

<u>Denomination:</u>	tirana international trade fair	
<u>Edition:</u>	26th (since 1994)	
<u>Frequency:</u>	Annual	
<u>Date:</u>	23rd to 26th November 2019	
<u>Venue:</u>	Palace of Congresses, Tirana, Albania	
<u>Opening Ceremony:</u>	November 23rd, at 17.00 - Palace of Congresses	
<u>Host & Organizer:</u>	KLIK EKSPLO GROUP & Tirana International Fair - UFI Member	

LAST EDITION FIGURES IN A GLANCE:

Visitors No: approx. 20.000 (20% trade visitors, business experts, authorities)
Exhibitors' No: more than 240 - 60% of which international exhibitors
Exhibition area: up to: 7.000 sq.m (indoor & outdoor)
Origin of Exhibitors: *Albania, Italy, PR of China, Croatia, Kosovo, Montenegro, Republic of North Macedonia, Serbia, Greece, Austria, Japan, Egypt, Romania, Bulgaria, Qatar, Turkey, Israel, Germany etc.*
(Statistics are audited and certified by ISF – Institution of Certification of Exhibition Data)

**VISITORS' PROFILE:**

Open to Trade Operators and General Public:

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 of Public Entities and Enterprises • international Authorities from Public and Private Sector • local and international Press • academics and students

**EXHIBITORS' PROFILE & MAIN SECTORS:**

• 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 • Safety workware and protective clothing • Education and Training services • Export Import Marketing • Insurance Services • Defence and Security • Data protection - Information and Communication systems • Economic and Industrial • Systems integration • Risk analysis and management • Law enforcement • Protection of industrial and sensitive sites • Urban security • Transport Security • Border control • Fight against Cyberthreats and Cybercrime • Luxury goods and Niche Products



MAIN SALONS & NOVELTIES:

□ GALLERY OF NATIONS:

Major responsiveness from international State Export & Trade Promotion Institutions, Business Development Supporting Entities, choosing Tirana International Fair as a benchmark-event for Western Balkan and South-Eastern Europe socio-economic realities: matching standards, approaching legislation, competing "as-one" on the global market.

Exhibitors from Serbia, Greece, Montenegro, Republic of North Macedonia, Kosovo, Hungary, Romania, Bulgaria, Turkey, versus much geographically distant countries such as PR of China, Japan, Argentina, Ecuador, USA, Canada, Egypt, are proof that Albania through Tirana International Fair, has obstinately achieved to become a referential economic point, not only for the wide range of opportunities and still vacant domestic markets, but in a larger picture, for the entire social and economic coexistence in the Western Balkans.

Last edition figures indicate the importance of the Tirana International Fair, where in an average of 250 registered exhibitors, 60% represented the international "stream" flowing towards this geo-economics area. (general statistics and major details in the enclosed Final Report of the last edition).

□ EU ENCOUNTERS ALBANIA: NEW STANDARDS AND OPPORTUNITIES

Albania is imminent to the EU accession, and Tirana International Fair's core mission is to become a constructive battleground of mindfulness from where international exhibitors are acquainted with the Albanian strength and weakness before the membership, standardization, know-how, management and qualification. As one of the most claimed countries with the fairest labour-cost, Albania is open to investments and outsourcing business realities: confectionery and apparel, spare-parts and automotive service, agricultural and agro-industry; while the EU, EEN Network etc., are supporting projects on growth and development of sectors such as **Tourism; Agriculture; Cultural Heritage.**

Exhibitors arriving from both EU and Balkan area, through the participation, are able to get closer to the market by improving their local connections with the private and public sectors, and gain valuable hints on what to invest in the future.

□ LANDSCAPES DESIGNS AND ARCHITECTURAL WORKS

Climate changing, environmental issues, new technologies merging with eco-friendly solutions, green buildings and natural protected landscapes, application of new ecological civilization building systems, these are the most distinctive hotspots that will be revealed during the Salon which opens up to national and international exhibitors that provide overall solutions and novelties in the field.

