



# **ANNUAL REPORT**

## 2024



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*Through these initiatives and partnerships, we have worked to create a more transparent and sustainable business environment in Kosovo.*

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## 1. Foreword by the Executive Director of KD WV, Ms. Nora Hasani

As you read through this report, I want to take a moment to thank our team, board members, and cluster members whose dedication and vision have driven KD WV's remarkable achievements this year. Together, we have made significant progress in shaping Kosovo's economic landscape and building a stronger, more impactful partnership with Germany.

One of the biggest highlights of 2024 was the 2nd German-Kosovar Economic Forum. With over 700 participants, a main program, and three parallel sessions, this event marked a significant step in fostering stronger business ties, providing a platform for exchanges between German and Kosovar businesses, highlighting Kosovo's growing role as a business partner in the region.

This year, we organized 40 events, further solidifying our position as a key player in facilitating strategic investments and cross-border collaborations. Our delegation trips to Germany were especially meaningful, including a successful event in Göppingen and the N4CEB delegation trip to Berlin, where we connected with important partners and opened new opportunities for partnerships between Kosovo and Germany.

In 2024, we focused on supporting businesses directly, assisting 37 companies with market entry strategies, and supported 4 Kosovar businesses in expanding to Germany. Through the Senior Expert Service (SES), we facilitated knowledge transfer, assigning 9 experts and managing 33 active requests.

This year brought many important milestones for KDWW, including providing 42 consulting services to members and non-members, leading up to KDWW registering for Value Added Tax (VAT).

In 2024, we focused on advocacy as well, holding 145 meetings and sending 17 letters to stakeholders to advocate for policies that improve Kosovo's business environment. We also launched Fintech Kosovo, a major step in diversifying the economy and supporting the fintech sector. Our publications, including the "Legal Guide to Investing in Kosovo," "Challenges of Accessing the Labour Market for Middle-Aged Women in Kosovo," and the "Market Analysis for Renewable Energy in Kosovo (Zielmarktanalyse)" provided valuable insights for investors and decision-makers.

Through these initiatives and partnerships, we have worked to create a more transparent and sustainable business environment in Kosovo.

This year's achievements are a testament to the dedication and teamwork within KDWW. I'm incredibly proud of what we've accomplished together and grateful for the opportunity to contribute to our shared mission, supported by valuable partnerships along the way!

With best regards,

**Nora Hasani**



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*The cooperation between the German Embassy and KDWW remains essential, and I am confident it will lead to even greater success in the years ahead.*

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2.

## Foreword by the German Ambassador to Kosovo, Mr. Jörn Rohde

Dear Partners of the German-Kosovar Business Association,

It is a pleasure to address you on the occasion of the 2024 Annual Report of the German-Kosovar Business Association (KDWW), marking another year of strong cooperation and progress.

2024 has been a significant year for German-Kosovar relations. The partnership between Germany and Kosovo continues to grow, driving economic development and regional integration. KDWW has played a key role in this process, advocating for its members and strengthening ties between businesses and institutions in both countries.

A defining moment of the year was the German-Kosovar Economic Forum, which brought together business leaders and institutional representatives. The Forum reinforced Kosovo's economic potential and positioned the country as a serious player in both regional and international markets.

At a political level, we also saw the de-blocking of CEFTA and a successful 10<sup>th</sup> anniversary summit of the Berlin Process in October 2024. Germany remains very much engaged in fostering regional integration and enhancing the common regional market.

Throughout the year, four delegation trips to Germany have played a crucial role in expanding economic ties, while KDWW's advisory support has helped over 37 companies navigate opportunities in Kosovo, further deepening trade and investment relations between our two nations.

KDWW has earned a strong recognition both in Germany and Kosovo, and its work continues to positively shape economic and bilateral relations.

I sincerely thank the KDWW team for their dedication and all members for their contributions. I would like to express my gratitude to Nora Hasani who has led KDWW for the past seven years as Managing Director and who contributed greatly to KDWW's excellent reputation, both in Pristina and the wider region as well as in Berlin and Germany.

The cooperation between the German Embassy and KDWW remains essential, and I am confident it will lead to even greater success in the years ahead.

With highest regards,  
**Jörn Rohde**

# 3.

## About the German-Kosovar Business Association (KDWW)

The German-Kosovar Business Association (KDWW) is a membership-driven business association dedicated to fostering stronger bilateral relations and trade exchanges between Germany and Kosovo. Founded in 2012 in Pristina through the initiative of the Embassy of Federal Republic of Germany in Kosovo and 39 German-Kosovar companies, KDWW has grown into a dynamic network representing more than 200 member companies today.

The association actively advises and supports German companies looking to expand or diversify their operations in Kosovo while providing tailored assistance to Kosovar companies engaged in trade and services with Germany.

At the core of its mission, KDWW creates valuable opportunities for business collaboration and networking, serving as a vital link between the German and Kosovar economies. The association plays a significant role in improving the local business landscape, advocating for its members' interests at the governmental level, and ensuring that their priorities and concerns are addressed.

Recognized as a key player in shaping Kosovo's economic policies, KDWW has been a respected voice in the business community for over a decade. Its expertise and input are frequently sought by policymakers and parliamentarians, solidifying its role as a cornerstone of economic cooperation and development between the two countries.



**MISSION:** KDWW advises, supports, and represents German companies in Kosovo that seek to develop or expand their business activities. It also advises, supports, and represents Kosovar companies that trade with Germany, providing valuable support and services and contributing to the economic growth and sustainable development of Kosovo.



**VISION:** The German-Kosovar Business Association (KDWW) is dedicated to strengthening bilateral relations, foreign direct investments, and trade between Germany and Kosovo. KDWW is committed to maintaining and enhancing its unique position as a key player in economic relations between the two countries, promoting a collaborative environment that drives sustainable economic growth and innovation.



## 4. 13th General Assembly of Members 2024

On June 6th, the German-Kosovar Business Association's (KDWW-OEGJK) Member Assembly held its 13th Annual General Meeting.

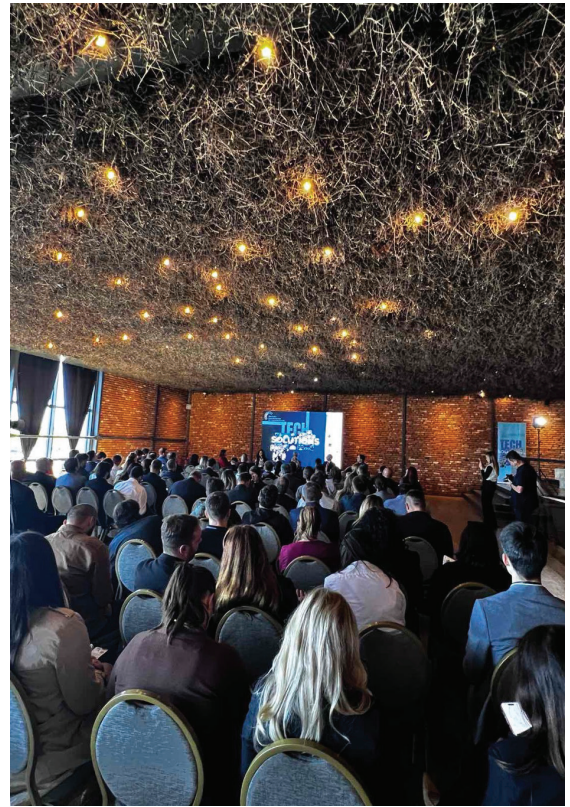
During the General Assembly, the achievements of KDWW in 2023 were showcased, highlighting its influential advocacy role in 16 working groups and public discussions, also over 100 advocacy meetings throughout the year. These efforts resulted in tangible outcomes, with proposals from the six KDWW-clusters being integrated into strategic plans, national legislation, and even state agency decisions.

*In addition to its advocacy efforts, KDWW achieved significant milestones in strengthening German-Kosovar business relations in 2023, including:*



KDWW not only promotes German-Kosovar economic relations but also supports good governance. During the 13<sup>th</sup> General Assembly, KDWW members had the opportunity to sign the Anti-Corruption Code, reinforcing their commitment to ethical business practices.





## 5. Highlight: 2nd German-Kosovar Economic Forum

The 2nd German-Kosovar Economic Forum, organized by KDWW and the German Eastern Business Association (OA), successfully brought together 706 participants, including 130 representatives from German companies. This marked a notable increase from the first edition in 2022, underscoring the growing interest in strengthening economic ties between Germany and Kosovo.

