

lab of tomorrow

KICKSTARTING BUSINESSES AND DEVELOPMENT IN EMERGING MARKETS

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EU 4 CIRCULAR ECONOMY AND LIVABLE CITIES



INVITATION #26 lot Western Balkans

To develop & implement new business solutions

"Unlocking the potential of the Western Balkans (Focus: Albania)
high volume, homogeneous biogenic waste streams"

Date for Ideation Sprint: Tuesday, Sept. 9th – Friday, Sept. 12th 2025

Venue: Albania (Tirana/ surrounding)

Application ends: July, 15th 2025

[Apply now!](#)



Welcome to the lab of tomorrow 26

Why you received this invitation:

the lab of tomorrow program is a key business development program, now in its 26th instance.

Why you?

For each program companies are hand selected, that are key market actors with relevant expertise and resources in a specific market and field

For What?

- increase your **product portfolio** and **revenue**
- expand your **market** and **network**
- (Co-) develop **new products** with other companies from the EU and the Western Balkans
- **create impact** by reducing waste and providing access to relevant resources

>> Develop your business
>> Create Impact

lab of tomorrow

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Austrian
Development
Cooperation

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Our offer to you, lot26 participant

In order to quickly develop new markets as a participant you profit from strong benefits incl. a proven development system based on a strong network of partners.

You benefits, allowing you to access a new market. Get access to:

Business development
program worth > **EUR 100k**

Access to **200k € grant**
program (application based)

New Market &
Key Market Data

Product development support
& business innovation insights

Strong Partner network
(political and private)

Happiness

Vast majority of 450+ participating companies value participation and investment of time and resources



Brief Background

Lab of tomorrow program

25

Programs

450+

Companies
participated

70+

Products

The lab of tomorrow

- 25 instances in 15+ countries
- 450+ EU/global/local content companies
- 70+ products and partnerships were created
- kickstarted million dollar and small businesses
- helped create significant impact in the areas of

Health

Food security

Energy access

Trade

Public
Infrastructure

Circularity

lab of tomorrow ventures

WINGCOPTER 

Each lot results in products coming to market and company partnerships being created. One of these is Wingcopter! The company today operates drone networks in 10+ countries, helping to quickly and cost efficiently deliver and allow access to medication in rural areas. By now Wingcopter secured **investments of over €100 Million.** www.wingcopter.com

Other ventures include: [CDMS](#) [MEDICAL SCHEME](#) [Ojemba](#) [SkyTrip](#) [Maisha Meds](#) [Miyonga](#) [WE](#)

Your lot#26

next

topic

Lab of tomorrow 26

Business Potential, Western Balkans

Each lab of tomorrow revolves around a **potential** (and derived business opportunities) which is defined after extensive field research. lot26 is all about:

Unlocking Potential from high volume, homogeneous biogenic waste in Albania and the Western Balkans.

Lab of tomorrow 26

Business Potential, Western Balkans

4 specific Business Opportunities within, represent market-niches providing significant business potential **for your company**.

BO 1: Bio-Energy

How might we introduce a local energy production based on the biomass available?

- 1.1 Gas
- 1.2 Pellets

BO 2: Animal Feed

How might we introduce a local animal feed production based on the biomass available?

BO 3: Organic Fertilizer

How might we introduce a local fertilizer/compost production based on the biomass available?

BO 4: Biomass Logistics

How might we introduce a collection systems for the biomass required?

- 4.1 (Sorted) Biogenic Waste
- 4.2 Used Cooking Oil (UCO)

Your market (indicative overview, details provided in market study)

Large amounts of sorted biogenic waste unused (Data for Albania):

480.000 t
Chicken Manure

50.000 t
Olive Pommace
(~500 Olive Oil Mills in ALB)

10.000 t
Fish Waste

Further waste available
from HoReCa, Households,
other farms, etc. in Albania
and surrounding countries

Products & Services required locally

Production

Energy

Market prices:
Wood Pellets / t:
~ 300 €
LPG / kg: 0.94 €

Animal
Feed

Market Price
/ kg: ~ 0.5-1€

Collection
&
Distribution

Sorted Biogenic
Waste
(for production)

Compost

Market price:
/ 50 kg: 5-15€

Fertilizer

Market Price
Pelleted Org.:
/ 50 kg: 20-50€

Used Cooking Oil

Indicative
market overview

You

We are looking for companies...

...with strong & relevant expertise /
product portfolio in:

production of

- Energy
(Biogas / Pellets)
- Animal Feed
- Fertilizer
- Compost

or of production
systems

Organization

Logistics &
Distribution

Biowaste
treatment

Biomass sources
(Farms, HoReCa, Markets)

...willing and able to commit:

1 person, 3.5 days in Albania

→ Full attendance is required

Interest to innovate and cooperate

→ Open to create and adapt with others

Interest in long-term engagement

→ develop, establish and scale

Travel hotel & food expenses

→ to be covered (worthwhile investment)

...to join

Your customers

Other key
sector companies

Legal experts

Political partners

Biomass sources

Timeline lot #26

Phase 1: Understand

Activities: Market research and expert assessment

Key Benefits:

- Access to market data, specific insights and target customers
- Identification of stakeholders and key market players
- Introduction events for awareness

Phase 3: Incubation

Activities: Facilitated Business Incubation period; shortlisted candidates prepare to pitch for final grant allocations (as per EU4CELC program).

