



# CORPORATE PRESENTATION

25/26



**International  
Standards,  
Local Expertise.**



## Welcome from the President

At BALFIN Group, we believe that progress is built on vision, courage, and commitment to excellence. For over three decades, we have transformed bold ideas into lasting achievements, growing from a pioneering venture into a dynamic and diversified investment group, with a footprint spanning two continents.

Our story is one of continuous evolution. Across 11 countries in Europe and North America, BALFIN Group has consistently pushed beyond conventional boundaries, embracing innovation as the driving force behind every milestone. From redefining retail experiences and shaping modern urban landscapes to advancing banking, logistics, energy, education, and hospitality, our companies are united by a shared ambition: to create value that endures and transforms.

Yet, our aspirations go beyond business performance. Through the Mane Foundation and our broader sustainability initiatives, we are committed to creating lasting impact, empowering communities, supporting education, driving inclusive growth, and contributing to a more promising future.

This brochure offers a window into who we are today, a Group shaped by experience, driven by innovation, strengthened by the expertise of our people, and guided by a commitment to excellence. As you explore our journey and the industries and markets in which we operate, you will also discover the distinctive balance we bring: a global perspective, grounded in deep local knowledge.

This is how we build the future, with the confidence of international standards and the strength of local expertise.



**Samir MANE**

President of BALFIN Group





# BALFIN Group at a Glance

At BALFIN Group, our success is driven by a solid foundation built on scale, financial stability, human capital, and social responsibility. Across continents and industries, we have evolved into a diversified group that continuously invests in the future, empowers its people, and supports the communities we serve.

Our impact is anchored in four key pillars:

## SCALE AND PRESENCE

A global footprint across multiple sectors and geographies, ensuring diversification and resilience.

## FINANCIAL FOOTPRINT

Strong capital investments and sustainable growth, creating long-term value for our stakeholders.

## OUR PEOPLE

A diverse and dynamic workforce at the core of everything we achieve.

## SOCIAL RESPONSIBILITY

A steadfast commitment to making a positive and lasting difference in society. Together, these pillars define who we are and fuel our journey toward a future of continued progress and innovation.

# Key Highlights

## SCALE AND PRESENCE

**11 Countries**  
with international operations

**9 Industries**  
spanning diverse sectors

**270+ Points of Sale**  
within our retail and service network

**80,000+ Customers**  
Served Daily

## OUR PEOPLE

**5,500 Employees**  
directly engaged

**10,000+ Indirect Jobs**  
supported via subcontractors

**60%**  
of Employees are  
**Women**

**70% of Leadership Roles**  
are held by women

## PERFORMANCE AND INVESTMENTS

**€90 million**  
Capital Expenditures

**€1 billion**  
unconsolidated gross revenue

**€87.8 million**  
total tax contribution in 2024

## SOCIAL RESPONSIBILITY AND IMPACT

**€800,000**  
allocated to social projects in 2024

**42,000 beneficiaries**  
from social projects in 2024

**43 Projects**  
implemented across the region in 2024

# Our Identity

BALFIN Group is more than just a leading investment group; it is a catalyst for progress. We create ecosystems where economies thrive, businesses innovate, and communities prosper. Our strength lies in our commitment to innovation, people, and ethics—building not only profitable ventures but also lasting impact.

## Who We Are

Founded on the belief that sustainable business practices can drive societal progress, BALFIN Group is a hub for innovation, opportunity, and growth across diverse industries. Our operations reflect a commitment to excellence, partnership, and positive change.

## Our Purpose

To empower people, businesses, and communities to realize their full potential and thrive in a sustainable, international and equitable future.

# VISION

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

# MISSION

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

# VALUES

At BALFIN Group, our values are the compass that guides every decision and action. We believe that how we achieve success matters as much as success itself. Our shared values create a culture where people thrive, ideas flourish, and partnerships grow stronger.

## ACCOUNTABILITY

**Ethics drives us**

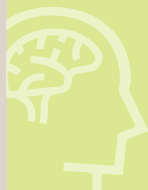
We are responsible for our actions, decisions, and impact. We uphold a culture of transparency and integrity because we believe in lasting relationships with all stakeholders. We are committed to doing the right thing, even in the most challenging moments.



## INNOVATION

**We move forward**

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 achieve together**

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 communities.



## CONSIDERATION

**We are responsible**

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



## TEAMWORK

**We work together**

We believe that great results and personal success are achieved by working collaboratively and effectively with each other toward common goals. We encourage sharing ideas, leveraging one another's strengths, and learning from collective experience.





# Our History

In more than 30 years, BALFIN Group has established itself as a leading diversified investment group with extensive experience and a proven track record in various industries, successfully combining international standards with deep local expertise.

The story began in **1993**, when founder Samir Mane ventured into the retail industry in **Vienna, Austria**. Recognizing emerging opportunities, BALFIN Group soon expanded into real estate development



1993

A major milestone came in **2005** with the opening of QTU, **Albania's first shopping mall**. This pioneering project transformed consumer behavior and expectations in the country, setting a new benchmark for retail experiences. The successful model was soon replicated, and today, BALFIN Group owns and operates three of the largest shopping malls in the region.

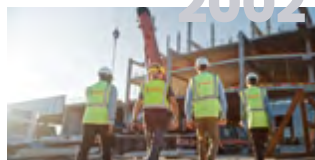


2005

Diversification continued with the entry into banking. In **2019**, BALFIN Group acquired Tirana Bank, **the first private bank in Albania**. Under BALFIN's leadership, Tirana Bank achieved record growth, becoming one of the fastest-growing institutions in the sector.

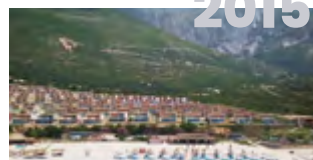


2019



2002

In **2002**, Mane TCI (today split into BALFIN Construction and BALFIN Development) began **developing residential, commercial, and industrial projects** in Albania and Austria.



2015

In **2015**, BALFIN Group launched Green Coast, **a premier tourism destination** that introduced elite tourism to Albania's southern coastline. With modern, sustainable buildings nestled within a stunning Mediterranean landscape, Green Coast has redefined luxury and contributed to the region's economic development.



2023

The Group's international expansion accelerated in **2023**, with its **first real estate investments in the United States, followed by entry into the Canadian market** in early 2024.



2025

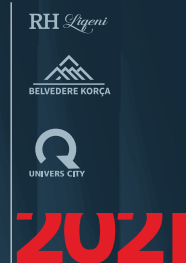
Continuing its commitment to **excellence in tourism** and hospitality, **BALFIN Group in 2025 inaugurated Green Coast Hotel – MGallery Collection**, marking the first MGallery hotel on the Ionian Sea.

As part of its strategy to operate in multiple markets and diversify its **retail portfolio**, BALFIN Group has signed strategic partnership agreements with two renowned international brands, Kiabi and Flying Tiger Copenhagen in **2025**. These partnerships will further strengthen the Group's retail presence across the Western Balkans.



# Timeline

Today, BALFIN Group operates across **11 countries**, with business activities spanning real estate, wholesale and retail, banking and financial services, asset management, tourism, energy, education, logistics, and entertainment. From a single venture to a diverse portfolio of leading companies, BALFIN Group continues to build a better future, for businesses, communities, and economies by bringing a global outlook, enriched by deep local insight.



# Global Presence



With more than 30 years of experience, BALFIN Group has evolved into a dynamic international investment group, firmly positioned across key markets in Europe and North America. From its origins in Vienna, Austria, the Group has expanded its reach through strategic investments across 11 countries and 9 industries.

Combining international standards with deep local insight, BALFIN Group operates in Austria, Albania, Kosovo, Bosnia and Herzegovina, North Macedonia, Montenegro, Croatia, Switzerland, the Netherlands, the United States of America, and Canada, building bridges between markets, industries, and communities.





# Strategic Partnerships

BALFIN Group collaborates with world-leading companies to bring innovation, quality, and excellence to the markets we serve. Combining global expertise with local insight, BALFIN Group has built a powerful network of partnerships across Europe and North America, reinforcing its position as a truly international investment group.

Thanks to our proven track record and deep understanding of the region, BALFIN Group is the partner of choice for international companies seeking to invest in the Western Balkans. Through strategic collaborations with renowned brands, we deliver the latest global trends and best practices to our industries and customers. Our strong alliances with financial institutions and investment partners, further empower our growth strategy and investment capacity.

With partners such as Samsung, Sony, Beko, Maersk, Inditex, Kiabi, Flying Tiger Copenhagen, LG, Mango, Xiaomi, Tefal, Miele, Bosch, Whirlpool, TCL, AUX, Jumbo S.A., Accor, D Marin, Marriott, Milsped, we deliver the latest global trends and best practices to our industries and customers.

Our strong alliances with financial institutions — including the European Bank for Reconstruction and Development (EBRD), International Finance Corporation (IFC), Raiffeisen Bank, Intesa Sanpaolo Bank, OTP Albania Bank, Société Générale, Halkbank, Erste Bank, Sparkasse Bank, NLB Banka, Komercijalna Banka, Stopanska Banka, and investment partners, such as First Mile Capital in the United States, further empower our growth strategy and investment capacity.

Beyond business, BALFIN Group actively promotes sustainability and community development through partnerships with national and international organizations. By leveraging a rich combination of international standards and local expertise, BALFIN Group remains a trusted partner for visionary business ideas, shaping the future of the markets where it operates.



### Partner with BALFIN Group

If you are interested in exploring partnership opportunities with BALFIN Group, we invite you to contact us. Together, we can build sustainable value and create new opportunities across industries and regions.

Business Enquiries: [business@balfin.al](mailto:business@balfin.al)

# Corporate Governance

At BALFIN Group, good corporate governance is more than adherence to procedures, it is a commitment to transparency, accountability, and sustainable value creation. We operate in full compliance with applicable laws and regulations in every country where we are present, guided by our internal Code of Ethics and Professional Conduct.

Our governance model ensures that all processes, procedures, and policies are aligned with the highest standards of ethical business conduct, with particular focus on objectivity, transparency, and long-term performance. We continuously monitor and adapt to developments in corporate governance, maintaining full alignment with our values, vision, and strategic objectives.

