



CORPORATE PRESENTATION 2024

**International Standards,
Local Expertise.**





As we navigate the dynamic landscape of today's markets, we as BALFIN Group are in continuous search for new challenges and new opportunities. We take pride in our long journey of more than 30 years to becoming a premier investment group not only in the Western Balkans but also across borders, spanning 11 countries across Europe and North America.

Our commitment to fostering economic and social progress is reflected in all the industries we are present. We recognize that our success is intertwined with the prosperity of the communities we serve, and it is with this understanding that we operate in retail, real estate, banking, and every other industry we are present.

This brochure offers a glimpse into our journey, showcasing who we are, what we do, and how we operate. It provides insights into our Group, our industries, our companies, our people, and our performance.

Samir MANE

President of BALFIN Group

A stylized, handwritten signature in black ink, likely belonging to Samir MANE. The signature is fluid and cursive, with a large initial 'S'.

AT BALFIN, WE ARE DRIVEN BY A VISION OF CREATING NEW OPPORTUNITIES FOR OUR CLIENTS, EMPLOYEES, PARTNERS, OUR NEIGHBORING COMMUNITIES, AND THE BROADER ECONOMIC LANDSCAPE. OUR CORE VALUES OF ACCOUNTABILITY, TEAMWORK, PARTNERSHIP, INNOVATION, AND CONSIDERATION SERVE AS GUIDING PRINCIPLES IN OUR PURSUIT OF EXCELLENCE.



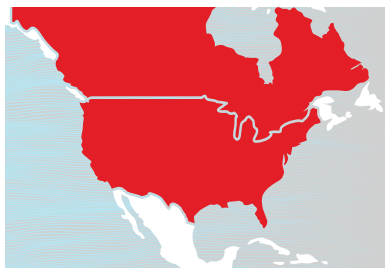
For over three decades BALFIN Group has established its position as one of the most significant and successful investment groups on the Western Balkans' economic landscape by adhering to international standards and local expertise.

Starting from the active retail hub of Vienna, Austria, its journey began 31 years ago, expanding steadily into diverse sectors. Today the Group is present in 11 countries and two continents. It operates in Austria, Albania, Kosovo, Bosnia and Herzegovina, North Macedonia, Montenegro, Croatia, Switzerland, the Netherlands, and in the United States of America and Canada.

BALFIN Group expansive portfolio encompasses real estate, wholesale and retail, banking, asset management, tourism, and logistics, catering to a wide spectrum of domestic and international partners. From global consumer electronics giants to esteemed supermarket chains, prestigious development studios, and international financial institutions, BALFIN Group stands as a trusted partner.

With a dedicated team of experts exceeding 5,000 employees, BALFIN Group fosters an environment where individuals succeed, driven by high standards of business and ethics. Its commitment to economic development, employment, and social engagement resonates deeply, leaving a tangible, positive impact on the communities it serves, guided by its dedication to excellence.

ALBANIA
KOSOVO
NORTH MACEDONIA
MONTENEGRO
BOSNIA AND HERZEGOVINA
CROATIA
AUSTRIA
SWITZERLAND
NETHERLANDS
UNITED STATES OF AMERICA
CANADA



International presence

With a legacy spanning over three decades, BALFIN Group has firmly entrenched itself as a driving force in the economic landscape of the Western Balkans. Originating in the vital retail hub of Vienna, Austria, 31 years ago, the Group embarked on a journey characterized by steady expansion into diverse sectors. Today, it operates across 11 countries spanning two continents, maintaining a strong foothold through adherence to international standards and leveraging deep local expertise.

BALFIN Group operates in Austria, Albania, Kosovo, Bosnia and Herzegovina, North Macedonia, Montenegro, Croatia, Switzerland, the Netherlands, and in the United States of America and Canada.

Our history

In 2023 BALFIN Group celebrated its 30th anniversary. In all these years BALFIN Group has proven to be one of the leading investment groups in the Western Balkans region embodying international standards with local expertise.

Everything started in **1993** with Samir Mane venturing into retail industry in Viena, Austria.

Real Estate was the second industry the group entered. In **2002**, its Mane TCI (today BALFIN Construction) started to develop and build residential, commercial, and industrial buildings in Albania and Austria.

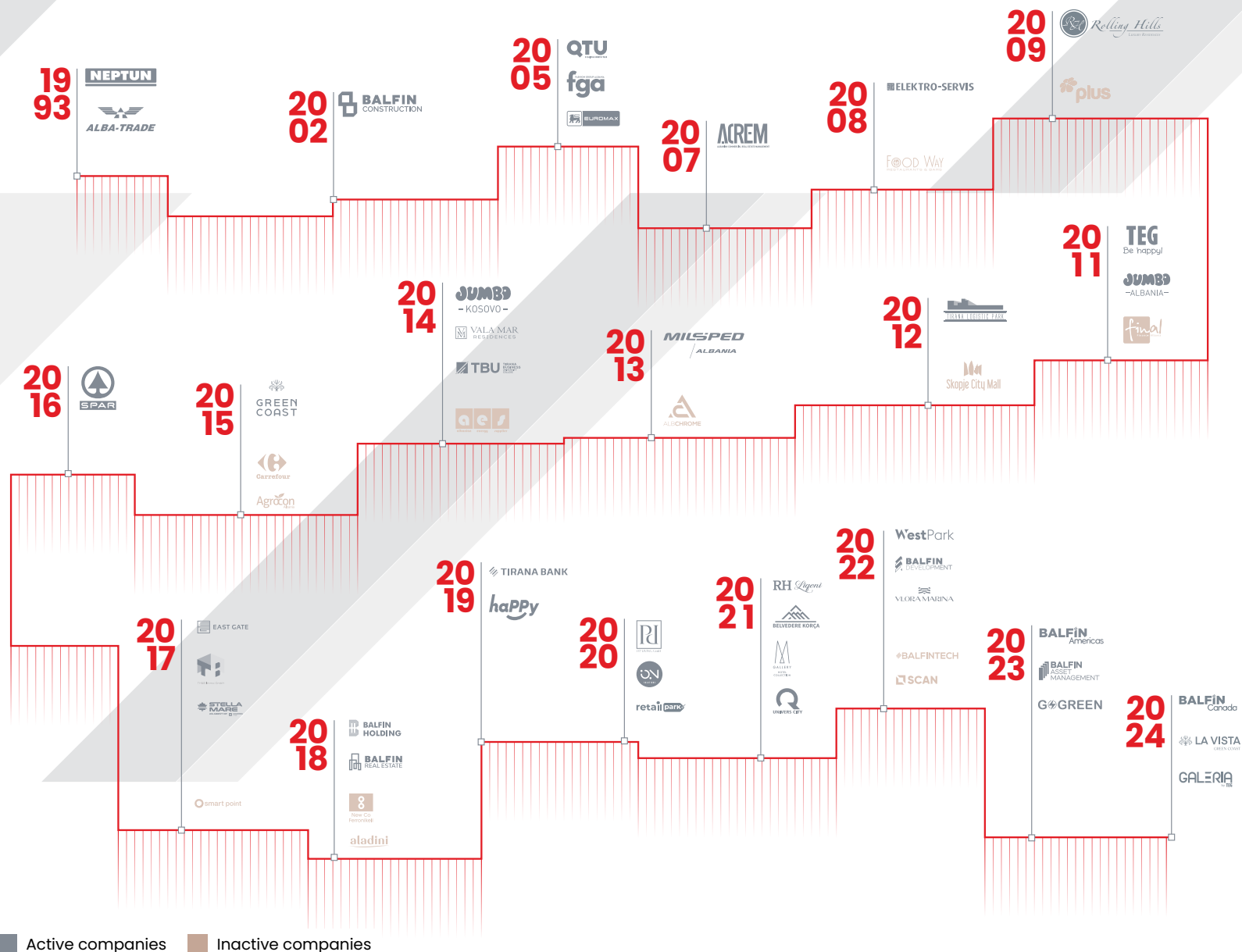
The next milestone was QTU or the first shopping mall in Albania, in **2005**. It completely transformed the consumer behavior and expectations in the country. The rewarding model was immediately replicated and today three of the biggest shopping malls in the region are now owned by BALFIN Group.

