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KONTAKT LTD





Sincerely,
Fatmir Bektashi

KONTAKT LTD is an experienced company operating in the construction industry and specialized in the implementation of industrial, housing, commercial, office, recreational and traffic construction projects in the Tirana metropolitan and other regional areas of Albania. Working in a changing market KONTAKT LTD embraces challenges and make its best efforts to meet the clients and partners demand. Our construction projects are fruit of a well-orchestrated collaboration of our team experts. We do this by recognizing our clients' immediate needs and fulfilling quality as well as budget and time requirements.

Through careful communication, we coordinate every step of the process with client, architect, engineers, subcontractors, input suppliers, public authorities and other stakeholders.

Our vision is to be a top construction company that fulfill and exceed the customers' expectations by achieving quality and mitigating risk in a changing market.

2. Mission

At KONTAKT LTD, our overriding mission is to establish lasting and trustful relationships with our customer, by exceeding their needs through exceptional performance of our construction team in terms of service and tailored project solutions.



6. Future prospects

In order to build on the substantial progress made in 2009, we have set the following key objectives for 2010:

- Be a recognized leader in the delivery of private and public construction projects
- Deliver revenue growth of a minimum of 5 per cent
- Expanding our market coverage and intensity for our general and niche products
- Attract, develop and retain excellent people by enlarging our team for better responding project needs
- Promoting partnership with public actors



5.2. Income Statement

Operating Revenue (Euro)	476.556
Depreciating Expenses	(265.695)
Depreciation/Amortization	(47.787)
Non - operating Revenue	132.711
Earn Before Taxes Interest (EBIT)	292.785
Net Interest Expenses	51.422
Earn Before Taxes (EBT)	241.363
Income Taxes	49.050
Net Income (EAN)	192.313



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2.1. Our strategy

Our strategy is to deliver sustainable and profitable growth through:

- maintaining a strong construction capability and fulfilling projects scope, budget and schedule
- developing integrated solutions tailored to the needs of customers
- growing support services through partnerships with private and public actors



5.1. Financial Ratio

$$\bullet \quad \text{ROI} = \frac{\text{EAN}}{\text{Average Activities}} = 11.03\%$$

This index shows how much we earned for each 1 All invested. As the ratio is bigger than the nominal rate, indicates that the company has been increasing and generating incomes more than if it would have deposited it.

$$\bullet \quad \text{ROE} = \frac{\text{EAN}}{\text{Average Equity}} = 19\%$$

Return on equity indicates the corporation's profitability by revealing how much profit the company generated for each 1 ALL invested.



5. Financial overview

Throughout these financial ratios you can have an easy way to interpret information found in our financial statements.

$$\bullet \quad \text{Current Ratio} = \frac{\text{Current Assets}}{\text{Current Liabilities}} = 1.6$$

This current ratio gives a sense of the efficiency of a company's operating cycle or its ability to turn its product into cash, this ratio is more emphasized in the global financial crises we past during the year.

$$\bullet \quad \text{Account Receivable Turnover} = \frac{\text{Net Sales}}{\text{Average Account Receivable}} = 2$$

This ratio evidences that the company has operated on a cash basis and its collection of accounts receivable was efficient, providing to the company more encycling liquidity and more advantages than other company have using klering as a payment.



2.2. Our commitment



Becoming a more sustainable business has made KONTAKT LTD a recognized company in developing and adopting modern top quality construction output. We continue to believe that this commitment not only makes possible the creation of measurable business benefits but also generates further positive impacts on our customers' perception. We carefully evaluate the links between our market performance and our partnership goals and systematically set specific targets for performance improvement.