## PRINCIPLES OF GOOD GOVERNANCE

- Transparency in decision-making
- Accountability at every level
- Alignment with international standards
- Promotion of innovation and continuous improvement
- Commitment to ethical leadership and compliance

## Corporate Governance Framework

The Corporate Governance Framework defines the principles and guidelines that shape the management of BALFIN Group, ensuring effective leadership and responsible business practices across all levels of the organization.

Our framework is built upon:

- Comprehensive and objective business ethics
- Aligned business goals and strategic management
- Efficient administration and operations
- Transparency, disclosure, and accountability
- Innovation and continuous development
- Compliance with legal requirements and internal Codes of Conduct
- Effective human capital management

These principles guide all our activities, enabling accountable governance and fostering long-term value creation for all stakeholders.



# Governance Bodies

## President of BALFIN Group

The highest governing authority is the Shareholder, who also serves as the President of BALFIN Group. The President holds ultimate decision-making authority on strategic matters and high-value investments, appoints the Group CEO and Chair of the Group Management Board, and oversees the selection of Board Members.

### **BALFIN Group has the following decision-making bodies:**

- President of BALFIN Group;
- CEO of BALFIN Group and Chairperson of Group Management Board
- Group Management Board;
- Vice Presidents;
- Company Supervisory Boards;
- CEOs of Group Companies;

## Group Management Board (GMB)

Members of the GMB include the Group CEO, Vice Presidents, CFO, and selected senior executives based on their expertise and strategic contribution.

The Group Management Board is responsible for:

- Approving major investments, acquisitions, or divestments
- Stipulating, executing, and adjusting the Group's strategy
- Overseeing Group financial performance and alignment with strategic goals
- Approving Group-wide policies, budgets, and long-term plans

## Composition of Group Management Board

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### Edlira Muka

Chief Executive Officer and Chairwoman of GMB

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### Juljan Mane

Vice President for Retail

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### Martin Mane

Vice President for North America

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### Ardiana Sokoli

Vice President for Real Estate

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### Steven Grunerud

Vice President for Strategy & Development

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### Csaba Toth

Vice President for Asset Management

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### Ervin Kajno

Chief Projects Officer

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### Blerina Daka

Chief Audit Executive

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### Leons Tuda

Chief Financial Officer

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### Arsim Papraniku

Board Member

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## Company Supervisory Boards

BALFIN Group has established Boards of Directors across its major subsidiaries to ensure strong governance, strategic alignment, and operational oversight. These boards are responsible for aligning each subsidiary's strategy with the Group's overall direction. They review and approve business plans, budgets, and risk management frameworks to support sustainable growth and effective risk mitigation.

In their supervisory role, the boards monitor financial performance and organisational efficiency, approve company-level policies, and provide guidance on key business decisions, including potential divestments or closures. Through this governance structure, BALFIN Group ensures that its subsidiaries operate with accountability, consistency, and a clear strategic focus.

## BALFIN Group Directors

Group Directors lead the major corporate functions at the Group level. They establish key policies and guidelines within their domains and provide strategic guidance to all Group companies, ensuring consistent performance and adherence to Group standards.

## Group Committees

To support effective governance, the Group Management Board has established several specialized committees, including:

- Information Technology & Digital Transformation Committee
- Information Security Committee
- Synergy Committee
- Audit Committee
- Human Resources Committee

These committees, composed of senior leaders from across the Group, meet regularly to evaluate, recommend, and enhance policies, operational practices, and strategic initiatives.

## Executive Leadership Team (ELT)

The Executive Leadership Team brings together the Group Management Board members, CEOs of Group companies, and Group Directors. It provides a platform for strategic dialogue, cross-company collaboration, and knowledge sharing. The ELT discusses critical initiatives, identifies synergies and risks, and proposes mitigating measures to strengthen Group-wide performance and resilience.



# Group Industries Overview

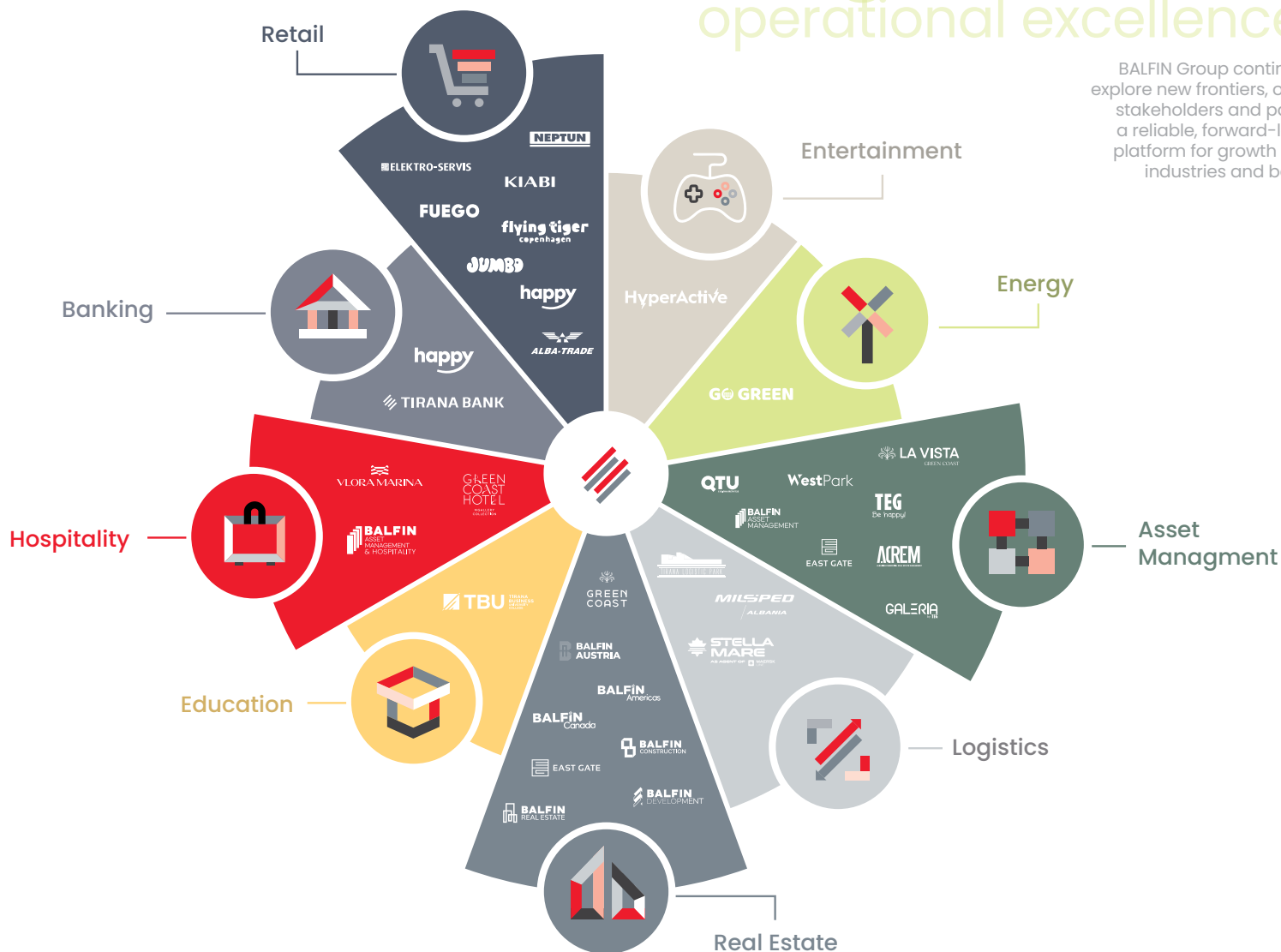
## Leadership Across Industries

BALFIN Group is one of the most diversified and dynamic investment groups, successfully operating across multiple industries and countries. From retail and wholesale, real estate, and banking, our core pillars, refined over decades of expertise, extend to asset management, logistics, hospitality, education, energy, and entertainment, our portfolio reflects a continuous drive for innovation, leadership, and sustainable growth.

Across all sectors and markets, BALFIN Group combines global standards with deep local understanding, creating winning business models adapted to each country's specific needs and opportunities. Our proven ability to introduce pioneering concepts, adapt to changing market conditions, and build trusted brands makes us the partner of choice for businesses and institutions seeking to invest, expand, and innovate in the Western Balkans and beyond.

Guided by  
a spirit of entrepreneurship  
**strategic vision**  
operational excellence

BALFIN Group continues to explore new frontiers, offering stakeholders and partners a reliable, forward-looking platform for growth across industries and borders.





# Retail and Wholesale

Connecting global brands to regional consumers with excellence

BALFIN Group stands as a regional powerhouse in retail and wholesale, setting new standards in quality, customer experience, and innovation. With a solid foundation built on its retail origins, BALFIN has grown into a dynamic and diversified group that continues to drive economic development across the Western Balkans.



Presence in 5 countries:  
Albania, North Macedonia,  
Kosovo, Montenegro, and  
Bosnia & Herzegovina



More than 80,000 customers  
served daily across physical  
and digital channels



Over 230 retail stores  
under leading international  
and regional brands



Happy Loyalty Program:  
+700,000 active members  
in Albania, Kosovo, and  
North Macedonia

## A Portfolio of Trusted Retail Brands

BALFIN brings world-class retail experiences through beloved brands such as:



### Neptun

Among the largest consumer electronics retailers in the region



### Jumbo

Leading toy and household goods retailer



### KIABI

Global fashion



### Flying Tiger Copenhagen

Daily lifestyle products

The Group is committed to:

- Digital transformation and next-generation retail technology
- Personalized services and customer-centric experiences
- Strategic exclusive partnerships with international brands
- Continuous introduction of global trends to regional markets

BALFIN is set to become a pioneer in omnichannel retail, enabling customers to shop effortlessly both online and in-store while receiving a consistent, high-quality service experience.