Then, in **2015**, Green Coast by BALFIN Group introduced elite tourism, giving new life to its surroundings. Modern sustainable buildings and infrastructure in a typical Mediterranean landscape would make vacationers feel as if at any of the famous European locations.

The Group branched out into banking in **2019** with Tirana Bank. The first private bank in Albania received a boost and has recorded the fastest growth of the sector in the country.

In **2023** the group enters in the United States market with its first real estate investments, and in the beginning of **2024** in Canada. Today the group is present in 11 countries, including commercial activity in real estate, wholesale and retail, banking, asset management, tourism, energy, education, and logistics.

Timeline



BALFIN

at a glance



Operates in
8 industries
and is present in
11 countries.



Over
5,000 People
people work in all BALFIN
Group companies



Among the
most important players
in wholesale electronics
in the Western Balkans.



€ 892 million
is the total Group's
Capital Investments,
as per 2023 data.



BALFIN Group provides
goods and services
to about **80.000 clients**
every day.



Its companies have
established a network
of more than
250 points of sale
in total.



CSR initiatives serves
approximately
35,000 beneficiaries
yearly



The first private bank
in Albania is owned
by the Group.



Its loyalty programs in Albania, North Macedonia, and Kosovo are the largest in the respective countries with **over 900,000 members in total.**



Is investing over 1 billion Euros in one of the biggest projects in tourism in the Western Balkans.



The largest international chain of supermarkets in Albania, owned by the Group, serves **more than 32.000 clients daily.**



Owns the leading chain of consumer electronics in Western Balkans with **over 75 stores.**



+28 million visitors are estimated to visit annually the three group's shopping malls.



Commended partner for many significant international companies and financial institutions.

at a glance

Corporate Culture

BALFIN Group aims to create comfortable grounds for economies, businesses, and people to thrive. It invests in innovation, professional development, and the application of the highest ethical and business standards. Through sustainable operations it creates value for shareholders and communities.

It builds on the talent of its employees, synergy with partners and courage to challenge the status quo. Internal values have become the foundations of its success.

VISION

Invest in new ideas and explore new opportunities to build a better future for the communities in which we are present.

MISSION

Build strong companies while promoting innovation, creating equal opportunities for our people to grow, and having a positive footprint on society.



Our values

BALFIN Group's values are an integral part of the organization so that all our employees can work and succeed together. BALFIN Group takes corporate culture and values to heart, and we believe that the way we achieve results is of the same importance as the results themselves.



ACCOUNTABILITY

We are responsible for our actions, decisions, and our impact. We have created a culture of transparency and integrity because we believe in lasting relationships with all stakeholders. We are committed to doing the right thing and with the good intent, even in the most challenging moments.



INNOVATION

We embrace change and constantly seek to transform and improve. We encourage new ideas, approaches, and technologies that challenge conventional thinking and drive growth. We value creativity and diversity of thought, and we are not afraid to take calculated risks in pursuit of our goals.



PARTNERSHIP

We build strong, collaborative relationships based on transparency, trust, and mutual benefit. We leverage our expertise, resources, and networks to create value for our partners, employees, and nearby communities.



CONSIDERATION

We care for our people by showing respect for their views, being attentive to their needs and feelings, as well as valuing their contributions to the workplace.



TEAMWORK

We believe that great results and personal success are achieved by working collaboratively and effectively with each other towards the common goal. We encourage employees to work together as a team, share ideas, leverage each other's strengths and improve themselves from others' experience.

Corporate Governance

BALFIN Group complies with corporate governance procedures, laws, and regulations applicable in all countries where it operates, and with its Code of Ethics and Professional Conduct.

At BALFIN Group, good corporate governance is not simply about adherence to a set of recommendations and proposals. It ensures that our processes, procedures, and policies are implemented according to the principles of transparency and accountability. We will continue to pay special attention to all corporate governance developments, promoting objectivity, transparency, and accountability, in compliance with our values and vision.





Corporate Governance Framework

The Corporate Governance Framework summarizes the concrete principles and guidelines designed for result-oriented performance and ethical behavior towards business partners, employees, and community, to ensure active and efficient management within the Group. BALFIN Group relies on:

- › Comprehensive and Objective Business Ethics;
- › Aligned Business Goals;
- › Strategic Management;
- › Efficient Administration;
- › Disclosure, transparency, and accountability;
- › Innovation and continuous development;
- › Compliance with laws and regulations in force and BALFIN Group's "Code of Ethics and Professional Conduct";
- › Effective Human Resources Management.

These standards are implemented with existing programs to stand for accountable corporate management and long-term value creation at BALFIN Group.

Governance Bodies

BALFIN Group has the following decision-making bodies:

- › Shareholder and President of BALFIN Group;
- › CEO and Chair of Group Management Board;
- › Group Management Board;
- › Vice Presidents;
- › Company Board of Directors;
- › CEOs of Group Companies;
- › BALFIN Group Directors.

PRESIDENT OF BALFIN GROUP

The highest governing body is the Shareholder, who is also the President of BALFIN Group. The President holds key decision-making authority in strategic activities of the Group and investment decisions above a required threshold. Additionally, BALFIN Group's Shareholder and President is responsible and in charge of the appointment of the Group's CEO and Group Management Board's Chair, as well as Board Members.

GROUP MANAGEMENT BOARD

The Board is in charge of approving and authorizing major investments in new projects or business acquisitions, and proposing the sale, closure, or divestment from existing companies, subsidiaries, or joint ventures. Additionally, the Board stipulates, improves, and executes the Group Strategy and reports to the shareholder about the progress.

The Board is responsible for preparing the strategy implementation plan, approving Group Policies and Procedures, Group companies' respective budgets, and their long-term strategy.

The Board monitors the Group's Financial Performance, therefore, carrying out the required measures to align with the Group Strategy.

BALFIN Group's CEO, VP-s, and CFO are automatically eligible to be appointed as members of the Board. Other persons, internal or external to the Group, might be elected to be part of the Group Management Board, based on their background, expertise, skills, and experience.



Composition Of Group

Management Board



**Blerina
DAKA**

Chief Financial Officer
of BALFIN Group

**Ervin
KAJNO**

Chief Projects Officer
of BALFIN Group

**Steven
GRUNERUD**

Vice President
of BALFIN Group
for Strategy
Development

**Edlira
MUKA**

Chief Executive Officer
of BALFIN Group
and Chairwoman
of GMB

**Ardiana
SOKOLI**

Vice President
of BALFIN Group
for Real Estate

**Julian
MANE**

Vice President
of BALFIN Group
for Retail

**Arsim
PAPRANIKU**

Board Member

**Csaba
TOTH**

Vice President of
BALFIN Group for
Asset Management

Group Directors

BALFIN Group Directors head the major functions at the Group level. Each function establishes key policies and guidelines in their fields of operations and is responsible for providing overall guidance to all Group companies and supervising their performance.

Group Committees

To facilitate the oversight functions of the CEO and GMB, the Board has delegated several tasks and assignments linked to the support and operation of practical matters to Committees such as Human Resources Committee, Communications Committee, Information Technology Committee, Internal Audit Committee, Information Security Committee, Digital Transformation Committee and Corporate Project Management Committee.

Composed of high-level representatives from companies of the Group, the committees gather periodically and whenever deemed necessary, to evaluate, propose and redirect Group functions and policies.

Executive Leadership Team (ELT)

Another important body is the Executive Leadership Team (ELT), composed of all GMB members, CEOs of the Group's companies and Group Directors. ELT's main goal is to provide its members – at the same time the upper management of BALFIN Group – with an internal platform for them to share and discuss strategic actions, new initiatives, synergies within own companies, as well as to identify risks and prepare mitigating measures.





