

Real Estate

MATCHMAKER ALBANIA 2



Albanian Investment Development Agency
Agjencia Shqiptare e Zhvillimit të Investimeve

Government

Investor

Architect

Hotel Brand

City

WORKSHOPS

FINANCING CORNER



Match-Maker Albania

Find the right match, Unlock the opportunity

2 EDITION

POWER NEWS

From Potential to

26
DAY

03
MONTH

26
YEAR



PALACE OF CONGRESSES, TIRANA

SMART AGRICULTURE MATCHMAKER ALBANIA II

AGRICULTURE BRAND

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Companies

Pitching Sessions

Foreign Companies

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BANKA

www.aida.gov.al



WELCOME TO MATCHMAKER ALBANIA 2

The biggest investment event of the year.

A powerful platform where vision meets opportunity and ideas turn into real projects. Focused on four strategic pillars shaping the future of our economy:

-  **Future Estate** Real estate, tourism and urban development redefining modern living.
-  **Power Next** Energy, infrastructure and transformative projects powering tomorrow.
-  **Smart Agriculture** Innovation, sustainability and agribusiness at scale.
-  **Digital Horizons** IT, AI, cybersecurity and the technologies driving the new economy.

From leading companies to government institutions, from ambitious startups to global speakers and investors — MatchMaker Albania brings all key actors in one space.

One day. One stage. Unlimited opportunities.

Be where partnerships are built.
Be where investments happen.
Be at MatchMaker Albania.



DRAFT AGENDA – OPENING SESSION

MatchMaker Albania 2

08:00 – 09:00 | Registration of the participants

09:30 – 09:40 | Official Opening Remarks

Director General, Albanian Investment Development Agency (AIDA)

Match-Maker Albania as a Strategic Investment Platform

09:40 – 09:50 | Remarks

Minister of Economy and Innovation

Digital Horizons - the Digital transformation of Albania and the importance of this strategic sector.

09:50 – 10:00 | Remarks

Minister of Infrastructure and Energy

Power Next, the concrete projects and the vision of the future in Energy and infrastructure sector.

10:00 – 10:10 | Remarks

Minister of Tourism, Culture and Sports

Tourism & Hospitality Investment climate and the future.

10:10 – 10:20 | Remarks

Minister of Agriculture and Rural Development

The new initiatives of the government for Smart Agriculture.

10:20 – 10:45 | Keynote Address

H.E Mr. Edi Rama, Prime Minister of Albania

Why Albania and why NOW, a Message to all the Investors.

FUTURE ESTATE

The Future Estate Zone is a flagship thematic area within Match Maker Albania 2026, designed as a high-level platform for showcasing strategic real estate, tourism, and mixed-use development projects in Albania. The zone brings together developers, investors, architects, hotel brands and public institutions to foster concrete partnerships and accelerate sustainable territorial and tourism development.

Future Estate zone is structured as follows:

1. Projects Showcase in 3D area

A core feature of the Future Estate Zone will be the presentation of 10 selected residential, tourism and mixed-use development projects, showcased through physical 3D maquettes. These projects represent concrete investment opportunities across Albania and are at different stages of development, offering participants a tangible, visual understanding of scale, design and destination potential.

- Roca Maris (Orion Construction)
- Marina Orikum (Concord Investment)
- Garda Tower (Artech Group & El-Prom)
- Split Tower (Artech Group & Edonil Construction)
- Terrarosa (GE Investment) - TBC
- "Selman Stërmasi" Stadium (Albanian Investment Corporate)
- Palace of Sports "Asllan Rusi" (Albanian Investment Corporate)
- Inspectorate Corps (Albanian Investment Corporate)
- Swissotel Vlora (ULK Invest shpk)

2. Meet the the government area

- *The presence of key government institutions underscores the strategic importance of real estate and tourism as priority sectors for Albania's economic growth. Participating institutions will include:*
- *Ministry of Tourism, Culture and Sport - presenting national tourism development priorities, destination positioning and opportunities aligned with cultural and sustainable tourism.*
- *Albanian Investment Corporation (AIC) - showcasing public-private development projects and large-scale development opportunities.*
- *National Territorial Planning Agency - providing insight into spatial planning, zoning regulations and national development visions.*
- *Territorial Development Agency - highlighting local and regional development projects and opportunities across Albania's municipalities.*

FUTURE ESTATE

3. Dedicated Networking area

To maximize targeted engagement, the Future Estate Zone will include a dedicated networking area where you can:

- *Meet the Architect* – connecting developers and investors with local and international architects, urban planners and design studios.
- *Meet the Investor* – facilitating direct meetings between project owners and potential investors.
- *Meet the Hotel Brand* – enabling dialogue with international and regional hotel brands, operators, and hospitality groups exploring expansion in Albania.

