Fact Finding Mission

Tirana

May 20th – 21st 2008

Tentative Programme

Albania – untapped potential for Austrian consultants

- Access to challenging market opportunities
- Chances for infrastructure, human resources, renewable energy & financing
- Cooperation in third countries
- Best practice cases

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Fact Finding Mission

Tirana March 20th – 21st 2008

Topic

Albania – untapped potential for Austrian consultants

In the last few years, Albania has known macroeconomic stability and average GNP (gross national product) growth averaging over 5%. This is the highest growth rate in South-eastern Europe. In the next few years, there will be business opportunities in particular in the transport and health sectors, as well as in the areas of water management, water treatment and waste management. Interesting chances for consultancy firms in the areas of infrastructure, human resources, renewable energy and in public finance management will arise. During our Fact Finding Mission to Tirana, we will investigate concrete opportunities with the help of local experts and partners.

Make yourself a picture of this highly interesting market!

Time

Tuesday, May 20th to Wednesday, May 21st 2008

Place

Rogner Hotel Europapark
Bulevardi Deshmoret e Kombit, Tirana

Benefits

- Thematic lectures, project reports
- Working materials
- Opportunities to contact and cooperate with colleagues from Austria & Albania
- Accommodation & complete catering
- Guided visit of Durres
- Transfers & flights

Participants’ fee

€ 690,— all in AIC special price
€ 810,— all in regular price
(The package price includes €275,— contribution fee for the local Austrian Trade Commission)
# Fact Finding Mission

## Tirana Programme schedule

**Tuesday, May 20th 2008**

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
</tr>
</thead>
<tbody>
<tr>
<td>11.00h</td>
<td>Flight to Tirana from Vienna airport</td>
</tr>
<tr>
<td>12.40h</td>
<td>Arrival in Tirana and transfer to the Rogner Hotel Europapark [is also the venue]</td>
</tr>
<tr>
<td>13.30h</td>
<td><strong>Orientation</strong>&lt;br&gt;Getting to know each other during a small Lunch Buffet</td>
</tr>
<tr>
<td>15.00h</td>
<td><strong>Welcome</strong> by Walter Mayr, President of the Austrian International Consultants</td>
</tr>
<tr>
<td>15.15h</td>
<td><strong>Keynote</strong> by Genc Ruli, Minister of Economy, Market and Energy in Albania</td>
</tr>
<tr>
<td>15.45h</td>
<td><strong>Infrastructure &amp; Human Resources</strong>&lt;br&gt;Best Practice Case&lt;br&gt;Best Practice Case&lt;br&gt;Best Practice Case&lt;br&gt;Best Practice Case&lt;br&gt;Questions &amp; discussions</td>
</tr>
<tr>
<td>17.15h</td>
<td><strong>Coffee break</strong></td>
</tr>
<tr>
<td>17.45h</td>
<td><strong>Renewable Energy &amp; Financing</strong>&lt;br&gt;Best Practice Case&lt;br&gt;Best Practice Case&lt;br&gt;Best Practice Case&lt;br&gt;Best Practice Case&lt;br&gt;Questions &amp; discussions</td>
</tr>
<tr>
<td>20.00h</td>
<td><strong>Aperitif &amp; Cooperation Dinner</strong>&lt;br&gt;with colleagues from Austria &amp; Albania&lt;br&gt;Welcome by Christian Miller, The Austrian Trade Commissioner for Albania</td>
</tr>
</tbody>
</table>
# Fact Finding Mission

**Tirana**

**Programme schedule**

**Wednesday, May 21st 2008**

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
</tr>
</thead>
<tbody>
<tr>
<td>8.30h</td>
<td>Departure to Durres</td>
</tr>
<tr>
<td>9.15h</td>
<td>Visit of Keneta, an illegal residential area in Albania. Currently there is a programme running for the legalisation and implementation of infrastructure (water, canals, streets etc). The visit will be guided and presented by a Consultant involved in the project.</td>
</tr>
<tr>
<td>10.00h</td>
<td>Visit of the Port of Durres</td>
</tr>
<tr>
<td>11.15h</td>
<td>Lunch in Durres</td>
</tr>
<tr>
<td>12.30h</td>
<td>Bus transfer to the airport</td>
</tr>
<tr>
<td>14.20h</td>
<td>Departure from Tirana airport</td>
</tr>
<tr>
<td>16.00h</td>
<td>Arrival at Vienna airport</td>
</tr>
</tbody>
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Fact Finding Mission

Tirana

Speakers

The speakers are all experts who will inform you about the current situation of the local consulting market and report on successful projects in your field of interest. They include policy-makers as well as active entrepreneurs with experience in Albanian-Austrian cooperation and the establishment of collaborative projects.

The conference will take place in English.

- To be confirmed
- Edmond Hido, Energy Efficiency Center
- Adriana Jorgji, Raiffeisen Bank Albania, Head of International Corporate Customers
- Faruk Kaba, Albanian Association of Consulting Engineers, President
- Walter Mayr, Austrian International Consultants, President
- Christian Miller, The Austrian Trade Commissioner for Albania
- Hannes Posch, Clean Energy Solutions, Partner
- Genc Ruli, Minister of Economy, Market and Energy in Albania
- Elira Sakiqi, IFC - International Financial Cooperation / Worldbankgroup, Country Officer
- Hans Spernbauer, Dr. Pendl & Dr. Piswanger Albania, CEO
- Hamit Useini, iC consulenten ZT GmbH, Project Manager
- Zamira Zeneli, Sigal, Dept. General Manager

For the dinner on May 20th 2008, we invite experienced Albanian consultants and sector representatives to exchange ideas and explore possibilities for further cooperation.