# Risk Mitigation for Albania’s Apple Sector

## Production Risk
- Apple diseases
- Low quality seedlings quality
- Unsuitability of crop with soil
- Frequent hail precipitation
- Prolonged droughts
- Spring frosts
- Extreme low temperatures during winter

## Risk Mitigation Mechanisms
- Working capital for fighting apple diseases
- Finance certified seedlings
- Finance suitable rootstocks and ask for soil analysis
- Finance net hail
- Finance modern irrigation systems
- Finance working capital for crop protection from frosts
- Finance cultivars resistant to extreme weather conditions.

## Marketing and Price Risks
- Difficult market access
- Price decreases/strong oscillations

## Risk Mitigation Mechanisms
- Support cultivar demanded in the market
- Support larger farmers: able to produce volumes & quality
- Support cold storage
- Consider farmers who cooperate with the buyers
- Finance GlobalGAP (or other similar certifications)

## Financial Risks
- Inability to pay back debt due to marketing, production and (financial) management risk

## Risk Mitigation Mechanisms
- Educate potential clients on financial aspects
- Ask clients to share their accounts with banks

## Legal Risks
- Insecure land titles
- Low quality, safety & environmental standards

## Risk Mitigation Mechanisms
- Consider formal and informal land titles security
- Familiarize with EU approximation implications
- Cooperation farmer-buyer may lead lower risk

## Human Resource and Management Skills
- Financial illiteracy
- Insufficient technology knowledge
- Lack of skilled labor force

## Risk Mitigation Mechanisms
- Conduct carefully cost/financial analysis: use Tech Cards
- Consider availability of reliable technology service
- Clients should demonstrate availability of labor force

## Political/Policy Risks
- Frequently changing/unstable support schemes

## Risk Mitigation Mechanisms
- Familiarize with government support policy
# Market Facts in Albania

## Apple Sector

<table>
<thead>
<tr>
<th>Metric</th>
<th>2010</th>
<th>2019</th>
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</thead>
<tbody>
<tr>
<td>Apple Production (ton)</td>
<td>12,000</td>
<td>105,933</td>
</tr>
<tr>
<td>Apple Imports</td>
<td>29,600</td>
<td>7,755</td>
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<tr>
<td>Apple Exports</td>
<td>0</td>
<td>13,437</td>
</tr>
<tr>
<td>Apple Consumption</td>
<td></td>
<td>25 Kg capita</td>
</tr>
<tr>
<td>EU Apple Consumption</td>
<td></td>
<td>19 Kg capita</td>
</tr>
</tbody>
</table>

**Note:** Albanian consumption data not available.