

## German-Kosovar Economic Forum 2024

### Final Report

#### 1. EXECUTIVE SUMMARY

**The 2nd German-Kosovar Economic Forum, held on October 2-3, 2024,** organized by the German-Kosovar Business Association (KDWW-OEGJK) and the German Eastern Business Association (OA), took place in Pristina, attracting an impressive turnout of over 650 participants on the first day and a total of 706 attendees<sup>2</sup>, including 130 representatives from German companies. This diverse audience comprised business leaders, policymakers, and industry experts from both Germany and Kosovo. Notable participants included representatives from the Federal Ministry of Economy and Climate Action, the German Eastern Business Association, the German Association of Chambers (DIHK), Germany Trade and Invest (GTAI), the German Supply Chain Association (BME), the German Chamber Abroad from North Macedonia, the Bavarian Business Association (vbw), and a business delegation from North Rhine-Westphalia representing the Association Ost-West.

This significant increase in attendance compared to the inaugural forum underscores the growing interest and commitment to strengthening economic ties between the two countries.

Building on the momentum of the first forum in 2022, which resulted in a €20 million investment in the manufacturing sector, the 2024 forum aimed to further enhance economic relations and attract more German investments to Kosovo.

**Key speakers on the first day of the Forum included** German Ambassador Jörn Rohde, Kosovo's Deputy Prime Minister Besnik Bislimi, Manuel Sarrazin, Germany's Special Representative for the Western Balkans and Peter Beyer, member of the German Bundestag. Kosovo's Prime Minister Albin Kurti sent a video message to the participants of the Forum. Industry leaders from Allianz Group, BASF, CELONIS, Giesecke & Devrient, ProCredit Bank Germany the German Supply Chain Association (BME), German Economic Team (part of Berlin Economics), and the Energy Community Secretariat shared insights alongside representatives from key international institutions such as the EU Office, International Finance Corporation (IFC), the European Bank for Reconstruction and Development (EBRD), ProCredit Bank Kosovo and Kosovo Credit Guarantee Fund.

The full speaker line up and their bios can be found here: [Digital Brochure](#)

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<sup>2</sup> A total of 836 badges have been printed, with 616 of them personalized and distributed. Additionally, a separate list of 90 VIP guests from political circles, institutions, and partner organizations was invited and granted entry without the need for registration. Volunteers, supporting staff and media is not included in this statistic.

Beyond the main sessions, participants engaged in three parallel programs: Tech Solutions, Energy Solutions and Industry Solutions, as well as networking events, masterclasses, business breakfasts, and company visits, fostering connections and exploring collaboration.

#### ADDITIONAL VALUE

##### " THE FOREIGN INVESTORS LEGAL GUIDE" IN GERMAN LANGUAGE

To bring additional value to the event, the German-Kosovar Business Association together with the German Foundation Konrad-Adenauer-Stiftung (KAS) supported the publication of "The Foreign Investors Legal Guide" in German language. Forum Attendees could meet the authors and get their own copy of the guide during the Forum.

Celebrating 25 years of economic cooperation and 10 years of the Berlin Process, the forum emphasized Kosovo's rise as a key player in the region, reinforcing the importance of continued German investment to drive future growth. Discussions focused on how to adapt to global economic challenges and positioned Kosovo as an attractive destination for foreign investment, with German companies particularly interested in exploring opportunities for nearshoring.

**650+**

PARTICIPANTS  
ON THE FIRST DAY

**49**

SPEAKERS  
ON THE FIRST DAY

**3**

PARALLEL PROGRAMS  
WITH 14 SESSIONS

**16**

PARTNERS AND SPONSORS

**706**

ATTENDEES  
(IN TOTAL)

**58**

SPEAKERS  
(IN TOTAL)

**130**

GERMAN PARTICIPANTS  
(IN TOTAL)

**1**

PODCAST: HOW TO INVEST  
IN THE ENERGY SECTOR

**2**

MASTERCLASSES  
44 ATTENDEES (IN TOTAL)

**3**

BUSINESS BREAKFASTS  
36 PARTICIPANTS  
(IN TOTAL)

**5**

COMPANY VISITS  
39 PARTICIPANTS  
(IN TOTAL)

**1**

BOOK PUBLICATION  
LEGAL GUIDE FOR FOREIGN  
INVESTORS

## 2. INTRODUCTION

### a. Background and Context

The German - Kosovar Economic Forum was initiated to foster stronger economic ties between Germany and Kosovo, recognizing the mutual benefits of enhanced cooperation. Launched in 2022, with the initiative of the German - Kosovar Business Association (KD WV-OEGJK), the forum served as a platform to strengthen the growing business relations between the two countries, promoting trade, investment, and technological exchange. This year marked the second edition of the forum, reflecting the ongoing commitment of both nations to deepening their partnership.

