



REPUBLIC OF ALBANIA

Istanbul, Turkey

November 2, 2015



REPUBLIC OF ALBANIA



REPUBLIC OF ALBANIA
**MINISTRY OF ECONOMIC
DEVELOPMENT, TOURISM,
TRADE AND ENTREPRENEURSHIP**

**MINISTRY OF ECONOMIC DEVELOPMENT,
TOURISM, TRADE AND ENTREPRENEURSHIP**



CONCESSION TREATMENT AGENCY



Introduction

- **Opportunities and Potentials of the Albania**
- **Legal Framework and PPP Unit in Albania**
- **Completed Projects in Albania**
- **Ongoing and Future Prospective in PPP Projects**
- **Simple guide of the PPP Project**
- **Albania as you wish!**



Opportunities and Potentials of the Albania

- Rich on Natural Resources

Oil, Gas, Water, Coal, Iron ore. (water)

- A new Tourism destination

rich on historical and natural places

- Agriculture.

Albania produces significant amounts of wheat, olives, citrus, corn, tobacco, figs (13th largest producer in the world) and sour cherries.



Opportunities and Potentials of the Albania

- A new course of action with the political change of 2013 election the new government has approach a positive trend for the entrepreneurs.
Results: Albania gained +40 places in Doing Business 2015 (World Bank Group)
- A huge campaign against informality in business is having positive effect in Competitiveness and Rule of Law



Legal Framework and PPP Unit in Albania

Legal Framework

- Histori

- 1991 – First bill for private entrepreneurship
- 1993 – Petroleum Law
- 1993 – Tourism law
- 1994 – Mining Law
- 1995 – Concessions Law
- 1998 – (concession considered as a privatization)
- 2000 – Free zones
- 2006 – Concessions Law
- 2007 – Economic zones
- 2013 – Concessions and PPP Law



Legal Framework and PPP Unit in Albania

Legal Framework

- Law 125/2013, “On Concessions and Public Private Partnerships”
- Decision of the Council of Ministers 575/2013 “On approval of rules for evaluation and concession / public private partnership”

The latest amendments on the PPP Law have facilitate and shorten the time procedure for awarding a PPP Contract.

A state commission shall take the project from the idea to the contract awarding by cutting the long procedures and achieving a fast results on the PPP Projects.



Legal Framework and PPP Unit in Albania

PPP Unit

- **Concession Treatment Agency (A T R A K O)**
- In 2007, the Albanian government established ATRAKO, a governmental agency responsible for the promotion of concessions in Albania in a transparent manner and with due respect for a uniform and professional approach to concession projects by all contracting authorities.
- ATRAKO assists and advises contracting authorities in:
- the consideration and evaluation of offers for concession projects, both solicited and unsolicited bids, particularly in relation to their profitability and feasibility;
- the drafting of the request for offers, pre-bidding documents and other acts related to the
- bid (including concession contracts);
- the evaluation of the offers;
- the selection of the best offer;
- the negotiations and the signing of concession agreements.



Legal Framework and PPP Unit in Albania

PPP Unit

- For more than 8 years ATRAKO (PPP Unit) has developed an experienced staff for fulfilling its obligations and promoting the best way to success for the future PPP projects.
- Together with the new Law, a new appraisal has been needed for the ATRAKO staff
 - Drafting the feasibility study
 - Monitoring Concessions and PPP Contracts
 - Creating and maintaining a PPP Projects database



Completed Projects in Albania

- Energy

over 83 Concessions contract on Small and Medium Hydropower Plants

No	Project name	Power	Project Value (USD)	Status
1	Ashta HPP	49.2 MW	163,000,000.00	Operating
2	Devolli HPP	319 M W	1,084,000,000.00	Operating
3	Shushice HPP	43.8 MW	79,752,500.00	Negotiating
4	Qukes HPP	65.5 MW	52,075,775.00	Operating
5	Vuke 1,2 HPP	52.8 MW	93,352,500.00	Negotiating



Ongoing and Future Prospective in PPP Projects

- Infrastructure

A considerable number of projects have been approach on Ministry of Transport and Infrastructure,

Such as , Ports, Roads, Railways and related services to them.

Financing most of the projects remain the main issue for implementation.



Ongoing and Future Prospective in PPP Projects

- **Environment**

A few projects have already started under the PPP Law, such as Waste, Water, Planting.. etc

The environment strategy made by policymakers promote using of the PPP models for the waste contracts.



Ongoing and Future Prospective in PPP Projects

- Health

For the first time we are applying PPP models in Health Care Projects. There are few projects that are being approach by the Ministry of Health.