## Logistics, Loyalty & Leadership

From service excellence and modern logistics to a customer-first mindset, BALFIN continues to shape the retail landscape across the Western Balkans. The Happy Loyalty program, one of the region's largest, reflects BALFIN's ongoing investment in customer satisfaction and engagement.



# Wholesale Companies

Group Industries  
**Retail & Wholesales**



**ALBA-TRADE**

## Alba-Trade

Established in 1993 in Vienna, Austria, Alba-Trade GmbH is a leading distributor in the consumer electronics sector and tele-communications, specializing in household electronic goods. The company builds strong partnerships with top global technology brands and holds exclusive distribution rights for Samsung and Xiaomi in the Western Balkans. As an official Samsung online reseller in Austria, Alba-Trade delivers market-leading products at competitive prices, combining decades of expertise with a deep understanding of regional market dynamics.

**albatrade.at**



**NEPTUN**

## Neptun Wholesales

Neptun is a major distributor of consumer electronics and home appliances across Albania, North Macedonia, Kosovo, and Bosnia and Herzegovina.

Partnering with global brands like LG, Bosch, Philips, Samsung, Beko, SEB Group, Electrolux, HP, Apple, and Dyson, while also developing its own brand Fuego, Neptun delivers a full range of quality products. Neptun proudly extends its expertise beyond individual consumers to wholesale and B2B services. Catering to the dynamic needs of the HoReCa industry, Neptun provides tailored solutions that empower businesses with top-tier products and seamless supply chain support.

# Retail Companies

Group Industries  
**Retail & Wholesales**



## JUMBO

Kid Zone Network, part of BALFIN Group, operates as the franchise of Jumbo S.A. in Albania (since 2011), Kosovo (2014), Bosnia and Herzegovina (2017), and Montenegro (2019). With 26 superstores across the region, Kid Zone has established itself as a leading brand in the retail sector. In 2024, the company achieved €100 million in sales, reinforcing its market leadership through continuous innovation and an unwavering commitment to customer satisfaction, both in-store and online. Jumbo is an international retail company specializing in a wide assortment of products, including home goods, toys, baby items, seasonal and decorative products, stationery, and more. With over 30,000 items featuring unique designs, high quality, and competitive prices, Jumbo consistently delivers value and variety to its customers.

[jumbo.al](http://jumbo.al) | [jumbo-mne.com](http://jumbo-mne.com) | [jumbo-ks.com](http://jumbo-ks.com) | [jumbo.ba](http://jumbo.ba)



## Neptun International

Neptun International is a leading retailer of consumer electronics and home appliances in the Western Balkans. Established in Albania in 1993 and expanded to North Macedonia (1998), Kosovo (2007), and Bosnia and Herzegovina (2024), Neptun operates 96 physical stores supported by a dynamic e-commerce platform. Serving over 400 business partners, the company focuses on delivering a seamless omnichannel experience, offering customers innovative shopping solutions and maintaining its leadership across diverse markets. Neptun also implements a loyalty scheme that rewards customers across countries. Additionally, Neptun provides strategic franchise opportunities empowering businesses to leverage its brands, innovation, and market leadership.

[neptun.al](http://neptun.al) | [neptun.mk](http://neptun.mk) | [neptunbih.ba](http://neptunbih.ba) | [neptun-ks.com](http://neptun-ks.com)

**KIABI**

## Kiabi

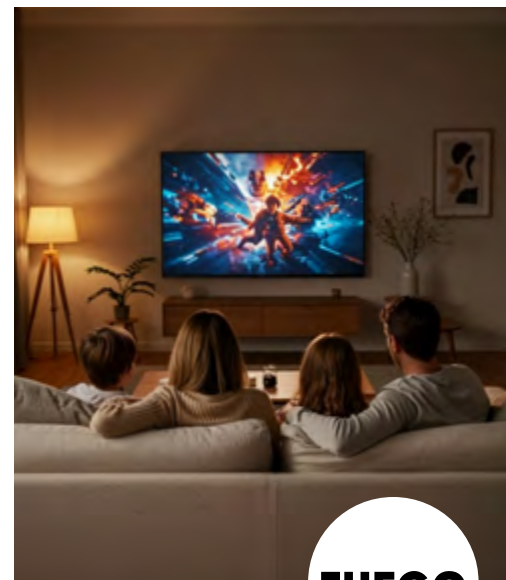
Kiabi is a globally recognized French fashion brand offering affordable, stylish clothing for the entire family. Known for its inclusive collections and trend-conscious designs, Kiabi promotes fashion that is accessible to all. BALFIN Group proudly represents Kiabi in the Western Balkans, bringing the brand's vibrant energy and customer-first spirit to new markets through modern retail spaces and omnichannel experiences.

[kiabi.al](https://kiabi.al)

**flying tiger**  
copenhagen

## Flying Tiger Copenhagen

Flying Tiger Copenhagen is a Danish lifestyle brand renowned for its unique, affordable products that inspire creativity and joy. Offering a diverse range, from home décor to stationery and toys, the brand's playful and colorful designs bring everyday happiness to customers worldwide. Through a strategic partnership with BALFIN Group, Flying Tiger Copenhagen is set to expand its presence in the Western Balkans, establishing 50 stores across Albania, Kosovo, North Macedonia, Bosnia and Herzegovina, Serbia, and Montenegro.

**FUEGO**

## Fuego

Fuego is a trusted name in the Western Balkans, recognised for offering high-quality white and brown goods that blend modern design with durability and everyday practicality. With a focus on dependable performance and customer-centric service, Fuego has earned a reputation for making life at home effortlessly better—living up to its philosophy of being the easy solution for every household.

[fuego-international.com](https://fuego-international.com)



# Retail Services

Group Industries  
**Retail & Wholesales**



## Happy

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. Happy SH.P.K manages the Happy Loyalty program in Albania, as part of the wider Happy ecosystem across the region. Altogether, the program counts around 700,000 members in Albania, Kosovo, and North Macedonia, making it the largest loyalty platform of its kind.

[happy.al](http://happy.al)



## Elektro-Servis (Albania, Kosovo, North Macedonia)

Founded in 2008, Elektro-Servis SH.P.K., is a leading provider of household and electronic appliance maintenance services in Albania, with regional expansion in North Macedonia and Kosovo. As the exclusive after-sales service partner for Neptun International, the company offers reliable repair and maintenance services, ensuring customer satisfaction long after purchase. Elektro-Servis holds exclusive servicing rights for renowned global brands like Samsung, LG, Sony, and Beko, among others. With a team of certified professionals, Elektro-Servis delivers high-quality technical solutions, demonstrating expertise, efficiency, and adaptability to meet the evolving demands of modern technology and product innovations across the region.

[elektroservis.al](http://elektroservis.al)



# Real Estate

## Innovating the property experience across markets

BALFIN Group is a recognized leader in real estate development, management, and services, delivering high-quality projects across multiple sectors and markets. With a strong foundation in Albania and North Macedonia, and expanding presence in Austria, Switzerland, the United States, and Canada, the Group drives urban transformation through residential, commercial, mixed-use, hospitality, and tourism projects. From landmark destinations like Skopje East Gate and Green Coast Resort to international ventures such as Balfin Americas and Balfin Canada, BALFIN Group combines innovation, architectural excellence, and sustainability to shape vibrant communities. Through its construction and real estate services companies, the Group ensures full lifecycle expertise, from development to post-sale management, reinforcing its leadership and expanding its vision across regions and continents.

<b>Present in 6 countries</b>	<b>Albania, North Macedonia, Austria, Switzerland, United States, and Canada</b>
Completed Projects: <b>665,784 m<sup>2</sup></b>	Value <b>584.1 million EUR</b>
Commercial: <b>344,165 m<sup>2</sup></b>	Value <b>230 Million EUR</b>
Mixed-Use: <b>91,148 m<sup>2</sup></b>	Value <b>133 Million EUR</b>
Residential: <b>230,473 m<sup>2</sup></b>	Value <b>221 Million EUR</b>
Ongoing Projects: <b>1,701,947 m<sup>2</sup></b>	Value <b>2.3 Billion EUR</b>
<b>Flagship developments</b>	<b>Skopje East Gate (North Macedonia), Green Coast Resort and Residences (Albania), 340 Mount Kemble (USA), Green Hill Suites (Austria).</b>
<b>Focused on eco-smart living</b>	<b>Integrating modern technologies and eco-friendly standards.</b>
<b>Long-term value creation</b>	<b>Projects that transform communities and contribute to regional economic growth.</b>

# Investment Companies

Group Industries  
**Real Estate**



## Balfin Development

Balfin Development began its journey in 2002 as Mane TCI (Trade, Construction, Investment) and evolved in 2022 into an investment company that develops and manages some of the most prestigious residential, tourism, industrial, and commercial real estate projects across Albania. It has set new market standards by significantly enhancing community lifestyles through projects such as Green Coast Resort & Residences, Vala Mar Residences, Rolling Hills Luxury Residences, Vlora Marina, Univers City, and more. Balfin Development also revitalizes underused areas, transforming them into self-sustaining communities with public parks, recreational spaces, and educational facilities. Our company goes beyond construction, crafting sustainable, elevated lifestyles, and reshaping the perception of urban living.



## Skopje East Gate

Skopje East Gate is the visionary company behind North Macedonia's first integrated mixed-use project, Skopje East Gate. Combining East Gate Mall, East Gate Living residential complex, and East Gate Business offices, the development delivers a 360-degree urban lifestyle. The project transforms the heart of Skopje with modern retail, residential, and business spaces, reflecting BALFIN Group's commitment to shaping vibrant, future-ready city environments across the Western Balkans.

[eastgate.mk](http://eastgate.mk)





## Green Coast

Green Coast is an investing company dedicated to developing and managing premium tourism and residential assets along Albania's Ionian Riviera. As a key player in the region's upscale real estate and hospitality landscape, Green Coast combines visionary development with long-term value creation, offering discerning investors and residents a unique blend of natural beauty, architectural excellence, and high-end services.

The company's flagship destination includes exclusive villas, a vibrant beachfront promenade, Galeria by TEG, and Albania's first Blue Flag-certified beach, setting a new benchmark for coastal living in the region. Continuing its growth trajectory, Green Coast has expanded its portfolio with the introduction of the Green Coast Hotel – MGallery Collection by Accor, complemented by a curated selection of dining, wellness, and entertainment experiences.