Germany is the biggest foreign direct investor, one of Kosovo's most significant trading partners, and the country with the largest Kosovar community living abroad (542 000 Kosovars live in Germany). The German-Kosovar Economic Forum was designed to reinforce this bond by creating new channels for collaboration and mutual growth. As Kosovo continues to integrate into the European, global and regional markets, strategic alliances with major economic powers like Germany remain crucial. This forum aimed to capitalize on these opportunities by bringing together business leaders, policymakers, and industry experts to explore potential avenues for economic cooperation.

### b. Themes

The 2<sup>nd</sup> German - Kosovar Economic Forum focused on three key areas of collaboration: **Tech Solutions**, **Energy Solutions**, and **Industry Solutions**. Each theme was chosen for its strategic importance in advancing both countries' economic goals and addressing pressing global challenges.

- **Tech Solutions:** The forum highlighted innovations in digitalization, IT, and Business Process Outsourcing, as well as Fintech, exploring how both Kosovo and Germany could leverage technology to enhance productivity, streamline operations, and foster entrepreneurship. It also gave a crucial importance to cybersecurity.
- **Energy Solutions:** With global attention on sustainable energy, this theme emphasized the importance of green technologies and renewable energy sources. It addressed Kosovo's energy needs while exploring German expertise and potential investments in renewable energy projects.
- **Industry Solutions:** This theme focused on manufacturing and industrial advancements, examining how German businesses could collaborate to modernize traditional industries, improve production processes, and expand market reach. It also showcased success stories in Nearshoring.

The forum presented unique opportunities for businesses to learn about trends, and business opportunities in Kosovo, in order to initiate market expansion and cross-border collaborations, creating synergies that could lead to sustained economic growth.

### 3. EVENT HIGHLIGHTS (DAY 1)

#### a. Tech Solutions Program

The Keynote Speech of this program: Securing the future: innovations and challenges in cyber defense, by Drinor Selmanaj (Sentry) emphasized the growing importance of cyber defense in everyday life. It highlighted how our reliance on technology, like banking apps and smart devices, makes us vulnerable to cyberattacks. The speech discussed various threats, including injection attacks, broken access control, and cryptographic failures, while stressing the need to secure both data and daily routines. Additionally, advanced cybersecurity methods like penetration testing and red teaming were covered, showing how they simulate real-world attacks to assess system vulnerabilities. The overall message stressed the need for innovative solutions to protect against evolving cyber threats.

Following the keynote, a panel discussion moderated by Hana Qerimi (StarLabs) analyzed the topic “From Compliance to Reality: Enhancing Cybersecurity.” The panelists included renowned cybersecurity experts Dr. Leila Taghizadeh, Head of Global Affairs from Allianz Group, Dr. Michael Tagscherer, CTO of G+D Giesecke+Devrient, Pleurat Halili (NOVUS), and Hekuran Doli (cybee.ai). This panel discussed how to bridge the gap between regulatory compliance and practical cybersecurity measures, offering insights on strengthening defenses against cyber threats.

The German speakers highlighted the need for adaptable security practices that exceed compliance, the integration of advanced technologies like AI, and the importance of collaboration between technology providers and regulators. The Kosovar business representatives shared their experiences in working for international clients in cybersecurity and cyber defense. The conversation also emphasized building trust with international clients and adopting proactive security measures, reinforcing the view of cybersecurity as a strategic investment for future success.

In the afternoon, the program featured one-on-one interviews moderated by Nora Hasani (KDWW-OEGJK). Under the topic “From Process Optimization to Customer Experience: Driving Business Success in Kosovo,” these interviews explored how international businesses chose Kosovo as an investment location in order to leverage technology and talent to enhance customer experience and optimize processes.

The interviewees included Bardh Lohaj (CELONIS, German Decacorn based in Munich), Kristian Kabashi (NUMARISCS, Swiss Fintech based in Zürich), Taulant Papuqi (CONCENTRIX, German BPO based in Nürnberg) and Paul Schmieder (BOREK SOLUTIONS, German ICT company based in Braunschweig), who shared their unique success stories and strategies for effective operations within their respective sectors. They also revealed the reasons why they chose Kosovo, to set up their branches and expand their businesses - encouraging potential investors to recognize the region's compelling advantages for future growth and innovation.

The one-on-one interviews focused on the strategic advantages of Kosovo as a location for business operations. Key points included the significance of local environments in supporting process optimization and global strategies.

## **b. Energy Solutions Program**

The Keynote Speech of his program was held by Artane Rizvanolli, Minister of Economy. In her address, Minister Artane Rizvanolli emphasized the significant role of German-Kosovar collaboration in advancing Kosovo's economic growth and energy transition. She highlighted Germany as a key partner in Kosovo's sustainable development, particularly in the realm of energy. Minister Rizvanolli noted that the presence of over 100 German companies at the forum underscores the mutual commitment to fostering investments that support Kosovo's economic goals and resilience.

Minister Rizvanolli pointed out that the forum represents an essential step forward for Kosovo's economic progress, particularly in sectors crucial for sustainable growth, such as energy, technology, and industry. She called for continued collaboration to drive Kosovo's development sustainably, aligning with the country's ambitions within the Western Balkans region, and informed the audience about the energy strategy as well as the successful solar auction and the upcoming wind auction.

