



ΥΠΟΥΡΓΕΙΟ ΕΞΩΤΕΡΙΚΩΝ

Β1 Διεύθυνση  
Σχεδιασμού Εξωστρέφειας  
και Συντονισμού Φορέων Εξωστρέφειας

**Θέμα: Διοργάνωση 2ου Match-Maker Albania – Τίρανα, 26 Μαρτίου 2026- Ενημέρωση Ελληνικών φορέων.**

Σας γνωρίζουμε ότι η Πρεσβεία της Δημοκρατίας της Αλβανίας στην Ελλάδα με ρηματική διακοίνωσή της, μας ενημέρωσε για τη διοργάνωση της δεύτερης έκδοσης της διεθνούς επιχειρηματικής και επενδυτικής πλατφόρμας Match Maker Albania, η οποία θα πραγματοποιηθεί στις 26 Μαρτίου 2026, στο Palace of Congresses στα Τίρανα, με διοργανωτή τον Albanian Investment Development Agency (AIDA).

Η εκδήλωση *Match Maker Albania* έχει σχεδιαστεί ως μία ολοκληρωμένη πλατφόρμα δικτύωσης και επιχειρηματικής διαμεσολάβησης, με στόχο τη σύνδεση επιχειρήσεων, επενδυτών, στρατηγικών εταίρων, κυβερνητικών εκπροσώπων και λοιπών βασικών φορέων του δημόσιου και ιδιωτικού τομέα. Κύριος σκοπός της είναι η προώθηση ουσιαστικής συνεργασίας, η διευκόλυνση επενδυτικών ευκαιριών και η ενίσχυση διατομεακών συμπράξεων, μέσω της συγκέντρωσης φορέων λήψης αποφάσεων και επιδραστικών παραγόντων από τομείς προτεραιότητας της αλβανικής οικονομίας.

Η φετινή διοργάνωση επικεντρώνεται σε τέσσερις στρατηγικούς τομείς:

- Future Estate (ακίνητα, τουρισμός και αστική ανάπτυξη),
- Smart Agriculture,
- Digital Horizons,
- Power Next (Ενέργεια).

Ιδιαίτερη έμφαση δίδεται στη θεματική ζώνη Future Estate, η οποία λειτουργεί ως ειδικά διαμορφωμένος χώρος παρουσίασης ώριμων και στρατηγικών έργων υψηλού αναπτυξιακού δυναμικού στους τομείς των ακινήτων, του τουρισμού και της αστικής ανάπτυξης. Η ζώνη περιλαμβάνει παρουσιάσεις έργων, σύντομα επενδυτικά pitches, θεματικές συζητήσεις, καθώς και στοχευμένες κατ' ιδίαν συναντήσεις με εκπροσώπους της αλβανικής κυβέρνησης, διεθνείς επενδυτές, developers, αρχιτέκτονες και χρηματοοικονομικούς και νομικούς συμβούλους.

Συναφώς επισυνάπτεται το ενημερωτικό σημείωμα (concept note) της διοργάνωσης, προς περαιτέρω πληροφόρησή σας.

Περισσότερες πληροφορίες <http://www.aida.gov.al/> και [matchmaker.albania@aida.gov.al](mailto:matchmaker.albania@aida.gov.al)

Παρακαλούμε για την ενημέρωση των μελών σας.

Με εκτίμηση,  
Εκ της Β1 Διεύθυνσης



# Match-Maker Albania

*Find the right match, Unlock the opportunity*

**2** EDITION

26

DAY

03

MONTH

26

YEAR

## **MATCH MAKER ALBANIA** **General Overview**



*Match Maker Albania is a comprehensive networking and matchmaking platform designed to connect businesses, investors, strategic partners, government representatives, and key stakeholders from both the public and private sectors. The event aims to foster meaningful collaboration, facilitate investment opportunities, and encourage cross-sector partnerships by bringing together decision-makers and influential figures across priority industries. Serving as a multi-dimensional meeting point, Match Maker Albania creates a structured environment where ideas, capital, expertise, and policy perspectives converge.*

*Through curated interactions, thematic sectors, and practical engagement formats, the event supports dialogue, investment readiness, and long-term economic development.*

The focus of this edition of Match Maker Albania is structured around four strategic sectors:

▶▶ **Future Estate** ▶▶ **Smart Agriculture** ▶▶ **Digital Horizons** ▶▶ **Power Next (Energy)**

Each sector will be presented through dedicated spaces, targeted content, and tailored engagement formats, reflecting both current opportunities and future potential.

# FUTURE ESTATE Overview

*The Future Estate Zone aims to serve as a dedicated platform for the presentation of strategic projects with high development potential in the real estate, tourism and urban development sectors in Albania. The zone is designed to connect Albanian developers and investors with international operators, investors and strategic partners, fostering cooperation and investment in projects that contribute to sustainable economic growth and tourism development.*



## PROFILE OF PRESENTED PROJECTS

- ▶ Residential and tourism developments;
- ▶ Mixed-use projects (residential, hospitality, retail, office);
- ▶ Industrial and logistics parks;
- ▶ Urban development projects.