Key Benefits:

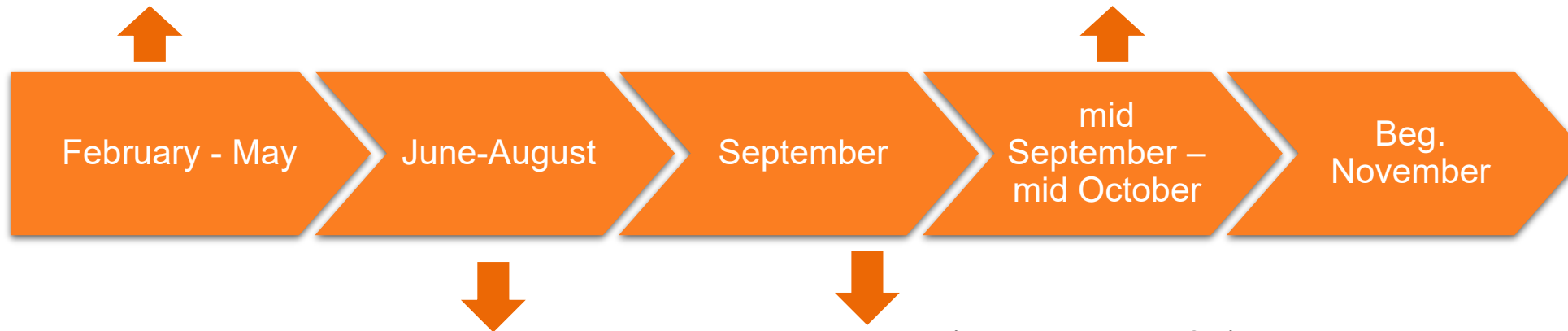
- Facilitated MVP development and pilot preparation
- Tailored pitch preparation for grant application

Phase 4: Pitch for Grant

Activities: End of October “Pitch Day” for EU4CELC grant

Key benefits:

- Grant support up to EUR 200k – Final recipients are awarded funding.
- Strong development support – Planning next implementation steps with continued expert backing.
- Company Visibility / Image – Announcements and publicity further enhance brand positioning.



Phase 1.2: Participant Acquisition & Match-Making

Activities: Business Potential Definition, continued networking & private companies match-making

Key Benefits:

- Engagement with key stakeholders and sector-specific contacts
- Participation boosts public and industry recognition.

Phase 2: Business Development Sprint

Takes place in Albania, Tuesday, 9th – Friday, 12th September

Activities: Explore collaborations and business models with potential customers and partners

Key Benefits:

- Guided business development sprint
- Access to partners like political decision makers, legal experts, customers and other experts of the field

Austrian and European Funding opportunities in Albania/ Balkan region

Overview of selected Austria funding opportunities



Go-international This funding supports 50% of the costs (consulting, marketing, travel) for up to 5.000€ for a first project in Albania and can be used for the participation in the Design Sprint of the lot Albania <https://www.go-international.at>



AWS Technologie-Internationalisierung supports with max. 50.000€ (80%) costs for feasibility studies, market research,.. <https://www.aws.at/aws-technologie-internationalisierung>



Tecxport Tailored Innovation (FFG) as part of Tec-connect starts probably end of 2025 and supports R&D projects with up to 200.000€ <https://www.ffg.at/ausschreibung/TecxportTailoredInnovation-2023>



ADA Business Partnerships, funding 50% of costs for feasibility studies (30.000€), business partnerships (300.000€) or strategic alliances (500.000€) <https://www.entwicklung.at/akteure/unternehmen/wirtschaftspartnerschaften>

Overview of selected European fundings opportunities



EU4CELC is a program implemented by GIZ Albania and funds circular economy start-ups in Albania with a total of 200.000 Euros. The funding will be awarded based on a pitch end of October (final date to be announced)



Horizon Europe is the EU's key funding program for research and innovation with indicative funding amount for the period 2021-2027 of EUR 93.5 billion to tackle climate change.

Innowide: 60.000 € for innovative EU SMEs looking to assess commercial ambitions in international markets

Eurostars: funding programme for SMEs wishing to collaborate on R&D projects that create innovative products, processes or services for commercialisation. Your consortium must spotlight an innovative SME as the main project participant.

Logistics for your participation

Travel Organization & Expenses for Design Sprint

- **Timing / location**

- Sprint to be conducted in Kruja Castle (45 min from Tirana Airport)
- Please **arrive** latest on **08.09.25**; **Departure** from **12.09.** afternoon from the Tirana GIZ Office

- **Travel & Accommodation**

- 3 Daily flights non-stop from Vienna – Tirana – Vienna (approx. costs 150€)
- 1 Daily non-stop flight from Berlin – Tirana – Berlin (approx. costs 200€); similar from Cologne.
- Hotel room approx. 40 – 80€/ night (including breakfast)

 **Austrian participants** can use the **Go-International fund** (50% of costs, up to 5.000€) for participating in the Design Sprint <https://www.go-international.at>

What are we in for?

Why the lot supports businesses

- The lab of tomorrow has **no commercial interest of its own**.
There are no legal obligations when participating.
It is there to support you.
- The **lab of tomorrow recognizes** the market potentials within development challenges and the potentials the private sector has to spur development.
- It aims to **create impact** and to help reaching the Sustainable Development Goals (SDGs) through **economic development**.



Join us in the 26th lab of tomorrow

Date of Ideation Sprint: **September 9th to 12th 2025**
Duration of Sprint: **3.5 day sessions** (starts Tuesday morning; ends Friday after lunch)
Duration of Incubation: **6 weeks**
Place: **Albania/ Tirana (surrounding)**
Participants: **approx. 20 companies**
lot overview: **www.lab-of-tomorrow.com**

Apply now!

A call will be scheduled with you after your application. For **questions** regarding the upcoming process, please contact:

Ms. Veronika Stocker: v.stocker@icep.at

Mr. Rubin Beci: rubin.beci@giz.de