The Energy Solutions Program at the forum gathered industry leaders, policymakers, and experts to discuss sustainable energy solutions and investment opportunities in Kosovo. The discussions focused on renewable energy, energy security, and the green transition, with an emphasis on aligning Kosovo's energy sector with European standards.

Key sessions tackled policy reforms, decarbonization strategies, and innovative approaches to energy efficiency. Notable speakers included the Vice President of BASF, the Founder and CEO of ZILONIS, representatives from the Energy Community Secretariat, as well as experts from the EBRD, TetraTech, and the German Economic Team.

The Forum facilitates discussions among policymakers, business leaders, and industry experts, emphasizing the integration of sustainable practices into economic development strategies. By addressing environmental challenges and highlighting the potential for green investments, the Forum supports Kosovo's transition to a sustainable economy.

### **ADDITIONAL VALUE** **ENERGY SOLUTIONS PODCAST**

Another highlight of the forum was the podcast "How to Invest in the Energy Sector in Kosovo: A Checklist." Hosted by energy expert Rouven Stubbe from the German Economic Team, the session provided a comprehensive overview of the opportunities and challenges for energy investment in Kosovo. Featuring insights from experts at the Millennium Challenge Account Kosovo, ProCredit Bank, and NOTUS Energy, the discussion covered crucial steps for potential investors, key regulatory frameworks, and strategies to navigate Kosovo's evolving energy landscape—offering practical guidance for investments that support the country's sustainable growth.

### c. Industry Solutions Program

The Industry Solutions program at the 2nd German-Kosovar Economic Forum focused on modernizing traditional industries and fostering collaboration between Germany and Kosovo in areas such as industrial adaptation, engineering services, and nearshoring. Key topics included industrial adaptation, nearshoring opportunities, and IT solutions for the industry.

In his keynote speech, Donat Alaj (Ardnovatic), emphasized how Kosovo has rapidly become a dynamic hub for delivering high-quality engineering and architecture services to international institutions, global contractors, and private clients across various sectors, including security, commercial, and residential. He highlighted Kosovo's growing potential, driven by a pool of highly skilled professionals in this field, many of whom have received international education and training. This has enabled them to offer innovative and efficient solutions that meet global standards, making Kosovo a competitive player in the international market for engineering and architectural services.

The panel discussion of this program, moderated by Antje Wandelt (AHK North Macedonia), highlighted Kosovo's potential to integrate into global industrial supply chains while leveraging German expertise and investments. Various speakers like Kushtrim Grainca (MUNDA – German Investment in Kosovo in the Automotive Sector), Mexhid Rexhi (Rexhi GmbH – German investment in Kosovo in manufacturing), and Argjend Kameraj (Horn & Co. Group – German Investment in Kosovo) emphasized the importance of process optimization and cross-border collaborations in driving innovation in the industrial sector, and the reasons why they have invested in Kosovo. Olaf Holzgreffe (German Supply Chain Association) shared insights on German demands and what cutting-edge industrial solutions local companies need to offer in order to export to the German market.

During the one-on-one interviews session moderated by Antje Müller (German Eastern Business Association), experts discussed transformative solutions for modern industry. Speakers such as Noara Bilalli (Solution25), Ismajl Baftijari (Institute of Science and Technology (INSI)), and Shpend Ahmeti (Data4X) shared insights on data digitalization, integrating scientific research with the industry, and the impact of nearshoring on manufacturing and service operations. The role of technology in accelerating business success, especially in data-driven decision-making and operational agility, was also shared by industry experts

#### **ADDITIONAL VALUE**

##### **PROMOTION OF THE INTERNSHIP PROGRAM AT THE FORUM:**

The Zoran Djindjic Internship Program of German Business was highlighted at the German-Kosovar Economic Forum as a key opportunity for young graduates in the Western Balkans. Funded by the German Federal Ministry for Economic Cooperation and Development and managed by the German Eastern Business Association, the program offers internships with leading German companies, equipping participants with essential practical experience. Since 2004, the initiative has facilitated over 1,000 internships, with many German companies that are members of the KDWW hiring from this program for their branches in Kosovo. This not only benefits the interns but also strengthens economic ties between Germany and the Western Balkans, promoting professional development and sustainable growth in the region.

#### 4. MASTER CLASSES – HIGHLIGHTS (DAY 2)

On the second day of the German-Kosovar Economic Forum, two Master Classes provided valuable insights and practical skills for attendees.

**In the first Master Class, "Mastering Mergers and Acquisitions – Strategies for Successful Integration," led by Andrei Krikliwy,** participants delved into the complexities of M&A, focusing on smooth post-deal integration to ensure successful mergers. Key modules covered preparation and valuation, integration strategies, and the benefits of joint ventures in smaller markets. Attendees left equipped with practical insights to navigate M&A deals effectively, enhancing their leadership in future transactions.