POWER NEXT

Core Narrative: “Albania is no longer potential – it is investable. From potential to bankable energy projects.”

The Energy Section (Power Next) is structured around four main pillars that integrate government vision in renewable energy, regulatory transparency, direct investor engagement and infrastructure development. The platform is designed to align Albania's institutional framework and concrete renewable energy projects with infrastructure strategy and financing pathways.

1. Government & Infrastructure Vision – Strategic Energy and Logistics Development

The first pillar focuses on the strategic and institutional framework that supports energy investment.

The Ministry of Infrastructure and Energy presents on stage the national energy investment roadmap, reform priorities and alignment with the EU energy acquis and Energy Community commitments. The presentation highlights renewable diversification, infrastructure modernization and Albania's positioning within the regional energy market.

The Durrës Port Authority introduces the Porto Romano development plans, outlining the transformation of the port area into a major logistics and energy-related infrastructure hub. The Porto Romano project is positioned as a strategic gateway supporting industrial growth, energy infrastructure integration and regional trade connectivity.

POWER NEXT

Hekurudha Shqiptare SH.A presents ongoing railway modernization projects and regional interconnection plans, emphasizing the integration of energy infrastructure with national and European transport corridors.

In this pillar, the Ministry, the Port Authority and Albanian Railways are the institutions presenting on stage. The Operatori i Sistemit të Transmetimit and the Energy Regulatory Entity, after participating in the fireside chat, remain present in the dedicated area with technical staff to respond directly to investor questions regarding grid access, licensing and regulatory procedures.

2. Flagship Renewable Energy Project Presentations

At the core of Power Next are companies introduced for the first with the Albanian market and eager to invest, success stories between investors, the government and developers, as well as new concrete investment-ready projects.

Kiraç Green Energy introduces its 125 MW hybrid photovoltaic and wind project in Vau Dejës Municipality, detailing technical specifications, permitting status, financing structure and capital requirements under Strategic Investment Status.

Volitalia presents the Karavasta PV Plant as a success story implemented through an official auction framework, demonstrating effective cooperation between government and private investors.

Enhol discusses Albania's strategic importance within its regional renewable portfolio and outlines ongoing developments and expansion plans.

Blessed Investment focuses on the Blue 1 and Blue 2 photovoltaic plants, highlighting the experience of implementing renewable projects as private investments without government support schemes.

X-Wind presents advanced wind development concepts beyond conventional onshore installations, exploring the future offshore wind potential and the next phase of sector development.

Devinn explores Albania's emerging potential for green hydrogen production and export, examining how existing photovoltaic capacity can contribute to hydrogen value chains and open a new chapter in the country's energy sector.

GreNNat showcases how Albanian renewable companies are expanding internationally and positioning themselves as trusted partners in foreign markets.

POWER NEXT

Vega Solar highlights successful German-Albanian partnership models and cross-border renewable development experience.

Each presentation addresses installed capacity, technology mix, permitting stage, revenue models, financing structure and investment needs, followed by structured investor dialogue.

3. Albania Energy Reality Check – Fireside Chat

The section opens with the session “Albania Energy Reality Check – Where Albania Actually Needs Investment”, structured as a focused fireside chat.

This discussion brings together the Transmission System Operator (OST) and the Energy Regulatory Entity. The conversation addresses transmission capacity, interconnection bottlenecks, grid expansion priorities, system balancing challenges, licensing procedures, tariff frameworks and regulatory safeguards that ensure predictability and bankability.

This opening segment provides a realistic and technically grounded understanding of the structural needs of Albania’s energy system and clarifies where private capital is most required.

4. Financing & Networking Area

The final pillar focuses on capital alignment and transaction-oriented engagement.

International financing institutions are invited and to be confirmed. If confirmed, they will present their investment outlook, bankability criteria, ESG standards and structuring requirements. Otherwise, the financing discussion will focus primarily on Albanian financial institutions and domestic investment instruments.

This area functions as a structured matchmaking space where developers, government representatives, regulators and financiers engage in direct one-to-one meetings.

SMART AGRICULTURE

The Smart Agriculture Area is conceived as a strategic platform to accelerate the modernization of Albania's agricultural sector by connecting innovation, public policy, development partners and private investment within a single, structured environment. By bringing together start-ups, government institutions, international organizations, universities, financial actors and leading companies, this section aims to unlock new partnerships, strengthen competitiveness and contribute to sustainable economic growth aligned with Albania's EU integration agenda.

The Smart Agriculture Area is structured around four integrated components.

1. Start-up Presentations & Short Pitch Sessions

At the core of the section are dynamic five-minute pitch sessions where emerging agri-tech companies present their solutions, business models, growth strategies and investment needs. These sessions are designed to offer investors and corporate partners a direct overview of Albania's innovation ecosystem while enabling start-ups to build strategic connections with institutions and development partners.