The Forum featured prominent speakers such as German Ambassador Jörn Rohde, Kosovo's Deputy Prime Minister Besnik Bislimi, Germany's Special Representative for the Western Balkans Manuel Sarrazin, and Bundestag member Peter Beyer. Additionally, Kosovo's Prime Minister Albin Kurti addressed attendees via video message. Leading industry figures from Allianz Group, BASF, and CELONIS, along with institutions like EBRD, IFC, and the Energy Community Secretariat, shared insights on investment opportunities and collaboration. Building on the €20 million investments announced during the 2022 forum, the event reinforced the commitment of both Germany and Kosovo to further economic cooperation and integration.

*The Forum focused on three key strategic areas:*

**1. TECH SOLUTIONS:** This theme explored innovations in digitalization, IT, business process outsourcing, fintech, and cybersecurity, emphasizing how both countries can leverage technology to enhance productivity, streamline operations, and foster entrepreneurship.

**2. ENERGY SOLUTIONS:** With the global shift toward sustainable energy, discussions centered on green technologies and renewable energy sources. The forum highlighted Kosovo's energy needs and the potential for German expertise and investments in the country's renewable energy sector. - Powered by N4CEB.

**3. INDUSTRY SOLUTIONS:** Focused on industrial advancements, this theme examined manufacturing modernization and improving production processes. It explored how German businesses can partner with Kosovo to expand market reach and capitalize on successful nearshoring opportunities.

*In addition to the sessions, the second day of the forum offered two Master Classes:*

- **“Mastering Mergers and Acquisitions – Strategies for Successful Integration”**, led by Andrei Krikliwy, focused on post-deal integration, including preparation, valuation, and integration strategies.
- **“Strategic Contract Negotiations”**, led by Dr. Philipp Wagner, provided participants with practical strategies to enhance their negotiation skills and navigate contract discussions effectively.

Both sessions received positive feedback for their relevance and practical application, helping participants address key business challenges. A total of 44 attendees participated in the Master Classes, 30% of whom were C-level executives.

*The second day also featured three business breakfast sessions, offering valuable insights and networking opportunities:*

- **Kosovo's Legal Framework for Commerce**, presented by Mahir Tutuli, President of the Kosovo Commercial Court.
- **Customs and Tax Regulations**, with Agron Llugaliu (Kosovo Customs) and Ilir Murtezaj (Tax Administration) addressing crucial business compliance topics.
- **Workforce and Labour Law**, where experts discussed labor-related issues and best practices for managing human resources in Kosovo.

These sessions not only provided essential knowledge but also facilitated connections among participants, fostering collaboration across sectors such as renewable energy, IT, and private banking.

The Forum served as a key platform for business leaders, policymakers, and industry experts to exchange ideas, identify emerging trends, and create synergies that can drive sustained economic growth and cross-border collaboration between Kosovo and Germany.



# 6.

## Services and German Investments in Kosovo

The German-Kosovar Business Association advises, supports, and represents German companies in Kosovo that seek to develop or expand their business activities. It also supports and advises Kosovar companies that trade with Germany and offer a wide range of goods and services.

### 6.1 Advisory and Consultancy Services for German companies/Potential Investors

- Facilitating company/branch establishment in Kosovo
- Providing customized support in navigating administrative procedures within relevant institutions to meet specific requirements
- Offering advisory services on Joint Ventures
- Assisting in supplier search
- Providing legal advice tailored for the Kosovar market
- Offering tax advice specific to the Kosovar market
- Providing customs information relevant to the Kosovar market
- Offering guidance on obtaining work permits
- Conducting seminars and training sessions on topics related to conducting business in Kosovo
- Marketing and promoting companies
- Facilitating networking opportunities

### 6.2 Advisory and service provision for Kosovar companies

- Facilitation of company or branch establishment in Germany
- Providing advisory services on franchises and joint ventures
- Guidance on engaging experts through the Senior Expert Service (SES)
- Tailored legal, tax, and customs advice for the German market
- Information on trade fairs and events in Germany
- Organization of seminars and training sessions on conducting business in Germany
- Support with ISO standards certification
- Marketing and promotional activities
- Network opportunities to connect with German partners and markets

## 6.3 Key Achievements in 2024

*KDWV's advisory and consultancy efforts in 2024 delivered tangible results:*

- **37 German investors** were guided in entering the Kosovar market
- **4 Kosovar companies** received support in navigating the German market, including assistance with regulatory compliance and strategic planning.
- Delivered **42 paid services** for both members and non-members, addressing their unique business needs.
- Generated **62 new business leads**, creating valuable B2B opportunities for Kosovar and German companies.

Through these efforts, KDWV continues to position Kosovo as an attractive and reliable partner for foreign direct investment, while also enabling Kosovar businesses to successfully establish their presence in Germany.

## 6.4 Service Packages for Investors - Investors Package

Since 2017, KDWV has been a trusted partner for German businesses entering the Kosovo market, offering bespoke investor packages tailored to their needs.

The KDWV investor packages go beyond basic support—they are a one-stop solution for navigating the complexities of market entry. From streamlining business registration and securing ideal real estate to providing legal and tax advice, as well as connecting investors with top local talent, KDWV ensures a seamless transition for German companies looking to succeed in Kosovo's dynamic business environment.

## 6.5 Women Going Digital

The "Women Going Digital" course, implemented by KDWV for Kosovo, empowers women with digital skills, fostering professional growth and inclusion in the digital economy. The course is ongoing, with 91 registered participants currently completing it. It has gained broad appeal across diverse sectors like Industry, Agriculture, and Administration, and has been promoted through academic institutions across Kosovo. Of the 91 participants, 21 have already been certified, equipping them with essential digital skills to enhance their career opportunities and contribute to a more inclusive digital workforce.

# 7.

## Advocacy and Government Relations

The Advocacy and Government Relations Department at KDWV, through its six clusters and three networks, made significant impact in 2024 to strengthen the representation of the German-Kosovar business community.

### 7.1 Advocacy Highlights

#### STRENGTHENING DIALOGUE AND COLLABORATION:

##### **Held 128**

meetings with institutions and working groups, focusing on advocacy and shaping Kosovo's economic agenda.

##### **Signed 4**

Memorandums of Understanding (MoUs) to solidify partnerships and promote common objectives.

#### PROACTIVE ENGAGEMENT WITH INSTITUTIONS:

##### **Submitted 17**

official requests addressing critical business challenges and advocating for improved framework conditions for German investors in Kosovo.

#### ENHANCED VISIBILITY AND COMMUNICATION:

##### **Published 12**

press releases, keeping stakeholders informed on key initiatives and developments.

#### STRUCTURED ADVOCACY EFFORTS:

##### **Organized 11**

cluster meetings and regular gatherings for the Clean Energy Business Network (N4CEB) and Clean Call Alliance (CCA) to discuss sectoral interests and strategies.

### 7.2 Advocacy results

KDWV has proactively contributed with comments on strategic documents, draft laws, and various administrative guidelines. Continuing from previous work, some of the results are reflected in:

- 1. Procedural Facilitation by ARBK as a Result of Our Meeting and Correspondence**
- 2. Contribution on Law on the Administration of Tax Procedures (Law No. 08/L-257) being submitted to the Constitutional Court by Ombudsperson, incorporating the feedback from KDWV and other business representatives.**

**3. Data Privacy Advocacy Regarding Public Official Declarations:** KDWW raised concerns that the Anti-Corruption Agency’s publication of financial disclosures of public officials’ family members may violate GDPR principles by compromising the privacy of individuals who are not public figures, and urged measures to protect sensitive information and prevent its unauthorized dissemination to safeguard fundamental rights.

#### **4. Publication of a Labour Market Study**

As part of our efforts to address workforce challenges, KDWW, in cooperation with the Friedrich Naumann Foundation, published a study on middle-aged women’s access to the labour market in Kosovo, outlining key barriers and recommendations, which have been formally submitted to relevant institutions for action.

5. Following KDWW’s advocacy with Kosovo’s Ministry of Foreign Affairs and the German Embassy in Pristina, Kosovo is now accurately represented on German financial platforms—without association with Serbia—reflecting our commitment to rightful international recognition.

#### **6. Ongoing Advocacy for Kosovo’s Top-Level Domain**

We remain steadfast in our advocacy for Kosovo to be granted a dedicated Top-Level Domain (TLD). While the goal has yet to be realized, our consistent efforts aim to secure this critical digital identifier, which would significantly enhance Kosovo’s global digital presence and align the country with international standards.

Through these initiatives, KDWW continues to demonstrate its unwavering commitment to advancing advocacy efforts that protect our members’ interests, foster legal reforms, and promote a thriving economic landscape in Kosovo.