**The second Master Class, "Strategic Contract Negotiations," led by Dr. Philipp Wagner,** engaged participants in hands-on exploration of effective negotiation strategies. Modules emphasized clear documentation, protecting interests, and practical skills for negotiating and closing contracts. This session not only enhanced participants' negotiation skills but also fostered a collaborative environment for successful contract discussions.

Both Master Classes received positive feedback for their relevance and practical applicability in addressing current business challenges. Attendees appreciated the networking opportunities that allowed them to connect with peers from various industries, explore partnerships, and share knowledge across sectors like renewable energy, IT solutions, private banking, and architecture.

Master Class 1 (Mastering Mergers & Acquisitions: Strategies for Successful Integration): 16 attendees  
Master Class 2 (Strategic Contract Negotiations): 28 attendees

A total of 44 people attended the masterclasses offered during the second day of the German-Kosovar Economic Forum. 30% of which were C-Level participants.

## 5. BUSINESS BREAKFASTS – HIGHLIGHTS (DAY 2)

On the second day of the German-Kosovar Economic Forum, three engaging options for business breakfasts were offered, allowing German participants and KDWW member companies to access direct information and insights. These sessions not only provided valuable knowledge on critical business topics but also fostered networking opportunities.

**The first breakfast featured Mahir Tutuli, President of the Kosovo Commercial Court**, who discussed the legal framework governing commerce in Kosovo. This session offered participants essential insights into navigating the legal landscape, and information to Commercial Justice.

**The second breakfast included Agron Llugaliu, Director General of Kosovo Customs, and Ilir Murtezaj, Director of the Tax Administration.** They addressed customs regulations and tax policies that impact businesses operating in Kosovo, equipping attendees with crucial information for compliance and operational success.

**Lastly, the Workforce and Labour Law Breakfast brought together experts Antje Müller, Dr. Alban Hashani, Dr. Saxhide Mustafa, and Xhevdet Beqiri** to discuss labor-related issues and best practices for managing human resources in Kosovo. These sessions aimed to deepen participants' understanding of the business environment while facilitating valuable connections among attendees.

Business Breakfast 1 – Commercial Justice: 9 attendees

Business Breakfast 2 – Tax and Customs: 15 attendees

Business Breakfast 3 – Labour Force: 12 attendees

A total of 36 people attended the business breakfasts offered during the second day of the German-Kosovar Economic Forum.



## 6. TESTIMONIALS

We've collected testimonials from social media and emails that show the event's strong impact and how companies benefited. Over 20 testimonials highlight the Forum's valuable content, excellent speakers, and a wide range of networking opportunities that have already sparked future business connections. These responses confirm the Forum's importance in delivering both insights and real opportunities for growth.

**Dr. Leila Taghizadeh, Head of Global Affairs at Allianz Group:** "Exciting developments for Kosovo and the promotion of peace and prosperity in Europe, and particularly in the Balkans. A huge thank you to Nora Hasani and for the invitation to speak at the German-Kosovar Economic Forum. I had the privilege of discussing the critical role of cybersecurity in business expansion and was inspired by the energy and talent of so many young Kosovars. Looking forward to future collaborations and driving progress together! It was a pleasure meeting you and speaking at the conference. There will be some business development and further trips to Pristina."

**Jürgen Schulz, CEO of ELC Schulz GmbH:** "The organisation of the German-Kosovar Economic Forum by German-Kosovar Business Association (OEGJK-KDWW) was perfect. Nora Hasani and their very hard-working team was helpful throughout the days to make new contacts. Many thanks for this!!!"

**Carsten Goehmann, Senior Corporate Customer Relationship Management, ProCredit Bank Deutschland:** „It was a great pleasure to participate in the two-day event in Pristina. Thank you very much to German-Kosovar Business Association (OEGJK-KDWW) for the excellent organization."

**Dr. Jan-Peter Olters, former Head of the World Bank Office in Kosovo:** "Many thanks to the German-Kosovar Business Association (OEGJK-KDWW) for organising this insightful discussion with General Directors Agron Llugaliu and Ilir Murtezaj, who have been generous in providing institutional context to encouraging macroeconomic developments comprising solid growth, low tax rates, and increasing budgetary revenues through their risk-based focus on modern approaches to tax administration. With thanks to Nora Hasani and her great team at the German-Kosovar Business Association (OEGJK-KDWW) for inviting me to the 2nd German-Kosovar Economic Forum, it has been a wonderful occasion and real pleasure to be back in Kosovo -- catching up with friends and colleagues, and meeting truly interesting, engaged and committed conference participants on the sidelines of this fantastic event."

**Volker Leinweber, CEO of the Bavarian Business Association VBW:** "Dear Nora, it was a great pleasure to be in Kosovo and to join your excellent organized conference; thank you very much for all!"

**Drinor Selmanaj, Founder and CTO of Sentry:** "I was privileged to deliver a keynote address at the German-Kosovar Economic Forum, where we discussed the latest advancements and pressing challenges in cyber defense. From AI-enabled threats to redefining defense strategies, we explored how cybersecurity impacts our organizations and our daily lives. A big thank you to all the participants for the engaging discussions and to the German-Kosovar Business Association (OEGJK-KDWW) team for a top-notch forum."

