



**DENOMINATION:**

**TIRANA INTERNATIONAL TRADE FAIR**  
**PANAIRI NDËRKOMBETAR KLIK EKSPLO GROUP**  
**An UFI Approved Event**

**EDITION:**

**22<sup>nd</sup> (since 1994)**

**FREQUENCY:**

**Annual**

**DATE:**

**21-to-25 November 2015**

**VENUE:**

*Palace of Congresses, Tirana, Albania*

**TIMETABLE:**

**General Visitors: 10.00 – 20.00**  
**Trade Visitors: 11.00 – 13.00 / 16.00 – 18.00**  
**Opening Ceremony: November 21<sup>st</sup>, at 17.00**

**HOST & ORGANIZER:**

**KLIK EKSPLO GROUP & Tirana International Fair**  
**[www.klikekspogroup.com](http://www.klikekspogroup.com)**

**VISITORS' PROFILE:**

**Open to Trade Operators and General Public:**

competent trade visitors • various industries' stakeholders • decision makers and private enterprises administrators • buyers and consumers • retail, wholesale, export • business and marketing services • manufacturing industry • skilled trades • raw material producers • officials from Ministries and Municipalities • administrators from Public Entities and Enterprises • international Authorities from Public and Private Sector • local and international Press • academics and students •

**EXHIBITORS' PROFILE:**

Engineering, Construction and Building Materials • Energy, Transportation & Automotive • Power engineering • Electrical materials • Metalworking and Forming machines • Mining and metallurgical • Air-conditioning and cooling technology • Industrial packaging • Environmental protection technology • Agriculture, Processed Food & Beverages • Apparel & Fashion • Electronic & Electricity • IT and Software Development • Manufacturers • Furniture & Wooden Product • Health & Medical • Handicraft • Hospitality services • Banks and financial services • Education and Training services • Export Import Marketing and many more.

**LAST EDITION IN A GLANCE:**

**Visitors No:** approx. 30.000 (20% trade visitors, business experts, authorities)

**Exhibitors' No:** almost 300 - 98% of which direct exhibitors

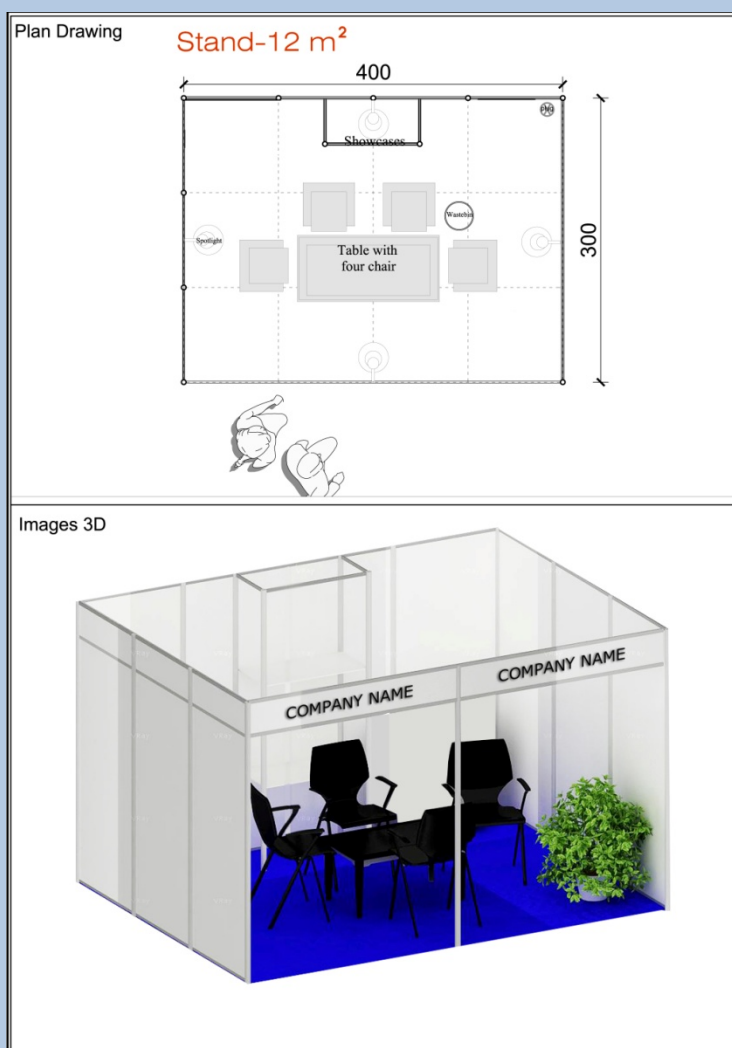
**Exhibition area:** almost: 8.000 sq.m (indoor & outdoor)

**Origin of Exhibitors:** Albania, Italy, Greece, PR of China, Bulgaria, Croatia, Luxembourg, Switzerland, Hungary, Kosovo, Montenegro, Macedonia, Serbia, Bosnia and Herzegovina, Israel, Turkey.