Group industries

When trying to outline the expansion of BALFIN Group in three decades, one sees that retail is the founding industry and together with real estate and banking industry they serve as its entry strategy in any new market. In fact, these are the core industries of BALFIN Group, refined at such an extent that they are almost a certain success in all markets that the Group decides to explore in the future.

The other industries that belong to BALFIN Group's portfolio have naturally complemented each other, making use of the accumulated assets and knowledge. Tested business models have been adapted locally in each of the markets, and some of them have been implemented even ahead of their time for the specific country. Partnerships with international financial institutions have increased the reputation of the Group as well as its investing power. History is promising for an even more prosperous future.



Retail



Wholesale

- › Alba-Trade
- › Neptun

Retail

- › Neptun
(Albania, Kosovo, North Macedonia)
- › Jumbo
(Albania, Kosovo, Montenegro, Bosnia & Herzegovina)
- › Spar Albania
- › Fashion Group Albania

Retail Services

- › Happy
- › Elektro-Servis
(Albania, Kosovo, North Macedonia)

Hospitality



- › M Gallery - Green Coast
- › Balfin Hospitality
- › Marriott - Vlora Marina

Real Estate



Construction

- › Balfin Construction

Investment

- › Balfin Development
- › Green Coast
- › Skopje East Gate
- › Balfin Americas
- › Balfin Austria
- › Balfin Canada

Real Estate Services

- › Balfin Real Estate

Banking



- › Tirana Bank

Education



- › Tirana Business University

Asset Management



Management

- › ACREM
- › Retail Park
- › Balfin Asset Management

Shopping Mall

- › QTU - Qendra Tregtare Univers
- › TEG - Tirana East Gate
- › East Gate Mall
- › West Park
- › Galeria By Teg
- › La Vista

Logistics



- › Tirana Logistic Park
- › Milsped Albania
- › Stella Mare Albania

Energy



- › Go Green Energy



Retail & Wholesales

Wholesale

While retail is a core business for BALFIN Group, wholesale has been its companion since the very start of the Group's activity. Diversifying its exclusive and distribution rights, increasing the number of products and services it offers, growing the network of point of sales, BALFIN Group has become one of the most influential players in retail and wholesale in the Western Balkans.

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Wholesale

Group Industries **Retail & Wholesales**

ALBA-TRADE



Established in 1993 in Vienna, Austria, Alba-Trade GmbH operates in the consumer electronics market as a distributor of household electronic goods. It focuses on building business relationships with the giants of technology to ensure the official representation of the most sought-after products on time and at competitive prices. Alba-Trade is the official/exclusive distributor of Samsung and Xiaomi in the Western Balkans markets and a Samsung online reseller in Austria.

albatrade.at



Neptun Wholesales



Neptun operates in the consumer electronics market as a local distributor of household electronic goods in Albania, North Macedonia, and Kosovo. Besides being well-positioned as the leader in the retail of electronics, Neptun has a long and successful experience in wholesale, cooperating with some of the best international brands and being an exclusive distributor of top global brands such as BEKO, LG, Samsung, Apple, Philips, Xiaomi, SEB Group, Whirlpool, Grundig, HP, Asus, while developing its own brand, FUEGO, covering all categories of consumer electronics and home appliances.

Retail

Group Industries **Retail & Wholesales**

NEPTUN INTERNATIONAL

NEPTUN

Neptun International is a leading retailer in the area of consumer electronics and home appliances in the Western Balkans. It operates in Albania (since 1993), North Macedonia (since 1998), Kosovo (since 2007), and Bosnia and Herzegovina (since 2024) leading each market respectively by operating 87 physical locations, a strong e-commerce presence, and supplying products to more than 400 business partners. Neptun is a leader in the retail sector of electronics, with a distinguished track record of success in wholesale operations.

neptun.al | neptun.mk | neptun-ks.com



SPAR ALBANIA

SPAR 

Since 2016, BALFIN Group started representing SPAR International, setting new standards, and introducing the hypermarket concept in Albania. The SPAR supermarket chain provides a wide variety of products with approximately 40,000 products in the food and non-food categories, manufactured in the best European factories, and offers the same quality in every country. SPAR Albania is the only chain with 2 hypermarkets in Tirana and 87 stores in 17 cities in Albania.

spar.al

Retail

Group Industries Retail & Wholesales



JUMBO



Kid Zone is the official franchise operator of Jumbo in Albania (2011), Kosova (2014), Bosnia and Herzegovina (2017), and Montenegro (2019). Jumbo is a household brand for all demographics because of its wide range of over 30,000 products, making it the leading company in its sector with 24 superstores. A vast variety of toys for all ages and preferences, home items, stationery, seasonal products, decorations, etc., enable customers of all ages and backgrounds to experience every season, trend, desire, or hobby in one place.

jumbo.al | jumbo-mne.com | jumbo-ks.com | jumbo.ba



FASHION GROUP ALBANIA



Fashion Group Albania, established in 2005, is the first organized fashion retail group in Albania. With the aim of remodeling the industry in the Albanian market, FGA introduced the idea of franchisee contract management in the country, creating a new standard in terms of customer service in stores and online.

Fashion Group Albania is the official representative of 10 well-known international brands Mango, Springfield, Geox, Parfois, Women Secret, Okaidi, Prenatal, Carpisa, Cortefiel and Aldo Shoes.

fga.al

Retail Services

Group Industries **Retail & Wholesales**

ELEKTRO-SERVIS

Elektro-Servis provides professional after-sale and repair services for the electronic products offered by Neptun International in Albania, Kosovo, and North Macedonia.

Established in 2008, it is entitled to exclusive rights on these services from some of the most renowned brands in the world, such as Samsung, LG, Sony, Philips, Huawei, Alcatel, Beko, Bosch, and many others. The staff of Elektro-Servis has gained the experience and confidence to meet any challenge posed by the launch of new models in the market.

elektroservis.al

 **ELEKTRO-SERVIS**

Retail Services

Group Industries **Retail & Wholesales**

HAPPY PLATFORM

Established in 2020, Happy is a customer-centric company that specializes in elevating customer experiences and retention. Their comprehensive range of services includes loyalty programs, in-depth market analysis using metrics like NPS and CSI, and efficient online/offline customer service. Moreover, they excel in social media management, online order handling, and tele-sales.

Notably, Happy manages Happy Loyalty, Albania's largest loyalty program, boasting over 500,000 members. Through this program, they effectively connect businesses with a vast network of loyal customers, fostering enduring engagement and relationships.