**Donat Alaj, CEO Ardnovatic:** "It was a privilege to share insights on "From Concept to Construction: Kosovo's Innovative Approach to Engineering", organized by German-Kosovar Business Association (OEGJK-KDWW). I'm proud to see how engineering advancements in Kosovo are being recognized on such a platform, and I believe this is just the beginning. Grateful for the opportunity to connect with industry

leaders and explore innovative solutions that will shape the future of our industry. Special thanks to Nora Hasani and her amazing team from #KDWW for their dedication and effort in making this event a success!”

**Zoran Djindjic Internship Programme of German Business:** “We’re thrilled to have been part of the vibrant two-day German-Kosovo Economic Forum in Prishtina that kicked off on October 2nd! With a focus on economic integration, strengthening bilateral cooperation and investment opportunities in Kosovo, the event was a huge success. A special highlight was the Business Breakfast on Workforce and Labour Law, which offered valuable insights. The impactful masterclasses that followed covered global contract negotiations, supply chain markets, and practical business tips. The appropriate education and integration of young and senior professionals has been regarded as one of the key aspects to address the necessary adaption of the business world to the geopolitical obstacles. We are very happy that we could provide various solutions with our Internship Programme of German Business. Thanks to the German-Kosovar Business Association (OEGJK-KDWW), Ost-Ausschuss der Deutschen Wirtschaft, all our partners, and all the attendees for making this event a success!

**Ben Saraci, Baker McKenzie:** “Thank you for the invitation to the economic forum last week - it was a pleasure meeting you, and many congratulations again on a great event. I have since heard back from a number of the local business owners and professionals in Kosovo, and also the business leaders from the various international and German companies that came to visit, and they have all consistently said the event was a real success - with which I agree. We were all impressed with the opportunities and the development in Kosovo, and the exciting future potential in Kosovo!”

**Anja Quiring, Director for SEE at German Eastern Business Association:** „Dear Nora Hasani many thanks for all the efforts. It’s truly a pleasure to be partner of the German-Kosovar Business Association (OEGJK-KDWW) in organizing this great event”

#### **NOTABLE SPECIAL SIDE EVENTS FOR GERMAN PARTICIPANTS by invitation only**

- 1.10.2024 (prior to the start) Briefing with the German Ambassador Jörn Rohde and KDWW-OEGJK.
- 1.10.2024 (after the briefing) Dinner with the Deputy Prime Minister of Kosovo, Besnik Bislimi, Minister of Finance, Hekuran Murati and Minister of Economy, Artane Rizvanolli. Selected group of potential investors as well as representatives from KDWW-OEGJK, the Federal Ministry of Economy and Climate Action, German Eastern Business Association, German Association of German Chambers (DIHK), Germany Trade and Invest (GTAI) as well as the German Supply Chain Association (BME).
- 1.10.2024 potential German investors participated in a tailored program, which included visits to potential suppliers. More company visits followed on the 3<sup>rd</sup> of October, during the joint company visits.
- 2.10.2024 two Deputy Mayors of Pristina hosted a reception for the German guests, after the first day of the Forum. The Capital City presented Private Public Partnership and Investment Opportunities to the investors.
- 30 VIP guests from the Forum were invited to celebrate the Day of German Unity on the 3<sup>rd</sup> of October.

## 7. KEY OUTCOMES AND TAKEAWAYS

### IMMEDIATE RESULTS

1. **Trade Barrier Removal:** An immediate and significant result of the 2nd German-Kosovar Economic Forum was Kosovo's decision to lift the security measure that acted as an import ban on products from Serbia. This decision, discussed during the forum in the context of the Berlin Process and CEFTA, demonstrates Kosovo's commitment to enhancing regional cooperation and easing trade challenges for international and German companies previously affected by these restrictions. The keynote speaker, Manuel Sarrazin, and panel experts emphasized the importance of this move for regional stability and trade.
2. **German Investment Plans:** Two potential German investments were initiated, one in the energy sector and another in metal processing. These planned investments reflect the immediate interest generated by the forum and highlight Kosovo's attractiveness as a destination for foreign direct investment.
3. **Interest in the Innovation and Training Park:** Several German companies expressed interest in joining the Innovation and Training Park in Prizren, positioning it as a hub for future innovation, skill development, and business growth.

### POTENTIAL OUTCOMES

**New Business Partnerships:** The forum laid the groundwork for potential strategic partnerships between German and Kosovar companies, especially in sectors like technology, energy, and manufacturing. These collaborations could result in joint ventures and long-term projects that drive innovation and growth.

**Increased Foreign Direct Investment (FDI):** The forum is expected to attract further German investments in energy, infrastructure, and digital transformation, boosting Kosovo's economy and offering German companies cost-effective business opportunities.

