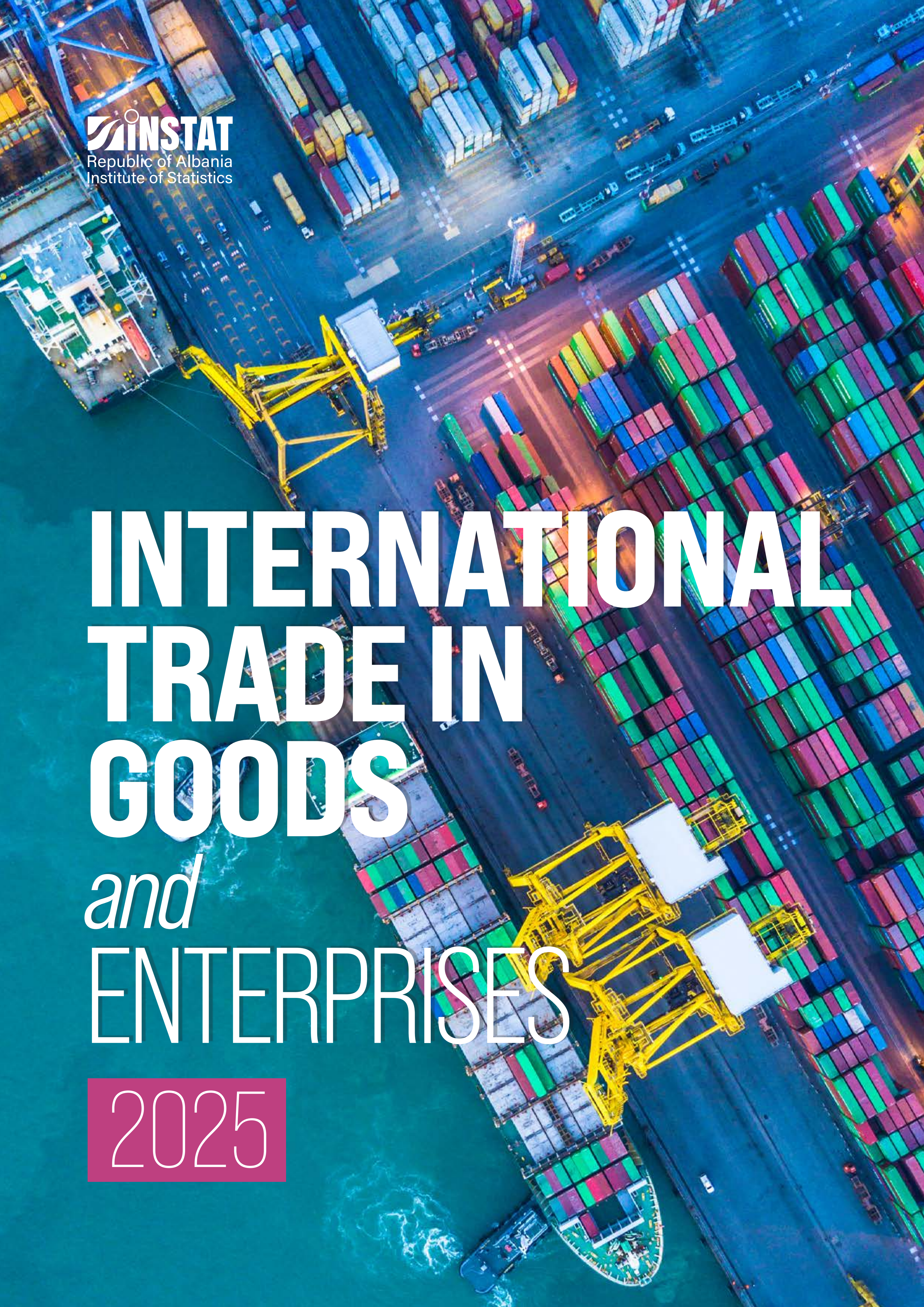

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INTERNATIONAL TRADE IN GOODS *and* ENTERPRISES

2025

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INTERNATIONAL TRADE IN GOODS AND ENTERPRISES 2025

Director of the Publication: **Lantona Sado**

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INTERNATIONAL TRADE IN GOODS

AND

ENTERPRISES

2025

CONTENT

INTRODUCTION

International trade ingoods statistics are a very important tool for decision-makers in the public and private sectors. They help in the preparation of bilateral and multilateral talks in the framework of trade policies and the assessment of market economies. They also help companies in market research and in defining their trading strategies. Statistics on trade of goods contain data on exports / imports of goods in Albania, as well as trade statistics of goods according to the characteristics of enterprises.

International trade ingoods statistics by enterprise characteristics contain essential information on enterprises that participate in the international market and their characteristics as export / import values and number of enterprises Through the linking of trade statistics of goods with enterprise statistics we understand the contribution of various economic sectors as well as the participation of small, medium and large enterprises in trade transactions. The compilation of trade statistics of goods according to the characteristics of enterprises is carried out through the individual level of International trade ingoods data with the statistical register of enterprises. The main characteristics of enterprises from the enterprise's statistical register - both economic activity and the number of employees - are combined with typical variables of trade data such as product code and partner country, thus giving us a more complete of the trade structure of goods.

Referring to the period 2021-2025, the statistics related to the commodity trade in Albania aim to monitor the character and trade developments of our country with the world.

This material, prepared by INSTAT, is published including data for the reference years 2021-2025 and will be annual publication.

The material consists of two chapters. The first chapter presents information on the exchange of goods between Albania and other countries of the world.