## **7.3 Clusters**

- Cluster for Vocational Education and Training
- Cluster for Electronic Commerce (E-commerce)
- Cluster for ICT
- Cluster for Renewable Energy
- Cluster for Transport and Logistics
- Cluster for Taxes and Customs

## 7.4 Networks

### 7.4.1 Network for Clean Energy Businesses (N4CEB)

Established by the German-Kosovar Business Association with the support of the Federal Republic of Germany through the German Agency for International Cooperation (GIZ) in Kosovo, the Network of Businesses for Clean Energy in Kosovo (N4CEB) serves as a vital platform for addressing challenges and exploring opportunities in the clean energy sector.

Through regular dialogues, business breakfasts, delegation visit and workshops, N4CEB successfully connected key stakeholders, including government institutions, industry experts, and private businesses, fostering collaboration and addressing sectoral challenges. The network's activities led to valuable policy recommendations, with a special focus on overcoming legal barriers, energy certification, and enhancing business opportunities for its members.

### 7.4.2 The Clean Call Alliance (CCA)

The Clean Call Alliance (CCA) continues to be a vital network of call centers in Kosovo, working to promote the positive impact of the Business Process Outsourcing (BPO) sector. Established in May 2022, the Alliance was initiated through the collaborative efforts of the German Embassy in Pristina, the German-Kosovar Business Association (KDWV), and supported by the German Agency for International Cooperation in Kosovo (GIZ). Currently, CCA boasts six active members: Baruti, Concentrix, Kikxxl & Evrotarget, SPEEEX, Sutherland and Teleperformance.

### Key Activities and Meetings in 2024



In 2024, the Clean Call Alliance (CCA) held two significant meetings addressing key topics for the Business Process Outsourcing (BPO) sector. The discussions focused on legal employment matters, strategies for diversifying the sector, and combating illegal call centers. A joint survey conducted by KDWV and the German Embassy in Pristina, explored fostering the German language in Kosovo among CCA members, producing significant results.

Looking ahead, the CCA remains committed to strengthening Kosovo's position as a competitive BPO destination. Its key objectives include expanding international collaborations, fostering a highly skilled workforce through the VET program, addressing challenges such as illegal call centers, and promoting Kosovo's customer service industry on a global scale. Through these efforts, the CCA aims to drive sustainable growth and innovation within the sector.

### 7.4.3 Fintech Kosovo (FI-KS)

FinTech Kosovo (FI-KS) was founded this year through the collaboration of four trailblazing FinTech companies in Kosovo: Numarics, OneFor, Swinto, and Paysera. With the support of the German-Kosovar Business Association (KDWV-OEGJK), the initiative quickly built a vibrant network of member companies, united in their mission to drive innovation and foster growth in the financial technology sector.

FI-KS was established with the goal of advocating for improved regulation within Kosovo's FinTech sector, striving to create a supportive legal and institutional framework that fosters innovation and enhances competitiveness. Its mission is to bridge the gap between technology and finance, cultivating an environment where financial innovators, technology leaders, and policymakers work together to transform the landscape of financial services

Through this initiative, we are actively working to build a more inclusive, secure, and efficient financial ecosystem. By leveraging technology's potential, FI-KS aims to empower individuals, attract investments, and pave the way for Kosovo to become a regional leader in FinTech innovation.

## 7.5 Engagement with Policy Makers

KDWV has actively contributed to shaping the energy policy landscape through strategic initiatives. A key milestone was the signing of *The Partnership Declaration on Climate and Energy* in Berlin, an event in which KDWV's Executive Director, Nora Hasani, participated. Building on this foundation, a meeting was held with Kosovo's Minister of Economy to discuss the signed agreement in Berlin and advancing energy-related policies. Additionally, a N4CEB Workshop provided a platform for dialogue on critical technical issues, such as grid connectivity, enabling stakeholders to share insights and propose actionable solutions aligned with the principles outlined in the Declaration.

## 7.6 Cooperation with Institutions - Strategic Partnerships and Advocacy

### **KDWV - Office for Strategic Planning, Office of the Prime Minister of Kosovo, GIZ**

Since August 2023, the German-Kosovar Business Association has been cooperating with the Office for Strategic Planning, Office of the Prime Minister of Kosovo, on the initiative 'Private Sector Involvement in Policymaking.' This initiative is part of the project for Administrative Burden Reduction, supported by GIZ in Kosovo, under which several joint events will be organized on this topic.

### **KDWV - Council for Economy and Investment, Office of the Prime Minister of Kosovo, supported by the Independent Secretariat of the Council, funded by the Swiss SECO and managed by GIZ in Kosovo.**

As a member of the Council for Economy and Investment, KDWV supported the Council's Secretariat in 2024 by providing comments and recommendations during joint meetings and participating in Sectoral Forums organized within the Council. This is part of our ongoing Public-Private Dialogue initiative, which aims to influence foreign investments, increase exports, and improve the business environment.

## 7.7 Advocacy Initiatives

### 7.7.1 Advancing Integrity: The German-Kosovar Business Association's Commitment to Anti-Corruption

The German-Kosovar Business Association is an active member of the Anti-Corruption Coalition, a project spearheaded by the Riinvest Institute with support from USAID-KMI. The Coalition represents a collective effort to drive anti-corruption initiatives forward in Kosovo.

With the support of the Association, 34 member companies have taken a vital step towards fostering a transparent and ethical business environment by signing the Anti-Corruption Business Code. Developed in collaboration with business associations and companies across Kosovo, the Code outlines clear standards and practices to combat corruption on the supply side, promoting fairness and legality in business operations.

### 7.7.2 Strategic Partnerships and Agreements

This year, KD WV strengthened its collaborative framework by signing three Memorandums of Understanding on behalf of its network N4CEB, aimed at enhancing cooperation and advancing shared goals in clean energy development.

#### ▪ MoU with Kosovo Energy Efficiency Fund (KEEF):

KD WV, through N4CEB, signed a Memorandum of Understanding with KEEF to strengthen cooperation on energy efficiency and green initiatives. The partnership focuses on fostering innovation in the private sector and promoting efficient information exchange.

#### ▪ MoU with Balkan Green Foundation (BFG):

KD WV, through N4CEB, signed a Memorandum of Understanding with BFG to advance renewable energy, energy efficiency, and sustainable development in Kosovo. Through N4CEB, the collaboration will drive joint initiatives, encourage innovation, and improve information sharing.

#### ▪ MoU with Renewable Energy Associations in the Western Balkans:

KD WV, through N4CEB, signed a Memorandum of Understanding with the Macedonian Association of Renewable Energy Sources, the Association of Renewable Energy Sources from Bosnia and Herzegovina, and the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ). This MoU aims to foster collaboration among the renewable energy associations in the Western Balkans as part of the "Green Agenda: Decarbonization of the Electricity Sector in the Western Balkans" project, supported by the German Federal Ministry for Economic Cooperation and Development (BMZ). The agreement underscores a shared commitment to advancing renewable energy initiatives and enhancing regional cooperation in the energy sector.

# 8. Members

## Testimonials

**MUNDA**  
*(Kushtrim Grainca, Plant  
Manager at Munda)*

We are thrilled to announce that MUNDA has become a proud member of the Kosovo German Economic Association following the successful establishment of our subsidiary,

This milestone marks a significant step in our commitment to fostering strong business connections. We are truly honored to join this esteemed network of like-minded professionals and organizations dedicated to growth and cooperation.

We want to extend our heartfelt gratitude to Nora Hasani and her incredible team of the German-Kosovar Business Association (OEGJK-KDWV) for their unwavering support and guidance since day one. Together, we look forward to creating new opportunities, forging lasting partnerships, and contributing to our collective success.

**Green & Protein**  
*(Ardian Hoxha, Partner)*

Green and Protein Berlin has opened its doors and is ready to offer its services for the first time in Germany. This significant step was made possible thanks to the valuable support and advice from the German-Kosovar Business Association, which helped us successfully navigate the process of expanding into a new market. We are excited about the opportunity we are bringing and look forward to offering our clients a unique experience.

**Hymeri Metals**  
*(Hysni Ymeri, Founder at  
Hymeri Group)*

Thanks to the assistance, professionalism, and expertise of the team at the German-Kosovar Business Association (KDWV), we were able to accomplish five B2B meetings as part of the 10th edition of the purchasing initiative for the Westbalkan countries in Munich, Germany. This significantly expanded our opportunities for new collaborations in the future. Their support was crucial, especially since it was our first time at this event.

On my behalf, I would like to express my sincere appreciation to KDWV for their invaluable support. We highly recommend KDWV to any business looking to expand in the German-Kosovar market.