happy.al



+500K
members in Albania



+330K
active users/year



+30
partners



82%
Retention Rate



+650K
transactions every month



63%
Contribution of loyalty sales

34%

Mobile App downloads
Happy Card members



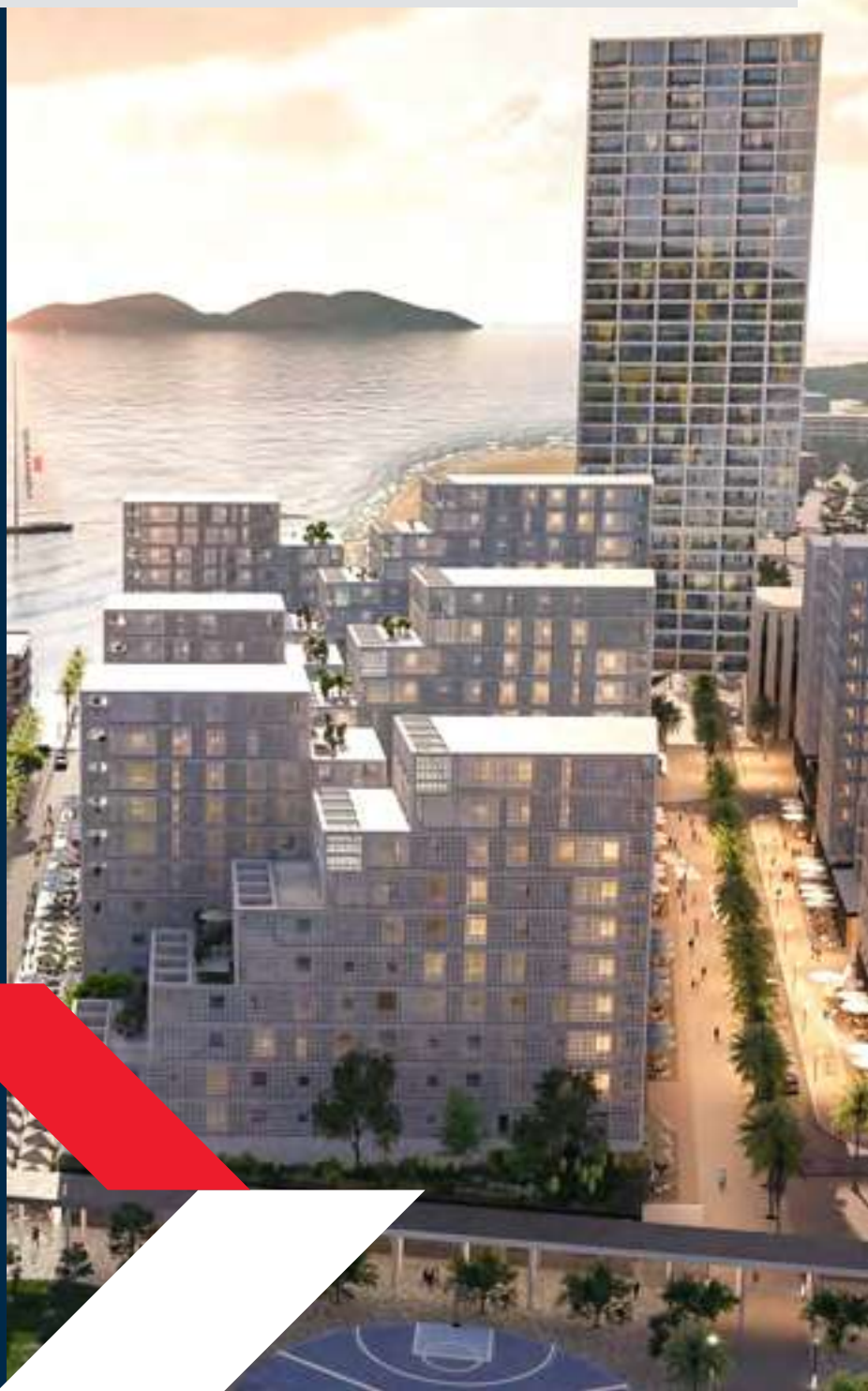


Real Estate

Real estate activities of BALFIN Group date back to 2000, including now Albania, Austria, Kosovo, North Macedonia, Croatia, Switzerland, United States of America and Canada. The Group is among the most distinguished investors in the sector in the Western Balkans, dealing in building and managing residential facilities, shopping malls, touristic residences, commercial buildings, as well as industrial spaces.

Responding to an increasing demand for real estate developments, BALFIN Group is working for a sustainable expansion.

Completed Projects: 484,582 m²	Value 438 Million Euro
Commercial: 195,196 m²	Value 133 Million Euro
Mixed-Use: 78,908 m²	Value 128 Million Euro
Residential: 210,478 m²	Value 178 Million Euro
Ongoing Projects: 2,065,619 m²	Value 1.8 Billion Euro



Construction

Group Industries **Real Estate**

BALFIN CONSTRUCTION

With over 20 years of experience in the construction industry, Balfin Construction uses knowledge and foresight to shape the way people live, work, and connect. As the developer of the biggest and most prestigious residential, touristic, industrial, and commercial projects in Albania, Balfin Construction creates innovative and sustainable solutions.

Green Coast, Vala Mar Residences, Rolling Hills Luxury Residences, Park Gate, QTU, TEG, Ambassador 1, 2 and 3, and many other projects implemented by Balfin Construction demonstrate the high standards and innovative concepts introduced in the construction field, such as the European concept of shopping malls and unique architectural innovations.

www.balfinconstruction.al



Investment

Group Industries **Real Estate**

BALFIN DEVELOPMENT



Balfin Development has redefined luxury development with some of the most remarkable projects in Albania, e.g., Univers City, Vala Mar Residences, Rolling Hills Luxury Residences, etc.

Balfin Development has also developed underused zones, turning them into communities that live and breathe on their own, with public parks, recreation opportunities, education, and health institutions within their territory.



SKOPJE EAST GATE



Skopje East Gate is a property development company that holds the authorship of Skopje East Gate idea – the first mixed-use property in Skopje, North Macedonia. Skopje East Gate incorporates a shopping and entertainment center (East Gate Mall), a residential complex of 10 buildings (East Gate Living), and an office park of 5 business blocks (East Gate Business). Its mission is to raise living and business standards and bring new energy to the heart of Skopje by introducing a unique, 360-degree lifestyle concept.

eastgate.mk

Investment

Group Industries **Real Estate**

GREEN COAST

Green Coast is strategically located in the Ionian coastline, on one of the most beautiful beaches of the Albanian Riviera: It is the BALFIN's largest investment in the tourism sector and it offers a premium residence with several villas for sale & rent, a beachfront promenade with a variety of services units and a soon to come MGallery hotel, part of Accor International hotel chain.

The second phase of the project comes as a symbol of modernity, dynamism, relaxation, and proximity to nature. As one of the most significant investments in tourism in the Western Balkans, Green Coast is designed as a new space, offering more opportunities, where there is room to explore and enjoy. Not only different types of villas and apartments, but also a variety of services such as 5-star hotels, shopping mall, restaurants, bars, health center, gym, sports center with pools, entertainment area for children, a dedicated beach, and a central square will be built to turn Green Coast into a unique destination of the Mediterranean Sea.

Green Coast is home to Albania's first certified Blue Flag beach in Albania.

1st Phase

Construction Area : **78,908 m²**

Investment Amount : **127 million €**

Status of the project: **Completed**

2nd Phase

Construction Area : **310,248 m²**

Investment Amount : **448 million €**

Status of the project: **Ongoing**



GREEN COAST

FOUNTAIN OF LIFE

greencoast.al

Investment

Group Industries **Real Estate**

BALFIN AMERICAS

BALFIN
Americas

Balfin Americas, founded in 2023 as BALFIN Group's first venture in the United States, is building two residential complexes in New York City's Bronx. With a \$25 million investment, the project includes two buildings, 6 and 7 floors high, offering 110 apartments. The construction, in partnership with a local firm, is set to be completed by 2026. Balfin Americas aims that its projects are not only forward-thinking but also eco-friendly and sustainable, focusing on a greener future.



BALFIN CANADA

BALFIN
Canada

BALFIN Group expands its operational footprint by entering the Canadian real estate market in 2024. The Group first project in Canada will be a €40 million, 27-unit townhome development in Vancouver, one of the most dynamic real estate markets in North America. BALFIN Group will work with experienced developers that have proven track records in this sector. Further continuing and expanding the activities of the Group, Canada represents a challenging and strategic option for continuing and growing the activities of BALFIN Group in North America.

BALFIN AUSTRIA

Founded in 2018, Balfin Austria operates in the Austrian real estate market through its subsidiaries. Properties developed by Balfin Austria are characterized by a distinct architecture and the highest standards of quality, aligning with European standards and demonstrating a strong commitment to sustainability.

Projects in Austria

Green Hill Suites, WML, Bright Side are BALFIN group most recent projects in Austria. With 4,400 m², the three projects are an investment of €68 Million.