*Among the confirmed start-ups is **EKOFUNGI Albania**, a circular economy initiative that transforms agricultural waste into high-value mushroom production.*

***InsectIntel** introduces an intelligent insect monitoring system powered by artificial intelligence algorithms.*

***GreenLab** presents an intelligent agricultural platform focused on the monitoring and analysis of soil bio-chemical parameters.*

2. Investment Opportunities in Albania

This component highlights Albania's strategic priorities for agricultural investment, digital transformation and structural modernization.

*The **Ministry of Agriculture and Rural Development** will outline national priorities, ongoing cooperation with FAO and strategic reforms aligned with Chapter 11 (Agriculture and Rural Development) of the EU accession framework.*

*The **FAO** presentation will focus on the development of Albania's National Digital Agriculture Strategy and Action Plan.*

*The **Agency for Agricultural and Rural Development (AZHBR)** will present the Land Parcel Identification System (LPIS) pilot project implemented in Berat County.*

SMART AGRICULTURE

In addition, AZHBR will present its grant schemes and financial support instruments aimed at farm modernization, mechanization, rural infrastructure development, agro-processing and value-chain strengthening, as well as targeted incentives for young farmers and innovative enterprises. These schemes are designed to increase competitiveness, productivity and export potential.

*The **World Bank** will provide an in-depth overview of irrigation and sustainable water management programs in Albania.*

*The **UNDP** will present the “Growing with Your Business” (GYB) methodology, a structured approach to strengthening small and medium enterprises in the agri-food sector. Through tailored mentoring and advisory support, GYB assists businesses in improving production standards, refining internal processes and gaining access to international markets.*

*The **Agricultural University of Tirana** will introduce PHITO – the Platform for Helping Small and Medium Farmers to Incorporate Digital Technology for Equal Opportunities.*

***LIDL** will present its expansion plans in Albania, including the opening of a branch and the development of structured cooperation with local farmers. Through targeted training programs, certification support and compliance with EU standards, the initiative creates direct pathways for Albanian producers to enter European supply chains.*

*Following this, the **EIT Community Hub Albania** will present its role in connecting Albanian stakeholders to the broader European innovation ecosystem. By facilitating access to European funding instruments, research networks and innovation programs, the Hub strengthens opportunities for digital agriculture, sustainable resource management and agri-tech entrepreneurship.*

*The **AADF** will be included in the agenda with a presentation on its agricultural development initiatives, while the company **Cetwell** will showcase innovative agricultural solutions and technology-driven projects supporting sector modernization.*

3. Meet the Government – Direct Engagement

A dedicated space will facilitate structured meetings with representatives of the Ministry of Agriculture and Rural Development, Agency for Agricultural and Rural Development (ARDA), the Albanian Investment Bank and the Agricultural University of Tirana. This format enables direct dialogue on regulatory frameworks, incentive schemes, financing instruments and partnership opportunities, creating a practical bridge between public policy and private investment.

4. Albanian Products & Export Showcase Corner

Complementing the innovation and investment components, the Smart Agriculture Section will feature a curated exhibition of Albanian producers in the fields of wine, olive oil and fruit juices.

DIGITAL HORIZONS

Digital Horizons is designed as a strategic backbone of the Match Maker event, showcasing how technology enables investment readiness, competitiveness and sustainable growth across all sectors.

It positions digital not as a standalone industry, but as well as a horizontal enabler for energy, tourism, agriculture, and enterprise development.

Digital Horizons is structured as an interactive innovation zone, combining applied technology labs, workshops, financing corner and a zone dedicated to meet the governmental institutions.

1. Startup Presentations & Short Pitch Sessions

At the core of the Digital Horizons Area is the integration of startups as a visible and essential part of the digital ecosystem. Their presence is not symbolic; it is strategic. Startups represent agility, innovation, problem-solving capacity, and the future pipeline of scalable digital businesses. This format enables investors, corporate actors, and public stakeholders to gain rapid insight into Albania's innovation landscape while allowing startups to build strategic visibility within a curated, high-level forum.

We will have a dedicated workshop with five startups, offering live presentations and interactive discussions focused on scalability, market potential, and collaboration opportunities.

TalentsLink

TalentsLink is a digital platform focused on connecting skilled professionals with companies seeking specialized talent.

DollApp

DollApp introduces a digital consumer-oriented platform designed to enhance user engagement and streamline transactional experiences.

Holos Health

Holos Health is a digital health platform designed to support personal well-being through structured monitoring and data-driven insights.

Avenirs

Avenirs is positioned as a forward-looking digital solutions provider focused on building scalable technological infrastructures.

DIGITAL HORIZONS

Katalogim

Katalogim develops digital cataloguing and information management systems designed to support structured data organization and digital accessibility.