The second chapter aims to present statistics on the international trade of detailed goods by different categories of enterprises.

THE MAIN FINDINGS

In 2025 the exports are 346 billion ALL, decreasing by 6.1 % compared to 2024 and by 5.7 % compared to 2021. While the imports are 887 billion ALL, decreasing by 0.8 % compared to year 2024 and increasing by 10.8 % compared to 2021.

In 2025 the share of exports to EU countries is 72.5 %, reaching the value of 251 billion ALL. Exports to EU countries decreased 5.0 % compared to 2024 and by 5.3 % compared to 2021. While the share of imports from EU countries is 51,1 % of imports, reaching the value of 452 billion ALL. Imports from EU countries decreased by 1.7 % compared with 2024 and increased by 3.9 % compared to 2021.

Our main partner in 2025, for exports and imports continues to be Italy. The value of exports to Italy is 145 billion ALL, decreasing by 10.4 % compared to 2024 and by 6.8 % compared to 2021. While the value of imports is 186 billion ALL decreasing by 2.0 % compared to 2024 and by 4.6 % compared to 2021.

The number of exporting enterprises in 2025 is 3,809, increasing by 0.7 % compared to 2024 and by 19.6 % compared to 2021. While the number of importing enterprises is 15,225 in 2025, increasing by 3.3 % compared to 2025 and 25.7 % compared to 2021.

In 2025, the share of exports by enterprises operating in industry is 74,9 %, decreasing by 8.1 % compared to 2024 and by 15.1 % compared to 2021. While the share of enterprises operating in commerce is 63.2 %, increasing by 2.2 % compared with 2024 and by 24.5 % compared to 2021.

In 2025, more than half of the exports are made by the 50 largest enterprises (53.4 %), while more than half of the imports are carried out by the largest 100 enterprises (51,7 %).

In 2025, the share of exports by enterprises exporting to 10 and more partner countries is 51.1 %, followed by exports of enterprises exporting to 3-5 partner countries (20.8 %).

In 2025, the share of imports by enterprises importing from 10 or more partner countries is 86.4 %, followed by enterprises importing from 6-9 partner countries (6.4 %).

CHARACTERISTICS OF TRADE OF GOODS

A. International trade in goods

During 2025, trade deficit has increased by 3.0 % compared to 2024 and by 24.8 % compared to 2021.

In 2025 the share of exports is 28.1 %, decreasing by 6.1 % compared to 2024 and 5.7 % compared to 2021.

While imports' share in 2025 is 71.9 %, decreasing by 0.8 % compared to 2024 and increasing by 10.8 % compared to 2021.

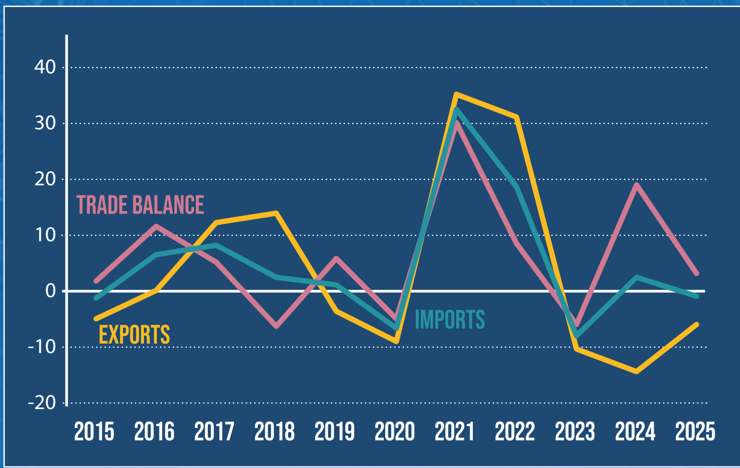
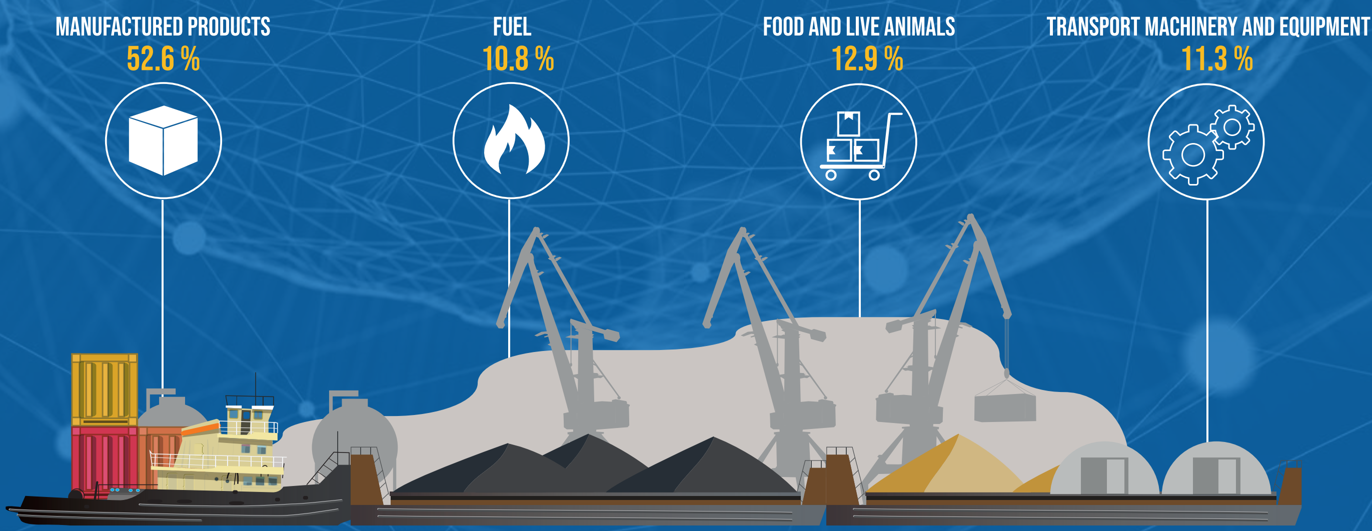


Fig.1 Annual change in international trade in goods, 2021-2025 (%)

B. International Trade in Goods by Product

The main products
Products that occupy a significant share in Albanian exports and imports for the 5-year period are exports of processed goods.