## ZONE FORMAT

*The Future Estate Zone will operate as an integrated space within Match Maker Albania and will be structured as follows:*

- Project presentation area (conceptual models and visual materials);
- Short pitch sessions (5–7 minutes) for selected projects;
- Dedicated space for the presentation of investment opportunities in selected cities and tourism destinations;
- Dedicated and one-to-one meetings with representatives of the Albanian Government, architects, international brands, Albanian developers and investors.
- Thematic presentations and moderated fireside chats with key Albanian and international stakeholders

## PROFILE OF INTERNATIONAL PARTICIPANTS

- Investors;
- Hospitality and resort operators;
- International real estate development companies;
- Financial, urban planning and legal consultants.

# SMART AGRICULTURE Overview

*The Smart Agriculture Zone aims to serve as a dedicated platform for the presentation of the future of albanian agriculture through high-potential development projects and direct connections between entrepreneurs, partners, and key stakeholders who make sustainable businesses possible. The zone is designed to connect Albanian agriculture and investors with international operators, demonstrating the full journey from the ideas to the production and export. Representatives of leading brands and industry experts will share insights and experiences contribute to sustainable economic growth.*

## ZONE FORMAT

*The Agriculture Zone will operate as an integrated space within Match Maker Albania and will be structured as follows:*

- *Project and start-up presentation area;*
- *Dedicated space for the presentation of investment opportunities;*
- *Dedicated and one-to-one meetings with representatives of the Albanian Government and Albanian developers and investors.*
- *Short pitch sessions (5–7 minutes);*

## PROFILE OF INTERNATIONAL PARTICIPANTS

- *Investors;*
- *Representatives of current international projects;*



## PROFILE OF PRESENTED PROJECTS

- ▶ *Showing the potential of Albanian agrobusiness;*
- ▶ *Ministry of Agriculture (Horizon Project on land/soil quality);*
- ▶ *Financing and support;*

# DIGITAL HORIZONS Overview

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



*This area will include various dedicated zones, namely:*

## ▶▶ PITCHING CORNER

*This area brings together five selected Albanian success stories from home and abroad, alongside international speakers, creating a dynamic space for inspiration, knowledge sharing, and entrepreneurial growth.*

*Opening Remarks: DIELLA*

## ▶▶ 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.*

## ▶▶ WORKSHOPS

*Through focused thematic workshops, participants will explore how digital tools, platforms and technologies can be effectively developed, launched and applied to support promotion, competitiveness and scalable growth across key sectors.*

## ▶▶ AI & TECH LAB

*Invited selected companies to showcase their products and services through live demonstrations.*

*Automations, AI tools, University, Cybersecurity, Fintech, Telecommunication, Startups.*

## ▶▶ MEET THE GOVERNMENT

*Brings together key public institutions creating a direct engagement space where innovators and businesses connect with policymakers, explore support programs and navigate regulatory pathways.*

# POWER NEXT (ENERGY) Overview

*Albania's energy sector has entered a new phase of maturity. With concrete renewable energy projects, increasing regional interconnections, and strong interest from international developers and financial institutions, Albania is transitioning from a country of potential to a destination for bankable energy investments.*



## PowerNext – Energy

*PowerNext – Energy is a dedicated thematic space within Match Maker Albania 2026, designed to showcase investable energy projects, facilitate strategic partnerships, and connect developers with capital.*

## CORE NARRATIVE

*“Albania is no longer potential – it’s investable. From Potential to Bankable Energy Projects.”  
The focus shifts from vision to execution: real projects, structured financing, and tangible partnerships.*

## OBJECTIVES

- Present concrete energy projects in solar, wind, hydro modernization, storage, and green hydrogen.
- Connect Albanian developers with international investors and financial institutions.
- Highlight Albania's institutional framework, support mechanisms, and investment readiness.
- Position Albania as a regional energy hub in the Western Balkans.

## KEY COMPONENTS

- High-level panels with international developers, investors, financial institutions, and policymakers.
- Visual storytelling (LED Wall) showcasing energy zones, regional corridors, and project pipelines.
- Energy Match Stories: short video case studies of successful partnerships.
- Quick Pitch Corners: dynamic 5-minute pitches followed by direct audience interaction.
- Green Finance Desk offering one-to-one meetings on bankability, risk mitigation, ESG, and blended finance.
- Innovation focus on wind energy and green hydrogen as next-generation opportunities.

## EXPECTED IMPACT

*PowerNext – Energy strengthens Albania's image as an investable energy market, accelerates deal-making, and supports the transition from project ideas to financed and operational assets.*

# Thank You!



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**2**EDITION

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