**Manpower  
Bulgaria OOD -  
Branch in Kosovo**  
(Vjollca Nura - Sales and  
Business Development  
Manager)

**ZILONIS Energy  
Solutions GmbH**  
(Musa Smakaj,  
Managing Partner)

**Hidroing-DK**  
(Eta Morina,  
Managing Director)

**ProCredit Bank  
Kosova**  
(Krenare Zajmi Leti -  
Head of Marketing Unit)

**Jürgen Schulz**  
(CEO, ELC Schulz GmbH)

The business delegation to Göppingen, Germany, organized very professionally by the KDWW team, was valuable for us. As a participant in the Kosovar delegation, I had the opportunity to meet over 40 representatives of German businesses, mainly industrial, and to discuss potential partnerships.

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The full support for market entry from the KDWW team has been crucial for our investment in Kosovo and for penetrating the Kosovar market. KDWW has not only provided professional support but also facilitated the establishment of local contacts.

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I am absolutely amazed by the vision, management's work, and the dedicated staff of KDWW. Being so proactive and in tune with every market move, especially regarding technological advancements, is fascinating.

Moreover, I am extremely proud to see KDWW participate in major international forums and be very active in legislative changes.

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As the only German bank in the country, we at KDWW have found an important partner that has served as a bridge to small and medium-sized businesses in the country as well as to potential investors.

As an active member, ProCredit Bank has significantly benefited from the opportunity to network and collaborate with professionals in the economic and financial fields, which has helped in sharing our knowledge and skills in this area. At the same time, the activities organized by KDWW have always been in line with the bank's strategy and focused on solving real economic problems, providing member businesses with the opportunity to have a strong voice for positive changes and to participate in constructive debates.

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This successful event was perfectly organized. Many thanks to Nora Hasani and the entire team of German-Kosovar Business Association (OEGJK-KDWW). Peppered with informative contributions and personally conducted discussions. And then ended with a big celebration for the Day of German Unity. The German Ambassador Jörn Rode is a very pragmatic friend of Kosovo.

**Jan-Peter Olters**  
*(Managing Director at  
OLTERS GmbH)*

With thanks to Nora Hasani and her great team at the German-Kosovar Business Association (OEGJK-KDWV) 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. As I have been asked so many times: For me personally, it has been truly heartening to see how many of the institutional and investment seeds planted during my time at the World Bank Office in Kosovo have now blossomed and borne fruit. Moreover, the country's focus on modern, effective public institutions in a strong macroeconomic context of solid growth, healthy public finances, and low inflation is impressive and bodes well for what lies ahead.

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**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-KDWV) team for a top-notch forum.

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**Dr. Leila  
Taghizadeh**  
*(Global Head of  
Cyber Risk and CISO  
IberoLatAm 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!



## 9. Senior Expert Service (SES)

### Senior Expert Service (SES)

The Senior Expert Service (SES) is a valuable offering from the German-Kosovar Business Association (KDWW) that supports the growth and development of businesses, institutions, and NGOs in Kosovo.

Available to both members and non-members, SES connects local organizations with experienced professionals from over 40 fields, ready to provide tailored expertise at a minimal cost. SES is part of the Foundation of German Industry for International Cooperation, which has been assisting organizations globally since 1983, with over 60,000 expert missions in 170 countries.

What sets SES apart is its affordability, as the majority of costs are covered by the Federal Ministry for Economic Cooperation and Development (BMZ), making it accessible for organizations across Kosovo who contribute at a lower cost. Whether you are in healthcare, education, technology, finance, or manufacturing, SES experts provide practical solutions to enhance operations, improve product quality, optimize processes, and support international expansion.

Since becoming the  
official representative SES in  
Kosovo in 2014,

**54**

experts have been assigned through  
KDWW on projects with local  
entities.

In 2024, 9 entities benefited from the hands-on expertise provided by SES experts. They supported various sectors in Kosovo, including manufacturing, education, healthcare, and urban development. Their work included improving production processes, providing staff training, and enhancing educational programs. Experts also contributed to projects on energy efficiency, business development, and mobile services.

SES continues to play a key role in helping Kosovo's organizations succeed and grow, while fostering international collaboration and knowledge exchange.

If you're looking for expert guidance to overcome challenges and achieve growth, SES is a great resource for your organization.



# 10.

## Participating in B2B Meetings, Fairs and Conferences of German, Regional and Local Level

In 2024, KDWV continued its commitment to fostering meaningful business connections through participation in high-impact B2B meetings.

### 10.1.1 B2B Meetings within the Framework of BME 10th Purchasing Initiative Western Balkans (11-12 June)

In June, KDWV actively supported its members in participating in 20 focused B2B meetings during the BME Purchasing Initiative in Munich. Organized by the Association for Supply Chain Management (BME) and backed by the Federal Ministry for Economic Affairs and Climate Action, the event provided a platform for Kosovar companies—including **Automatics-KS, Hymeri Metals, Rronifer, and K-AKS**—to connect with German businesses, strengthening ties and fostering collaboration.

The KDWV delegation facilitated meaningful interactions, ensuring that Kosovar companies maximized their opportunities to integrate into German supply chains and build long-term partnerships.

### 10.1.2 B2B Meetings within the Suppliers Balkan Expo - SUBEX 2024 Conference (1st of October)

October 2024 marked a milestone for Kosovo, as it hosted **SUBEX 2024** in Pristina for the first time. The expo facilitated **around 150 B2B meetings**, with Kosovar companies achieving **38 individual appointments** with buyers. Discussions focused on building partnerships in key sectors, such as metalworking, and included a German buyer visiting two Kosovar companies on-site.

Organized with a focus on fostering regional collaboration, the expo provided a platform for meaningful connections between Kosovar businesses and international buyers, particularly in the metalworking sector. As part of the initiative, KDWV also supported the visit of a German buyer to Kosovo, who explored opportunities with two Kosovar metalworking companies.

This event demonstrates KDWV's commitment to driving decarbonization and industrial partnerships in line with global sustainability goals.

### 10.1.3 B2B Meetings within the "Expanding Renewable Energy Infrastructure" Regional Business Trip (4th of December)

On 4th December 2024, following the „Expanding Renewable Energy Infrastructure“ Conference in Skopje, KDWV welcomed a German business delegation to Kosovo as part of a regional business trip focused on renewable energy opportunities. This conference, organized under the patronage of the Federal Ministry for Economic Affairs and Climate Action, brought together stakeholders from North Macedonia, Kosovo, and Albania to present German innovations in renewable energy.

During the Kosovo leg of the trip, B2B meetings with Kosovar companies explored investments in solar and wind energy, energy storage technologies, and smart grid solutions. The Kosovar participants included KDWW member companies **Nexia, Electra KS, Unisolar, Zilonis, Elen, ProCredit Bank Kosovo, Notus, and Optima Energy Consulting**. The German delegation comprised prominent firms and institutions, including Elia Grid International GmbH, Eltec Green Energy GmbH, Fichtner, Sunset Energietechnik, energy & meteo systems, RPT Ruhstrat Power Technology GmbH, and the Fraunhofer Institute for Solar Energy Systems.

Key discussions focused on leveraging German expertise in photovoltaic panels, HVDC systems, and energy efficiency solutions to advance Kosovo's green energy transition. These meetings underscored the shared commitment to developing Kosovo's renewable energy infrastructure, fostering partnerships, and driving sustainable energy solutions in the region. This event highlighted Kosovo's growing role in the regional renewable energy landscape and reaffirmed the importance of cooperation in achieving shared sustainability goals.

## 10.2 Participating in Fairs

In 2024, KDWW supported Kosovar companies at the world's largest industrial trade fair in Hannover, Germany, where Kosovo was represented at the state pavilion. Three member companies—**Kosbit L.L.C, Imbus Peja L.L.C, and Proton Cable L.L.C**—showcased their expertise in the IT and metal processing sectors.

The participation of Kosovo's Prime Minister Albin Kurti and Minister Rozeta Hajdari highlighted the strategic significance of this event in promoting Kosovar industries internationally. Their visit to the Kosovar exhibitors highlighted the potential of these industries and emphasized Kosovo's commitment to fostering international business partnerships.

Through participation in such high-profile events, KDWW continues to support its members in expanding their global reach and strengthening Kosovo's industrial reputation.