Complementing the startup presentations, The Pitching Session is designed as a high-level inspirational and strategic dialogue format. This session focuses on established professionals and industry leaders who will share their entrepreneurial or executive journeys, key milestones and turning points, lessons learned in scaling businesses, insights into navigating international markets, strategic vision for the future of digital innovation.

Speaker Profiles

Arbi Bamllari – Founder & CEO, Skaitech / 3DSKAI

SKAITECH is a technology company based in Albania that focuses on drones and related solutions. While 3DSKAI is the first 3D printing and 3D scanning company in Albania, offering 3D printing services, scanning, and design using technologies like FDM, SLA, and SLS.

Daniel Schroeder – Chief Product Officer, Hacon (Siemens Group)

Daniel Schroeder serves as Chief Product Officer at Hacon, a Siemens-owned company specializing in digital mobility and transport software solutions. With extensive experience in product strategy and innovation, he oversees the development of intelligent digital systems that power transportation networks worldwide. His perspective offers insight into product leadership within multinational technology environments and the scaling of digital solutions across global markets.

Fisnik Pula – CEO, Mikkena

Fisnik Pula is the Chief Executive Officer of Mikkena, a company operating in the digital and technological services landscape. His leadership reflects a strong focus on operational growth, technology-driven service delivery, and building competitive structures in emerging markets. His journey highlights the importance of adaptability and strategic execution in digital entrepreneurship.

Arianit Pajaziti – CEO, SIGMA SEE

Arianit Pajaziti leads SIGMA SEE, a regional company specializing in cybersecurity, digital infrastructure, and IT solutions. Under his direction, the company has strengthened its presence in Southeast Europe by delivering secure and scalable technology services. His experience reflects the critical role of cybersecurity and trust in the expansion of digital economies.

DIGITAL HORIZONS

2. AI & Tech Lab

Invited selected companies operating in various sectors i.e automations, AI tools, universities, cybersecurity, fintech, telecommunication - to showcase their products and services (including live demonstrations).

Among the participating companies are:

- **Novus Consulting** – *presenting digital transformation strategies and advanced technology advisory services.*
- **Vodafone** – *showcasing next-generation telecommunications infrastructure, connectivity solutions, and digital ecosystem enablement.*
- **Holberton School** – *highlighting its project-based software engineering education model and talent development programs aligned with industry needs.*
- **Metropolitan University of Tirana** – *presenting innovation-driven academic programs as well as research projects in areas such as artificial intelligence, software engineering, cybersecurity, digital systems, and applied technology development, including collaborations with industry partners and technology labs.*
- **Match4Research** – *facilitating structured collaboration between research institutions and private-sector demands.*
- **First.al** – *showcasing digital platforms and technology-enabled services within the Albanian innovation landscape.*

3. Meet the Government

A defining component of the Digital Horizon zone is the active participation of key governmental bodies responsible for policy-making, regulation, innovation support, and digital infrastructure development.

Participants will have structured opportunities to meet and interact with the following key institutions:

Ministry of Economy and Innovation

The Ministry of Economy and Innovation plays a central role in shaping Albania's economic development strategy, investment climate, and innovation policies.

DIGITAL HORIZONS

National Agency for Information Society (AKSHI)

The National Agency for Information Society is responsible for the development and implementation of digital government services, national digital infrastructure, and public-sector digital transformation.

National Authority for Cyber Security (AKSK)

The National Authority for Cyber Security oversees the protection of Albania's digital infrastructure and critical information systems

Electronic and Postal Communications Authority (AKEP)

The Electronic and Postal Communications Authority regulates the telecommunications and postal markets in Albania.

TEDA Tirana

TEDA Tirana is Albania's first free economic zone, located near Tirana, offering modern infrastructure, flexible industrial space, and attractive tax incentives. It supports a wide range of technology, manufacturing, and service industries, serving as a competitive gateway to regional and European markets.

Durana Tech Park

Durana Tech Park is positioned as a strategic technology and innovation hub, designed to attract high-value investments in ICT, research, and advanced technology sectors. It offers infrastructure, facilities, and a collaborative environment aimed at fostering technological development, international partnerships, and knowledge-based economic growth.

4. Capital & Finance

Connects banks, innovation programs and startup support institutions creating a dedicated space where entrepreneurs meet finance, explore funding pathways and unlock expansion opportunities.

Participating financing bodies include:

- **JET Bank** – providing banking services and financial solutions tailored to business development and investment support.
- **EU4Innovation** – an EU-supported program fostering innovation, startup growth, and ecosystem development through grants, capacity-building, and strategic support.
- **Startup Albania** – offering national support schemes, co-financing opportunities, and ecosystem-building initiatives for early-stage ventures.
- **Crimson Funding** – representing private funding mechanisms focused on supporting scalable and high-potential ventures.



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