For 2025 the most exported are product groups: "Mannufactured products" by 52.6 %, decreasing by 8.5 % compared to 2024 and by 15.6 % compared to 2021, "Food and live animals" by 12.9 % increasing by 10.3 % compared to 2024 and by 25.6 % to 2021, "Transport machinery and equipment" with 11.3 % of exports, increasing by 5.5 % compared to 2024 and by 36.0 % compared to 2021, and "Fuel" by 10.8 % decreasing by 16.6 %, compared to 2024 and by 25.5 % compared to 2021.



Tab.1 Exports by Standard Foreign Trade Classification (SITC Rev.4), 2021-2025

billion lekë

	2021	2022	2023	2024	2025
Total	**367.089**	**480.575**	**430.366**	**368.829**	**346.149**
Food and live animals	35.595	41.011	42.689	40.540	44.709
Beverages and tobacco	2.086	3.528	3.992	4.459	4.154
Crude materials	25.877	36.980	29.969	30.009	28.599
Minerals fuels and lubrificants	50.244	82.539	69.263	44.857	37.410
Oils, fats and wax of animal or vegetable origin	390	557	3.281	2.232	886
Chemical products	7.824	11.213	10.140	10.099	8.403
Manufactured products	97.654	123.762	103.980	84.614	68.080
Transport machinery and equipments	28.744	39.514	38.648	37.063	39.095
Various manufactured items	118.168	140.886	127.806	114.493	114.064
Good and transactions N.E.S.	508	582	598	463	748

Group products dominating imports for 2025 are: "Mannufactured products" by 34.1 %, decreasing by 1.6 % compared to 2024 and increasing by 8.1 % compared to 2021, "Transport machinery and equipment" by 25.3 % decreasing by 4.0 % compared to 2024 and increasing by 33.8 % compared to 2021 and "Food and live animals" by 13.5 % increasing 4.4 % compared to 2024 and by 25.0 % compared to 2021.

Tab.2 Imports according to the Standard Foreign Trade Classification (SITC Rev.4), 2021-2025

billion lekë

	2021	2022	2023	2024	2025
Total	**800.718**	**950.381**	**872.676**	**894.381**	**887.285**
Food and live animals	95.762	110.118	107.170	114.661	119.669
Beverages and tobacco	24.964	28.428	30.145	32.713	33.600
Crude materials	27.745	22.439	16.531	15.999	13.432
Minerals fuels and lubrificants	100.668	164.780	95.353	86.143	90.919
Oils, fats and wax of animal or vegetable origin	5.628	6.710	4.396	4.769	4.760
Chemical products	97.803	98.723	96.225	96.928	97.371
Manufactured products	179.487	227.222	206.227	196.828	193.259
Transport machinery and equipments	167.529	184.858	210.381	233.367	224.112
Various manufactured items	100.687	106.765	105.709	110.737	109.533
Good and transactions N.E.S.	447	336	539	2.236	630

C. International Trade in Goods by Main Regions

In 2025 the share of exports to EU countries is 72,5 %, decreasing by 5.0 % compared to 2024 and by 5.3 % compared to 2021. While the share of imports from EU countries is 51.1 % of imports, decreasing by 1.7 % compared with 2024 and increasing by 3.9 % compared to 2021.

The share of exports in CEFTA countries is 18.3 %, decreasing by 7.0 % compared to 2024 and by 7.9 % compared to 2021. While the share of imports from CEFTA countries is 6.9 % of imports, increasing by 8.7 % compared with 2024 and decreasing by 10.2 % compared to 2021.