The Salon aims to become global reaching industry summit and for buyers, specialist and influencers to purchase products and technologies, conquer design and trend inspiration, dedicated to architecture, construction, energy-saving buildings, realtors and property developers, urban planners, major contractors in public work, project management companies, banks and financial institutions.

Moreover, "Landscapes Designs and Architectural Works" invites architects, engineers, influencers and designers to share their creativity and commitments on how architecture and design has the odds to strongly effect in future of the building and construction sector, aiming to a more eco-friendly and sustainable development.

Statistically, building and construction in all its extension is one of the major shares of the Tirana International Fair's exhibitors, proposing solutions in building materials, software, smart technologies, interior and exterior designs, green landscapes projects etc.



CROSSWISE EVENTS:

Exhibitors know what to expect from Tirana International Fair; not only plain exhibition hours, but always filled with a large calendar of lateral events aiming to bust the participation and gain the most from the “Tirana times”. Depending on the companies’ profiles, we are open to organize special events such as demonstrations, degustation and gastronomic taste-shows (*i.e. the companies producing food can arrange to organize a small event to taste the products, or wood processing can organize professional workshops*), parties and shows with National themes, media presentations etc.



Business Ateliers - Meeting Zones, meant to host presentation and business referential activities, both from individual or group participants, in apposite areas equipped with audio-visual supports.



TedEx: international speakers and influencers



Shark Tanks for Business Students



New Product Launch Presentations



Business Happy-Hours for fast-selling products and services.



Cultural & Traditional Evenings



EXHIBITION’S TIMETABLE:

- Exhibition time, the Fair is open to general public from 10.00 to 21.00 every day. (*Exhibitors are requested to get in the premises at least by 09.30*).



OFFICIAL OPENING CEREMONY

Date: 23rd November, 2019

Venue: Palace of Congresses

Time: 17.30 – 18.30

Description: Opening Press Conference and visit of the exhibition stands and pavilions in the presence of high personalities and business community representatives, local and international media.



WELCOMING GALA RECEPTION

Date: 23rd November, 2019

Venue: Prominent Location of Tirana

Time: 19.00

Description: The Gala Opening Ceremony of Tirana International Fair, has the unique peculiarity to welcome international exhibitors, high personalities of the diplomatic representations, media and opinion-makers, to have the opportunity to enjoy a large festive and cultural program that the Organizers prepared for the occasion.

The Gala Opening Ceremony remains an extraordinary occasion for networking and socializing among exhibitors from different countries and cultures, to “meet and greet” and eventually prospect business paths in the future.



VISITORS' & TRADE VISITORS HIGHLIGHTS:



SUNNY & WELCOMING CAPITAL:

With almost 300 sunny days, Tirana is open to welcome travellers along the year, but especially in November during Tirana International Fair, is home to business and congress travellers (*more than 20.000 last edition*).



PICTURE-PERFECT MARKET OVERVIEW:

Under the roof of the Palace of Congresses, the show represents variety of sectors and diversity of cultures, by achieving to share exhaustive market information among partners arriving from more than 18 countries worldwide.



EXCLUSIVE EVENTS:

Experts, Celebrities, Authorities, Top Manager from all over the world are there to exchange views, present ideas, concepts and solutions in a large calendar of informative, emotional, and entertaining Events.



INTERNATIONAL NETWORKS:

With a range of more than 60% of international exhibitors and more than 2.000 Professional and decision making visitors.



EXHIBITION AREAS, CONSTRUCTION & PERSONALIZATION



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.



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 m², electrical connection to transfer-case, 1 lighting spot for 3 m² and plug, a showcase or info desk;

(more details in the enclosed Application Form).



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]: 110 Euro / sq.m + VAT 20%



Customized Exhibition Stand:

Exhibitors choosing customized exhibitions stands, have both the opportunities to ask for special propositions to the Organizer, or to submit their own personalization project according, in which case they will apply for equipment-free exhibition area.



Insurance Policy:

Every exhibitor should pay the insurance fee of 160 Euro.

