



# AIDA

ALBANIAN INVESTMENT DEVELOPMENT AGENCY

*invest in Albania*



# RIGA FOOD 2025

EXHIBITORS PROFILE

STAND NUMBER



## ALBANIA PAVILION



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# Albanian Food Sector overview

Albania benefits from a Mediterranean climate, fertile soils, and abundant natural resources that enable the production of high-quality fresh and processed food products.

## Export Highlights – Food Sector (Albania)

- Agricultural exports reached €570 million in 2024 — nearly four times higher than a decade earlier.
- In March 2025, monthly exports of food, beverages & tobacco were €49 million
- Food exports represented 13.4% of Albania's total merchandise exports in 2024 (up from under 9% in 2022).

## Key Strengths

- **Diverse Agriculture:** Wide variety of fruits, vegetables, cereals, dairy, meat, and fish products.
- **Natural & Organic:** Strong presence of organic farming and traditional cultivation methods with high quality.
- **Competitive Costs:** Lower production and labor costs compared to EU markets.
- **Export Potential:** Increasing presence in European and regional markets.

## Main Products

- Fresh and processed fruits & vegetables
- Olive oil and table olives
- Dairy products and meat
- Medicinal & aromatic plants
- Wines, beer, and beverages

## Opportunities for Investors and Partners

- Expansion of food processing industries
- Joint ventures for organic and specialty products
- Distribution partnerships in EU and regional markets
- Branding and packaging innovations



The Albanian Investment Development Agency (AIDA) is the key Albanian public institution in attracting and supporting foreign and domestic investors. AIDA focuses on increasing the competitiveness of the private sector, enhancing the country's export potential and promoting/supporting foreign direct investments in Albania, as well as promoting the touristic potential of the country.

The activity of the Agency is mainly focused on:

- Facilitating and supporting direct investments in the Republic of Albania.
- Increasing the competitiveness and innovation capacity of Small and Medium Enterprises.
- Promoting and assisting exports of goods and services.
- Attracting and promoting strategic investments: domestic and foreign.
- Promoting Albania in the investor community and presenting investment opportunities to potential or existing investors.

AIDA offers comprehensive support to foreign and domestic investors regarding their investment projects. Its qualified staffs assists not only with market analysis and potential sectors for investment but also with advice on finding suitable properties and locations, as well as helping to identify new and existing projects to collaborate. AIDA also provides aftercare services aiming to meet successfully the demands of foreign investors after the successful completion of their projects.

*AIDA's services are free of charge!*

At AIDA, our specialized, multidisciplinary team will provide you with no-cost professional services tailored to your project's needs, attracting and supporting foreign and domestic investors. AIDA focuses on increasing the competitiveness of the private sector, enhancing the country's export potential, and promoting/supporting foreign direct investments in Albania, along-side promoting the tourism potential of the country.

Address: Rruga "Skerdilajd Llagami", Nd. 1, H.6, Kodi postar 1019, Njësia administrative 2, Tiranë Tel: +355 (0)42 251 001 E-mail: [info@aida.gov.al](mailto:info@aida.gov.al)



## Strategic Sectors





Lo-Am Medicine is an Albanian company based in the mountainous region of Diber. We specialize in the collection, processing, and export of wild medicinal and aromatic plants, organic honey, snails, and fresh forest mushrooms.

Founded with a vision to connect Albania to global markets, Lo-Am is inspired by the names of the founder's children, Lois and Amina, symbolizing care for future generations.

Our mission is to create sustainable opportunities for rural communities, while operating with European standards, scientific expertise, and long-term partnerships with trusted farmers and collectors.

## What We Do

We deliver high-quality, traceable, and EU-compliant products, including:

- Medicinal & aromatic herbs
- Organic honey
- Snails
- Fresh forest mushrooms
- Innovative specialties such as truffle-infused honey

Our work reflects a strong commitment to nature, purity, and sustainable development.

Address: Bulqizë. Dibër, Albania

Tel: +355 68 200 2980 Email: [info@loam-medicine.com](mailto:info@loam-medicine.com)

Web: [www.loam-medicine.com](http://www.loam-medicine.com)





Fenix I.C. is an Albanian company specializing in the production, processing, and export of premium quality extra virgin olive oil and gourmet olives. Founded in 2014 and based in Elbasan, the company operates three modern facilities and works with a wide network of trusted farmers and producers.

Through our TOKA brand and private-label solutions, we supply international clients in retail, foodservice, and distribution with products of consistent quality and full traceability.

### What We Do

Fenix offers a diverse range of olive oil and olive products:

- Extra virgin olive oil with unique flavor profiles for retail and foodservice
- Green and Kalamata olives – whole, pitted, sliced, or stuffed (garlic, red pepper, almond, feta cheese, jalapeño, and more)
- Infused olive oils with natural ingredients such as garlic, lemon, rosemary, and chili

All products are delivered in glass bottles, tins, or bulk packaging, meeting the highest EU food safety standards.