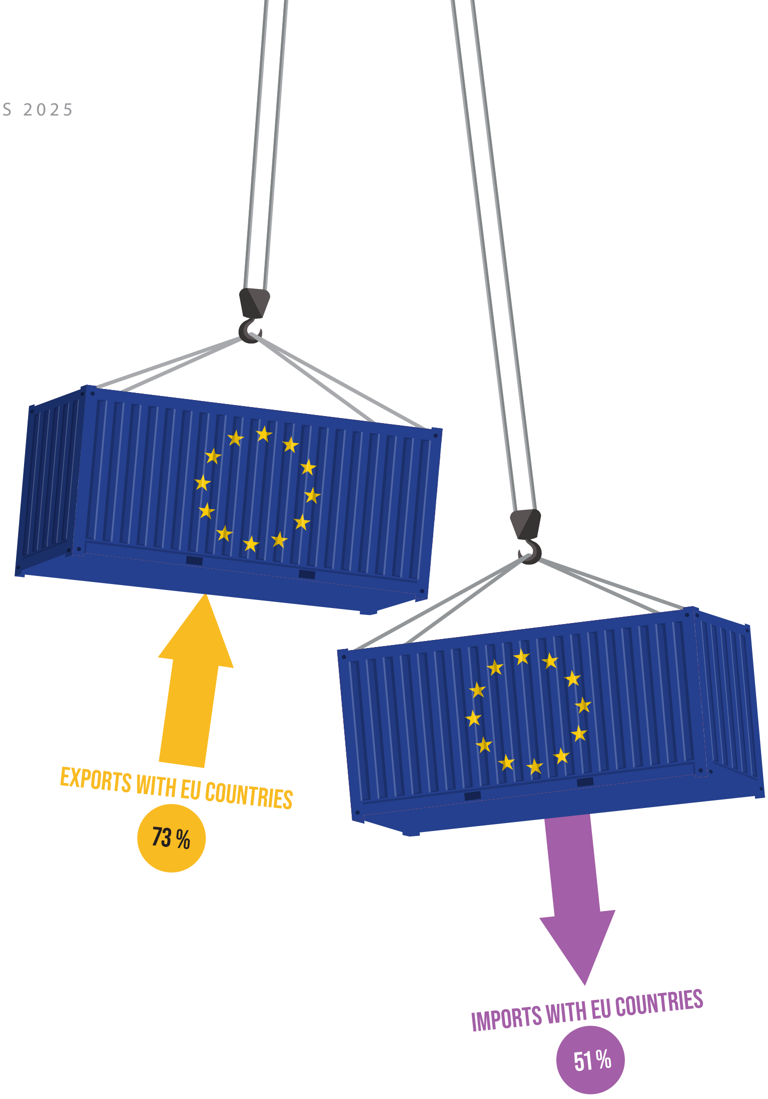


Fig.2 Trade of goods by group of countries, 2025

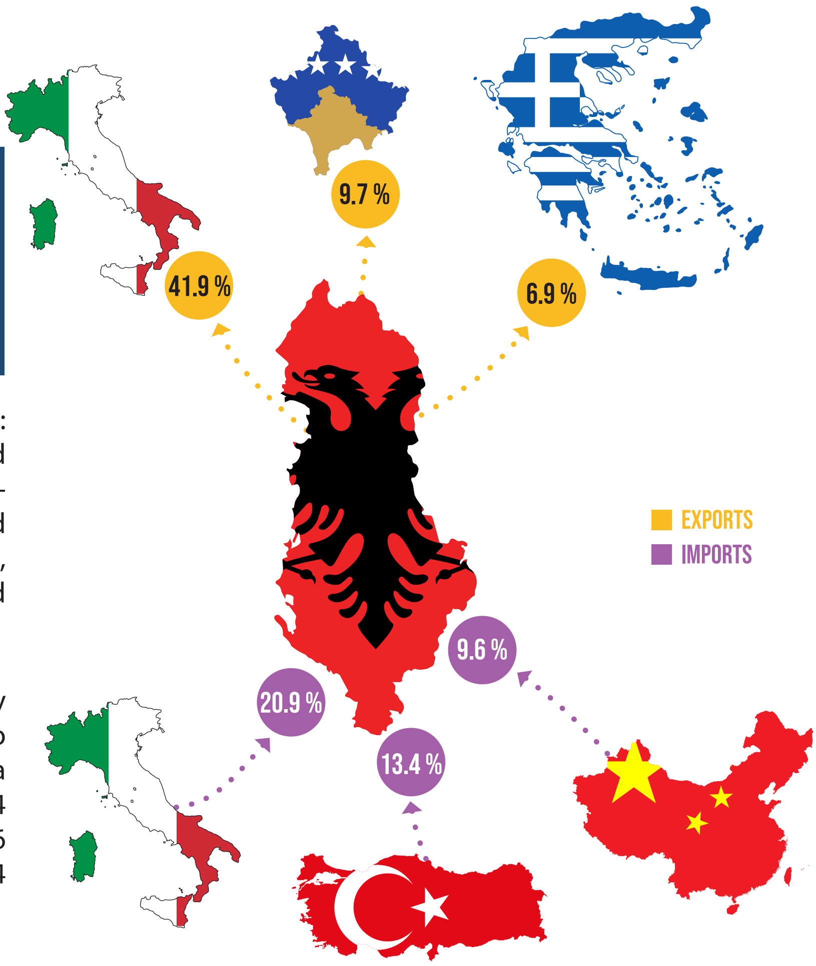
	Exports	Imports
Eu countries	73%	51%
CEFTA countries	18%	7%
EFTA countries	1%	1%
Rest of the world	9%	41%

D. International Trade in Goods by Key Partners

Trend of trading partners, 2025
Exports in value have marked an increase towards Kosovo, Greece, China, Montenegro, United Kingdom, ect. While imports are growing for China, Germany, USA, United Kingdom, etc.

In 2025 our main partners for exports are: Italy (41.9 %) decreasing by 10.4 % compared to 2024 and by 6.8 % compared to 2021, Kosovo (9.7 %) decreasing by 8.6 % compared to 2024 and by 10.7 % compared to 2021, Greece (6.9 %) increasing by 7.9 % compared to 2024 and 12.6 % compared to 2021.

While the main import partners are: Italy (20.9 %) dereasing by 2.0 % compared to 2024 and by 4.6 % compared to 2021, China (13.4 %) increasing 21.6 % compared to 2024 and by 82.3% compared to 2021, Turkey (9.6 %) decreasing by 11.8 % compared to 2024 and by 1.0 % compared to 2021.