**TH&B IMMO**

TH&B Immo was founded in 2018. It focuses on the development of residential areas of buildings, villas, and resorts. The company has started an investment project valued at several million euros, which consists of a residential complex located in the Altmünster area in Austria.

**GREEN HILL SUITES**

Situated in the historic 19th district of the Austrian capital, one of the city's most prestigious residential areas, completed Green Hill Suites is a luxurious closed community amidst greenery and overlooking the city. The project was classified by the famous Real Estate Companies as one of the most qualitative actual projects of Vienna 2024 with a total NFA of 1.352 m².

**WML**

The WML apartment complex, in proximity to the inner district and iconic St. Stephan's Cathedral, is a celebration of Vienna's architectural legacy reimagined for the modern era. With a total NFA: 2200 m², the project is located in Stelzhamnergasse 4, 3rd District, Vienna, Austria.

**BRIGHT SIDE**

Bright Side, in the enchanting Touristic and historic city of Gmunden, was conceived as a luxurious vacation home hidden in the Sunny Hill overlooking Lake Traunsee. The project is located in the historic town of Gmunden, on top of a hill that's called the Sunny Hill, overlooking the Traunsee lake and the town.

Real Estate Services

Founded by the Group in 2018, Balfin Real Estate, serves as a hub, developed with a clear focus on all services regarding the real estate market and more, making it an innovative company with 360-degree coverage.

The company is focused on the core business – sales and marketing of all the group project portfolio. It has a total sell-out of EUR 170MIO approximal and 25 projects under management.

Balfin Real Estate offers a comprehensive range of services to support clients throughout every phase of their real estate ventures. Additionally, the company provides expert guidance in marketing, sales, and post-sale processes, including property listing, advisory, pricing strategies, and customer relationship management.

It has established offices in key locations, enabling them to cater to a broader clientele and expand their operations in Albania, Kosovo, North Macedonia, and Switzerland.

balfinrealestate.al



Key Projects

Group Industries **Real Estate**

BELVEDERE KORÇA

Belvedere Korça takes the traditional local villas of 1920–1940 and brings them forward to our century, with the latest construction technology tailored to the modern needs of people. It includes 80 villas based on nine different typologies and ranging from 150 to 500 m². This approach makes sure to satisfy various groups of inhabitants.

The project is estimated at €11 million, with a total construction area of 23,045 m².

The sweeping cityscape and surrounding horizon offer a high investment value. Ideally positioned near the “Rinia” park, with breathtaking views of the Morava Mountain, Belvedere Korça sits within proximity to the city’s main attractions.

Construction area
23,045 m²

Investment Value
€11 million

belvederekorca.al



VALA MAR RESIDENCE

Nestled amidst the greenery of the Hamallaj area, Vala Mar Residences is a fully sold residential complex that has been the premier destination in the Adriatic for several years.

Proximity to the main residential centers allows residents of Vala Mar Residences to enjoy their living not only during the summer or holiday season, but every day of the week.

With a total construction area of 33,000 m² and a total investment value of €25 million, it is a recreational destination for individuals and families.

Investment Value
€25 million

Key Projects

Group Industries **Real Estate**

NEXT TO VALAMAR PREMIUM

With a construction plot of more than 190,000 m², Next To Valamar and Next to Valamar Premium are exclusive gated residences with villas and apartments, including recreational areas, a central plaza and two hotels. It is located along the Adriatic coast, within the Bay of Lalzi. The residences are part of a contemporary group of villas with direct access to the sea and a navigable canal around the complex

Small apartments

ideals for couples and new families

Big apartments

appropriate for individuals with social groups

Small villas

for a comfortable holiday with the family

Large villas with a pool

for an elite lifestyle and comfortable spaces



ROLLING HILLS LUXURY RESIDENCES

Rolling Hills Luxury Residences is a complex of elegant villas, the first of its kind in Albania, which creates a community with a premium and safe living experience, positioned in the wonderful area of Farka.

Clean air, nature and greenery are among the main advantages of living in this community. The architectural choice respects the natural relief, enabling each villa with stunning views of the surrounding nature.

Orientation is also the result of a long and careful study of the movement of the sun from East to West, for maximum utilization of its light and warmth. Thanks to the perfect location, the complex is away from the noise and dust of the city and allows you to enjoy the wonderful views of Petrela Castle, Dajti Mountain and the green belt of the area.

1st Albanian
gated residence

project initial investment
€100 million

Key Projects

Group Industries **Real Estate**

ROLLING HILLS 2 LUXURY RESIDENCES

Rolling Hills 2 Luxury Residences is a continuation of the very prestigious project of the same name. Comfort and privacy are the keywords of a selected community, located 8 km from "Scanderbeg" Square, in the green hills of Farka.

The villas are designed to respect the natural relief and orientation of the sunlight. French neoclassical architecture creates a unique sense of history, heritage, beauty, and elegance.

Private residential villas are distinguished for the highest quality of design, construction, and materials used, for an authentic lifestyle. Thanks to the perfect location, your villa in Rolling Hills 2 offers views of the magnificent sunrise and sunset and a skyline view from the castle of Petrela to Dajti Mountain.



ROLLING HILLS LIQENI

Situated beside the lake and surrounded by the picturesque hills of Farka, Rolling Hills Liqeni is a unique residential development with villas and apartments offering a blend of luxury and natural beauty, providing residents with serene lakeside living. The architectural design is carefully planned to maximize the stunning views of the lake from every home, offering a range of living spaces tailored to individual preferences.

A Plaza dedicated to various services, offering as many facilities as possible for all residents. Bars, restaurants, markets and various service units will come together in one space, all in function of a lifestyle with as many amenities as possible.

The property contains everything needed for daily life, as well as several recreational and relaxing areas, with direct access to the picturesque 'Lungolago' along Farka Lake. With easy access to the "Unaza Lindore", of the city, just a short drive from the lively TEG (Tirana East Gate) and just 10 minutes away from "Dëshmorët e Kombit" Boulevard, Rolling Hills Lake offers a luxurious yet convenient residential experience.

rhliqeni.al

Key Projects

Group Industries **Real Estate**

COLLINA VERDE

Collina Verde is a brand-new complex of elegant and stylish villas, designed specifically to fulfill your dreams. It's a place where architecture seamlessly blends with the natural beauty, tranquility, and clean air of the gentle hills of Farka.

The architectural style and strategic positioning of this project are an invitation to an elite community that appreciates every detail of an elegant lifestyle. The charm of these villas is expressed through various types, each offering a unique experience. The villa yards provide parking space for up to 2 vehicles and the option for a private pool in some of the offered layouts.

Collina Verde is nestled in the slopes of Lundra, just 8 km from "Scanderbeg" Square, with easy access to the Artificial Lake Park, Farka Lake, and the picturesque villages of Mulleti and Petrela.

Total area
23,913 m²

STYLISH
villa complex



UNIVERS CITY

Univers City is the newest multi-functional residential complex in Tirana, boasting contemporary infrastructure and community organization, thereby fulfilling all the needs and opportunities for residents to live, work, and develop their businesses. The complex enjoys an optimal location with easy access to all areas, situated just 2 minutes from QTU, 4 minutes from the "Military Hospital," and 10 minutes from "Scanderbeg" Square.

Approximately 5500 m² of sports facilities, 7-9 story residences, a variety of service units, a school, kindergarten, preschool, and health center, 10,000 m² of park and green space and 95,000 m² of underground parking space are all part of the project.

Construction area
444,000 m²

new
neighborhood
from scratch

universcity.al

Key Projects

Group Industries **Real Estate**



EAST GATE



SKOPJE EAST GATE

Skopje East Gate is the first mixed-use development project in North Macedonia that incorporates a shopping and entertainment center, a residential complex and an office park, respectively East Gate Mall, East Gate Living, and East Gate Business.

Its mission is to introduce a new style of living and doing business, with a total land development area of 500.000 m².