**greencoast.al**



## Balfin Americas

Founded in 2023, Balfin Americas is making significant strides in the U.S. real estate market through strategic investments. The company's portfolio includes 4 key projects, including a prestigious commercial property in New Jersey, along with several impactful developments focused on sustainability and community growth. These projects prioritize affordable housing, local economic development, and high-quality living spaces. With a commitment to thoughtful design and community-oriented planning, Balfin Americas aims to drive long-term value and contribute to the revitalization of key urban neighborhoods.

**balfinamericas.com**



## Balfin Austria

Founded in 2018, Balfin Austria focuses on real estate investments that combine distinctive architectural design with the highest quality standards. Operating through its subsidiaries, Balfin Austria has developed six projects, each aligned with European sustainability benchmarks, embodying BALFIN Group's commitment to innovation, responsibility, and excellence at the heart of Europe.

**balfin.at**



## Balfin Canada

Balfin Canada marks BALFIN Group's strategic entry into the Canadian real estate market by delivering high-quality residential solutions tailored to local needs. Upholding its core values of innovation, quality, and sustainable growth, the company is making its mark with its first project in Vancouver and a second development underway in Langley City. In collaboration with experienced local developers, Balfin Canada reflects the Group's commitment to excellence and long-term value creation, reinforcing its vision to grow and strengthen its presence in North America.



# Construction Companies

Group Industries  
**Real Estate**

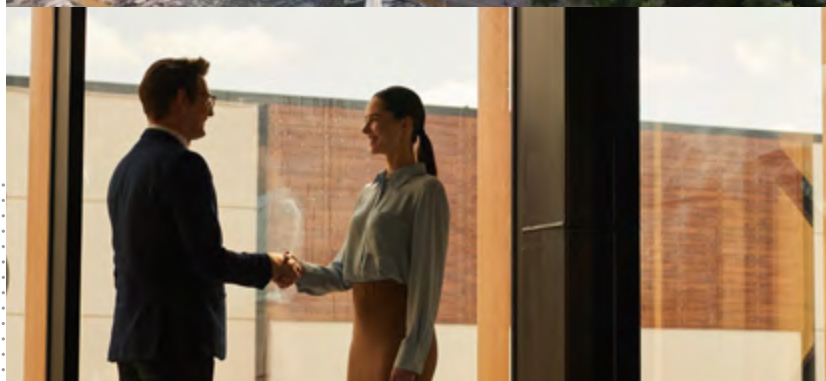


## Balfin Construction

With over two decades of expertise, Balfin Construction is one of Albania's leading forces in modern construction, having delivered high-quality residential, commercial, industrial, and touristic projects. The company is recognized for managing projects of varying complexity, combining functionality, innovation, and architectural excellence. Completed signature projects such as Green Coast, Vala Mar Residences, Rolling Hills Luxury Residences, QTU, and TEG showcase the company's commitment to quality.

[www.balfinconstruction.al](http://www.balfinconstruction.al)

# Real Estate Services

Group Industries  
**Real Estate**

## Balfin Real Estate

Founded in 2018, Balfin Real Estate is a leading provider of integrated real estate services, supporting clients across the full property lifecycle. With a portfolio of 25 managed projects and an elite portfolio of premium properties valued at €1.3 billion, the company has achieved an impressive annual sell-out of approximately €170 million in 2024. Balfin Real Estate delivers comprehensive solutions in sales, marketing, property advisory, and customer relationship management, ensuring excellence at every stage of the process. Operating in Albania, Kosovo, North Macedonia, Switzerland, Austria, and the United States, the company is rapidly extending its international footprint. With 37 partnerships with international agencies, Balfin Real Estate combines global expertise with a strong focus on innovation, client satisfaction, and long-term value creation.

[www.balfinrealestate.al](http://www.balfinrealestate.al)

# Key Real Estate Projects

## Key RE Projects/**Albania**



### Green Coast

Green Coast, located on the breathtaking Ionian coastline, is BALFIN's flagship investment in Albania's tourism sector. This upscale development offers premium residential and touristic facilities alongside a beautiful beachfront promenade. The project includes a variety of amenities, restaurants, a shopping mall, sports centers, and a health facility. With Albania's first and only Blue Flag Beach, Green Coast combines modern living with nature's serenity for a one-of-a-kind experience.

1 <sup>st</sup> Phase	Construction Area	78,908 m <sup>2</sup>
	Investment Amount	€126 million
	Status of the project	Completed
2 <sup>nd</sup> Phase	Construction Area	347,225 m <sup>2</sup>
	Investment Amount	€656 million
	Status of the project	Ongoing
3 <sup>rd</sup> Phase	Construction Area	76,641 m <sup>2</sup>
	Investment Amount	€114 million
	Status of the project	Ongoing

## Key RE Projects/**Albania**



### Vala Mar Residences

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 67,000 m2 and a total investment value of €40 million, it is a recreational destination for individuals and families.

Typology	Residential Complex
Investment	€6.8 million
Construction area	12,238 m <sup>2</sup>

## Key RE Projects/**Albania**



### Vlora Marina

Vlora Marina is a unique mixed-use urban development located in the heart of Vlora. It features 800 premium apartments offering stunning views of the sea, marina, and mountains, as well as the first world-class marina in the region.

The project also includes two internationally acclaimed hotels, including the first 5-star Marriott Hotel on the Albanian coast, along with 150 branded residences and luxurious amenities. Designed by the renowned Belgian firm XDGA, Vlora Marina seamlessly blends Mediterranean tradition with modern design.

This project is the first in Albania to receive the global EDGE certification for residential complexes with a mixed urban format.



Key RE Projects/**Albania**



### Rolling Hills Luxury Residences

Located in Farka, Albania, Rolling Hills Luxury Residences is the country's first exclusive villa complex, offering a premium and secure living environment immersed in nature. With an investment of €100 million, the project sets a new standard for luxury living, blending elegant design with breathtaking surroundings. Each villa is meticulously crafted to harmonize with the landscape, featuring panoramic views of Petrela Castle, Mount Dajti, and the surrounding greenery. Following the success of the initial phase, Rolling Hills 2 continues the legacy with neoclassical-style villas that emphasize comfort, privacy, and uninterrupted natural vistas, just 8 km from Tirana's city center.

Typology	Exclusive villa complex
Investment	€100 million
Construction area	97,880 m <sup>2</sup>

Key RE Projects/**Albania**



### Rolling Hills Liqeni

Rolling Hills Liqeni is a distinctive lakeside residential development offering luxurious villas and apartments set against the picturesque hills of Farka. Each home is designed to maximize breathtaking lake views and tailored to individual preferences. Designed as a contemporary residential community, Rolling Hills Liqeni features upscale villas and apartments, a central Piazza with all essential services, and a recreational park with spaces for relaxation, entertainment, and elevating residents' lifestyle. With direct access to Farka Lake's scenic 'Lungolago' and proximity to major roads, Rolling Hills Liqeni combines serene living with easy access to Tirana's vibrant city center.

Typology	Luxurious villas and apartments
Investment	€216 million
Construction area	139,435 m <sup>2</sup>

Key RE Projects/**Albania**



### Univers City

Univers City is a modern residential and business complex in Tirana, designed to meet the diverse needs of its residents. Located just minutes from key areas such as QTU and Skanderbeg Square, the development spans 444,000 m<sup>2</sup>. It features 7-9 story residential buildings, sports facilities, a school, kindergarten, health center, and expansive green spaces. With over 113,730 m<sup>2</sup> of underground space, this multi-functional complex blends living, working, and leisure, creating a dynamic community for both individuals and businesses.

Typology	Residential & Business Complex
Investment	€292 million
Construction area	450,291 m <sup>2</sup>



Key RE Projects/**Austria**



**Effinger**

Effinger is a new development in the heart of Vienna, designed as a modern residential complex for middle-market segments. With an investment value of €23 million the project aims to offer functional and affordable living units for families and buyers seeking a balanced lifestyle. Its prime location is in a peaceful, family-friendly area with excellent transport connections ensuring convenience, while maintaining a high standard of living.

Typology	Residential Complex
Investment	€23 million
Net Surface Area	4105 m²

Key RE Projects/**Austria**



**Luv & Lee**

Luv & Lee is a luxury residential complex located near the picturesque Traunsee Lake in Gmunden, Austria. With an investment value of €6,8 million this project offers modern living spaces with stunning lake views and a serene environment. Designed for those seeking elegance and comfort, Luv & Lee combines contemporary architecture with the beauty of nature. As Balfin Austria's first completed project, it marks the beginning of a successful series of luxury investments in the attractive Gmunden tourist area.

Typology	Residential Complex
Investment	€6.8 million
Net Surface Area	1,575 m²

Key RE Projects/**Austria**



**Green Hill Suites**

Located in the prestigious 19th district of Vienna, one of the city's most sought-after residential areas, Green Hill Suites offers an exceptional living experience. This luxurious, gated community is nestled amidst lush greenery, providing residents with stunning views of the city. With a total net floor area (NFA) of 953 m², Green Hill Suites has been recognized by leading real estate companies as one of the most high-quality developments in Vienna for 2024. The project, with an investment of €9.8 million, epitomizes sophistication and modern living.

Typology	Luxurious Residential
Investment	€10 million
Net Surface Area	953 m²

Key RE Projects/**Austria**



### ANDEA – Parkside Residences

ANDEA – Parkside Residences is a residential building located in the heart of Vienna, between the historic center and one of the main public transport hubs. An elegant blend of residential apartments and Class A office spaces, ANDEA embodies Balfin Austria’s vision for transforming existing buildings into projects with a new identity. With a value of approximately €23.3 million the project represents a synthesis of classic elegance and modern urban functionality.