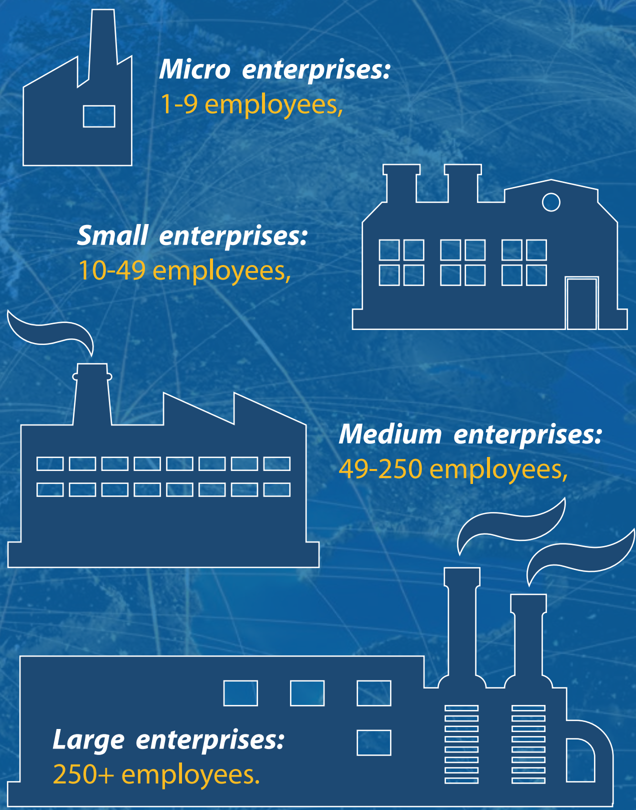


INTERNATIONAL TRADE IN GOODS ACCORDING TO THE CHARACTERISTICS OF THE ENTERPRISE, 2021-2025

A. International Trade in Goods by Size of Enterprise

In the period 2021-2025, the number of exporting and importing enterprises has increased. The number of exporting enterprises in 2025 is 3,809 increasing by 0.7 % compared to 2024 and by 19.6 % compared to 2021. In 2025, the share of micro, small and medium enterprises is 97.5 %. The weight for micro enterprises is 50.6 %, small enterprises is 33.4 %, medium enterprises is 13.5 % and large enterprises is 2.5 %.

In 2025, the number of importing enterprises is 12,225 increasing by 3.3 % compared to 2024 and by 25.7 % compared to 2021. The weight of micro, small and medium enterprises is 98.9 % of total importing enterprises. The weight for micro enterprises is 70.2 %, small enterprises is 22.4 % of total importing enterprises, medium enterprises is 6.3 % and large enterprises is 1.1 %.



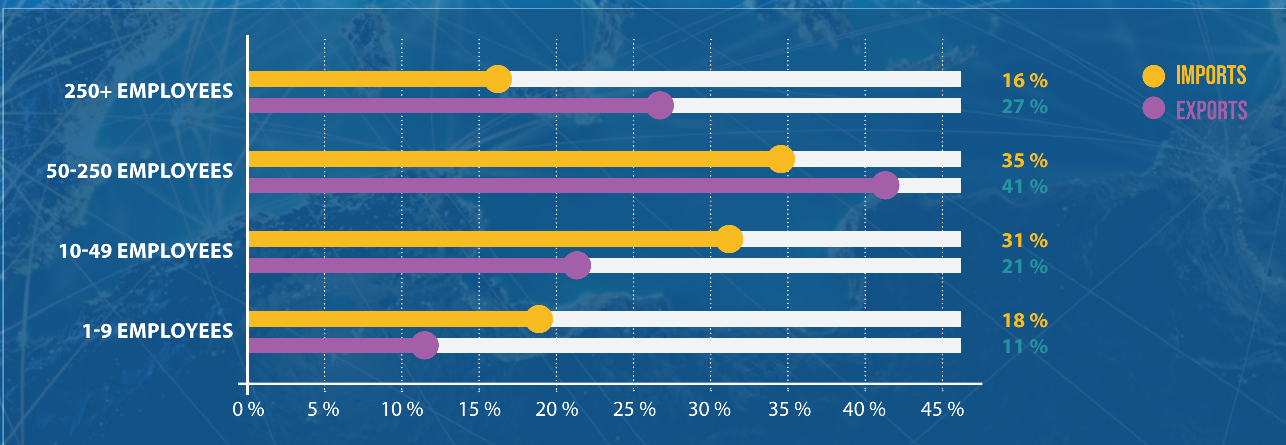


Fig.3 International Trade in Goods by size of enterprise, 2025

B. Prevailing Sectors in Goods Exports / Imports

Industry include:
Mining and quarrying; Manufacturing; Electricity, gas, steam and air conditioning supply; Water supply and treatment activities, waste management, waste

For the period 2021-2025, enterprises operating in the industry sector prevail in exporting enterprises. In 2025, the share of exports made by enterprises operating in the industry is 74.9 %, decreasing by 8.1 % compared to 2024 and by 15.1 % compared to 2021. Large enterprises account for 32.9 % of the value of exports of these enterprises, decreasing with 16.9 % compared to 2024 and by 32.9 % compared to 2021. For the period 2021-2025, the largest value of imports comes from enterprises operating in the trade sector. In 2025, the share of these enterprises is 63.2 %, increasing by 2.2 % compared to 2024 and by 24.5 % compared to 2021. In 2025 micro, small and medium enterprises account for 87.7 % of the value of imports of enterprises operating in the trade sector, increasing by 1.4 % compared with 2024 and by 21.5 % compared to 2021.

