

# ALBANIA



**Size:** 28,748 km<sup>2</sup>

**Population:** 2.79 million

**Currency:** Albanian lek (ALL)

**Real GDP growth:** 3.8% (2017), 4.07% (2018),  
2.17% (2019), -3.48% (2020), 8.52% (2021),  
3.01% (2023f)

**GDP per capita (EUR):** 6,460

Source: Raiffeisen RESEARCH, as of February, 2023

## **Raiffeisen Bank Sh. a.**

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## **International Desk**

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# Raiffeisen in Albania

**Balance sheet total:** € 2,507 million

**Market position of Raiffeisen Bank:** No. 2 by loans

**Number of employees:** 1,275

(as of December 2022)

Raiffeisen Bank purchased the former state-owned Albanian Savings Bank in 2004 and transformed it into a universal bank serving all sectors of the corporate and private individual markets. Today, Raiffeisen Bank Sh.a. is one of the strongest and most trusted brands in the country. At the end of 2022, it ranked third in terms of total assets, deposits and loans with market shares of 15.2, 15.8 and 17.3 percent, respectively.

Raiffeisen Bank has one of the widest local branch networks with 74 outlets and attends to more than 480,000 customers. It offers the full range of banking products and services to private individuals, micro, small and corporate businesses as well as affluent customers. Raiffeisen Bank is a leader in innovation amongst local banks, continually introducing new products and services.

Subsidiary Raiffeisen Leasing Sh.a. maintained its position as number one in 2022. Its focus is on corporate customers, but it also services small and micro enterprises as well as individual clients. Market leader Raiffeisen Invest Sh.a. manages both investment and voluntary pension funds, mainly for individual customers. Raiffeisen Bank Sh.a. was recognized by EMEA Finance Magazine as "Best Foreign Bank in Albania" in 2021.

**Shareholder structure:**

Raiffeisen Bank International: 100%

## Product and service range

**Payments/Account Services**

- Current Accounts
- (Domestic and International) Payments
- Electronic Banking
- Card Processing (Debit/Credit Cards)
- Card Acquiring
- Payroll

**Financing**

- Overdrafts
- Working Capital Finance
- Term Loans
- Project Finance
- Real Estate Finance

**Leasing**

- Movables

**Financing and Management of Receivables**

- Factoring

**Export Finance**

- Documentary Business (L/Gs, L/Cs, Documentary Collections)

**Investment Banking**

- Loan Syndications

**Capital Markets/Treasury**

- FX (spot, forward)
- Money Market

**Asset Management**

- Deposits
- Funds (Bonds, Equity, Multi Asset, ...)