**Supply Chain Expansion:** German companies' visits to potential Kosovar suppliers may lead to long-term procurement agreements, integrating Kosovar suppliers into European supply chains and enhancing trade flow between the two countries.

**Knowledge Transfer and Capacity Building:** The exchange of expertise in areas like engineering, architecture, and technology will strengthen the capabilities of Kosovar companies, enhancing their competitiveness in the international market.

**Networking and Market Expansion:** The networking opportunities provided at the forum could open doors for Kosovar firms to enter the German and European markets, while German companies could explore new opportunities in the Western Balkans.

**Strengthened Energy and Tech Sectors:** Discussions held in the Energy and Tech Solutions programs may lead to future collaborations in renewable energy, energy efficiency, and digital transformation, fostering sustainable development in Kosovo.

**Improved Economic Ties and Bilateral Relations:** The forum bolstered economic ties between Germany and Kosovo, setting the stage for stronger bilateral trade relations, increased exports, and ongoing collaboration.

**Access to Talented Workforce:** German companies now have access to Kosovo's young, tech-savvy workforce, particularly in engineering, IT, and architecture, allowing them to outsource high-quality services at competitive rates.

**Enhanced Global Image of Kosovo:** By showcasing its capabilities, Kosovo has improved its reputation as a reliable and competitive partner for international business. This enhanced image will likely attract further global attention and investment, positioning Kosovo as a rising player in global markets.

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#### **FOLLOW UP AND NEXT STEPS:**

**Partner Organization Engagement:** Leverage the connections made at the Forum by encouraging partner organizations and German associations to report on the event and publish articles in their newsletters and on their websites. This will help increase visibility and awareness, reaching a broader audience interested in Kosovo's economic developments.

**Planned Trips to Germany:** Organize trips for KDWW members and selected companies to Germany to explore potential partnerships, investment opportunities with German Business Associations. This direct engagement can help solidify relationships and open doors for collaboration.

**Facilitate Investments:** Actively pursue two potential investments in the manufacturing and energy sectors identified during the Forum. This could involve coordinating meetings with key stakeholders and providing the necessary support to navigate regulatory requirements.

**Promote Upcoming Wind Energy Auction:** Inform Kosovo's upcoming auction in wind energy. This will attract German companies interested in renewable energy investments and demonstrate Kosovo's commitment to sustainable practices.

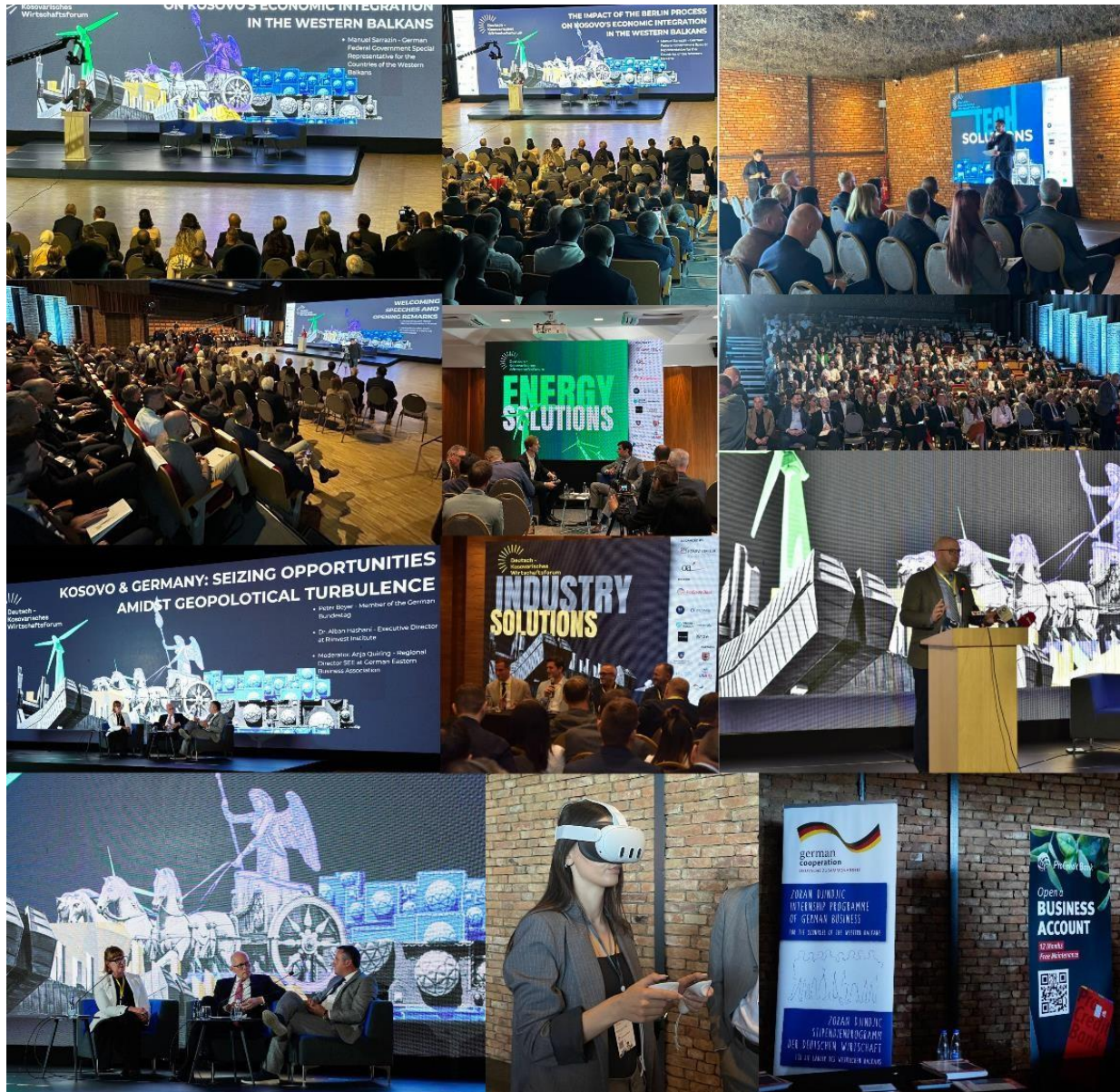
**B2B Meetings:** Facilitate B2B meetings between Kosovar companies and German businesses that made initial contacts during the Forum. This can help nurture leads into concrete partnerships, fostering collaboration in various sectors.