## 10.3 Participating in Conferences:

### 1. 7-8 FEBRUARY:

#### 'Shaping the Future Agenda of Administrative Burden Reduction in the Western Balkans' Conference

The two-day conference on reducing administrative burdens in the Western Balkans focused on enhancing accessibility and quality through strategic reforms. The discussions highlighted the importance of a shared vision and commitment to putting user needs at the forefront, contributing to economic growth and citizen satisfaction. This conference, the first of its kind in Kosovo and its neighboring countries, emphasized stakeholder engagement in shaping regional reforms. It was organized within a co-funded EU and German project, implemented by GIZ in partnership with the Kosovo Government and the OECD SIGMA Programme.

## 2. 19-20 MARCH:

### **Berlin Energy Transition Dialogue 2024**

On 19-20 March, KDWV attended the Berlin Energy Transition Dialogue 2024, where Kosovo and Germany signed the Declaration of Partnership for Climate and Energy. The agreement, signed by Kosovo's Minister of Economy Artane Rizvanolli, Minister of Environment Liburn Aliu, and German Minister of State for Europe and Climate Anne Luhrmann, focused on bilateral cooperation in areas such as Kosovo's net-zero policy planning, energy transition, and participation in international climate processes like the UNFCCC and COP. The partnership also aimed to raise awareness about climate change and foster a fast and just energy transition.

## 3. 24 APRIL:

### **Panel Discussion at ESNAF Association's 30th Anniversary**

On 24 April, Nora Hasani participated in a panel discussion titled "Human, Technology, and the New Economy: Shaping the Future Together," organized by the ESNAF Association in celebration of its 30th anniversary. The discussion focused on the evolving intersection of technology, human potential, and economic transformation.

## 4. 12 JUNE:

### **World Consultant Day**

Nora Hasani, Executive Director of KDWV, delivered the keynote speech at World Consultant Day, focusing on the role of ESG (Environmental, Social, and Governance) principles in the private sector. She highlighted the importance of ESG in driving business growth both locally and internationally, the need for standardization for companies aiming to export, and the governance aspects of ESG, including new reporting requirements and sustainability challenges. Nora emphasized the opportunities for consultants in Kosovo to assist businesses in navigating the ESG landscape, particularly with the implementation of the Supply Chain Due Diligence Act in Germany, the EU's Supply Chain Law, and the Carbon Border Adjustment Mechanism. She urged companies to prepare for continued or increased exports.

## 5. 19-20 JUNE:

### **Unchain Festival in Romania**

Executive Director, Nora Hasani, participated in the Unchain Festival in Romania, focusing on the latest trends in fintech and the creation of a local fintech ecosystem in the region. The trip provided an opportunity to engage with various Fintech Associations and explore the potential for establishing a regional fintech association for the Western Balkans. KDWV was the sole representative from the six Western Balkan countries at the event.

## 6. 2 AUGUST:

### **Webinar on “Potential in the Western Balkans for Investment, Trade, and Supply Chain Diversification”**

KDWV presented in the webinar organized by IHK Dortmund and NRW Global, which focused on investment, trade, and supply chain diversification opportunities for German companies in the Western Balkans. Experts from local Chambers of Commerce in Kosovo (KDWV), North Macedonia (AHK Nordmazedonien), and Serbia (German-Serbian Chamber of Commerce) provided valuable insights into the regional markets. German company ODW-ELEKTRIK shared their experiences, offering best practices examples.

## 7. 12 SEPTEMBER:

### **“Nearshoring through Decarbonization in the Western Balkans” Conference in Budva**

KDWV attended the conference on “Nearshoring through Decarbonization in the Western Balkans,” where findings from a regional study were presented on how decarbonization and the Carbon Border Adjustment Mechanism (CBAM) could improve the competitiveness of the region. The conference included two panel discussions: one on the potential of nearshoring and the other on strategies for businesses to stay competitive through decarbonization. Kushtrim Grainca, Plant Manager of Munda Kosova, member company of the German-Kosovar Business Association (OEGJK), participated as one of the panelists.

## 8. 24 SEPTEMBER:

### **“10 Years Berlin Process - The Western Balkans as an Economic Area on to the EU”**

On 24 September, KDWV, together with the N4CEB delegation participated in the “10 Years Berlin Process - The Western Balkans as an Economic Area on to the EU” organized by the German Federal Ministry for Economic Affairs and Climate Action in Berlin. The forum, was opened by Federal Minister Robert Habeck, brought together representatives from the six Western Balkan countries (WB-6): Albania, Bosnia and Herzegovina, Kosovo, Montenegro, North Macedonia, and Serbia. It was held alongside the Ministers of Economy meeting as part of the Berlin Process, with support from the East German Economic Committee and BMWK, focusing on strengthening economic ties and fostering regional cooperation.

## 9. 24 SEPTEMBER:

### **KDWV Participates in Ost-West-Forum BAYERN 2024**

This year, KDWV had the privilege of participating in the Ost-West-Forum BAYERN 2024, one of the major events in Germany. The event took place in Regensburg, where Besarta Hyseni, our Head of the Department for Market Entry & Events, represented KDWV. Her participation focused on strengthening ties and exploring new economic opportunities for our members.

The forum, hosted by Christian Volkmer, Vice President of the Chamber of Commerce and Industry in Regensburg (IHK), provided a vital platform for enhancing economic cooperation between Eastern and Western Europe. It was a key opportunity for fostering cross-border collaboration and discussing promising opportunities that could benefit businesses in both regions. This event marked another step forward in KDWV's commitment to supporting regional economic development and integration.

## 10. 01 OCTOBER:

### Suppliers Balkan Expo (SUBEX)

Organized by AHK Skopje, in co-partnership with KDWW and DIHA, the Suppliers Balkan Expo (SUBEX) on 1 October in Pristina, brought together over 150 participants for B2B meetings, a panel discussion, and four workshops. The event focused on key topics such as industrial suppliers, food and agriculture products, financing, ESG, and the impact of the Supply Chain Law. SUBEX provided valuable insights and networking opportunities, helping businesses explore new market opportunities and enhance their operations in the Western Balkans.

## 11. 18 OCTOBER:

### 10 Years of Berlin Process: Achievements (Missed) Opportunities, Way Forward

On 18 October, Executive Director, Nora Hasani, participated in a discussion reflecting on the impact of the Berlin Process over the past decade on Kosovo and the region. Alongside Felix Schwickert from the German Economic Team (GET) and Jeton Zulfaj, Kosovar Government Sherpa for the Berlin Process, they explored both the achievements and missed opportunities of the initiative. The event, moderated by Alban Hashani from Riinvest Institute and with opening remarks by German Ambassador Jörn Rohde, provided an excellent opportunity to consider the way forward for Kosovo and the region.

## 12. 03 DECEMBER:

### “Expanding Renewable Energy Infrastructure” Conference in Skopje

Organized by AHK Skopje, in partnership with KDWW and DIHA in the “Expanding Renewable Energy Infrastructure” conference in Skopje, organized under the patronage of the German Federal Ministry for Economic Affairs and Climate Action. The conference brought together representatives from institutions and companies across North Macedonia, Kosovo, and Albania. It focused on showcasing German solutions in renewable energy, with key topics including photovoltaic panels, energy storage technologies, and smart energy grid management. With 80 company representatives in attendance, the event facilitated regional collaboration and discussions on strategies to reduce emissions and promote sustainability.

## 13. 22-24 APRIL:

### TAIEX Workshop on Youth Guarantee in Athens Greece

The Workshop focused on priority topics for the implementation of the Youth Guarantee in the Western Balkans, sharing valuable experiences from EU Member States. Its objectives include providing an overview of Greece’s vocational education and training system, facilitating professional exchanges on work-based learning, and discussing challenges and solutions with various stakeholders to enhance the attractiveness of vocational education and reduce youth unemployment.

# 11. Strengthening Ties

## 11.1 Kosovar Delegations to Germany

### KDWV Delegation Trip to Berlin (22-24 January)



In January, an official delegation of the German-Kosovar Business Association (KDWV), led by KDWV Board President Eriola Bibolli and accompanied by board members Hana Qerimi and Drinor Selmanaj, Executive Director Nora Hasani, and Head of Market Entry and Events Besarta Hyseni, visited Berlin.

The visit included several high-level meetings aimed at strengthening bilateral relations, promoting economic cooperation between Kosovo and Germany, and coordinating joint activities for 2024.

*During their stay, the delegation met with representatives from:*

- **The Chancellor's Office** (Department for International Economic Cooperation)
- **The Federal Ministry for Economic Affairs and Climate Action (BMWK)** (Department for EU Enlargement, Southeast Europe, and Turkey)
- **The Association of German Chambers of Commerce and Industry (DIHK)**
- **The Ost-Ausschuss der Deutschen Wirtschaft**
- **The German Economic Team (Berlin Economics)**
- **OASA e.V.**



The delegation also attended the New Year's reception hosted by the Ost-Ausschuss, where Federal Finance Minister Christian Lindner delivered a keynote speech. This event provided valuable opportunities for discussions with German businesses and representatives of German and international institutions.