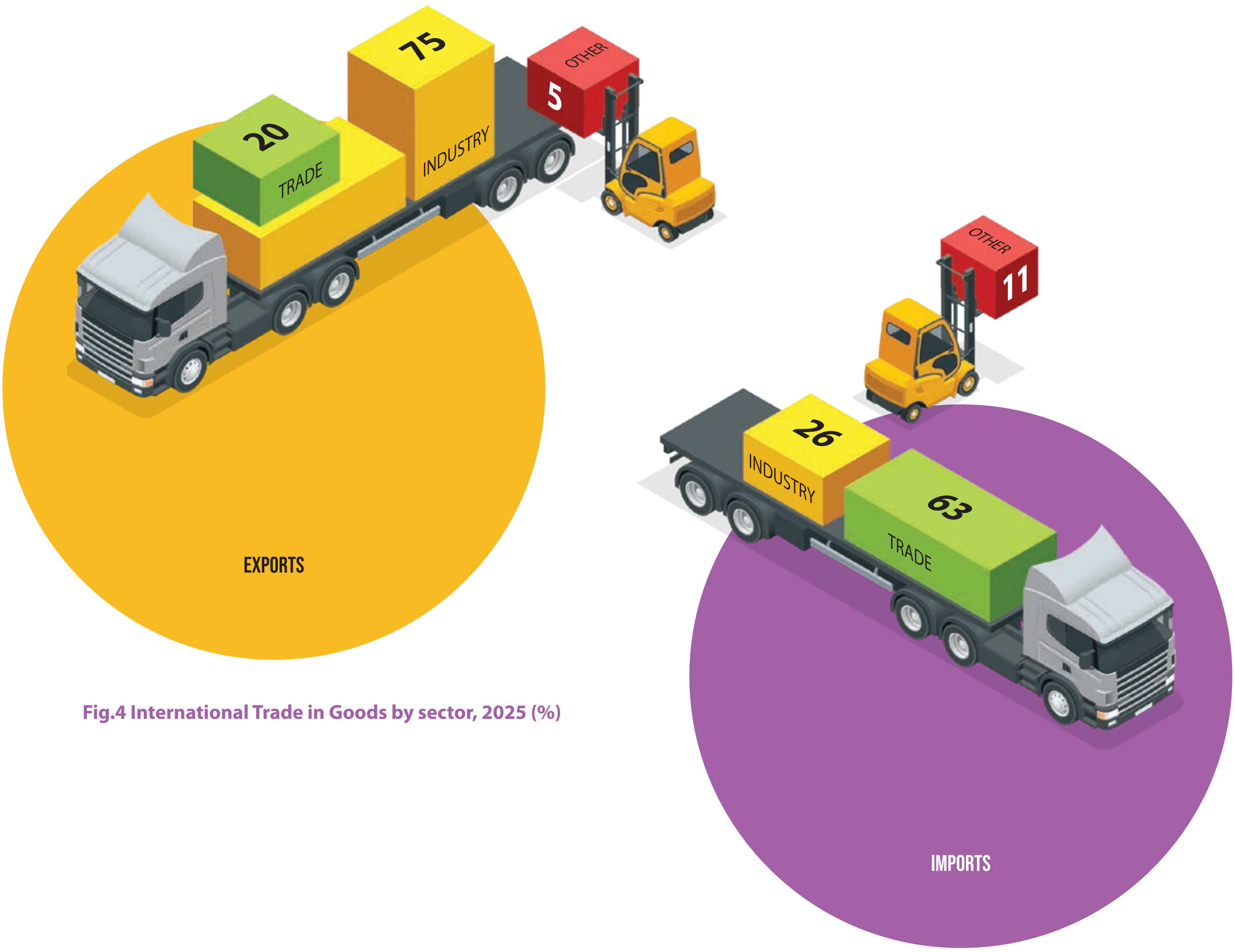


Fig.4 International Trade in Goods by sector, 2025 (%)

C. Exports / Imports of Enterprises by Product

“Mannufactured products”, in the period 2021-2025 occupy the main share of exported and imported products. In 2025, the share of exports of these products is 75.7 %, decreasing by 7.1 % compared to 2024 and by 8.1 % compared to 2021. Products with the main share in “Manufactured products” are: “Wearing apparel” (21.6 %), “Leather and related products” (17.0 %) and “Basic metals” (8.7 %).

While the weight of imports of “Mannufactured products” is 91.4 %, decreasing by 1.4 % compared to 2024 compared and increasing by 15.2 % compared to 2021. Products with the main weight in “Manufactured products” are: “Food Products” (11.7 %) and “Coke and refined petrolium products” (7.9 %) and “Basic metals” (7.4 %).