Desina Ballkan sh.p.k. is a proud Albanian company, founded in 1996 and based in Korçë, specializing in the traditional processing of fruits and vegetables. Rooted deeply in Albania's rich Mediterranean climate and fertile lands, we emphasize freshness, natural flavors, and authenticity—our products are crafted from fresh local produce, without preservatives or artificial additives

## What We Do

- Desina Ballkan delivers a diverse suite of fruit-based products, including:
- Purees & concentrates: apple (various Brix levels), plum, cherry, peach, apricot
- Juices: NFC apple (10–14 Brix), orange juice, cold-pressed and pasteurized apple juice
- Vinegar: apple vinegar, natural and traditionally made
- Jams & marmalades: apple, fig, cherry varieties
- Tomato products: juice, paste, filled peppers, marinated red peppers, tomato paste
- Pickled & preserved items: cornichons, pickled vegetables, traditional Korçë-style specialties
- Our product range is rooted in authenticity and tradition, while meeting modern export-ready packaging and quality standards

Address: Rruga Teli Samsuri 18, Korce, Shqiperi  
+(355) 69 642 5602 / 69 357 2698 E-mail: ballkandesina@yahoo.com,  
[www.desinaballkan.com](http://www.desinaballkan.com)







Morava is one of Albania's most established names in beekeeping, founded in 1993 and built on a tradition of excellence in natural honey and bee by-products. Over the years, we have developed a strong network of local beekeepers, combining deep artisanal knowledge with modern processing standards. Today, Morava is recognized as a regional leader for its quality, consistency, and commitment to sustainability.

## What We Do

From the pristine mountainous and hilly regions of Albania, we source and process pure natural honey, preserving its authentic flavor and nutritional value. Every step of production meets strict European standards for safety and traceability.

Our product range includes:

- Natural Honey – high-quality and full of natural goodness
- Propolis – valued for its healing properties
- Beeswax – used in food, cosmetics, and crafts
- Pollen – a natural superfood
- Royal Jelly – prized for its health benefits

With Morava, clients receive products that are pure, traceable, and sustainably produced—a true reflection of Albania's rich natural environment.

Address: National Road Korçë–Kapshticë, km 6, Plasë, Korçë 700,  
Albania +355(0) 69 205 5580 [digitalmorava@gmail.com](mailto:digitalmorava@gmail.com) [www.morava.al](http://www.morava.al)







Fragoland sh.p.k. is a young and ambitious Albanian company dedicated to producing premium-quality strawberries. Established in 2023 and based in Fier, we operate our own six-hectare farm and work closely with skilled farmers from the Kafaraj region, one of Albania's best-known strawberry-growing areas.

We are proud to be GLOBAL G.A.P. certified, ensuring that our farming practices are safe, sustainable, and environmentally friendly. Every berry we grow reflects our philosophy: quality begins in the field and ends with customer satisfaction.

## What We Do

Fragoland specializes in the production and export of fresh strawberries, grown with care under strict quality and food safety standards. With the support of professional agronomists, we continuously improve our practices and guarantee consistent quality for international markets.

## Our Products:

- Fresh strawberries, sweet and aromatic
- Packaging: 250g, 500g, 1kg
- Shelf life: 5–7 days (stored at 0–4°C)



**FRAGOLAND**

ONLY NATURAL LOVE





ALPI is a leading Albanian company in the export of fresh fruits and vegetables, serving major retail chains such as Conad, Spar, Italfruta, Burganti s.r.l., and supplying renowned food processors in Italy, including Fiordelisi S.r.l. and Pepita S.r.l.

### What We Offer

- Collection of fresh agricultural products
- Selection, processing, and cold storage
- Packaging and logistics
- Farmer support and consulting from field to market

### Our Strengths

Professionalism, high product quality, and reliable service. Close cooperation with Albania's top agricultural companies ensures we meet customer demands in real time, using advanced technology and modern equipment.

### Our Vision

With passion and responsibility, we select only the best farms and maintain high product standards, while respecting ethics and family values. Supporting our farmers is the key to our long-term success.

### MADE IN ALBANIA – PRODUCED IN ALBANIA

Our mission is to protect and promote Albanian products with pride and confidence.

Address: Kercukaj, Kavaje, Albania

Tel: +355 68 406 8406, Email: [administrator@alpi.al](mailto:administrator@alpi.al), Web: [www.alpi.al](http://www.alpi.al)



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SIPPO strengthens Business Support Organisations (BSOs)—such as trade promotion agencies, chambers of commerce, and sector associations—helping them deliver professional export promotion services to their member companies.

Operating in 12 partner countries, SIPPO focuses on six key sectors: Fish & Seafood, Processed Foods, Natural Ingredients, Technical Wood, Value-added Textiles, and Sustainable Tourism.

By providing market intelligence, trade fair support, B2B matchmaking, organisational development, and digital tools, SIPPO enables BSOs to better connect local exporters with global markets, driving sustainable trade, job creation, and inclusive economic growth.

Swiss Import Promotion Programme SIPPO  
Str. Skenderbej P. 6, Ap. 1/1, 1001 Tirana, Albania  
Email: [vasil.kolezi@sippo.al](mailto:vasil.kolezi@sippo.al) web: [www.sippo.al](http://www.sippo.al)





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## 2025