The KDWW delegation used the occasion to highlight the association's role, provide updates on Kosovo's economic developments, and outline ongoing initiatives to further strengthen bilateral relations.

## Kosovar Delegation Signs Declaration of Partnership for Climate and Energy at Berlin Energy Transition Dialogue 2024 (20 March)

In March 2024, a Kosovar delegation participated in the **Berlin Energy Transition Dialogue (BETD)**, held at the German Federal Foreign Office. This global event, recognized as a premier platform for discussions on the energy transition, gathered over 2,000 high-level participants, including government representatives, professionals, and business leaders from more than 50 countries.

A delegation from Kosovo participated in BETD, led by Minister of Economy, Artane Rizvanolli, the Minister of Environment, Spatial Planning, and Infrastructure, Liburn Aliu. Nora Hasani, Executive Director of the German-Kosovar Business Association (KDWW), was honored to join the delegation, emphasizing the association's dedication to fostering closer ties between Kosovo and Germany in addressing shared energy and climate goals.

A highlight of the event was the signing of the **Declaration of Partnership** between Kosovo and Germany by Ministers Rizvanolli, Aliu, and the German Minister of State for Europe and Climate, Anna Lührmann, marking the official start of bilateral cooperation on climate and energy transition.

## Kosovar Delegation Participates in Info-Event: "Investing in Kosovo: Business Opportunities and Market Entry for Companies" (26 April)

In an effort to promote Kosovo as an investment destination, the German-Kosovar Business Association (KDWW) joined forces with the Chamber of Commerce and Industry, IHK-Bezirkskammer Göppingen, to organize a successful info-event titled "*Investing in Kosovo: Business Opportunities and Market Entry for Companies.*"

The event kicked off with welcoming remarks from Edith Strassacker, President of IHK-Bezirkskammer Göppingen, and Alexander Maier, Mayor of Göppingen. This was followed by two informative presentations. Nora Hasani, the Executive Director of KDWW, highlighted Kosovo's economic potential, while Felix Schwickert, Project Manager for Kosovo at the German Economic Team (GET), provided valuable insights into the business climate and opportunities in the region.



represented by its owner Altin Ramabaja, and ZILONIS Energy Solutions GmbH, represented by its Managing Partner, Musa Smakaj. These companies shared their experiences and achievements in Kosovo, illustrating the country’s growing role as a key destination for German investments.

The aim of the event was to facilitate a dialogue between German and Kosovar companies, exchange experiences, and strengthen business ties. KDWW is grateful to the Chamber of Commerce and Industry of IHK-Bezirkskammer Göppingen for their excellent collaboration in organizing this highly successful event.

## BME Purchasing Initiative Kosovar Companies Strengthen Ties with German Partners at B2B Conference in Munich (11-12 June)

In Munich, 99 suppliers from the Western Balkans, including Kosovar companies Automatics-KS, Hymeri Metals, Rronifer, and K-AKS, participated in B2B meetings with 20 German companies to boost collaboration and enhance their presence in German supply chains.

Nora Hasani, Executive Director of the German-Kosovar Business Association (KDWW), emphasized the continued success of the Initiative, which has been instrumental in helping many Kosovar companies become suppliers for German buyers since 2014.



The Kosovar delegation, led by Besarta Hyseni and Jeta Sylja from the Market Entry Department, engaged in meaningful discussions that have contributed to creating stronger supply structures in the region. With over 5,000 B2B meetings held since 2014, the initiative promotes regional cooperation and integration into the EU market.

The event is supported by the Federal Ministry for Economic Affairs and Climate Action, the Network of German Foreign Chambers of Commerce, and the Association for Supply Chain Management (BME).

## Kosovar Delegation Attends “10 Years Berlin Process- The Western Balkans as an Economic Area on the Way to the EU “ Conference (24 September)

In Berlin, a delegation from the German-Kosovar Business Association (KDWV), including members of the Network for Clean Energy Businesses (N4CEB), participated in the conference “10 Years Berlin Process - The Western Balkans as an Economic Area on the Way to the EU”, hosted by the German Federal Ministry for Economic Affairs and Climate Action. The conference focused on green transformation and energy sector cooperation as key drivers for regional economic development and EU integration.

The forum highlighted the importance of regional collaboration and the role of energy efficiency and clean energy in advancing the Western Balkans’ path to the EU. A critical topic discussed was the region’s readiness for the Carbon Border Adjustment Mechanism (CBAM), with a focus on private investment and renewable energy growth.

The delegation also visited key institutions, including the German Energy Agency (dena), to learn best practices and strategies for accelerating Kosovo’s clean energy transition. This event was a great opportunity to strengthen the cooperation between Kosovo and Germany, promoting sustainable development and green energy investments in the region.

## 12.2 German Delegations to Kosovo

### Thomas Hacker, Member of the German Bundestag (FDP) visits KDWV (9 February)

As part of our ongoing efforts to strengthen bilateral economic ties, we had the privilege of hosting Thomas Hacker, Member of the German Bundestag (FDP), accompanied by Markus Kaiser, Director of the Friedrich Naumann Foundation (FNF). The discussion centered on Kosovo’s economic potential, recent German investments, and Germany’s critical role as a key economic partner.



We also highlighted the upcoming German-Kosovar Economic Forum, scheduled for October, which builds on the success of the inaugural forum in 2022. Thomas Hacker emphasized the forum's importance for strengthening bilateral economic relations.

### Visit of the Handwerkskammer Dortmund Delegation to KDWW (23 April)



We were pleased to welcome representatives from the Handwerkskammer Dortmund delegation to the German-Kosovar Business Association (OEGJK-KDWW) - Mr. Tobias Schmidt, Mr. Franc Musolli, and Mr. Jürgen Schulz, Director of ELC Schulz GmbH. During the visit, we had the opportunity to discuss the latest developments and initiatives at KDWW, sharing insights on our ongoing projects and future plans.

This visit further strengthened the ties between our organizations, and we look forward to exploring new opportunities for collaboration and fostering closer ties between the German and Kosovar business communities.

### Visit of the Bavarian State Parliament Delegation to KDWW (25 June)



We had the honor of welcoming a delegation from the Bavarian State Parliament, led by Karl Freller, alongside Deputy Ambassador Matthias Conrad, to the German-Kosovar Business Association (KDWW-OEGJK).



The visit began with a briefing from our Executive Director, Nora Hasani, on Kosovo’s economic progress since the post-war period, highlighting the pivotal role of Germany as the largest foreign investor in Kosovo. Special attention was given to the rapid growth of German investments and Kosovo’s potential in attracting further international interest, particularly in the renewable energy sector, including solar and wind energy.

Discussions extended beyond economic topics, touching on Kosovo’s political landscape, regional stability, and prospects for EU integration through the Berlin Process. Key areas of interest for the delegation included the 2030 Energy Strategy and ongoing reforms in education and vocational training, which are critical for fostering economic development.

The delegation also visited Celonis, a German decacorn headquartered in Munich and a KDWV member, showcasing the successful integration of German innovation within Kosovo’s economy.

At a working lunch with representatives from KDWV member companies—Lidl, MUNDA Kosova, Concentrix Balkans, Numarics, and Baki Automotive—the delegation heard firsthand success stories from businesses thriving in Kosovo, reinforcing the association’s belief that Kosovo’s entrepreneurs are its best ambassadors.

Following their engagements with KDWV, the delegation proceeded to meet Prime Minister Albin Kurti, Speaker of the Parliament Glauk Konjufca, Deputy Minister of Foreign Affairs and Diaspora Liza Gashi, and members of the Parliamentary Committee for European Integration, further solidifying ties and exploring avenues for deeper cooperation.

We are proud to have facilitated this significant exchange, which underscores the importance of strengthening partnerships between Kosovo and Germany, particularly with Bavaria, in fostering mutual growth and development.

### Visit of Hagen Goldbeck from IHK zu Lübeck to KDWV (10 June)

We had the honor of welcoming Hagen Goldbeck from IHK zu Lübeck during his business trip to Prishtina. Alongside Antje Wandelt from AHK North Macedonia and Nora Hasani, Executive Director of KDWV, we engaged in a fruitful discussion on important topics such as investment policies, dual education systems, legal security, and the local labor market situation.

The conversation provided valuable insights into strengthening our cooperation and enhancing the business environment in Kosovo. We look forward to continuing this collaboration!