Typology	<b>Offices &amp; Luxury residential</b>
Investment	<b>€23 million</b>
Net Surface Area	<b>2152 m²</b>

Key RE Projects/**Austria**



### Bright Side

Nestled in the picturesque town of Gmunden, Bright Side is a luxurious vacation home offering breathtaking views of Lake Traunsee. This exceptional residence, with an investment of €9.8 million is perched atop Sunny Hill, providing a private and serene escape, overlooking the tranquil lake and charming town. Its perfect blend of comfort and natural beauty embodies the essence of peaceful living in one of Austria’s most captivating destinations.

Typology	<b>Luxury Residential &amp; Vacatio</b>
Investment	<b>€10 million</b>
Net Surface Area	<b>715 m²</b>

Key RE Projects/**Austria**



### Riverside Forest Residences

Riverside Forest Residences offers a harmonious blend of sustainable living and ecological design, perfectly situated by a serene lake amidst the lush forests of Gmunden in Upper Austria. With residences ideal for both permanent living and vacation homes, this project caters to those seeking tranquility and nature, without compromising access to urban amenities. With an investment of €10 million, Riverside Forest Residences promises a refined lifestyle in an idyllic natural setting.

Typology	<b>Residential</b>
Investment	<b>€10 million</b>
Net Surface Area	<b>1651 m²</b>

Key RE Projects/**North Macedonia**



### East Gate Living

East Gate Living elevates contemporary living within the Skopje East Gate development, North Macedonia's first mixed-use project. With 10 residential blocks with 672 residential units it harmonizes expansive green areas, cutting-edge amenities, and walkable spaces. Located just 15 minutes from Skopje Airport, 10 minutes from the city center and 5 minutes from the University Campus, East Gate Living offers a refined urban lifestyle, where innovation, convenience, and luxury seamlessly intersect.

Typology	Residential Complex
Investment	€16.3 million
Construction area	23,163 m²

Key RE Projects/**USA**



### 599 Tinton Avenue

599 Tinton Avenue is a transformative residential development in Bronx, New York, focused on affordability and community well-being. The project comprises 51 affordable housing units, a dedicated Daycare on the ground floor to support local families. Featuring a sustainable green roof, 599 Tinton Avenue represents a strong commitment to responsible development and environmental stewardship, making it an essential asset for the community.

Typology	Multifamily
Investment	\$16 million
Construction area	34,680 sq ft

Key RE Projects/**USA**



### 340 Mount Kemble

Located in Morristown, New Jersey, 340 Mount Kemble is a Class A office building that is home to some of the largest international financial institutions. With a total lot area of over 160,000 m², the building offers 40,000 m² of office space and a wide range of modern services, including a conference room, gym, game room, lounge, full-service café, and over 1,600 parking spaces. 340 Mount Kemble is a vibrant, innovative space designed to inspire creativity, collaboration, and productivity within a flourishing business community.

Typology	Premier Commercial Building
Investment	\$122 million
Construction area	40,000 m²

Key RE Projects/**USA**



**304 East 173 Street**

304 East 173rd Street adds 81 new affordable housing units to one of New York's most in-demand areas. With construction underway, this development emphasizes sustainable, community-focused growth, providing high-quality housing while contributing to the Bronx's ongoing revitalization. It represents a commitment to creating inclusive spaces for residents in a thriving urban environment.

Typology	<b>Multifamily</b>
Investment	<b>\$17.5 million</b>
Construction area	<b>55,080 sq ft</b>

Key RE Projects/**USA**



**112 East 167 Street**

112 East 167th Street is a dynamic, large-scale development that blends affordable housing with retail space in a single structure. Featuring 168 apartments and approximately 15,000 square feet of commercial space, this project meets housing needs while fostering local economic growth. Strategically designed, it supports the long-term development of the area and provides essential services to the surrounding community.

Typology	<b>Mixed- Use</b>
Investment	<b>\$50 million</b>
Construction area	<b>114,240 sq ft</b>

Key RE Projects/**Canada**



**W54**

W54 marks BALFIN Group's first venture in Canada, strategically located on West 54th Avenue in Vancouver. Nestled in a serene neighborhood just west of the Cambie Corridor, this exclusive development features 32 thoughtfully designed townhouse units. With a total investment of approximately €33 million, W54 reflects Balfin's commitment to expanding its international footprint.

Typology	<b>Residential</b>
Investment	<b>€33 million</b>
Construction area	<b>3,751 m²</b>

Key RE Projects/**Canada**



**Linwood 2**

Linwood 2 is a residential development located in the lively center of Langley City, within the Metro Vancouver area. Designed as a six-story wood-frame building, it will feature 114 well-appointed units that blend comfort and functionality. With a total investment of approximately €37 million, the project highlights BALFIN Group's strategic entry into the Canadian housing market, reinforcing its commitment to sustainable and high-potential international investments.

Typology	<b>Residential</b>
Investment	<b>€37 million</b>
Construction area	<b>7,437m²</b>



# Banking and Fintech

## Empowering Financial Growth and Innovation

BALFIN Group drives financial inclusion and innovation through Tirana Bank and the fintech platform Happy, offering modern, customer-centric solutions across Albania. As the first private bank in the country, Tirana Bank combines tradition with a strong commitment to digital transformation and service excellence. Happy complements this approach by delivering advanced electronic payment systems, digital wallets, and fintech solutions that reshape the financial experience.

A key advantage of BALFIN Group's financial ecosystem is its seamless integration with the Group's broader industries — supporting retail, real estate, logistics, tourism, and asset management operations with tailored financial services. Together, Tirana Bank and Happy position BALFIN Group at the forefront of Albania's evolving financial landscape, empowering individuals, businesses, and industries with smart, accessible, and future-ready financial solutions.




## Tirana Bank

Founded in 1996, Tirana Bank is the first privately-owned bank in Albania and a recognized pioneer in the country's financial sector. With 35 branches across all major cities, industrial areas, and a wide ATM network, the bank ensures nationwide coverage and a strong local presence.

Since becoming part of BALFIN Group in 2019, Tirana Bank has entered a new phase of dynamic growth. By the end of 2024, total assets surpassed €1.63 billion, driven by strong performance across all business lines. The bank achieved record profitability, robust loan portfolio growth, and continued base expansion, outperforming industry averages.

Tirana Bank's strategy is anchored in sustainable growth, customer-centric innovation, and digital transformation. Investments in cutting edge online and mobile banking platforms, as well as end-to-end digital lending, are reshaping the customer experience. With a forward-looking approach and a clear commitment to excellence, Tirana Bank is firmly positioned as one of the most agile and future ready banks in Albania.

**tiranabank.al**




## Happy

Happy is BALFIN Group's fintech platform, delivering a comprehensive range of regulated digital financial services in Albania. Established in 2020, Happy has evolved beyond loyalty programs to offer integrated electronic payment processing, digital wallet services, Buy Now Pay Later (BNPL) credit solutions, and the issuance of electronic money.

Its service portfolio supports both individuals and businesses, enabling seamless, secure, and flexible payment solutions. Through its mobile application for customers and its all-in-one POS/kiosk systems for business clients, Happy provides an end-to-end digital ecosystem for modern financial transactions.

Licensed under Albania's financial services regulations, Happy will ensure the highest standards of security, compliance, and customer experience. By combining innovation, technology, and strategic vision, Happy is leading the digital financial transformation in Albania and setting new benchmarks for financial inclusion and smart commerce across the country.

**happy.al**



# Asset Management

BALFIN Group is a regional leader in asset management, delivering high-performance solutions across retail, commercial, and hospitality sectors. Through its specialized companies — ACREM, Retail Park, and Balfin Asset Management — the Group manages a diversified portfolio of shopping centers, retail parks, residential spaces, and hospitality assets. With a focus on operational excellence, tenant experience, and sustainable innovation, BALFIN Group sets new standards for property management and value creation. Its flagship projects, including TEG, QTU, East Gate Mall, Galeria by TEG, West Park, and La Vista, are benchmarks of experience-led retail and integrated commercial environments in the Western Balkans.

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**Managing Albania's first and only mixed-use destination in Albania, Green Coast, alongside other strategic group projects across Albania and North Macedonia, offering integrated services.**

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**Attracting over 28 million visitors annually across flagship shopping destinations.**

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**Gross Leasable Area (GLA) managed: Over 170,000 m<sup>2</sup> across all asset management**

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**More than 100 specialized services provided across projects, creating a unique and holistic destination experience.**

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**Innovated the retail park concept in Albania with West Park in Korça.**

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**Pioneered the lifestyle destination concept in Albania, becoming the first to offer year-round services in key tourist areas.**

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**Providing comprehensive integrated asset management for tourism projects, including operations, commercial development, customer experience, and sustainability.**

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# Management companies

Group Industries  
**Asset Management**



## ACREM

Established in 2007, ACREM (Albanian Commercial and Real Estate Management) is Albania's leading real estate and commercial asset management company. Introducing international standards to the local market, ACREM manages premier shopping centers like TEG and QTU as well as residential properties, logistics parks, and office spaces. With a strong team of experienced professionals, ACREM provides a full range of services, enhancing operational efficiency, customer experience, and asset value across its diverse portfolio.

[www.acrem.al](http://www.acrem.al)



## West Park

West Park, established in 2020, is Albania's pioneer in the retail parks 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. Its first location in Korça set a new standard for retail in the region, delivering not just convenience but a vibrant and engaging customer experience. Building on this success, West Park is actively expanding to new cities across Albania and North Macedonia, aiming to reshape the regional retail landscape through innovation. Our focus on sustainability and eco-friendly solutions ensures that we not only meet customer need, but also contribute to a better future shopping experience.



## Balfin Asset Management

Founded in 2023, Balfin Asset Management goes beyond traditional property management by shaping and operating high-end destinations with a strong tourism and lifestyle focus. It integrates asset management, operations, and destination development to drive long-term value and a fulfilling guest experience. The company oversees over 50,000 m² of hospitality and commercial spaces, delivering more than 20 tailored services, including strategic consulting on mix use development, operations leadership, and commercial concept development. Flagship projects include Galeria by TEG, La Vista, Green Coast, Green Coast Promenade, and Vala Mar Coastline. With a client-centered and integrated approach, Balfin Asset Management & Hospitality delivers exceptional value in Albania's growing hospitality, lifestyle, and mixed-use development sectors.