Total land development
500,000 m²

Investment
€103 million

12 million
visitors annually

eastgate.mk



Asset Management

BALFIN Group manages investment portfolios in real estate in Albania and North Macedonia. The group's assets in real estate include touristic residences, shopping malls, retail parks and logistic parks.



Management companies

Group Industries **Asset Management**

ACREM



ACREM (Albanian Commercial & Real Estate Management), established in 2007, is the Albanian leading company in real estate management. ACREM introduced and implemented the highest standards and the best international practices in managing commercial, industrial, and residential properties.

The company currently manages three shopping centers in Albania (TEG, QTU and Galeria by TEG), residential buildings, logistic parks, and offices. With a large network of professionals, ACREM provides a broad range of services to enhance the management of property assets.

acrem.al



RETAIL PARK



Retail Park, established in 2020, is Albania's first pioneer in the retail park sector, introducing the innovative "big box" shopping concept, by offering a lively shopping experience featuring multiple retailers, entertainment, and dining options, all within modern facilities and convenient parking. After a successful opening of West Park in Korca city, Retail Park aims to expand this model to other cities in Albania and North Macedonia, transforming the retail landscape in the region. Our focus on sustainability and eco-friendly solutions ensures that we not only meet customer need, but also contribute to a better future of shopping experience.



Balfin Asset Management, established in 2019, specializes in managing hospitality assets with a focus on optimizing performance and enhancing profitability. Known for blending local charm with top-tier amenities, the company manages over 50,000 m² of space and provides more than 20 different services, including consulting, property management, and development of recreational areas.

Balfin's reputation for excellence has led to high-profile projects like the MGallery - Green Coast 5-star hotel in Palasa and the Vlora Marriott Hotel and Branded Residences. Their comprehensive approach makes them a trusted partner for clients seeking exceptional hospitality and asset management solutions.





Shopping malls

Group Industries **Asset Management**

QTU – UNIVERSE SHOPPING CENTER



QTU is the first shopping center in Albania, and it set off a major turning point in the retail system of the country, by revolutionizing the way Albanians shop. It features a modern interior design, many business units that cater to the needs of all family, food, and beverages, a cinema, clothing collections for every age and taste, popular electronics, and home appliances in Neptun store, several coffee shops, and fast-food chains, Jumbo, a giant store for European quality toys, decoration, daily items, and a SPAR hypermarket for the most guaranteed food and hygiene products.

The total Gross Leasable Area is 29.000 m², and it is visited by 7.1 million people annually.

qtu.al



TEG – TIRANA EAST GATE



TEG is the largest shopping center in Albania, easily differentiated by the diversity of services and products, the introduction of exclusive brands, entertainment areas, restaurants, coffee shops and maximum comfort for customers. Its architecture is friendly to the environment, with mostly natural light and air flow. A considerable amount of its needs for electricity are now covered by solar energy. The actual Gross Leasable Area is 56.000 m², and it is visited by 9.6 million people annually.

teg.al



EAST GATE MALL



East Gate Mall is the new urban center of Skopje and the third shopping mall of BALFIN Group. It offers the largest commercial spaces and is the only fifth generation shopping center in the region.

East Gate Mall stands out for its great dimensions, with 5 floors, a total area of about 160,000 m², and 2,000 parking spaces. Its 220 stores present a choice of over 600 brands, 40 of which are introduced for the first time in the country.

The Gross Leasable Area is 57,000 m², and it is visited by 8 million visitors annually.

eastgatemall.mk

Shopping malls

Group Industries **Asset Management**

WEST PARK

WestPark

Retail Park's flagship project, West Park in Korça, showcases a unique commercial facility featuring well-known brands and inviting public areas. Officially opened on August 5, 2020, it marks the first investment of its kind in BALFIN Group's portfolio in Albania. The selected brands have been carefully chosen to meet the daily lifestyle needs of consumers, offering products across key sectors such as food, toys, electronics, fashion, and home interior.

The distinguished brands like SPAR Albania, Jumbo, Neptun, and LC Waikiki are now making shopping more accessible for Korca citizens and the many tourists who visit the town throughout the year. The facility features a Gross Leasable Area of 5,500 m².



GALERIA BY TEG

GALERIA
by TEG

Green Coast, Balfin Construction, and ACREM have joined forces to bring to life Galeria by TEG, an investment of over €12 million set to become Albania's premier shopping and dining destination in the south, located at Green Coast. Galeria by TEG was conceived as a vibrant shopping and leisure hub, combining a curated collection of global brands with the rich cultural heritage of the southern region. Spread over 4,000 m², Galeria by TEG will feature a diverse portfolio of mid and high-end brands in fashion, electronics, and more. Gastronomy is its strong point, with several dining options to cater to every preference in the food area.



LA VISTA

LA VISTA
GREEN COAST

"La Vista", a new commercial and leisure facility, in Green Coast, brought a new chapter to the resort experience with a total investment of 15 million Euros. Covering an area of 17,330 m² spread over two floors, dedicated to serving tourists and residents, La Vista is a completely unique project, the first of its kind in Albania, conceived as an oasis within Green Coast, an ultramodern Mediterranean destination. With 17 commercial and service units, "La Vista" is designed to include restaurants, cafes, shops, clubs, entertainment, and other services to facilitate and enhance life in the resort, including parking lots with an impressive capacity of 362 space



Hospitality

Hospitality is a cornerstone of economic development and cultural exchange and BALFIN Group plays a significant role in enhancing the hospitality industry of the countries in which it operates, having a direct impact in driving economic development and boosting tourism.

Through a strategic partnership with Accor, BALFIN has introduced the Green Coast – MGallery, setting new standards in the tourism sector in Albania. This collaboration has led to the establishment of a luxurious, eco-friendly destination that appeals to discerning travelers on one of the Blue-Flag beaches of the Mediterranean Sea.





Looking ahead, the upcoming Vlora Marina project is set to feature a 5-star Marriott Hotel and Marriott branded apartments, further showcasing BALFIN's commitment to excellence in hospitality. This project will offer an unparalleled experience, combining luxury with the scenic beauty of the Adriatic and Ionian Seas.

Hospitality

Group Industries **Hospitality**

BALFIN HOSPITALITY



Balfin Hospitality, established in 2019, is a premier business unit under Balfin Asset Management & Hospitality. Specializing in managing hospitality assets, the company is dedicated to optimizing performance and enhancing profitability. Renowned for blending local charm with top-tier amenities, Balfin Hospitality manages over 50,000 m² of space and offers more than 20 diverse services, including consulting, property management, and the development of recreational areas.

The company also oversees the rental program for villas and apartments in Green Coast, providing professional services to property owners seeking efficient management and to clients desiring personalized and professional hospitality experience. Balfin Hospitality's comprehensive approach makes it a trusted partner for clients looking for exceptional hospitality and asset management solutions.



GREEN COAST – MGallery



Green Coast – MGallery is a premium project by the BALFIN Group in the tourism industry, in partnership with Accor. This hotel will offer a variety of spaces for visitors, including a restaurant, a lobby with exclusive views of the surrounding nature, an executive club lounge, a VIP club, banquet and conference halls, a swimming pool, and a dedicated beach area. The 112-room hotel, located on Green Coast Beach—the only Blue Flag beach in the Albanian Riviera—will welcome its first visitors in April 2025, marking a significant milestone for the Albanian tourism industry. This collaboration with Accor and its prestigious MGallery collection ensures a luxurious and memorable experience, combining international standards with local charm.

Hospitality

Group Industries **Hospitality**

VLORA MARRIOTT HOTEL



Vlora Marriott Hotel is set to become a prestigious landmark in the heart of Vlora Marina, the city's new premier tourist destination. This mixed-use urban project includes a world-class marina with 438 berths for yachts and mega-yachts, sea-view premium apartments, service units, and entertainment areas.