IFC has been chosen to provide the necessary expertise in this field



Ongoing and Future Prospective in PPP Projects

- **Economic Development**

A few days ago has been close the tender procedures for Economic Development and Technological Area. A 99 years projects of developing of Durrës (the second biggest city in Albania)

Other Areas are on due diligence or feasibility study steps



Simple guide of the PPP Project

Proposal

Contracting Authority

PPP Commission

Feasibility Study

Ministry of Finance

Tender Procedures

Winning Bidder

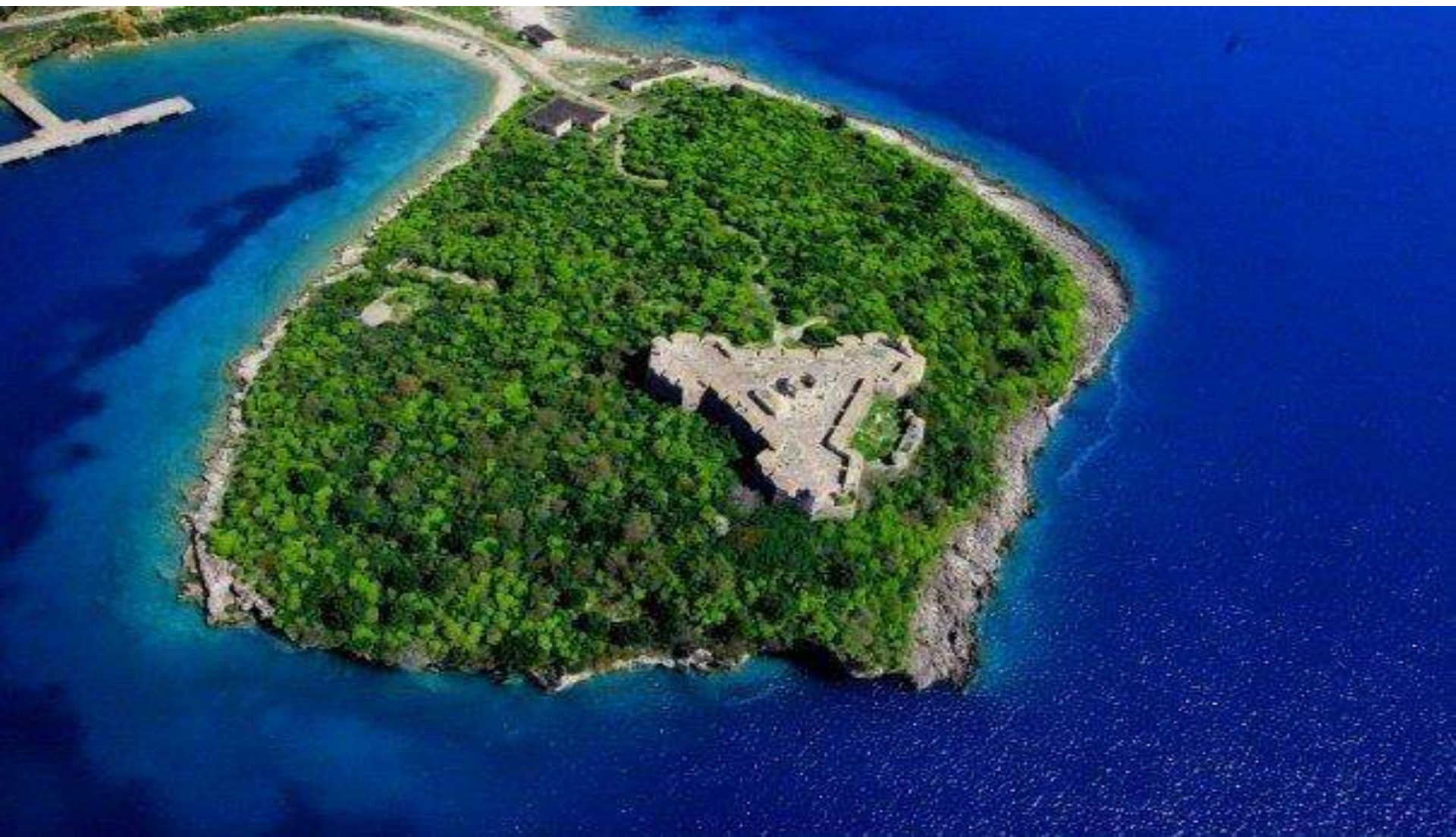
Contract Negotiation

Monitoring and Evaluating



REPUBLIC OF ALBANIA
MINISTRY OF ECONOMIC
DEVELOPMENT, TOURISM,
TRADE AND ENTREPRENEURSHIP

Albania.....





THANK YOU

Erjon MURATAJ

Expert

Evaluation Department PPP

CONCESSION TREATMENT AGENCY