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**The recent event held by the KDWW at the Chamber of Commerce in Göppingen, Stuttgart, in April 2024, successfully attracted representatives from two German companies to the German-Kosovar Economic Forum. This reflects the growing interest in Kosovo's economic landscape and the potential for strengthening business ties between the two regions. Such outcomes highlight the effectiveness of KDWW's initiatives in promoting collaboration and networking opportunities.**



## GERMAN-KOSOVAR ECONOMIC FORUM IN PICTURES





## GERMAN-KOSOVAR ECONOMIC FORUM IN PICTURES



## **MEDIA COVERAGE AND SOCIAL MEDIA HIGHLIGHTS**

- Forumi i Dytë Ekonomik Gjermano-Kosovar do të mbahet në fillim të tetorit në Prishtinë

<https://buletinieekonomik.com/2024/08/forumi-i-dyte-ekonomik-gjermano-kosovar-do-te-mbahet-ne-fillim-te-tetorit-ne-prishtine/>

- Ambasadori gjerman do të hapë Forumin e Dytë Ekonomik Gjermano-Kosovar, në Prishtinë

<https://indeksonline.net/ambasadori-gjerman-do-te-hape-forumin-e-dyte-ekonomik-gjermano-kosovar-ne-prishtine/>

- Forumin e Dytë Ekonomik Gjermani-Kosovë nis sot në Prishtinë, të pranishëm Kurti, Bislimi, Sarrazi, Rohde dhe Beyer, ja çfarë përfitohet

<https://dosja.al/bota/forumin-e-dyte-ekonomik-gjermani-kosove-nis-sot-ne-prishtine-te-pranishem-k-i394905>

- Sarrazin sot në Prishtinë – pritët të flasë për Procesin e Berlinit, Forumi hapet nga Rohde dhe Bislimi

<https://sinjali.com/sarrazin-sot-ne-prishtine-pritet-te-flase-per-procesin-e-berlinit-forumi-hapet-nga-rohde-dhe-bislimi/>

- *Sarrazin: Gjermania ekonomisht e politik ndër partnerët kryesor të Kosovë, ende s'ka 'lajme të reja' për Procesin e Berlinit*

<https://gazetametro.net/sarrazin-gjermania-ekonomisht-e-politik-nder-partneret-kryesor-te-kosove-ende-ska-lajme-te-reja-per-procesin-e-berlinit/>

- Forumi Ekonomik Gjermano-Kosovar do të mbledh rreth 300 pjesëmarrës nga biznesi e politika në Prishtinë

<https://albanianpost.com/forumi-ekonomik-gjermano-kosovar-do-te-mbledh-rreth-300-pjesemarrres-nga-biznesi-e-politika-ne-prishtine/>

- Rohde: Forumi Ekonomik Gjermano-Kosovar, mundësi shumë e mirë për të dyja vendet

<https://www.arbresh.info/lajmet/4rohde-forumi-ekonomik-gjermano-kosovar-mundesi-shume-e-mire-per-te-dyja-vendet/~>

- Sarrazin sot në Prishtinë – pritët të flasë për Procesin e Berlinit, Forumi hapet nga Rohde dhe Bislimi

<https://atvlive.tv/sarrazin-sot-ne-prishtine-pritet-te-flase-per-procesin-e-berlinit-forumi-hapet-nga-rohde-dhe-bislimi/>

Sarrazin në Kosovë, merr pjesë në Forumin Ekonomik Gjermano-Kosovar

<https://www.mesazhi.com/sarrazin-ne-kosove-merr-pjese-ne-forumin-ekonomik-gjermano-kosovar/>