The Vlora Marriott Hotel will feature 150 luxurious rooms, embodying Marriott International's renowned experience in luxury hospitality. Guests can expect exclusive Marriott services, including personalized concierge assistance, signature dining experiences, and access to state-of-the-art fitness facilities. This project aims to harmoniously develop the city's landscape, bringing Marriott's long-standing prestige in 5-star hotels to Vlora.



VLORA MARRIOTT RESIDENCES

Vlora Marriott Residences is a premium branded apartment offering located in the most touristic city of Albania, Vlora, within the vibrant Vlora Marina project. Leveraging over 25 years of Marriott International's experience in serviced apartments, these residences offer a range of 1-, 2-, and 3-bedroom units, each featuring a full kitchen, in-unit washer and dryer, and amenities such as a welcoming lounge, gym, and host desk. Designed for travelers seeking unique, local experiences without the full suite of traditional hotel services, Vlora Marriott Residences provide the perfect blend of independence and luxury. This project, benefiting from Marriott's distribution and loyalty programs, represents an attractive investment opportunity with flexible design standards and operational efficiencies, setting a new standard for premium branded living in Albania.



Banking

BALFIN Group branched out into banking in 2019 with Tirana Bank. The first private bank in Albania has created a consolidated identity in the history of social and economic developments in the country. Tirana Bank received a boost upon becoming part of one the most significant investment groups in Western Balkans and is following closely digitization and other trends of the industry.

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TIRANA BANK

Tirana Bank is the first privately-owned bank in Albania, established in 1996. It is well positioned in the local market, by leveraging on a loyal and increasing customer base, as well as a presence of branches in all major cities, industrial zones, and a large network of ATMs.

Since it became part of BALFIN Group in 2019, Tirana Bank has experienced steady organic growth and improved sharply its financial performance, by rigorously retaining its philosophy on providing quality products and services.

For the first time in its history of nearly three decades of activity in the local market, the total assets of Tirana Bank reached the equivalent figure of over 1.3 billion Euros, which indicates the bank's expansion over the last years. The strategic objectives of Tirana Bank remain the sustainable and organic growth of activity, as well as investments in technology with a focus on the digitalization of services and processes.

tiranabank.al



Renewable Energy

BALFIN Group has recently joined the ranks of companies that are willing to play an active role in combatting the effects of climate change. It has embraced the opportunity to expand in solar and wind energy and is steadily progressing in this direction.





GO GREEN ENERGY

Go Green is the first project of green technology that BALFIN Group has launched. It is focused on the energy generated by solar panels, initially in the coastal area of Albania as a country with mostly sunny days during the year. The venture is following the steps of other successful companies of BALFIN Group and soon it will become a fully-fledged pioneer of green energy in Albania.



Logistics

BALFIN Group's companies – Tirana Logistic Park, Milspeid Albania, and Stella Mare – provide logistic services and customized solutions. They offer a superior service to a growing network of clients through a combination of modern solutions, technologies, and partnerships that provide easy access for companies in Albania, the region and worldwide.

17,500 m²
total storage capacity

5814 cargoes
international land transport during 2023

775 shipments
during 2023



Group Industries **Logistics****TIRANA LOGISTIC PARK**

Tirana Logistic Park (TLP) is the biggest logistics park in Albania and one of the most modern in the Western Balkans. With a total surface of 36,000 m², it is strategically located between the Rinas Airport and Durrës Port, easily accessible even from the neighboring countries.

The facilities enable services such as storage, intralogistics, inventory and order management, local distribution, freight forwarding, and value-added services such as packaging, pre-packaging, processing, labeling, and knitting. It is quickly connecting businesses all over Albania and those of the region, especially from Kosovo and North Macedonia.

tlp.al

**MILŠPED ALBANIA**

Milšped Albania caters to clients who place their trust in Milšped Group, to deliver a full regional service. The company provides warehousing, distribution, customs agency, customs warehouses, organization of international road transport, air, ship, and rail transport.

Milšped Albania is a joint venture company of BALFIN Group and Milšped Group, an international company with head offices in Serbia, Croatia, Albania, Montenegro, Slovenia, and Bosnia & Herzegovina.

**STELLA MARE**

Stella Mare is the representative of Maersk Line and Seago Line, two of the largest groups of containers' shipping in the world, providing clients in Albania, Kosovo, and North Macedonia with container transportation services from almost any place in Europe to the rest of the world.

Stella Mare operates through weekly service in the Port of Durrës. Maersk provides the fastest service in Albania for refrigerated shipping containers from South America, as well as customized ports' services from all Asian and European ports to Albania.



Education

BALFIN Group considers education to be the most powerful investment for the future. Qualitative education can put people and communities on a path towards empowerment and employment. The Group is a promoter of initiatives that improve the education landscape and has built bridges of communication with the academia in the countries where it operates.

As a majority shareholder of Tirana Business University College, BALFIN Group is forging an industry-academic partnership that covers a wide range of collaborative activities. It will help students approach with confidence any employment prospect, while supporting their business ideas and innovative projects.





TBU – Tirana Business University College

Tirana Business University College (TBU) is a leading educational institution dedicated to preparing professionals in Business Administration and Information Technology, with a strong focus on global market demands. Founded in 2010 and part of the BALFIN Group since 2014, TBU has earned a reputation for excellence, with over 95% of its graduates securing employment in top companies both in Albania and abroad.

In 2023, with BALFIN Group becoming the main shareholder, TBU embarked on a new phase of development, enhancing its standards, quality of education, scientific research, and infrastructure, including a new campus in Tirana's vibrant business district.

TBU's mission is to equip students with the knowledge and skills needed to thrive in a competitive job market, while contributing to the economic growth and modernization of Albania through industry-aligned programs and strong partnerships with the business community.

tbu.edu.al

Our People

BALFIN Group is one of the largest and most esteemed employers with about 5,000 employees across over 50 companies in 11 countries. Our human capital is key to our success, and we foster a work environment that offers equal opportunities and professional development for everyone. BALFIN Group operates in a wide range of industries, providing a diverse array of job profiles. We ensure all employees have equal career opportunities and access to training and development programs. Our employees represent our values, and we support them throughout their careers. As an employer, we are committed to creating a meaningful workplace for talented individuals who align with our vision and values.



Our People

Human Resources Key Figures



6 in 10
employees are women



7 in 10
top leadership
positions are women



2433
employees trained
during 2023



Approximately
450
employees are
promoted each year



5,000
employees



**19 training
hours**
per employee on
average annually

Our People

Professional Development

We provide professional development opportunities to devoted, high-performing employees who demonstrate potential for progress, allowing them to advance to new career levels. Our very own BALFIN Training Academy delivers thousands of training hours per year for hundreds of participants, bringing together its own experts, renown professors and trainers. Furthermore, future leaders within BALFIN Group are nurtured in our Talent Pool, a program to prepare and train the future leaders of our companies.



The BALFIN Training Academy is key to the Group's strategy for human capital development. It offers customized training to meet employee needs, supporting their growth in current and future roles. Every year, the academy conducts over 4,000 hours of training and coaching with more than 500 participants. The academy features experts from our companies, professors, and local and international trainers, focusing on building valuable skills and competencies to ensure employees are ready to meet workplace challenges effectively.

TALENTPOOL

Talent Pool is a program that sets up the new generation of BALFIN Group leaders. It consists of identifying, training, and developing professionally the talents to take on the highest professional and managerial positions. The program identifies the progressive steps of this promising assembly and enables the creation of a well-prepared group of employees who are offered the opportunity to advance their career in BALFIN Group.

Empowering Human Capital

BALFIN INNOVATION SUMMIT

Balfin Innovation Summit is a key annual event for BALFIN Group, where innovative ideas from across the Group's companies and employees are shared and discussed. It's designed to promote and reward employee creativity, elevating the Group's culture of innovation. BALFIN Group constantly seeks new ideas to enhance business models, improve processes, and design customer experiences, all while focusing on sustainable development. The Summit aims to drive proactive corporate strategies, generate new business concepts, and set market trends.

