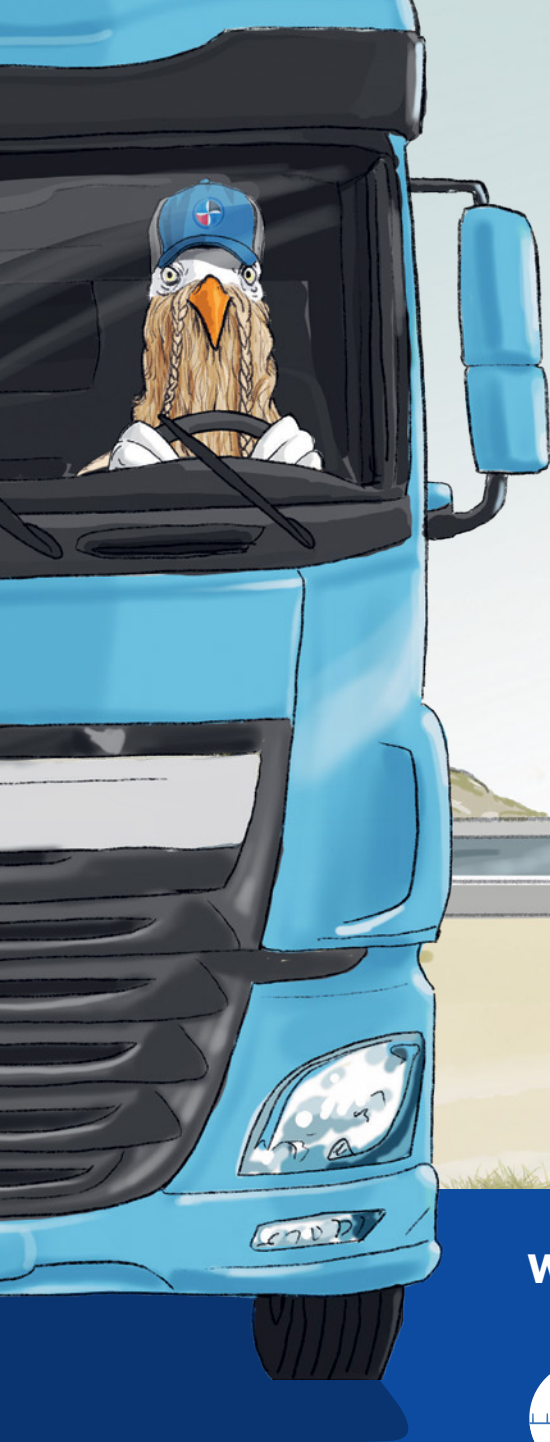
In Tirana, GALA has its own customs agency including a well-secured warehouse for speedy operations. "We are fully licensed to offer nationwide assistance in importing and exporting goods to and from Albania," Dervishi points out. "The members of our team have years of experience and are experts in Albania's customs procedures."

GALA's road transport professionals, meanwhile, are very well connected too and collaborate with a number of highly reliable partners to supply customers with services ranging from standard transports (LTL and FTL) to temperature-controlled transports and the transport of oversized and extra heavy cargoes - not only in Albania but all across Europe.

At the same time, GALA is also present in all Albanian seaports, providing the full set of ship agency and husbandry services. For example, the company takes care of port clearances, supervises loading and discharging operations, supplies vessels with provisions and is in charge of bunkering. "We also arrange crew changes, supply spare parts and organize divers when needed," Dervishi explains. "It almost seems like there is no vessel-related service we haven't provided in the course of the years."

This also holds true when it comes to yachting. "In the ports of Durrës, Vlorë and Saranda, GALA has been providing comprehensive services to passengers and crews of leisure boats for a number of years," Dervishi explains. This includes, for example, the delivery of fuel and provisions, supplying rental cars, assisting in finding accommodation and organizing medical support.

To find out more about GALA, please visit www.gala-al.com or write to transport@gala-al.com



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Sources

The information given in this brochure is based on the following sources:

AKBN – National Agency of Natural Resources

www.akbn.gov.al

Albanian Customs

www.dogana.gov.al

BMWK – Federal Ministry for Economic Affairs and Climate Action

www.bmwk.de

BoA – Bank of Albania

www.bankofalbania.org

DPT – General Directorate of Tax

www.tatime.gov.al

e-albania Portal

www.e-albania.al

EBRD – The European Bank for Reconstruction and Development

www.ebrd.com

GIZ – Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

www.giz.de

INSTAT – Institute of Statistics of the Republic of Albania

www.instat.gov.al

KfW Development Bank

www.kfw-entwicklungsbank.de

NBC – National Business Center

www.qkb.gov.al

Open Procurement Albania

www.openprocurement.al

WIIW – The Vienna Institute for International Economic Studies

www.wiiw.ac.at



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- Foundation and management of property companies
- Commercial Due diligence (technical and legal by external specialists)
- Consideration of ESG criteria
- Active portfolio management
- Procurement of mezzanine and debt capital
- Controlling of the investment
- Identifying and implementing potential for value enhancement

Taking into account your specific investment wishes and framework conditions, we offer you the investment in a single property or a portfolio. In doing so, we choose from the various asset classes and show you ways to implement them. In the interest of sustainable value creation, the ESG criteria of the properties are also taken into account during the due diligence process.

Ongoing controlling to monitor the planned investment targets is a matter of course for us. We continuously review income and expenses at the property level. We also monitor the real estate market and the economic situation in order to identify and react to risks and opportunities as quickly as possible

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EFA Solution, established in April 2015, provides a combined service in the footwear industry.

We are specialized in different products/constructions, and we provide the best market solution through our experience in the industry. Our own factory ProDyn Albania represents a modern factory with ambitious plans to be transformed into a **Green Smart factory within the year 2025.**

Our mission is to become a leader in the footwear industry through easy approaches, fast solutions, offering accurate services and quality products to clients, consumer satisfaction, and growing the company's revenues and employee benefits.

We stand for our values: Be good, honest, fair, loyal, accurate, and respectful.

OUR HIGHER GOAL **MAKING LIVES MORE COMFORTABLE!**

EFA Solution & ProDyn Albania operates with more than **700 people** in a more than 15.000 m2 building.

We produce more than 1.2 million shoes a year of different constructions such as moccasins, strobel, cemented or handstitched, completing all processes from product development to export. We produce for globally recognized brands and export in **12 countries.**



ProDyn offers high-quality standards through 3 levels of Quality Control as well as X-ray checking.

Furthermore, our new Laboratory ensures the quality standards of different materials and production processes which are checked through daily routines from our teams.



Our standards are proven in different certifications such as ISO 9001, ISO 45001, SATRA LEATHER GRADING and FSC.

