

e Estate

AKER ALBANIA 2



Albanian Investment Development Agency
Agjencia Shqiptare e Zhvillimit të Investimeve



Match-Maker Albania

Find the right match, Unlock the opportunity

2 EDITION

POWER

From Potential to



26

DAY

03

MONTH

26

YEAR

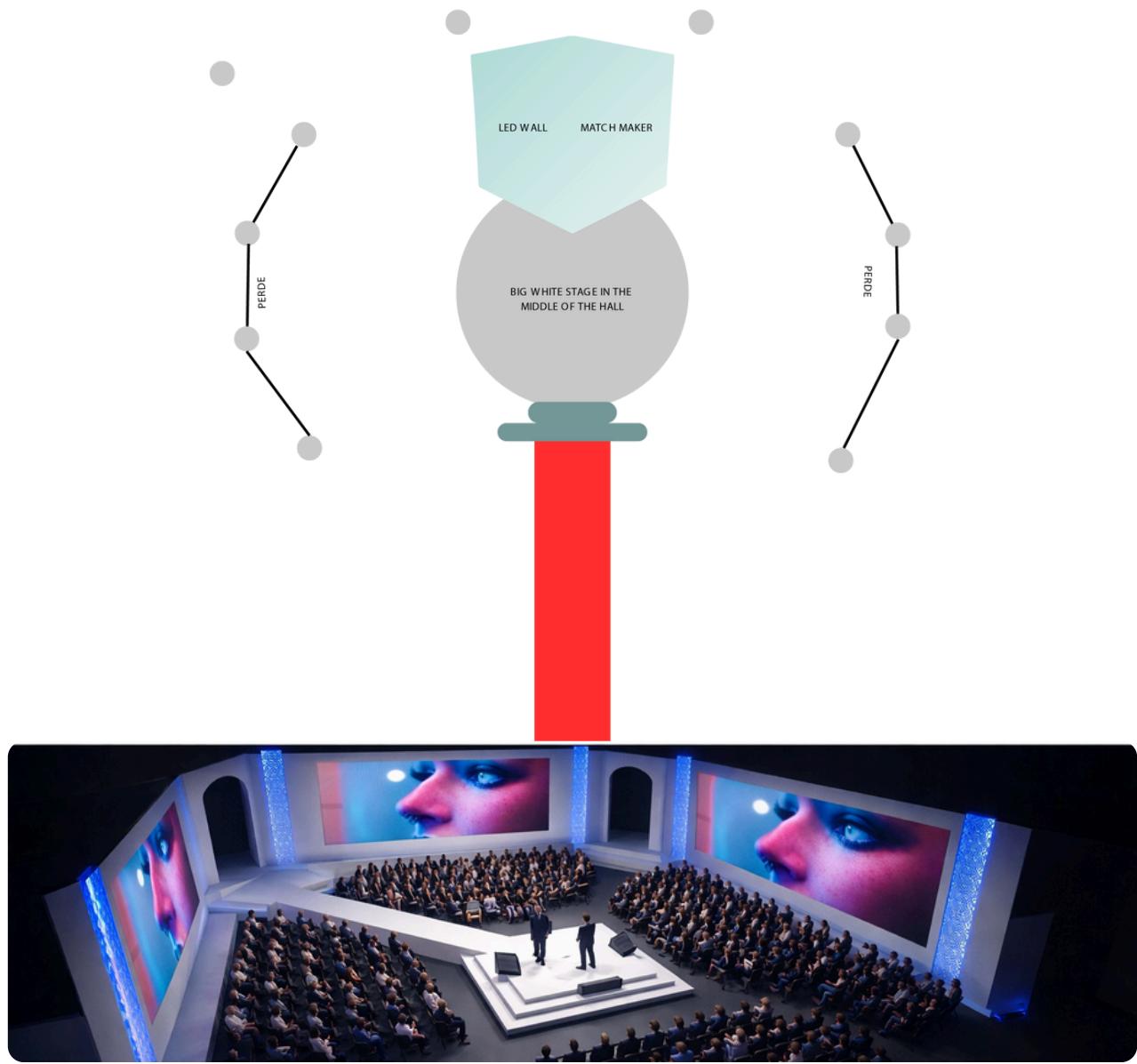
SMART AGRICULTURE MATCHMAKER ALBANIA II

PALACE OF CONGRESSES, TIRANA

www.aida.gov.al

Command Centre

The Command Centre is the central hub of Match Maker Albania, where all key activities come together in a vibrant and dynamic setting. From the opening ceremony speeches to inspirational pitches by prominent figures, it brings ideas, opportunities, and influential voices into one space. This is where decision-makers, investors, and industry leaders connect, engage, and explore new collaborations, making it the focal point for inspiration, dialogue, and meaningful partnerships throughout the event.



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.



PROFILE OF PRESENTED PROJECTS

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

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;

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



AI & TECH LAB

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

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



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.



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.



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.

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.



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2nd EDITION

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REGISTER NOW!

MATCHMAKER 2026

SCAN ME