BALFIN RETAIL FORUM

As a pioneer in the creation of retail chains, BALFIN Group established Balfin Retail Forum in 2021 to highlight top performers, address the industry's challenges, and catalyze innovation, a key indicator of success as well as a core value of the Group. Balfin Retail Forum gathers all key managers of BALFIN Group from the retail sector every year to discuss strategies, share experiences, propose possible synergies and derivative new ideas to benefit from.

BALFIN REAL ESTATE FORUM

Balfin Real Estate Forum brings together Management Board members, executives, and professionals from the Group's real estate companies, as well as external guest speakers, to discuss achievements, the industry's challenges, and trends. In the framework of its rigorous focus on real estate across Albania, Austria, Kosovo, North Macedonia, USA, Canada and Switzerland, BALFIN Group set up this interactive initiative to support the exchange of insights and the application of the best international practices.

Corporate Social Responsibility

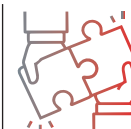
BALFIN Group is consolidating its giving back to society year by year, as the indicators confirm. If we just focus on the last five years, approximately 400.000 people have benefitted from the social engagement of the companies of the Group, in all the countries where they operate. Many of the beneficiaries have received in-kind help as part of the cooperation between our retailers and international organizations. Others have been selected as agents of change in their areas of influence, in compliance with BALFIN Group's values and CSR pillars. This amounts to a total of 300 projects that our companies have initiated or supported.

Social engagement of BALFIN Group is centered around Education and Youth, Health and Well-being, Alleviation of Poverty and Inequalities, Art, and Environment.

YEAR 2023 IN NUMBERS



**4,000
students**
Enrolled in
B4Students



**40
partner**
organizations
and universities



**500,000
Euro**
allocated to social
projects in the region



**37,000
beneficiaries**
by 13 companies
of BALFIN Group



**46
projects**

implemented in Albania, Bosnia
and Herzegovina, Kosovo,
Montenegro, North Macedonia



Download the latest
CSR booklet of BALFIN Group here

Corporate Social Responsibility**EDUCATION
AND YOUTH**

Improving the education system, curricula and infrastructure. Empowerment of initiatives that build capacities of students and academic staff.

**ENVIRONMENT**

Enhancing green areas, encouraging conservation of natural resources usage. Awareness of people about the importance of a clean environment.

**HEALTH AND
WELL-BEING**

Better living conditions, especially for categories of people in need. Cooperation with public institutions to address issues concerning groups of people.

**FIGHT AGAINST
POVERTY AND
INEQUALITY**

Meeting basic needs of most vulnerable groups of society. Own products (home appliances, clothes, food) for organizations and institutions that target these people.

**ART AND
CULTURE**

Promoting arts, culture, heritage and innovation for the people and economy. Projects that enrich the art landscape in the country.

MANE
FOUNDATIONmanefoundation.org**MANE FOUNDATION**

Mane Foundation is established in 2023, building on a long and rich tradition of social engagement on the part of BALFIN Group and especially that of its founder, Samir Mane. This Foundation is active in the fields of activity that address some of the most immediate issues in today's society, namely Education and Youth, Health and Well-being, Alleviation of Poverty and Inequalities, Art, and Environment.

The Foundation takes into consideration the Sustainable Development Goals and the experience of prestigious organizations, to bring about change in the lives of citizens.

Corporate Social Responsibility**B4STUDENTS****b4students.com**

B4Students consists of 4 areas, independently of each other and purposely harmonized, as following:

B4Students

B4Students is a program specifically tailored and fully dedicated to talented and ambitious students. It is designed to create new opportunities and to encourage and promote students' success in their studies, entrepreneurial endeavors, social initiatives, and career development by addressing their needs.

B4Students is a program created by Mane Foundation.

Entrepreneurship:

organization of competitions focused on Business Ideas, and Business Challenges.

Social Clubs:

promotion and support of initiatives and projects with tangible social impact.

Internships & Employment:

providing such opportunities through Balfin Group and its subsidiary companies.

Empowerment:

infrastructure investment according to the needs of public HEIs.

Transparency and corporate reporting

A foremost value of BALFIN Group is Accountability – towards business partners, customers, employees, community. We exercise this accountability in a transparent and ethical way.

BALFIN Group publishes its consolidated financial data as part of the annual report available to the public in electronic and print version.

Social media and electronic mail are a permanent channel of communication with the public. Requests for information, various suggestions, expressions of interest about commercial activities and many other topics are among the usual correspondence between teams of BALFIN Group and citizens.

Employees of BALFIN Group can use the intranet and own mobile app to get familiar with what happens across companies, as well as participate in regular sessions of dialogue with Group's higher management.

It all helps us at BALFIN Group be in touch with people and reflect on their feedback. At the same time, it makes us transparent in the eyes of groups of interest.



Download the latest
Annual Report of
BALFIN Group here.



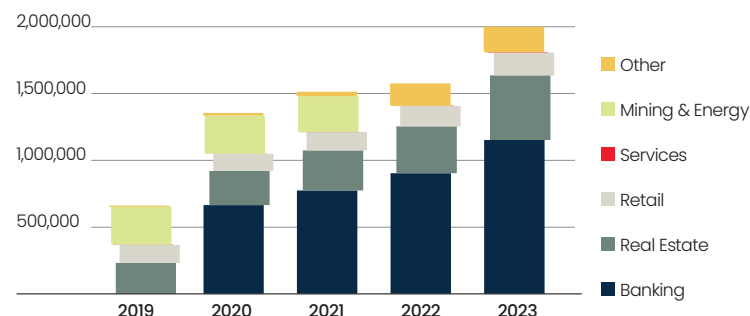
Financial highlights

The year 2023 was accompanied by significant macroeconomic uncertainty, a consequence of war in Ukraine and political-economic uncertainties. During this year, the financial regulatory institutions continued with a tightening macroeconomic policy. Inflation at the beginning of the year, in almost all the countries where BALFIN Group operates, faced a double-digit value. This directly affected the slowing down of the economic growth. The increase of based interest rates from regulatory authorities continued through Q1 2023, as an instrument to keep inflation under control.

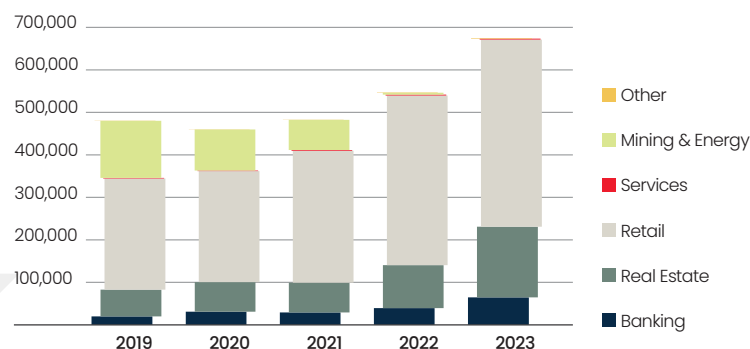
The financial sector of BALFIN Group, due to the increase in interest rates, achieved a record income. On the other hand, inflation deeply affected basic products, bringing a significant impact on the retail sector and affecting the economic situation of families. Regardless of the effects of inflation, the retail sector of BALFIN Group saw growth also due to the expansion and increase in the number of stores.

Conversely, inflation directly affected the cost of construction materials, significantly increasing prices in the real estate sector. However, the demand for residential units did not slow down, but rather increased, especially in countries such as Albania and North Macedonia.

Assets by industry



Consolidated Revenue by industry



Our partners

BALFIN Group is a trustworthy partner, conducting business activities in a wide range of industries on a national and international scale, at the highest business and ethical standards with substantial financial capital, outstanding human resources, and a rigorous focus on innovation.



ALBANIAN - AMERICAN
ENTERPRISE FUND

SONY®



MANGO



SAMSUNG



INDITEX



Corporate Presentation **2024**

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