



The Chamber of Façon of Albania

Ideas for today and tomorrow



Produce and wear Albanian

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The Chamber of Façon of Albania



Agenda

- ❖ General Information for Albania
- ❖ A Brief Description of the Façon Industry in Albania
- ❖ Possible trends of Façon Industry
- ❖ The challenges of development of the Façon industry
- ❖ The key points of the challenge
- ❖ Pilot Industrial Zone and Support for Façon Industry
- ❖ Support for Façon Industry
- ❖ Support from Albanian Investment Development Agency (AIDA)
- ❖ EURATEX – Future vision for Textile Industry in Europe

Main achievements of CFA

The Challenges for the future years





General Information for Albania

- Albania is a South-Eastern European Country located on the South of the Balkan Peninsula
- Proximity with Italy (sea border), Kosovo, Montenegro, Macedonia, Greece (land border)
- 60 miles distance with Italy, EU market
- Enjoys a typical Mediterranean climate, friendly & open minded people
- Population: 4.250.000
- Very young average age of population: 32
- Well-users of European language such as English, Italian, German, Spanish etc





A brief description of Façon Industry in Albania

- Total active population: 1.750.000
- Corporate Tax: 10% - flat rate
- T/C employment: up to 70.000
- No. of employees in T/C industry: approx. 9.000 annually
- No. of total T/C companies: 315
- No. of C.F.A members: 118
- Main Export countries: Italy, Greece, Germany

T/C Turnover (GDP) (Million EURO): 479

Main specializations:

Jeans production, Work wear & Uniform, Classic Men's, Shirts, Classic Men's Trousers, Wo



Possible trends of Façon Industry

- **Classic Facon**
- **Closed cycle of the production** (cut, make, trimming) – Co-operator in the market
- **Full package** – Hybrid producers
- **Albanian commercial brand** (Own collection – brand name) – Registered mark





Challenges of development of Façon Industry

- We have to reach to coordinate **an integrated offer “Made In Albania”** of production, design, modeling.
- The study of the opportunity of the designing and achieving in Tirana of a **Pilot Industrial Zone for textile industry**, for manufacturing and exporting





Key points of the challenges

- Identification of the demands and needs of the manufacturing and exporting businesses.
 - Conception and implementation of a successful model together with other auxiliary services.
 - Development of an integrated service package for the businesses that will be placed in this area.
 - Further, application to possess the statute of The Free Economic Zone for this industrial zone.
 - Compiling of the necessary legislation to maximize the benefits of the businesses, public institutions and community.
 - Defining of the potential advantages and opportunities that present this zone for the development of the industrial park of confection.
- Identifying of the possible financial resources and the actual analysis of the chances to profit from these resources.





Pilot Industrial Zone

- Location where will be set up has to be correct and well studied where the product can be low cost shipped to EU countries.
- It is being required a meaningful study of the feasibility to determine not only the geographic of these areas but also the advantages that this zone assures for the around communities
- This feasibility study will be followed by an other study for the possible environmental impact and the measures that will be proposed to prevent or attenuate them.
- It should be necessary for some changes in the Albanian Law for Free Industrial Zones
- This major project for the Façon Industry, should be accompanied with supporting projects from the Albanian Government





Support for Façon Industry

- Financial incentives for the Albanian manufacturing and exporting industry.
- Vocational education with orientation to textile, garment and foot industry.
- It's time to establish a special sector of garment and foot industry within A.I.D.A
- The City Commercial Centre for the products of the Albanian companies in order to promote their own products.



Support from Albanian Investment Development Agency of (AIDA)

- Facilitation and the support from direct investments in The Republic of Albania through identification and promotion of the opportunities for investments
 - Raising of the competitive ability of the SME-s enabling renovation and improvement of products and services and the technology
 - Incentives and help for exports of goods and services through offering the supporting services and giving the financial assistance for the exporting companies and promotion of the exports.
 - Preparing studies on market and business climate in the country.
 - Offering information about business conditions and the opportunity to invest and export.
 - Establishing contacts with governmental or local institutions and national or foreign businesses
- Preparing detailed studies about different sectors of the economy.
- Enabling contacts and communication with potential partners.





EURATEX - Future vision for Textile Industry in Europe

« DO BETTER »

More sustainable, resource efficient and responsible production processes

« DO MORE »

Innovation will open tremendous growth opportunities for textile-based industrial consumer goods

- **INNOVATION/GROWTH**

Setting-up of a Business Innovation Center :

Encourage technology modernisation & investments

Favour development of clusters (regional/product) to attract investment and boost growth

- **EDUCATION**

Vocational Center

Training and skills preservation programs





Main Achievements from our Lobbying campaigns

1. We have achieved to avoid custom taxes for the materials used by our sector in the production of orders from abroad.
2. A VAT free sector in regard to the import of machinery for the facon sector.
3. Reform of the employment referential comparative system in relations to labor wages for the industry.



The Challenges for future years

- Project for a National Study and Development Strategy for the Façon Industry.
- Project for an Investment & Incentives for the Façon Industry.
- Project for Feasibility Study for Investment Pilot Zone in Tirana
- Development of an Integrated Offer of 10 Albanian Companies for European Retailers.
- Technology Modernization Plan for 30 Companies.
- Development of Business Innovation Center for Export Industry.





Welcome in Albania

The Chamber of Façon of Albania (C.F.A)

Your professional partner in Albania!

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