# Integrated Retail Destinations

Project	GLA	Visitors Annually	Highlights
TEG	56,000 m <sup>2</sup>	10.5 million	Largest mall in Albania; exclusive international brands
QTU	29,000 m <sup>2</sup>	7.1 million	Albania's first shopping mall
East Gate Mall	62,000 m <sup>2</sup>	8.2 million	600+ brands, 5 floors, urban destination center
West Park	5,500 m <sup>2</sup>	1.1 million	Albania's first retail park
Galeria by TEG	3,436 m <sup>2</sup>	100K visitors	Premium shopping and dining in southern Albania
La Vista	6,275 m <sup>2</sup>	100K visitors	Commercial and leisure hub at the Albanian Riviera



**QTU**  
E GJETHIA BRETH TEJE

## QTU

Opened in 2005, QTU (Universe Shopping Centre) is Albania's first shopping center and a milestone in the country's retail evolution. With a modern interior design and a wide range of offerings — from fashion and electronics to dining and entertainment — QTU redefined the shopping experience for Albanian consumers. It hosts popular brands like Neptun, Jumbo, and SPAR Hypermarket, catering to every family need under one roof. QTU spans **29,000 m<sup>2</sup> of Gross Leasable Area (GLA)** and welcomes over **7.1 million visitors annually**.

qtu.al



**TEG**  
Be happy!

## TEG

TEG (Tirana East Gate) is the largest and most diverse shopping destination in Albania, offering exclusive brands, entertainment areas, restaurants, and cafés, all in an eco-friendly architectural design utilizing natural light and solar energy. A benchmark for modern retail experiences, TEG combines shopping, leisure, and gastronomy to provide maximum comfort for visitors. It features a **Gross Leasable Area of 56,000 m<sup>2</sup>** and attracts more than **10.5 million visitors annually**.

teg.al


 EAST GATE

## East Gate Mall

East Gate Mall is the newest urban center of Skopje and the first fifth-generation shopping destination in the region. Spanning **160,000 m<sup>2</sup>** of total area, it houses 220 stores featuring over 600 brands. The mall proudly hosts 20 exclusive brands not found elsewhere in the region. With five levels of retail, dining, and entertainment spaces and 2,000 parking spaces, East Gate Mall is a premier lifestyle hub with a **Gross Leasable Area of 62,000 m<sup>2</sup>** and **8.2 million visitors annually**.

[eastgatemall.mk](http://eastgatemall.mk)


 WestPark

## West Park

West Park in Korça is a flagship project showcasing a unique commercial facility featuring well-known brands and inviting public areas. Officially opened on August 2022, 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. Strategically located to stimulate regional development, West Park covers a **Gross Leasable Area of 5,500 m<sup>2</sup>**, serving as both a shopping destination and a catalyst for community revitalization.





GALERIA  
by TEG

## Galeria By TEG

The first and only shopping center in the Albanian Riviera, Galeria by TEG is a must-visit destination for all tourists along the southern coast. Located within Green Coast Resort, it offers a curated selection of mid to high-end fashion, and dining brands. Conceived as a leisure hub that blends global retail with local culture, Galeria by TEG spans **6,630 m<sup>2</sup>** and is designed to enhance the Mediterranean lifestyle of the Albanian Riviera.



LA VISTA  
GREEN COAST

## La Vista

The first and only lifestyle center in the Albanian Riviera, La Vista is a unique commercial and leisure destination within Green Coast Resort, blending retail, dining, and entertainment into a modern Mediterranean oasis. Spread over **17,717 m<sup>2</sup>** across two levels, La Vista hosts 20 commercial and service units, offering restaurants, cafés, shops, clubs, and recreation areas. Designed to elevate the resort experience, it also provides 360 parking spaces to accommodate both residents and visitors.

# Hospitality

## Where regional culture meets world-class service

BALFIN Group is transforming the hospitality landscape of the Western Balkans through premium developments and strategic global partnerships. By combining international standards with local authenticity, the Group is raising the bar in high-end tourism and destination branding across Albania's most attractive coastal areas.

Through flagship projects such as Green Coast Hotel – MGallery Collection and the upcoming Marriott Hotel in Vlora, BALFIN Group is delivering exceptional guest experiences that drive economic development, cultural exchange, and generative tourism. Hospitality is a cornerstone of BALFIN's long-term vision to enhance regional tourism infrastructure, promote region's natural beauty, and create new Mediterranean destinations of global prestige.

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**Two iconic 5-star projects under global brands: MGallery Collection (Accor) and Marriott International.**

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**Over 280 rooms combined between Green Coast Hotel-MGallery Collection and Vlora Marriott Hotel.**

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**Premium beachfront locations: Green Coast beach and Vlora Marina.**

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**First MGallery Hotel in the Ionian Sea and the Western Balkans.**

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**Over 50,000 m<sup>2</sup> of managed hospitality space through Balfin Hospitality.**

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**Strong focus on sustainability: Blue Flag certified beach and eco-friendly hospitality standards.**

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**Expanding destination portfolio: integrated resort, marina, branded residences, dining, and entertainment facilities.**

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## Mariott Hotel – Vlorë

Located within the Vlorë Marina urban development project, the upcoming Marriott Hotel will offer 150 luxurious rooms and bring Marriott International's renowned hospitality standards to Albania's southern coast. The hotel will feature signature dining experiences, personalized concierge services, and state-of-the-art fitness and leisure facilities. Part of a larger mixed-use development with a marina for yachts and branded residences, Marriott Hotel in Vlorë is set to become a new icon of five-star hospitality, supporting the transformation of Vlorë into a premier Mediterranean destination.





GREEN  
COAST  
HOTEL  
MGALLERY  
COLLECTION

## Green Coast Hotel – MGallery Collection

Green Coast Hotel – MGallery Collection, developed by BALFIN Group, represents a transformative milestone in Albania's hospitality industry as the first MGallery hotel in the country. Situated at the edge of the Green Coast promenade, within Albania's only Blue Flag-certified beach, the hotel reflects the renowned standards of Accor Group. Featuring 131 elegantly designed rooms and suites with panoramic views of the Ionian Sea, the hotel offers a range of premium amenities, including a five-star wellness spa and four distinct dining and leisure venues: Mosaic Restaurant, Mente Lobby Bar, Vela Beach Bar, and Bliss by the Pool. A perfect blend of natural beauty, historical significance, and refined hospitality, Green Coast Hotel – MGallery Collection enhances Albania's reputation as a premier Mediterranean destination while setting new standards for sustainable, high-end tourism in the region.





# Logistics

## Connecting markets, delivering growth

BALFIN Group plays a strategic role in advancing regional trade and supply chain infrastructure through its logistics companies: Tirana Logistic Park, Milšped Albania, and Stella Mare. Through modern facilities, integrated services, and strategic geographic positioning, the Group provides comprehensive logistics solutions supporting retail, industrial, and commercial partners. From warehousing and local distribution to international freight forwarding and container shipping, BALFIN Group drives efficiency, reliability, and growth across multiple industries in Albania and the Western Balkans.

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**19,129 m<sup>2</sup> of total storage capacity** across logistics assets.

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**7,662 international cargo transports** handled via land routes in 2024.

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**16,932 international shipments** managed across air, sea, and land in 2024.

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**Strategic hubs** connecting Albania with Kosovo, North Macedonia, Serbia, Europe, USA and beyond.

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**Partnership with global leaders** like Maersk and Milšped Group.

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**Focus on supply chain optimization** through advanced warehouse technology, efficient inventory systems and improved global transit times impacting local port operations.

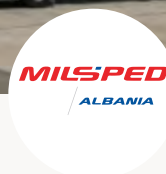
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## Tirana Logistic Park

Tirana Logistic Park (TLP) is one of the Albania's largest and most modern logistics facility, strategically located between Rinas International Airport and the Port of Durrës. Covering 36,000 m<sup>2</sup>, TLP offers warehousing, inventory management, local distribution, freight forwarding, and value-added services such as packaging, processing, and labeling. With seamless access to Albania, Kosovo, and North Macedonia, TLP serves as a vital logistics hub enabling faster, more efficient regional and international trade.



## Milšped Albania

Milšped Albania provides end-to-end logistics solutions, offering warehousing, distribution, customs clearance, e-commerce services, and international transportation by road, air, sea, and rail. A joint venture between BALFIN Group and Milšped Group, Milšped Albania utilizes a robust regional network across the Western Balkans to deliver reliable, integrated supply chain services tailored to the diverse needs of various industries. Milšped partners with global leaders such as Coca-Cola, Philip Morris, Geodis, JC Trans, MSC, DHL, H&M, Rhenus Group, and many more.



## Stella Mare

Stella Mare is the exclusive representative of Maersk Line and Seago Line in Albania, Kosovo, and North Macedonia. Specializing in containerized shipping, Stella Mare provides global transport connections with weekly services through the Port of Durrës. Offering the fastest refrigerated shipping services from South America and customized logistics from Asian and European ports, Stella Mare ensures efficient, reliable maritime logistics for a broad client base.

# Beyond Core Industries

In addition to its core industries, BALFIN Group invests in a diverse range of initiatives that foster innovation, social impact, and sustainable growth.

Through ventures in education, energy, and entertainment, the Group supports the development of future talent, promotes environmental responsibility, and enriches lifestyle experiences. These strategic investments reflect BALFIN Group's commitment to creating long-term value across society and strengthening its role as a catalyst for progress in the Western Balkans.

# Education

Group Industries  
**Beyond Core Industries**

BALFIN Group is deeply committed to enhancing education and shaping the future of learning. As a major shareholder in Tirana Business University, the Group actively supports initiatives that connect academia with industry, fostering innovation and practical learning experiences. By investing in modern educational programs, BALFIN Group ensures that students are equipped with the skills and knowledge needed to thrive in a rapidly changing job market. This dedication to education reflects the Group's broader goal of empowering individuals, promoting sustainable development, and driving long-term success in the communities where it operates.



## Tirana Business University

Tirana Business University (TBU), supported by BALFIN Group, is a leading private academic institution dedicated to developing future professionals in business and technology. By aligning academic programs with industry demands, TBU bridges the gap between education and the job market, nurturing a new generation of skilled leaders poised to drive economic growth and innovation in Albania and the region.