### KDWV Hosts NRW Delegation to Strengthen Economic Ties (11 September)



The German-Kosovar Business Association (KDWV) welcomed a delegation from North Rhine-Westphalia (NRW), led by State Secretary Dr. Mark Speich, at the Innovation and Technology Park (ITP) in Prizren. The visit, which included a meeting with ITP management and German Deputy Ambassador Matthias Conrad, focused on strengthening economic cooperation between Germany and Kosovo, particularly highlighting investments from NRW-based companies.

State Secretary Dr. Speich also learned about ZILONIS, a German manufacturer with a new presence in Kosovo, further enhancing business relations between the two regions.

## KDWV Team Meets with Junge Union Oberbayern Delegation (12 November)



The KDWV team had the pleasure of meeting with a delegation from Junge Union Oberbayern to discuss the work of KDWV in supporting German businesses and offering services to Kosovar companies. We highlighted the significant growth in German-Kosovar economic cooperation, celebrating past successes and exploring future potential. It was inspiring to see the interest and enthusiasm from young German leaders, and we look forward to building even stronger partnerships in the future. Special thanks to Premtina Rakovica and Granit for facilitating this productive meeting.

## KDWV Welcomes the Bavarian Parliament's Finance and Budget Committee (21 November)



The German-Kosovar Business Association (KDWV) hosted the Finance and Budget Committee of the Bavarian Parliament, showcasing the growing economic ties between Kosovo and Germany. The day included visits to several key organizations, highlighting the importance of continued collaboration. The day began at Novus in Pristina, a KDWV member and premium partner of Allianz, where the delegation learned about the company's innovative projects. They then visited Concentrix, engaging in a productive working lunch with KDWV members to discuss opportunities and challenges in the outsourcing sector.



The visit concluded at Heimerer College, emphasizing the role of education in strengthening Kosovo's workforce and supporting German business initiatives. This visit reinforced the value of close economic cooperation and experience exchange between Kosovo and Germany, furthering opportunities for future collaboration.

# 12. KD WV Events

In 2024, the German-Kosovar Business Association (KD WV) organized numerous events dedicated to strengthening and deepening the connections between German and Kosovar businesses. Through 39 impactful events, KD WV demonstrated its dedication to fostering economic collaboration, enhancing the business environment, and encouraging investment in Kosovo.

These initiatives encompassed a broad spectrum of activities, including advocacy meetings, informative sessions, B2B matchmaking, international, regional, and local conferences, webinars, roundtable discussions, specialized trainings, workshops, and trade fairs. Each event was thoughtfully tailored to meet the needs and priorities of the business community, providing an invaluable platform for exchanging insights, networking, and cultivating new business partnerships.

## Events by month:

### JANUARY

- 17.01.2024; Joint meeting of the KD WV clusters



## FEBRUARY

- 08.02.2024; Clean Call Alliance (CCA) Network Meeting
- 13.02.2024; Workshop on the German Supply Chain Law
- 14.02.2024; Business After Hours/ “Kosovo: Facts and Figures” Publication
- 21.02.2024; The founding ceremony of Fintech Kosovo (FIKS)
- 22.02.2024; Seminar for Suppliers
- 26.02.2024; Workshop of the N4CEB Network

## APRIL

- 16.04.2024; Business Brunch: Meeting of the E-Commerce and ICT Clusters
- 17.04.2024; Meeting of the Renewable Energy Cluster
- 18.04.2024; Meeting of the Taxes and Customs Cluster
- 19.04.2024; Publication of the Analysis “CHALLENGES OF ACCESSING THE LABOUR MARKET - MIDDLE-AGED WOMEN IN KOSOVO”
- 30.04.2024; New Members Day

## MAY

- 02.05.2024; Meeting of the N4CEB Network
- 14.05.2024; Meeting of the Cluster for Education and Vocational Training
- 15.05.2024; Business After Hours
- 16.04.2024; Presentation of the Study “Improving the business climate: implementation of recommended reforms”
- 28.05.2024; Informational Session on the K-GenU Program



## JUNE

- 06.06.2024; 13th Members' Assembly
- 13.06.2024; Kickoff Event: "Women Going Digital"
- 29.06.2024; Public Viewing: "Germany vs Netherlands"

## JULY

- 03.07.2024; Business After Hours
- 05.07.2024; Public Viewing "Germany vs Spain"

## AUGUST

- 21.08.2024; Informational Session on the Consci-ESG Platform
- 30.08.2024; Sommerfest

## SEPTEMBER

- 23.09.2024; N4CEB Network Delegation in Berlin
- 30.09.2024; Distribution of certificates for the online course "Women Going Digital"

## OCTOBER

- 01.10.2024; Suppliers Balkan Expo (SUBEX)
- 02.10.2024 - 03.10.2024; 2<sup>nd</sup> German-Kosovar Economic Forum
- 22.10.2024; Distribution of certificates for the online course "Women Going Digital"

## NOVEMBER

- 04.11.2024; Meeting of the Transport and Logistics Cluster
- 04.11.2024; Informational Session: "Application and Financing Opportunities for the Participation of Local Companies in Trade Fairs in Germany, Austria, and Switzerland for 2025"
- 06.11.2024; Business After Hours
- 12.11.2024; Meeting of the VET Cluster
- 20.11.2024; Meeting of the CCA Network
- 25.11.2024; Meeting of Taxes and Customs Cluster

## DECEMBER

- 03.12.2024; "Expanding Renewable Energy Infrastructure" Conference
- 04.12.2024; Energiereise B2B
- 09.12.2024; Meeting of the Renewable Energy Cluster
- 11.12.2024; Meeting of the E-Commerce Cluster
- 12.12.2024; Roundtable discussion on New Profiles in Dual Vocational Education in the Automotive/ Mechatronics Sector

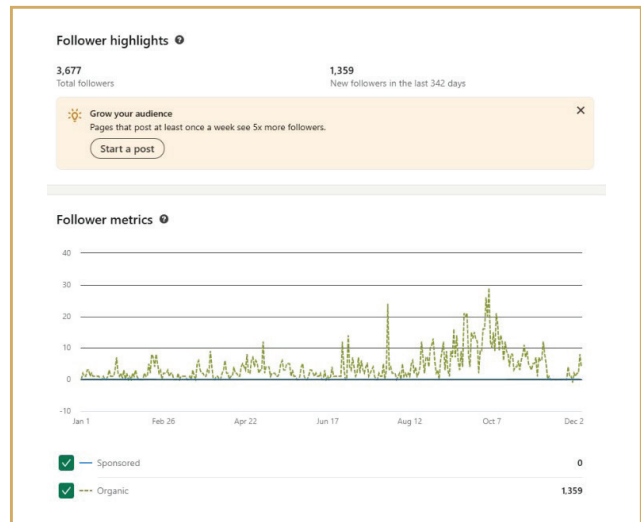
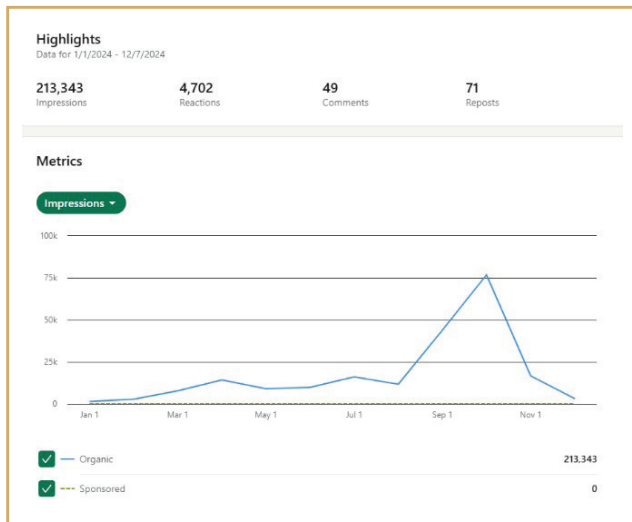
# 13. KDWV in Media

## 13.1 KDWV in Media

In 2024, the German-Kosovar Business Association (KDWV) was referenced over **180** times across diverse media channels. This included coverage in both print and digital press, as well as interviews and features on television, reflecting its active engagement and visibility within key networks.

The highlight of the year was the Second German-Economic Forum, organized by KDWV on October 2-3, 2024, which garnered over **100** media mentions.

