

General Agenda

Date
26 March, 2026



Match-Maker Albania

Find the right match, Unlock the opportunity

2 EDITION



invest in Albania



PALACE OF CONGRESSES, TIRANA

WWW.AIDA.GOV.AL

OPENING SESSION

A powerful platform where vision meets opportunity and ideas turn into real projects.

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

09:00 – 10:00	Registration of attendees
10:00 – 10:10	Opening Remarks Ms. Laura PLAKU (Saro) Executive Director, Albania Investment Development Agency (AIDA)
10:10 – 10:20	Remarks Ms. Delina IBRAHIMAJ , Minister of Economy and Innovation
10:20 – 10:30	Remarks Mr. Blendi GONXHJA , Minister of Tourism, Culture and Sports
10:30 – 10:40	Remarks Mr. Enea KARAKAÇI , Minister of Infrastructure and Energy
10:40 – 10:50	Remarks Mr. Andis SALLA , Minister of Agriculture and Rural Development
10:50 – 11:15	Keynote Address H.E Mr. Edi RAMA , Prime Minister of Albania

COMMAND CENTER

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.

11:30 - 11:40	Mr. Marcus Benussi – Managing Director of FORBES Global Properties
12:00 - 12:10	Mr. Massimiliano Paolucci – World Bank, Country Manager
14:00 - 14:10	Ms. Daniela Di Gianantonio – Food and Agriculture Organization (FAO)
14:10 - 14:20	Mr. Oscar Andujar – Vice President Global Development, Minor Hotels Group
14:20 - 14:30	Ms. Ardita Kuci – General Director, AZHBR
15:00 - 15:10	Mr. Jorge Osés – Business Development Director, Enhol Company
15:10 - 15:20	Mr. Eno Ngjela – Inclusive Growth, UNDP Albania

FUTURE ESTATE ZONE

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.

11:30 – 11:45	Showcasing Cities: Emerging Development
11:45 – 12:00	“Tourism Events of Albania ” Application (TEA)
12:15 – 12:30	Destinations Pitching Session – Orion Construction , Park Avenue
12:45 – 13:00	International Speaker – Giorgio Cui , Ricardo Bofill Architecture Studio
13:15 - 13:30	Vertigo Free Zone - Industrial Park Durrës
14:00 – 14:15	Pitching Session – ULK Invest , “Swissotel Vlora”
14:30 – 14:45	Pitching Session – Concord Investment “Marina Oriikum”
15:00 – 15:15	International Investor – Mostafa Khedr , Aura Sanctuaries
15:30 – 15:45	International Investor – Carlos Pueyo , Adoras
16:00 – 16:15	Pitching Session – Jack Taylor , A is for Architecture LTD

SMART AGRICULTURE ZONE

The Smart Agriculture Area represents an important initiative to accelerate Albania's agricultural modernization. By connecting innovative projects with investors and government support, this area of MatchMaker will unlock new opportunities, strengthen the agricultural sector and contribute to sustainable economic development.

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| 11:30 – 11:45 | Institutional Presentations <ul style="list-style-type: none">• Ministry of Agriculture and Rural Development – Strategic priorities• FAO – Development of the national farmer portal for digital services and data-driven agriculture |
| 11:45 – 11:55 | International Investors <ul style="list-style-type: none">• LIDL – Expansion in Albania and integration of local farmers into EU markets |
| 12:15 – 12:25 | Institutional & Development Partner Presentation <ul style="list-style-type: none">• World Bank – Irrigation modernization and sustainable water management |
| 12:25 – 13:00 | Start-up Presentations <ul style="list-style-type: none">• GreenLab – Smart platform for real-time soil bio-chemical monitoring and data-driven fertilization optimization• InsectIntel – AI-powered insect monitoring system enabling smart pest forecasting and reduced pesticide use |
| 13:30 – 14:00 | Institutional & Academic Presentation <ul style="list-style-type: none">• Agricultural University of Tirana – PHITO platform supporting farmers with digital tools and advisory services• SIMEST – Financial support instruments for internationalization and investment partnerships |
| 15:00 – 15:30 | International Investors and Start-up Presentations <ul style="list-style-type: none">• Cetwell – Innovative Engineering in Agriculture and Greenhouse Projects• Cactus – Smart Agro solutions for monitoring, management, and optimization of agricultural processes |
| 15:30 – 15:40 | EIT Community Hub Albania - innovative approaches to smart farming, digital tools, and automation solutions |
| 15:45 – 16:15 | Networking & Showcase Session <ul style="list-style-type: none">• Wine, olive oil, and honey producers• Cocktail networking session |

DIGITAL HORIZONS ZONE

Digital Horizons is designed as a strategic backbone of the MatchMaker 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. The area is structured as an interactive innovation zone, combining applied technology labs, workshops, financing corner and a zone dedicated to meet the governmental institutions.

- 11:30 – 11:45** Presentation “Artificial Intelligence for Public Value: Building the Next Generation of Digital Government in Albania”: AKSHI
- 11:45 – 11:55** Pitch – Arianit Pajaziti, CEO of SIGMA Technology SEE
- 12:15 – 12:45** Startup Kick-Off Session “New Frontiers: Digital Horizons from Albania”
 - Moderator: Fabiola Duro, INNVEST
 - Startups Presentation:
 - a) TalentsLink
 - b) DollAp
 - c) HolosHealth
 - d) PATOKO
 - e) Katalogim
- 12:50 – 13:00** MoU signing ceremony between AIDA and 28Digital
- 13:00 – 13:45** Workshop Cybersecurity in Albania - National Authority for Cyber Security
- 14:00 – 14:15** Presentation “ Traditional postal services and the innovation crossroads” - Albanian Post
- 14:20 – 14:30** Pitch – Fisnik Pula, CEO of Mikkena
- 14:45 – 15:00** Pitch – Arbi Bamllari, Founder of SKAITECH & 3DSKAI.
- 15:10 – 15:30** Fireside Chat – Startup Mentorship in Action: The Match4Research Journey
- 15:30 – 16:15** Workshop – AI transformation: Are albanian bussineses ready or left behind

POWER NEXT ZONE

POWER NEXT is a flagship thematic zone within Match Maker Albania, dedicated to positioning Albania as an investable and regionally strategic energy market. The Power Next zone brings together renewable energy and infrastructure developers, international investors, financial institutions, technology providers and public authorities to accelerate the transition from potential to bankable projects.

- 11:30 – 11:40** **Government Vision** - Ministry of Infrastructure and Energy
- 11:40 – 11:50** Albanian Railways Infrastructure Projects
- 11:50 – 12:00** Energy transition in Albania - **European Investment Bank's** role and financing opportunities
- 12:15 – 12:25** **Kiraç Green Energy**, a presentation of the 125 MW hybrid PV-wind project
- 12:25 – 12:40** **Voltalia Karavasta PV Plant** – Success Story
- 12:40 – 12:55** **Blessed Investment Blue1 & Blue 2** PV plants project
- 14:15 – 14:30** **MASDAR** - Albanian Government Partnership in RES projects
- 14:45 – 15:00** **Gjonaj Holding** - showcases how Albanian renewable companies are expanding internationally
- 15:15 – 15:30** **Devinn** – Albania's emerging potential for green hydrogen production
- 15:45 – 16:00** **Vega Solar** a German success story
- 16:00 – 16:15** **X-Wind** an advanced wind development concepts beyond conventional onshore installations