[tbu.edu.al](http://tbu.edu.al)



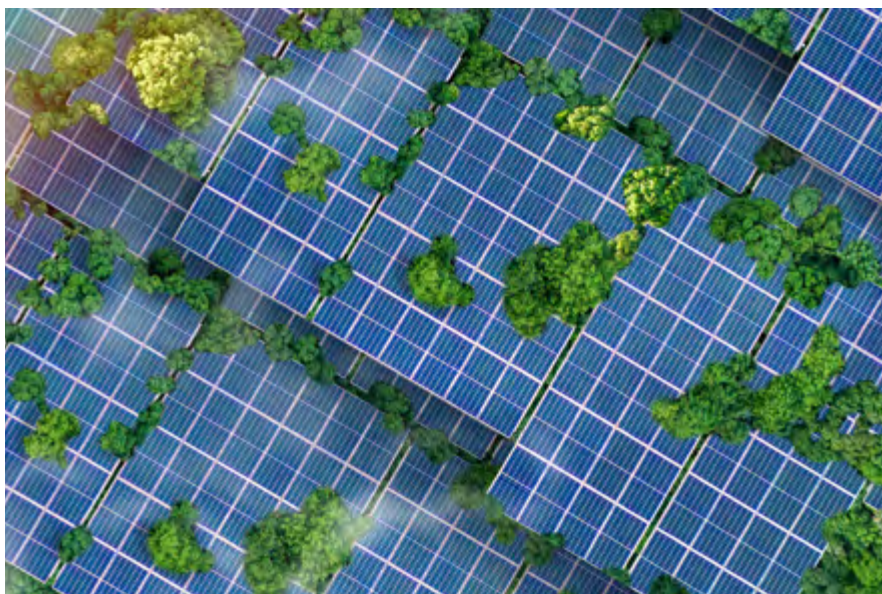
# Energy

Group Industries  
**Beyond Core Industries**

**At BALFIN Group, we are dedicated to transforming the energy landscape through sustainable innovation. Our strategic investments focus on renewable sources, particularly solar and wind power, to reduce environmental impact and support the transition to clean energy.**

By partnering with global leaders in the energy sector, we leverage expertise to deliver efficient, eco-friendly solutions. Our commitment to sustainability not only reinforces our corporate responsibility but also drives long-term value creation for our stakeholders and the communities we serve.

Focused on sustainable development, BALFIN Group develops and promotes clean energy solutions that contribute to environmental responsibility, energy diversification, and long-term economic sustainability across the Western Balkans



## **ACROSS THE WESTERN BALKANS**

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**ENVIRONMENTAL  
RESPONSIBILITY**

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**ENERGY  
DIVERSIFICATION**

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**LONG-TERM  
ECONOMIC  
SUSTAINABILITY**

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# Entertainment

Group Industries  
**Beyond Core Industries**

In early 2025, BALFIN Group expanded into the family entertainment sector with a strategic investment in HyperActive, an innovative indoor hub for technology-driven play. Focused on immersive experiences for all ages, HyperActive blends cutting-edge entertainment with a commitment to community engagement. This investment reflects BALFIN's vision to enhance leisure opportunities, foster economic growth, and set new benchmarks for modern, tech-based entertainment.



## HyperActive

## HyperActive

HyperActive in Kosovo, now one of BALFIN Group's projects, embodies an innovative approach to family entertainment. Featuring attractions like go-karts, laser tag, AR bowling, escape rooms, soft play zones, and interactive games, it offers immersive experiences for all age groups. With plans to expand to Albania, North Macedonia, Austria, and Germany, and €34 million earmarked for the Balkans alone, BALFIN is setting new standards in the sector. HyperActive goes beyond fun, creating spaces that encourage connection, joy, and shared experiences across generations.

# Our people

## Talent. Growth. Innovation.

At BALFIN Group, people are at the heart of everything we do. Our success is built on the talent, dedication, and innovation of our teams across all industries and countries where we operate. We believe that investing in our people means investing in our future, which is why we are deeply committed to attracting, developing, and retaining top talent.

Through continuous learning opportunities, leadership development programs, and a culture of collaboration, BALFIN Group empowers employees to grow both professionally and personally. Operating across a wide range of industries, BALFIN Group offers a diverse array of career paths and ensures that all employees have access to leadership development, training programs, and career advancement opportunities.

Diversity, inclusion, and meritocracy are the cornerstones of our human capital strategy, ensuring that all individuals have the opportunity to contribute and succeed. By fostering an environment of trust, innovation, and shared success, BALFIN Group is shaping the leaders of tomorrow and building a resilient, future-ready organization.



# Human Resources Key Figures

**6 in 10**

employees are women  
promoting gender balance

**7 in 10**

top leadership positions  
are held by women, reinforcing a  
commitment to diversity and inclusion

**2,676** employees  
trained  
during 2024**21** average training  
hours per employee  
annually**21** different  
nationalities

Over  
**5,500** employees  
across 11 countries



Approximately  
**450** employees  
promoted each year

# Professional Development

Our People

At BALFIN Group, professional development is a core priority. With a presence across diverse industries — from retail and real estate to logistics, finance, energy, and hospitality — the Group offers employees unique opportunities to grow their careers across multiple sectors, geographies, and specializations. This broad industry portfolio creates dynamic pathways for learning, development, and advancement at every career stage.

We invest continuously in our people's growth through targeted programs such as the **BALFIN Training Academy** and the **Talent Pool** initiative, ensuring that high-performing, devoted employees have the tools and support they need to reach their full potential.



## BALFIN Training Academy

The BALFIN Training Academy plays a central role in the Group's human capital development strategy. It offers customized training programs aligned with employees' professional needs and future ambitions. Every year, the Academy delivers over **4,000 hours of training and coaching** to more than **670 participants**, led by internal experts, renowned professors, and international trainers. The focus is on building critical skills and competencies, preparing employees to meet today's challenges and tomorrow's opportunities.



## Talent Pool Program

The Talent Pool is BALFIN Group's leadership development program, designed to identify, nurture, and prepare the next generation of top managers and executives. Through progressive training, mentoring, and exposure to cross-industry experiences, selected talents are equipped with the professional and leadership skills needed to advance into senior roles across the Group's wide range of industries.

## Fostering Innovation, Collaboration, and Community

At BALFIN Group, empowering human capital goes beyond professional development, it is about creating an environment where innovation thrives, connections are built, and collaboration is celebrated. Through strategic initiatives such as the Balfin Innovation Summit, the Balfin Volley Championship, and the Balfin Professional Forums, the Group strengthens its internal culture, inspires creativity, encourages teamwork, and supports ongoing learning. These activities are essential pillars of BALFIN's commitment to investing in its people, building a vibrant workplace community, and driving sustainable business success.

## Our People

**Balfin Innovation Summit**

The Balfin Innovation Summit is BALFIN Group's premier annual platform for nurturing creativity and rewarding innovative thinking. Employees from across the Group's companies present new ideas to enhance business models, improve processes, design customer experiences, and drive sustainable development. The Summit fosters a culture of innovation, encouraging proactive strategies and market trend-setting across all industries where BALFIN operates.

**Balfin Professional Forums**

BALFIN Group's Professional Forums reflect its philosophy of fostering a culture of continuous learning, cross-sector collaboration, and knowledge-sharing across industries. These strategic gatherings bring together executives, managers, and external experts to exchange insights, explore new trends, and align business strategies with international best practices.

Key examples of this philosophy in action include the **Balfin Retail Forum**, which unites leaders from the Group's retail companies to address market dynamics and drive innovation, and the **Balfin Real Estate Forum**, which gathers real estate professionals to discuss achievements and global trends.

**Balfin Volley Championship**

For over 13 years, the Balfin Volley Championship has been a key tradition within the Group, promoting camaraderie, team spirit, and well-being among employees. Teams from across BALFIN companies compete in a friendly and spirited environment, strengthening inter-company relationships and encouraging a healthy, active lifestyle. The Championship highlights the Group's commitment to building strong bonds beyond the workplace and fostering a vibrant internal community.



At BALFIN Group, being an employer of choice means offering more than just jobs, it means building careers, creating opportunities, and fostering a supportive environment where people thrive. Employees choose BALFIN Group companies for our competitive working conditions, attractive benefits, and commitment to professional development. Our diversified industry portfolio provides unique career paths, allowing talents to grow within one company, move across industries, or even expand their careers internationally.

With a corporate culture based on collaboration, meritocracy, and shared success, BALFIN Group empowers employees to build meaningful careers while contributing to innovative projects that shape industries and communities.



# MANE FOUNDATION

## Connecting hearts, impacting communities

Founded in 2023 to mark the 30th anniversary of BALFIN Group, Mane Foundation has rapidly become a driving force for positive change in the region. Inspired by the vision of founder Samir Mane, the Foundation focuses on key areas such as education, youth development, poverty alleviation, and environmental sustainability. In its first year, Mane Foundation has implemented a series of impactful projects, often in collaboration with BALFIN Group companies, international organizations, local institutions, and universities. These initiatives have strengthened the education system, renovated institutions supporting children and vulnerable groups, made art and culture more accessible, and fostered greater environmental awareness.

[manefoundation.org](http://manefoundation.org)



### Year 2024 in numbers



**800,000 Euro**  
were allocated to social projects



**42,000 beneficiaries**  
from social projects implemented in 5 countries



**43 projects**  
were implemented in the region



**8 long-term partnerships**  
with organizations and universities

## Core pillars of Mane Foundation's:



### Education

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



### 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.



### Art and Culture

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



### Environment

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



### 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.

**Tirana Bank** has been a key supporter of the National Entrepreneurship Festival for three consecutive years, partnering with Junior Achievement Albania and other organizations to empower youth through financial education.

The edition of 2024 engaged over 2,100 students from all over the country, who created their companies, with a notable 74% led by girls. Tirana Bank's involvement in the festival went beyond mere participation, as it served on the jury and awarded top prizes, including a chance for the winning "Eco Empathy" company to represent Albania at the European competition in Italy.