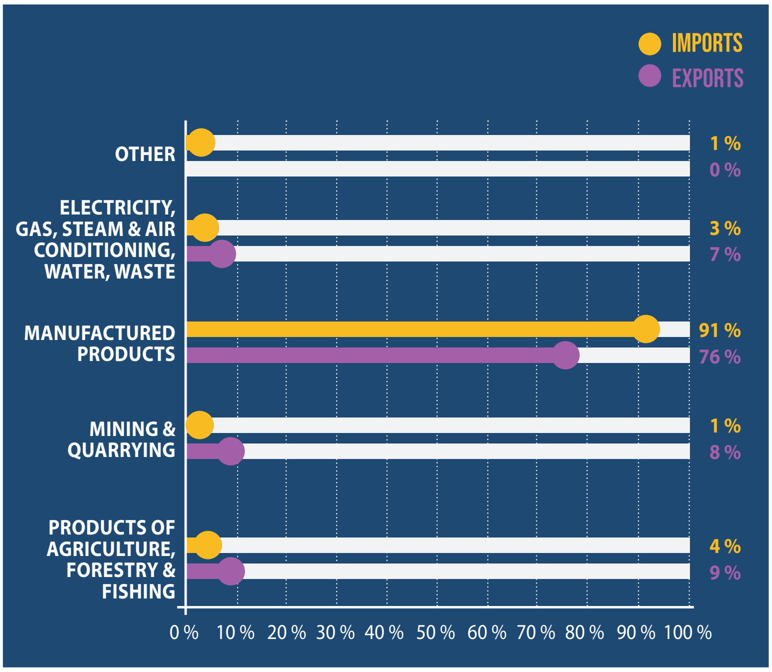
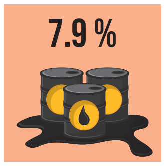


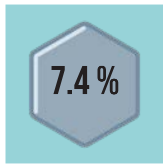
Fig.5 Exports / imports of Enterprises by Product, 2025 (%)

Exported products with the main weight in “Manufactured products” are:

Food Products



Coke and refined petrolium products



Basic metals

D. Concentration of exporting / importing enterprises

In 2025, more than half of the exports were concentrated in the 50 largest enterprises, where the their weight is 53.4 %. The share of these enterprises operating in the industry is 50.7 %, while the share of enterprises operating in trade is 57.2 %.

In 2025, more than half of the imports were concentrated in the 100 largest enterprises. The share of these enterprises is 51.7 %. The share of these enterprises operating in industry is 63.3 %, while the shsare of enterprises operating in trade is 47.1 %.

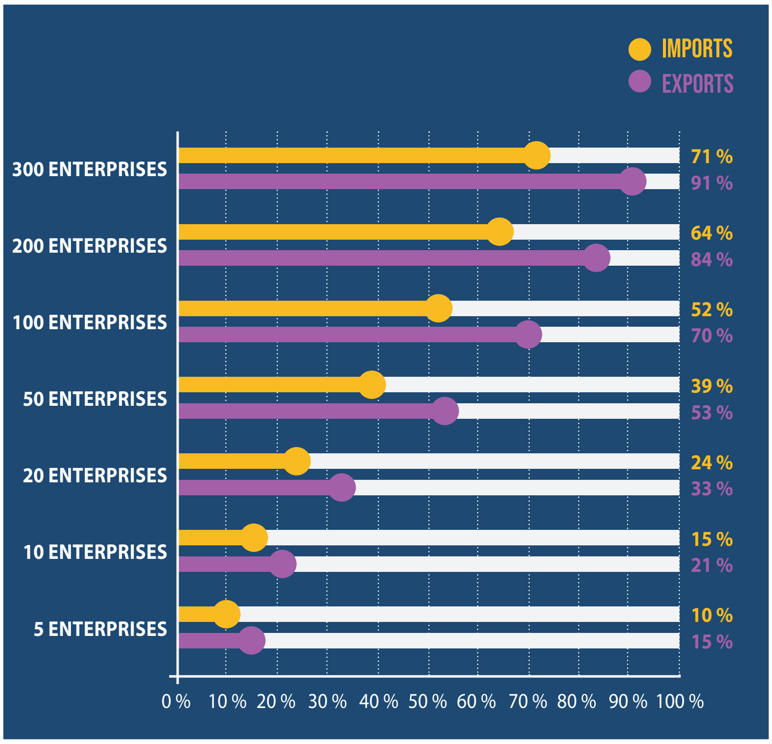


Fig.6 International trade in goods by major enterprises, 2025

E. Exporting / importing enterprises, according to the number of partner countries

In 2025, the share of enterprises exporting to 10 partner countries is 51.1 %, followed by enterprises exporting to 3-5 partner countries by 20.8 %. While most of the imports, in 2025, is carried out by enterprises operating with more than 10 partner countries.

In 2025, the share of imports of these businesses is 86.4 %, followed by enterprises importing from 6-9 partner countries by 6.4 %.