Policy that provides public and civil liability: Losses and damages from claims of compensation of third parties for civil liability of the insured party due to sudden and unexpected events (accidents) arising from the exercise of the designated and stated activity of the policy and results in: physical or bodily injury, illness or health damages; destruction, damage or disappearance of the property/properties (material damages).



Registration Fee:

Each exhibitor, including **Direct & Co-Exhibitor** should pay the Registration Fee individually, and it covers services as explained in list below: 180 Euro.



Services included in the standard Registration Fee:

- Insertion of the Company Data in the Official Catalogue of the Fair;
- Exhibitors Entrance Badges ;
- Invitations Cards to the Opening Official Ceremony;
- Invitations Cards (one-entrance) for the Trade Visitors and Clients invited;
- 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.



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.



COMPRISED & ADDITIONAL SERVICE



Chargeable 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 • Organizational on-site support (*Klik Info Point*) • Conference Management Event Planning and Management • Venue Selection • 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 • Photo and Video Production • MARCOM Activities • Networking events • On-Site Management • Simultaneous Interpretation • Social Program 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.

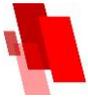
The Custom Agency “Benimpex”, is appointed as the sole agent in charge for all procedures relevant to the Temporary Importation Regime for the Exhibitors of the Tirana International Fair.

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)



How to Access International Trade Fair:

- Entrance Ticket (100 ALL / 1 Euro)
- 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 ;



BUSINESS ATELIERS:

For Professional / Trade Visitors, beside the general opening hours, this year a separate dedicated area will run expressly for the "Business Ateliers", a meeting space where exhibitors will have free access during the day in precise time-tables as agreed with the organizers. The Business Ateliers, for current Exhibitors signifies an added value, and for the companies choosing not to exhibit this edition, and that will be integrant part of the two-days Commercial Missions, Tirana International Fair will offer the opportunity to increase "business figures" by contacting valuable prospects and potential partners in the Business Zone. All interested companies, exhibitors as well non-exhibitors, will be registered through the Front desk of the Business Zone.

"Business Ateliers" Packages, is a chargeable service include the following services:

- Identification of Albanian companies, filtered as by the required domain, and based on the needs and intents of the company; carried out in 4 days;
- Preparation of Company's technical cards (including the Albanian translation of the material) for each participating company to be distributed to the Albanian counterpart, via email and / or direct contact;
- Preparation and confirmation of the Meeting Agenda with customized schedules;
- Organization of a round table with at least one responsible/decision-making institution, Albanian state authorities of the sector and a responsible representative for foreign investments in Albania;
- Supply general information and brief information on the sector of interest in Albania;
- Business Ateliers: Making available the meeting space inside the Exhibition Center in an area of around 100 sq.m, equipped with all the necessary facilities;
- Basic beverages: water and coffee;

Packages typology and prices: Each company can choose to have an Agenda of 6 meetings to be accomplished in 4 days. Price: **800 Euro + VAT 20%**

During the Tirana International Fair, we have projected the organization of a **Guided Tour** and visit at an Albanian business reality, processing factory, and commercial Center located in the area of Tirana-Durres-Elbasan. An extra fee of **110 Euro + VAT 20 %** is estimated for each interested exhibitor including: transportation; accompanying guide; coffee and basic beverages.



SAMPLE OF ALL-IN-ONE SERVICE PACKAGE:

We are committed to offer to our exhibitors, one-stop-shop packages in order to concentrate all logistic and accommodation services and so improve our exhibitors' permanence in Albania. Therefore, we would gladly answer to every request we receive from you such as:

- Hotel accommodation**, the best rated hotels situated in the main squares of the Albanian Capital.
- Urban transportation service** (from the airport to the hotel and vice-versa);
- Catering services and lunch/dinner packages** in the uptown best and affordable restaurants;
- Sightseeing tours** around the Capital and in UNESCO cities of Albania, rare world heritages (Berat – UNESCO site; Elbasan – Ottoman Empire grounds; Kruja; Scutari ect.);