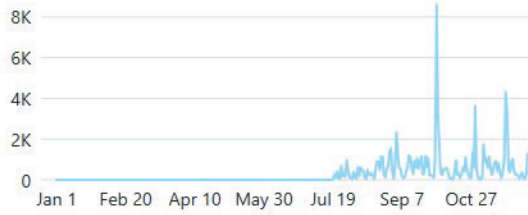
## 13.2 Social Media Highlights



Views

Export

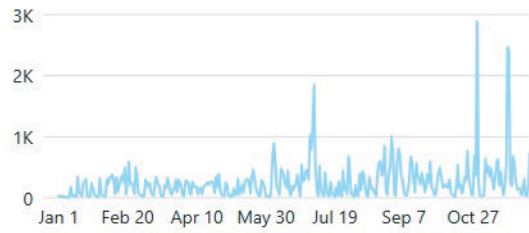
92K



Reach

Export

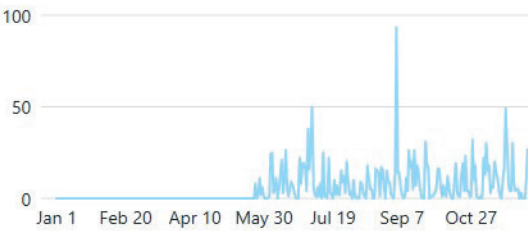
22K ↑ 55.5%



Content interactions

Export

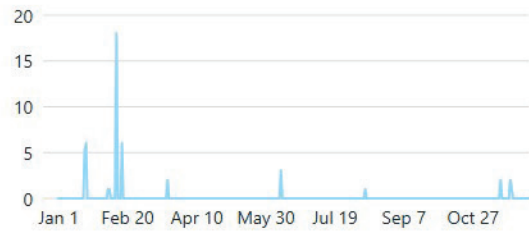
1.8K ↑ 100%



Link clicks

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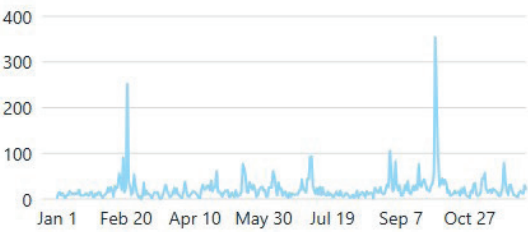
48 ↑ 100%



Visits

Export

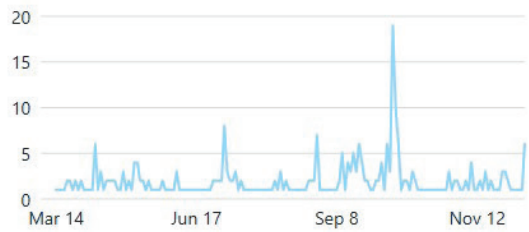
7.3K ↑ 31.1%



Follows

Export

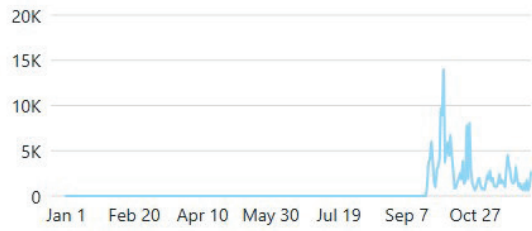
326



Views ●

Export

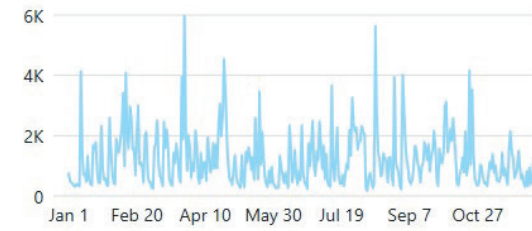
205.2K



Reach ●

Export

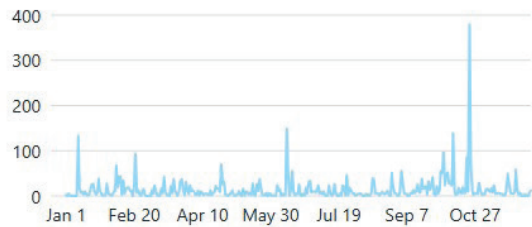
101.7K ↓ 62.8%



Content interactions ●

Export

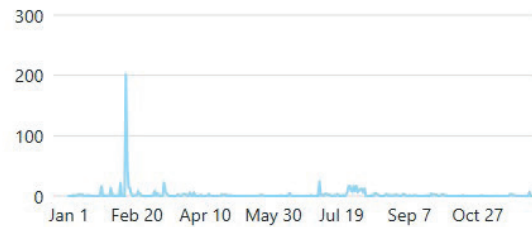
4.8K ↓ 70.5%



Link clicks ●

Export

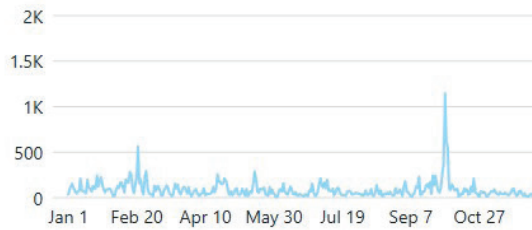
727 ↓ 57.2%



Visits ●

Export

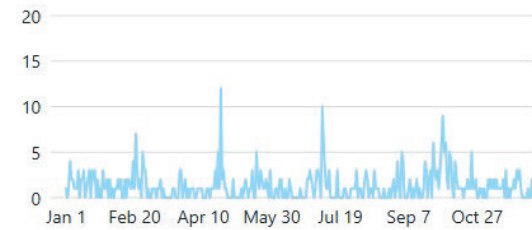
30.2K ↓ 20.6%



Follows ●

Export

441 ↓ 49.9%



# 14. Publications

Throughout 2024, the German-Kosovar Business Association (KDWW) has published a wide range of articles and reports, listed below:

- **“REPUBLIC OF KOSOVO: Facts and Figures”** in cooperation with Konrad-Adenauer-Stiftung (KAS)
  - **“Challenges of Accessing the Labour Market - Middle-Aged Women in Kosovo”** Analysis in cooperation with Friedrich-Naumann-Stiftung für die Freiheit (FNF)
  - **“Improving the Business Climate – Boosting Investment”** in cooperation with German Economic Team (GET) and Rex Consulting
  - **“Legal Guide to Investing in Kosovo 2024”**, in cooperation with Vokshi & Lata and Konrad-Adenauer-Stiftung (KAS)
  - **Berlin Process: 10 Years of Economic and Political Improvement in WB6 and EU**
  - **KOSOVO Ausbau der erneuerbaren Energieinfrastruktur (inkl. PV-Kraftwerke, Speichertechnologien und intelligente Netzsteuerung) - Zielmarktanalyse 2024 mit Profilen der Marktakteure**
-

# 15.

## KDWV in Boards and Working Groups

- National Council for Economy and Investment, Prime Minister's Office  
**KDWV representative: Nora Hasani, member**
- Steering Committee Administrative Burden Reduction, Prime Minister's Office  
**KDWV representative: KDWV, member**
- Executive Board of the National Qualifications Authority (NQA) | Ministry of Education, Science, Technology, and Innovation (MESTI)  
**KDWV representative: Bedri Xhafa, member**
- Task Force for the initiation and implementation of dual education within the Executive Commission for the development of the Vocational Education and Training (VET) system | Government, Office of the Prime Minister, Ministry of Education, Science, and Technology  
**KDWV representative: Bedri Xhafa, member**
- Council for Education and Vocational Training and Adult Education (MESTI)  
**KDWV representative: Besarta Hyseni, member**
- RIT Kosovo Industry Advisory Committee  
**KDWV representative: Nora Hasani, member**
- Working Group for Southeast Europe/ German Eastern Business Association, Berlin  
**KDWV representative: Nora Hasani, Kosovo representative**
- Members Assembly of ITP Prizren - Innovation and Training Park  
**KDWV representative: Nora Hasani, observer**
- Community Development Fund (CDF) Board  
**KDWV representative: Nora Hasani, member**
- German Southeast Europe Society e.V. (SOG), Munich  
**KDWV representative: Nora Hasani, member**
- Steering Committee for the implementation of the Anti-Corruption Code  
**KDWV representative: Nora Hasani, member**
- Working group for the 'Single National Window' project  
**KDWV representative: Eriola Muhaxhiri, member**

# 16. The Team behind KDWW



● **Nora Hasani**



● **Greta Kazia**



● **Besarta Hyseni**



● **Eriola Muhaxhiri**



● **Elena Elshani**



● **Jeta Sylja**



● **Rreze Gashi**



● **Vonesa Gashi**

# 17. Acknowledging our Partners



# Imprint

German-Kosovar Business Association  
“Bekim Fehmiu” Str. 110, Icon Tower, 9<sup>th</sup> floor  
10000, Pristina, Kosovo  
Executive Director Nora Hasani

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