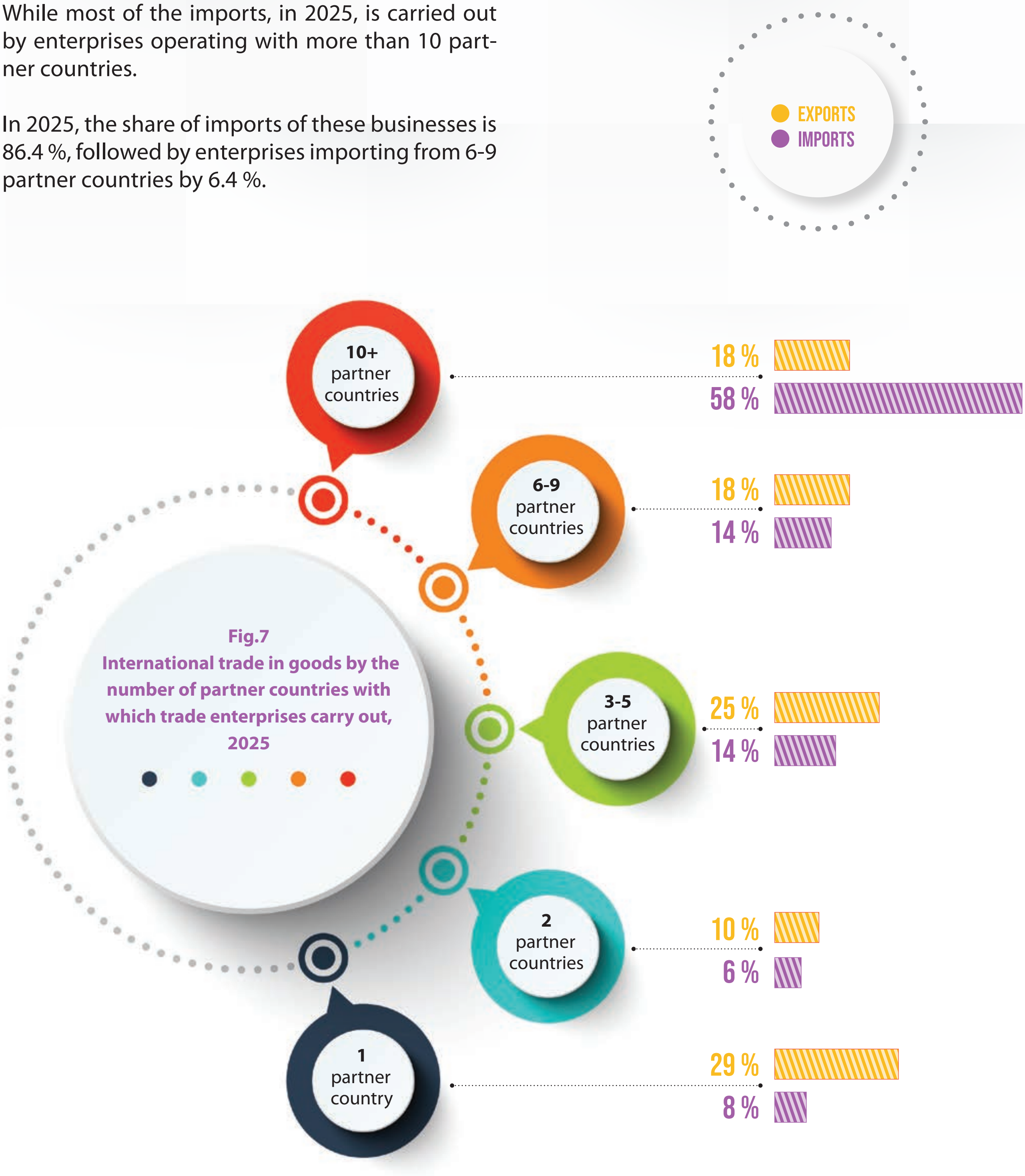


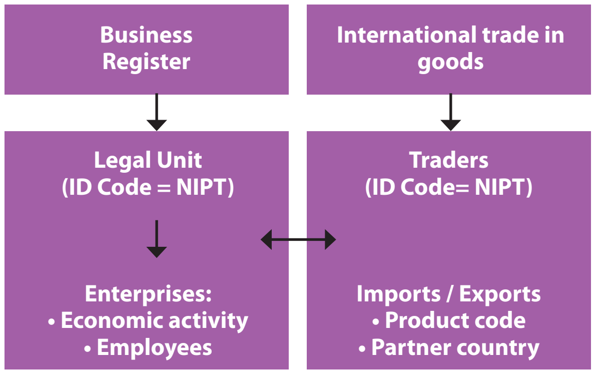
Fig.7
International trade in goods by the number of partner countries with which trade enterprises carry out, 2025

ANEX 1:

Methodology

Source of information
The General Directorate of Customs is the source of International Trade in Goods data and the General Tax Directory isthe source of data for the Enterprise Registry.

Data collection
At the conceptual level, the methodology used in collecting and validating data can be explained by the following scheme:



DEFINITIONS / CONCEPTS

The definitions and concepts in this methodological explanation are given in such a way as to reflect the relationship between the content of foreign trade data and the enterprise registry.

The enterprise is: "the smallest combination of legal units, that is, an organizational unit that produces goods or services that has a certain degree of autonomy in decision-making, especially for the distribution of its current resources. more locations (local units) ". The relationship between an enterprise and a legal entity is defined as "the enterprise corresponds either to a legal unit or a combination of legal entities".

The partner country in terms of exports is the place of final destination of goods. For imports is the country of origin of the goods.

EU member states - Austria, Belgium, Bulgaria, Denmark, Estonia, Finland, France, Greece, Germany, Netherlands, Hungary, Ireland, Italy, Croatia, Latvia, Lithuania, Luxembourg, Malta, Poland, Portugal, Cyprus , The Czech Republic, Romania, Slovakia, Slovenia, Spain, Sweden;

CEFTA countries - Bosnia and Herzegovina, Kosovo, Montenegro, Macedonia, Moldova, Serbia, Albania;

EFTA countries - Iceland, Norway, Liechtenstein, Switzerland.

Exports are evaluated with FOB (Represents a condition of delivery of goods, indicating that the price of the goods includes both transport and delivery costs, at a certain loading port). Goods are generally destined for a third country, placed under the customs procedure, passive processing, re-exported after the active processing.

Imports are evaluated with CIF (Represents a condition for the distribution of goods, indicating that the commodity price includes security and transportation, to a designated destination port).

Classifications

In processing statistical information on International Trade in Goods, import-exports, is used Standard International Trade Classification (SITC), which classifies goods according to their production phases, for economic activity classification activities NACE rev.2 (abbreviated English - NACE Rev.2), for products Statistical Classification of Products by Activity, POE 2008 (English abbreviated CPA 2008).

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