## EXHIBITORS' CARNET

### STANDARD EXHIBITION STAND:

Equipped stand includes: separation with white laminate panels 250 cm high, wall-to-wall carpet, writing out the name of the company in front of the stand, 1 table and 3 chairs for 9 m<sup>2</sup>, electrical connection to transfer-case, 1 lighting spot for 3 m<sup>2</sup> and plug, a showcase or info desk •



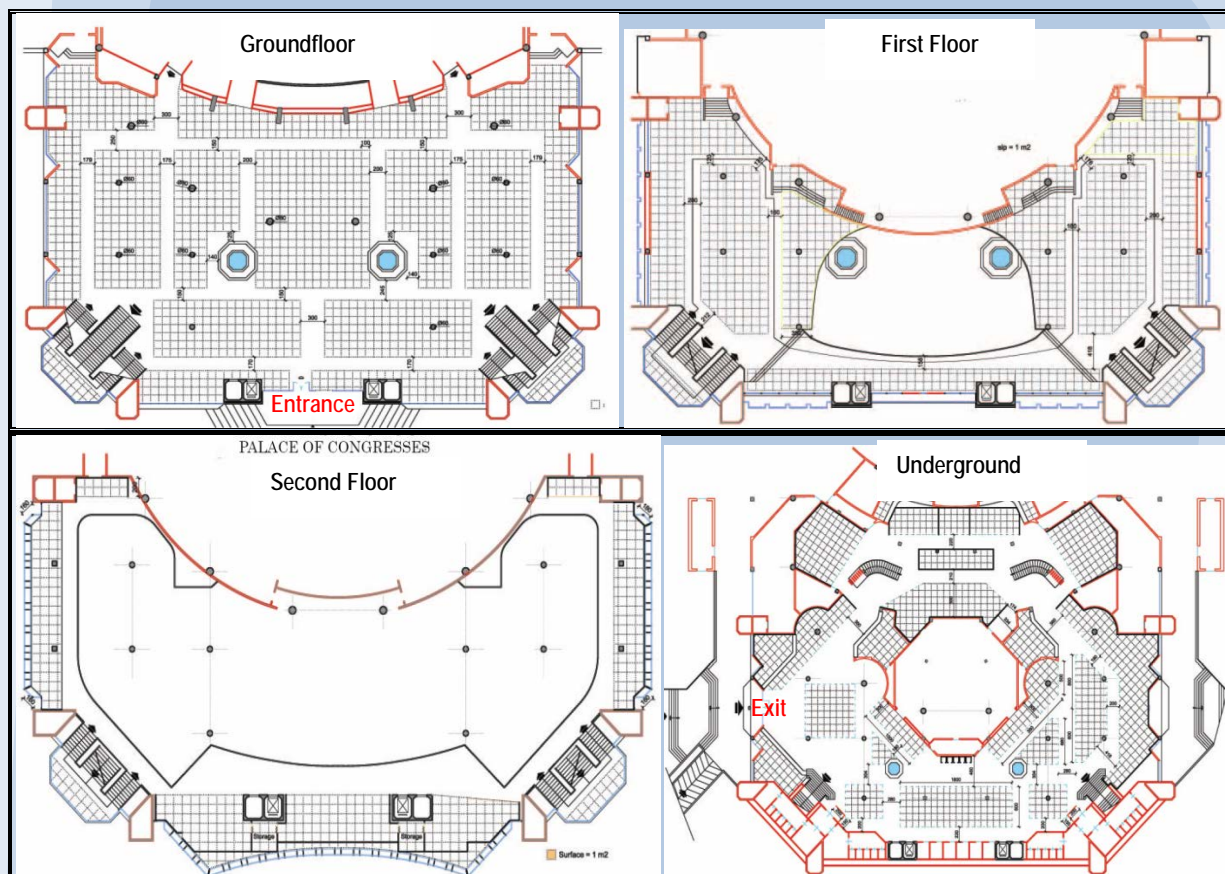
### SERVICES INCLUDED IN THE STANDARD PARTICIPATION QUOTA:

- Insertion of the Company Data in the Official Catalogue of the Fair •
- 6 Exhibitors Entrance Badges •
- 20 Invitations Cards to the Opening Official Ceremony •
- 25 Invitations Cards (one-entrance) for the Trade Visitors •
- 2 Invitations for the Welcoming Dinner of the Fair (2 per exhibiting company) •
- Cleaning Service of the common areas •
- Security Service during the night and the closing hours.
- Chargeable services and additional equipments are available under written request

## EXHIBITORS' CARNET

### EXHIBITION STRUCTURES:

Exhibition area in the Palace of Congresses is situated in 4 exhibition grounds each one offering high standards in the stand construction as well as in the visitability: underground floor • ground floor • first floor • second floor, and the outdoor exhibition area. A principal Entrance is located in the Ground Floor • whereas, another lateral Entrance, which is also the unique Exit of the Exhibition, is situated in the underground floor. The outdoor area offers also a large possibility to expose heavy machineries, vehicles and promotional booths.



### OFFICIAL EXHIBITION PRICES:

- |                                |                           |
|--------------------------------|---------------------------|
| ▪ Ground floor / Hall [G]:     | 170 Euro/ sq.m + VAT 20%  |
| ▪ First floor / Hall [F]:      | 155 Euro / sq.m + VAT 20% |
| ▪ Second floor / Hall [S]:     | 135 Euro / sq.m + VAT 20% |
| ▪ Underground / Hall [U]:      | 145 Euro / sq.m + VAT 20% |
| ▪ Outdoor Exhibition Area [O]: | 110Euro / sq.m + VAT 20%  |

### INSURANCE POLICY:

Every exhibitor should pay the insurance fee of 160 Euro. The value of the merchandise to be displayed in the exhibition should be insured against all hazards that might occur during the exhibition duration.

### REGISTRATION FEE:

Each exhibitor should obligatorily pay the registration fee: 180 Euro.

### VAT 20%:

The VAT 20% is an obligatory impost every exhibitor should pay. The Foreign Exhibitors, may reimburse the VAT in their countries of origin in cases this procedure is in conformity of the Tax Law.



**22nd**  
**Tirana International Fair**  
**21 - 25 November 2015**  
**Palace of Congresses**

## **EXHIBITORS' CARNET**

### **SERVICES FOR TRADE VISITORS AND EXHIBITORS**

- Provide foreign exhibitors with generic overviews of the Albanian (and Western Balkans) markets realities ;
- Assist foreign exhibitors with interpretation service for initial talking during business networking or receptions (limited duration);
- Contacts with local and regional chambers and associations through foreign representations ;
- Access to multipliers and experts abroad
- Organisational on-site support (Klik Info Point)

Gala Dinner • Conference Management • Creative Concept • Event Planning and Management • Venue Selection • Hotel/Accommodation • Catering • Staffing • Interpreters • Security (VIP), Materials and print • Transport (VIP) • Photo and Video Service • Organizing Secretariat • VIP Guest database creation and management • Corporate Events production • Decoration and Layout Design • Artistic Entertainment and Performance • VIP host, testimonial celebrities • Creative concepts • Photo and Video Production • MARCOM Activities [Marketing & Communication] • Networking events • On-Site Management • Venue selection • Simultaneous Interpretation • Social Programme and Sightseeing Tours • Press Liaison & Arrangements: Press/Media Delegations • Online Registration • Abstract handling • Presentations • Incentive and motivational events • Digital & social media services

### **TEMPORARY IMPORTATION CUSTOMS REGIME:**

The goods of foreign exhibitors that are designated to be exposed at the Fair, are submitted to the Temporary Importation Customs Regime. To this end, Klik Ekspo Group authorizes a Customs Agency in order to follow-up all the necessary procedures.

The Custom Agency "Benimpex", is appointed as the sole agent in charge for all procedures relevant to the Temporary Importation Regime for the Exhibitors of the Tirana International Fair.

For the upcoming edition, we are counting to trust Benimpex Agency again thus please feel free to submit any questions regarding the Custom Procedures: Tel: 00355 4 2248 309 • Fax: 00355 4 2251 107 (Contact person: Mrs. Miranda Kapllani • [m.kapllani@bi-di.com](mailto:m.kapllani@bi-di.com) )

### **HOW TO ACCESS INTERNATIONAL TRADE FAIR:**

- Entrance Ticket (100 ALL)
- Badge "Trade Visitor"
- Badge "Guest"
- Ticket and/or Invitation Card with promotional price
- Special price tickets for Visitors Groups up to 5 persons.