**Jumbo Montenegro** is deeply committed to enhancing the well-being and joy of children through various initiatives. They renovated the Đina Vrbica Kindergarten, creating a new playground that offers 500 children a safer, more enjoyable environment. Additionally, Jumbo Montenegro supported the construction of a sensory park in Banja Luka to help children with malignant diseases, fostering emotional healing through sensory play.

# B4Students

**B4Students** initiative represents a clear focus on the development and empowerment of students in the fields of entrepreneurship and innovation. By incorporating projects such as Here2Empower, Business Challenge Competition, Business Ideas Contest, and Social Clubs, B4Students has established an important platform for the youth of Albania.



**Here2Empower:** This initiative brings together experts from BALFIN Group to offer training sessions and open discussions at various universities. The focus is on key topics such as property management, digital transformation, job applications, interviews, and business plan writing.

**Business Challenge Competition** and **Business Idea Contests** underscore B4Students' dedication to empowering students by equipping them with the knowledge and skills necessary for their future success in the job market and entrepreneurship.

**Internships and Employment** is a component of B4Students that creates the opportunity for students to compete and be involved in well-structured professional internships at BALFIN Group companies. It has attracted students from universities in the country and abroad, giving them the chance to work alongside some of the region's top managers.

**Social Clubs** are open calls to students from universities in Albania to submit projects that have a positive impact on their own community. Each year, initiatives on topics of interest to students have been financially supported and advised for their implementation.

[b4students.com](http://b4students.com)

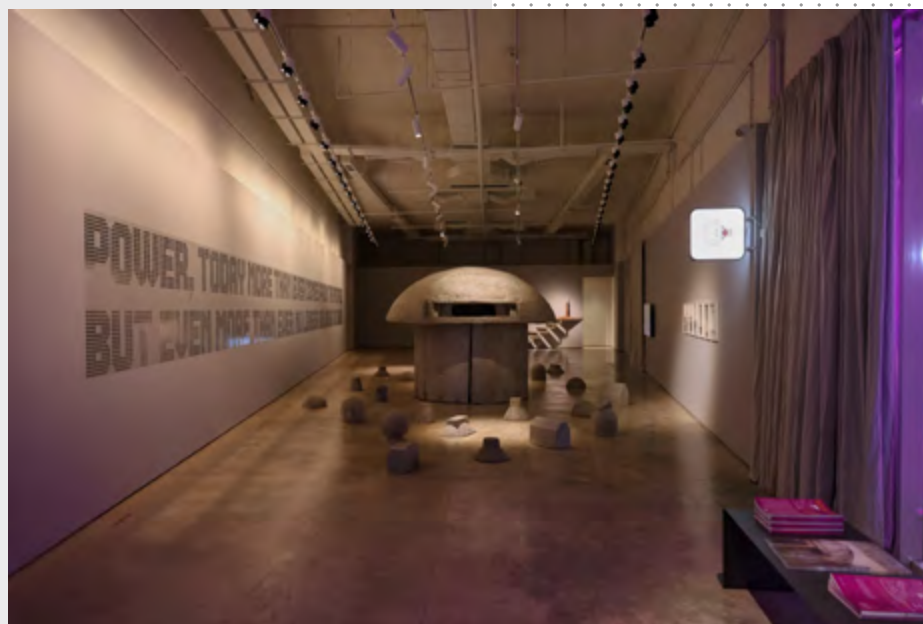




# The Gallery of Contemporary Art Tirana – GOCAT

The Gallery of Contemporary Art Tirana, a remarkable initiative by Mane Foundation, serves as a free space for artists and art enthusiasts alike, enriching the cultural landscape of Tirana.

The gallery is a gift from Mane Foundation to all artists and art lovers, adding to other major projects that benefit the community. Culture belongs to society in the same way that business does and Samir Mane, the founder of the Foundation, believes that art should establish an active dialogue with business.



# Financial Highlights 2024

## Transparency: A Core Value in Action

At BALFIN Group, **Accountability** is one of our foremost values, a principle we uphold toward our business partners, customers, employees, and the communities where we operate. We believe that transparency is not only an ethical responsibility but also a strategic advantage that sets us apart in the region.

BALFIN Group publishes consolidated financial data annually, with reports made publicly available both electronically and in print. Through active engagement channels, including social media, electronic communication, and public inquiries, we maintain an open dialogue with all stakeholders, addressing requests, suggestions, and expressions of interest regarding our activities.

Internally, our employees stay informed and engaged through the Group's intranet, mobile applications, and regular interactive sessions with senior management, fostering a culture of openness and dialogue.

By embedding transparency across every level of our organization, BALFIN Group strengthens trust, encourages feedback, and reaffirms our commitment to ethical, responsible, and sustainable growth.

Download the latest  
Annual Report of  
BALFIN Group here.



## Key financial Figures

Total Group Assets	2.6 billion EUR
Capex Expenditures for 2024	90 million EUR
Unconsolidated Gross Revenue	1 billion EUR
Total Tax Contribution	88 million EUR
Total Equity	729 million EUR

# Key Achievements of 2024

The year 2024 marked a significant period of growth and consolidation for BALFIN Group, despite global macroeconomic challenges and geopolitical tensions. The Group achieved its highest levels of activity and profitability in its 30-year history, driven by strong performance across all core sectors.

Total assets grew by 30%, reaching €2.6 billion, while turnover increased by 13%. Net profit rose substantially by 28%, closing at €113 million. Group capex expenditures totaled 90 million EUR, reinforcing our commitment to sustainable growth and innovation.

In 2024, BALFIN Group strengthened its presence in the Asset Management industry, particularly in the United States, and continued to diversify its Real Estate portfolio in Austria and the Albanian market. Real estate revenues increased by 11%, while our asset management division expanded, resulting in a 28% revenue increase.

The retail sector delivered robust results, opening 24 new stores across the region and contributing to 16% revenue growth. Our 230+ stores now welcome over 80,000 customers daily, reinforcing our position as a trusted retail leader in the region.

Tirana Bank recorded a standout year, closing with €1.6 billion in assets and a 30% increase in revenue, securing an even stronger position within the financial sector. Looking ahead, BALFIN Group remains committed to driving innovation, expanding its footprint, and creating lasting value for our customers, employees, partners, communities, and all those we serve.

## Assets and Revenue by Industry (in '000 EUR)

2024	Assets by industry (in '000EUR)	Revenue by industry (in '000EUR)
Real Estate	768,755 €	217,630 €
Retail	231,251 €	547,765 €
Services	3,899 €	8,354 €
Banking	1,628,915 €	83,713 €
Mining & Energy	77 €	- €
Other	454,168 €	7,834 €
<b>Total</b>	<b>3,087,065 €</b>	<b>865,296 €</b>



# What's Coming Next

## Expanding to New Horizons

**BALFIN Group's journey of growth continues with bold new investments, strategic innovation, and a future-oriented vision across multiple sectors and countries.**

### Real Estate Development

The Group is accelerating its international real estate investments, with a particular focus on new development projects in Austria, Germany, Italy, Switzerland, Greece and the United States, bringing innovation, sustainability, and excellence to key global markets.

### Retail Expansion

BALFIN Group is strengthening its leadership in the retail sector by expanding Neptun network and introducing two renowned international brands, Kiabi and Flying Tiger Copenhagen, across the Western Balkans. In addition, the Group plans to launch the first Jumbo store in Moldova, further extending its regional presence.

### Shopping Mall Innovation

BALFIN Group is redefining the shopping mall experience by expanding the range of services and introducing new concepts. The focus will be on creating integrated destinations where shopping meets entertainment and lifestyle, with pioneering initiatives such as HyperActive — a dynamic entertainment concept designed to enhance customer experience and engagement.

### Banking Transformation

In the banking sector, BALFIN Group is committed to transforming services and maintaining Tirana Bank's position as the fastest service provider in the market.

Investments in digital solutions, online services, and cutting-edge tools are at the forefront of this transformation, ensuring a seamless, innovative, and customer-centric banking experience.

### Fintech Innovation with haPPy

Through haPPy, BALFIN Group is expanding its role in financial technology, offering digital wallet services, Buy Now Pay Later (BNPL), payment processing, and account management tools. As one of the most advanced fintech platforms in Albania, Happy is shaping the future of digital financial services by delivering fast, secure, and accessible solutions to both individuals and businesses.

### Hospitality and Tourism Development

BALFIN Group is investing in one of the largest hospitality and tourism developments along the Adriatic and Mediterranean coasts, creating premium destinations that redefine high-end tourism. Collaborations with leading global players in the hotel and hospitality industry, including the upcoming Green Coast Hotel under the MGallery Collection by Accor, will set new standards of excellence in the region.

With a visionary approach, strategic partnerships, and a commitment to sustainable innovation, BALFIN Group is expanding to new horizons — building the future of business, communities, and lifestyles across regions.

**BALFIN Group is more than an investor, we are a partner in progress, dedicated to building a prosperous and sustainable future for all stakeholders.**

With a strong foundation in the Western Balkans and a presence spanning two continents — North America and Europe — BALFIN Group combines international standards, local expertise, and a deep commitment to sustainability to create long-term value. As the region moves closer to its European future, BALFIN is uniquely positioned to lead this transition, already applying EU standards across its operations in Austria, Switzerland, and beyond.

We are the trusted partner of choice for international companies seeking to enter the Western Balkans, offering local insight, operational excellence, and a stable, well-governed business environment. With over 30 years of experience, a diversified portfolio, and robust financial strength, BALFIN Group consistently delivers results with transparency, resilience, and a long-term perspective.

From retail and real estate to tourism, banking and fintech, energy, asset management, logistics and entertainment, we invest in industries that fuel economic growth, drive innovation, and deliver shared value. Through our companies and through Mane Foundation, we empower people and communities, support inclusive development, and align our impact with global ESG and sustainable development goals, SDG.

As the region integrates more deeply with global markets, BALFIN Group remains agile, future-focused, and ready to shape the next chapter — as a catalyst for innovation, prosperity, and international collaboration.

## SUSTAINABLE DEVELOPMENT GOALS





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