- Sarrazin sërish në Kosovë në fillim të tetorit, merr pjesë në Forumin e dytë Ekonomik Gjermano-Kosovar

<https://gazetablic.com/sarrazin-serish-ne-kosove-ne-fillim-te-tetorit-merr-pjese-ne-forumin-e-dyte-ekonomik-gjermano-kosovarsarrazin-serish-ne-kosove-ne-fillim-te-tetorit/>

- Sarrazini sot në Kosovë, merr pjesë në Forumin Ekonomik Gjermano-Kosovar

<https://gazetaenigma.com/sarrazini-sot-ne-kosove-merr-pjese-ne-forumin-ekonomik-gjermano-kosovar/>

- Emisari Manuel Sarrazin sot në Prishtinë flet për Procesin e Berlinit, Forumi hapet nga Rohde e Bislimi

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#### **Media coverage during and after the forum:**

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- [Zëvendëskryeministri Bislimi mori pjesë në Forumin e Dytë Ekonomik Gjermano-Kosovar](#)

<https://kryeministri.rks-gov.net/en/blog/zevendeskryeministri-bislimi-mori-pjese-ne-forumin-e-dyte-ekonomik-gjermano-kosovar-2/>

- Kosovë: Mbahet Forumi Ekonomik Gjermano-Kosovar

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- Forumin e Dytë Ekonomik Gjermani-Kosovë nis sot në Prishtinë, të pranishëm Kurti, Bislimi, Sarrazi, Rohde dhe Beyer, ja çfarë përfitohet

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<https://kryeministri.rks-gov.net/blog/zevendeskryeministri-bislimi-mori-pjese-ne-forumin-e-dyte-ekonomik-gjermano-kosovar/>

- Sarrazin: Gjermania ekonomikisht e politikisht ndër partnerët kryesor të Kosovës

<https://rajoni.org/sarrazin-gjermania-ekonomikisht-e-politikisht-nder-partneret-kryesor-te-kosoves/>

<https://www.youtube.com/watch?v=oLTf2V-NeTs>

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## **SOCIAL MEDIA BUZZ:**

**Artane Rizvanolli, Minister of Economy of the Republic of Kosovo** - Drejtues te rreth 100 kompanive gjermane po marrin pjese ne Forumin Ekonomik Germano-Kosovar per te forcuar bashkëpunimin dhe promovuar investime të reja. Gjermania është një bashkëpunetore kyçe dhe shume e rendësishme ne tranzicionin energjetik të Kosoves, duke kontribuar ne zhvillimin e qendrueshem te vendit. Ky forum eshte nje hap i rendesishem per zhvillimin ekonomik të Kosoves dhe perfshin fushat e energjise, teknologjise dhe industrise, te cilat jane te rendesishme per rritjen ekonomike. Le te vazhdojme te punojme se bashku per nje Kosove me te zhvilluar, ne menyre te qëndrueshme!

*Faleminderit Oda Ekonomike Gjermano-Kosovare!*

**Energy Community Secretariat** - Today, Adam Cwetsch, our Head of the European Green Deal Unit is representing the Energy Community Secretariat at the German-Kosovar Economic Forum 2024 during the Energy Solutions Program session: "Sustainable Pathways: Advancing the Green Agenda in the Western Balkans"

*The European Green Deal has been a driving force in reshaping energy policies across the Western Balkans, including Kosovo. As the Energy Community's Contracting Parties need to progress with implementing key reforms like market integration and decarbonisation, the challenge lies in leveraging these efforts with the urgent need for investments needed for green and just transition.*

*With the Carbon Border Adjustment Mechanism (CBAM) approaching, the Energy Community is actively working to ensure that our members are ready to meet the challenges ahead. Whether it's pricing carbon emissions or finding pathways to a just transition, the region is on the brink of significant transformation.*

*The Energy Community Secretariat remains fully committed to supporting the Western Balkans in achieving a sustainable, green future.*

**ProCredit Bank Deutschland** - The first week of October was all about German-Kosovar business: Organised by German-Kosovar Business Association (OEGJK-KDWW), the German Kosovar Economic Forum 2024 in Pristina was attended by about 500 business representatives from Germany and Kosovo. ProCredit Bank Kosovo supported the conference and representatives from ProCredit Bank Kosova Kosovo, ProCredit Bank Deutschland Bank Germany and ProCredit Holding AG contributed to the encouraging outcome of the two-day conference. On the first day, Eriola Bibolli (Management Board Member of ProCredit Holding AG) joined the panel discussion on the impact of the Berlin Process on Kosovo's Economic Integration in the Western Balkans and therefore the European Union. Visar Pacarada (Management Board Member of ProCredit Kosovo) participated in the "Access to Finance" panel discussion in the afternoon.

*On the second day, a visit to the Innovation & Training Park (ITP) in Prizren was arranged as well as visits to local companies in Pristina that have clients in Western Europe. The visits made it possible to have first-hand discussions regarding the current opportunities and challenges in German-Kosovar cross-border business.*



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