

Union Financiar Tirane

Connecting Albania to the **global economy** for 30 years

Union Group operates across 4 business lines:

- **Money Transfer & Remittance**
- **Banking Services**
- **Payment Processing Technology**
- **Digital & Online Payments**

Subsidiary Companies

Union Bank S.A.

Est. 2006 · 100% Albanian capital 8th largest bank in Albania 32 branches · 69 ATMs 5.12% market share (2024)

Landeslease

Est. 2005 - Leasing company facilitating financing for various industries

PayLink

Est. 2012 · Interbank payment processing technology company

UPay

Est. 2021 · Online payment platform Widest digital payments range in Albania

Union Financiar Tirane (UFT) is one of Albania's largest and most profitable private investment groups, founded on February 15, 1995. Over 30 years, UFT has grown from a single financial services agent into a diversified financial holding group encompassing money transfer, commercial banking, payment processing technology, and digital payments. UFT is the sole Western Union agent for Albania — a partnership that began in 1995 and remains the foundation of the Group's nationwide financial network. Today, UFT operates in five countries and manages the widest financial services network in Albania, with more than 750 Unionnet – Western Union locations serving individuals, businesses, and communities.

Western Union Agent & Remittance Network. UFT has been the sole authorized Western Union agent in Albania since 1995 — a 30-year exclusive partnership with one of the world's leading US-based money transfer companies (NYSE: WU). UFT's Unionnet network provides Albanian citizens and the diaspora with fast, secure, and reliable money transfer services through more than 750 locations across Albania and the region. This network is the largest financial services footprint in the country and serves as the backbone for cross-border remittance flows — a critical economic channel for Albania, where diaspora remittances represent a significant share of GDP.

Union Bank — Commercial Banking. Established in 2006 with 100% Albanian capital and fully funded by UFT, Union Bank S.A. has grown to become the 8th largest bank in Albania, holding a 5.12% market share (2024). Total assets grew by 8.24% in 2024, reflecting sustained expansion. Union Bank operates through 32 branches and 69 ATMs across Albania, offering retail banking, business banking, lending, deposits, and trade finance. The bank is regulated by the Bank of Albania and operates to international prudential standards — making it a reliable banking partner for international companies operating in the country.

Landeslease – financial lease company offering more opportunities and facilities in financing cars, trucks, buses and heavy machinery, as well as production lines, medical equipment, business etc.

PayLink & UPay — Fintech & Digital Payments. PayLink (established 2012) is UFT's interbank payment processing technology company, delivering core financial infrastructure to the Albanian banking and payments ecosystem. UPay, launched in 2021, is UFT's digital payments platform — offering the widest range of online payment services in Albania for utilities, government services, e-commerce, and peer-to-peer transfers. Together, PayLink and UPay position UFT as a leading financial technology group in Albania, combining three decades of financial services experience with next-generation digital infrastructure.

US Partnership — Western Union & Beyond. UFT's 30-year exclusive partnership with Western Union Financial Services Inc. (NYSE: WU, headquartered in Denver, Colorado) is one of the longest-standing and most significant US–Albania business relationships in the private sector. This partnership has connected hundreds of thousands of Albanian families with the global economy and channeled billions of dollars in remittances. UFT's infrastructure, compliance standards, and regional network represent a ready-

Market Presence

Headquarters: Tirana, Albania

- Albania
- Kosovo
- North Macedonia
- Croatia
- Switzerland

750+ Unionnet – Western Union locations across the network in Albania

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made platform for US financial services, fintech, and payments companies seeking a foothold in the Western Balkans.

UFT Group Capabilities Include

- Money Transfer (Western Union Agent)
- Remittance Network Management (750+ locations)
- Retail & Business Banking (Union Bank)
- Leasing (Landeslease)
- Trade Finance & Lending
- Interbank Payment Processing (PayLink)
- Digital Payments Platform (UPay)
- Utility & Government Bill Payments
- E-commerce Payment Solutions
- ATM Network Management (69 ATMs)
- Cross-border Financial Services
- Fintech Product Development
- Multi-country Financial Operations

Key Company Facts

- Founded: February 15, 1995 — Tirana, Albania
- 30+ years of operation
- Union Bank: 32 branches · 69 ATMs · 5.12% market share
- Exclusive Western Union Agent since 1995
- 750+ Unionnet – Western Union locations
- 5 countries: Albania, Kosovo, N. Macedonia, Croatia, Switzerland
- Union Bank: 8th largest bank in Albania (2024)
- LandesLease: leasing company operating in the Albanian market since 2005
- PayLink: interbank payment processor (est. 2012)
- UPay: broadest digital payments platform in Albania (est. 2021)
- US partner: Western Union (NYSE: WU, Denver, CO)

US Partnership Opportunities

Union Group is Albania's most experienced financial services operator and the longest-standing partner of a major US company in the country. UFT offers American financial services, fintech, and payments companies an established, compliant, and operationally proven partner across the Western Balkans. Specific opportunities include:

- Fintech platform & API integration
- Digital banking technology partnerships
- Payment gateway & e-commerce solutions
- Remittance corridor co-development
- Banking-as-a-Service (BaaS) for the region
- Financial inclusion & impact investment