You can ask for it at prior at: [info@klikekspogroup.com](mailto:info@klikekspogroup.com)

### **HOTELS & RESTAURANTS:**

Tirana, capital of the entrepreneurship and entertainment is annually hosting the visitors and exhibitors of the Tirana International Fair. Please ask for a list our favorites, offering exclusive packages especially for Tirana International Exhibitors, write us at: [info@klikekspogroup.com](mailto:info@klikekspogroup.com).

### **ASK FOR FURTHER INFO TO:**

#### **Attendance & Exhibitors Dept.**

KLIK EKSPPO GROUP

Bldv. Dëshmorët e Kombit, Rogner Europapark, Tirana/Albania

Tel: +355 42 274210; 274212; 236380

Fax: +355 42 274211

E-mail: [info@tiranainternationalfair.com](mailto:info@tiranainternationalfair.com); [info@klikekspogroup.com](mailto:info@klikekspogroup.com) [secretary@klikekspogroup.com](mailto:secretary@klikekspogroup.com)

Web: [www.klikekspogroup.com](http://www.klikekspogroup.com)





### TOP 10 REASONS TO INVEST IN ALBANIA

(source [www.AIDA.gov.al](http://www.AIDA.gov.al))

A fast reforming country with focus on the ease of doing business, with its excellent strategic location, free market access, low taxes and great incentives, as well as a motivated, educated and cost competitive work force, Albania is an excellent investment destination.

**1. Strategic Location in Southeastern Europe- Access to Markets in Europe and the Balkan region:**

- a. Located in the center of natural crossroads of major corridors in Europe
- b. Pan European corridor VIII
- c. Entry gate with 4 ports, Durres, Vlora, Shëngjin, Saranda:  
*\*Port of Shengjin is potentially one of the deepest (25 m) in the region and in the Mediterranean Sea.*

**2. FREE MARKET ACCESS**

- a. The Albanian economy is now completely open and characterized by fully liberalized trade
- b. The most resilient of South-Eastern European economies
- c. The only economy in the region that did not go through a recession period

**3. BUSINESS – FRIENDLY ENVIRONMENT**

- a. Tax benefits and incentives in investment strategic sectors
- b. Online tax system
- c. Business legal framework in compliance with EU legislation

**4. ONE STOP – SHOP MODEL**

- a. Registration of the new business is one 24 hours at no cost
- b. Fast & transparent business licensing, by the National Licensing Center

**5. LARGE SELECTION OF INVESTMENT OPPORTUNITIES**

- a. Opportunities of investments with public – private partnership
- b. Opportunities of investments in areas with stability and sustainable growing sectors:  
*Renewable Energy ∞ Tourism ∞ Agriculture ∞ Manufacturing ∞ Transport & Logistics ∞ ICT Services ∞ Mining Industry*

**6. SUPPORTIVE FDI LEGAL FRAMEWORK**

- a. No prior government authorization
- b. All sectors open to foreign investors
- c. No limitation or restrictions for foreign companies 100 % foreign ownership possible
- d. No restrictions on profit and capital repatriation Special state protection

**7. COMPETITIVE WORKFORCE ABILITY**

- a. In foreign languages, (English, Italian and Greek are widely spoken. French and German included in the education system)
- b. 57 % of the population under the age of 35
- c. Over 1,071,948 young, well-educated and motivated professionals
- d. Approximately 116.292 students registered in University annually
- e. One of the lowest minimum wages in the region 157 Euro

**8. FAVORABLE TAX SYSTEM**

- a. Corporate tax rate 15%
- b. Personal tax rate 0 – 23 %
- c. Treaties for the Avoidance of Double Taxation with over 30 countries
- d. Non distinction between foreign and domestic investors

**9. FAST IMPROVING INFRASTRUCTURE**

- a. Rapidly development infrastructure in transportation, telecommunication and energy
- b. Well-developed and low-cost sea transport facilities
- c. Well-established transportation routes and direct delivery mechanism to most of the EU countries

**10. RECOMMENDED TOURIST DESTINATION**

- a. Albania is listed 4th on “52 Places to Go in 2014” by New York Times
- b. Top Destinations 2012 - ‘Frommer’s Travel Guide’
- c. The first of the 10 best places to visit 2011- Lonely Planet

(source [www.AIDA.gov.al](http://www.AIDA.gov.al))