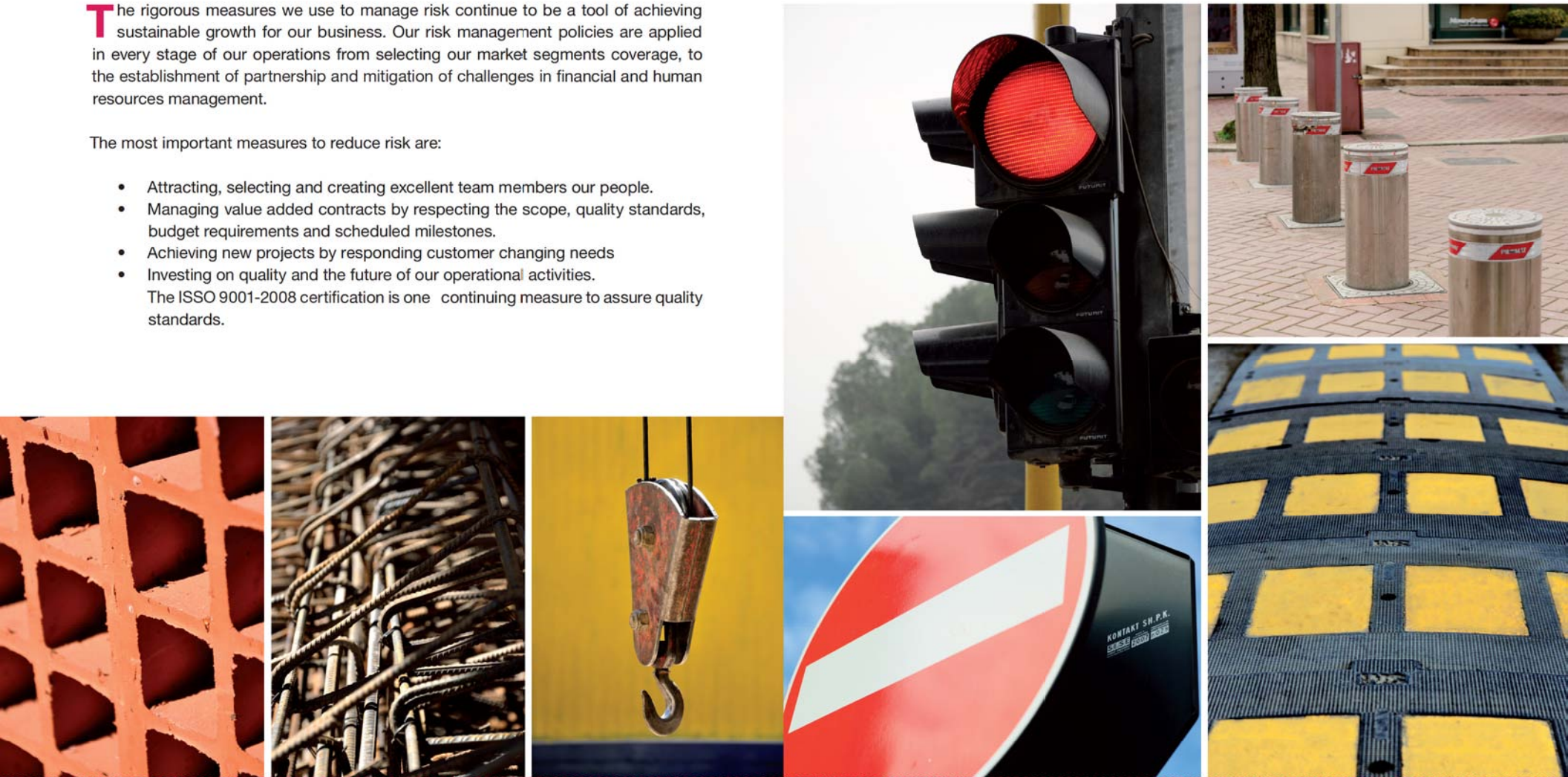
2.3. Risk management

The rigorous measures we use to manage risk continue to be a tool of achieving sustainable growth for our business. Our risk management policies are applied in every stage of our operations from selecting our market segments coverage, to the establishment of partnership and mitigation of challenges in financial and human resources management.

The most important measures to reduce risk are:

- Attracting, selecting and creating excellent team members our people.
 - Managing value added contracts by respecting the scope, quality standards, budget requirements and scheduled milestones.
 - Achieving new projects by responding customer changing needs
 - Investing on quality and the future of our operational activities.
- The ISO 9001-2008 certification is one continuing measure to assure quality standards.

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4.2 Traffic engineering

KONTAKT serves as the city/village engineer for a number of municipalities, aiming to provide quality solutions that not only satisfy regulatory requirements but also meet and exceed our clients' other business objectives. Kontakt has experience with transportation engineering projects of all sizes, ranging from small, local projects to larger

projects of regional importance. Our staff has experience in a variety of transportation projects, including:

- Bridge Construction administration
- Streetscape beautification and touristic signs
- Traffic signal and intersection design and improvements
- Feasibility studies
- Preparation of Phase I and Phase II contract documents
- Roadside safety and barrier warrant analysis

Attention to cost, historical significance, citizen input, environmental and culture esthetics have been important factors in community and local government partnership.

2.4 Our values



Since 1998, values and ethics have driven our work to provide quality performance and render excellent services for our clients and partners. The main values driving our work are:

- Quality
- Collaboration
- Professional delivery
- Dynamism
- Flexibility

Our experienced engineers and professionals bring not only maturity to our projects but also sensitivity to our clients' needs. Working with architects, engineers, developers, and local and state governments, make us well oriented in pursuing business ethic to the entire projects that we undertake.

3. Our pillars



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4.1 Sites development

KONTAKT has a decade of experience of developing both private and public facilities in Tirana and other regions of Albania. Our diversified expertise covers all aspects of site development services. Our work includes master planning, civil design and structural design for:

- Commercial buildings
- Industrial sites
- Medical institutions
- Public buildings
- Residential developments
- Retail developments

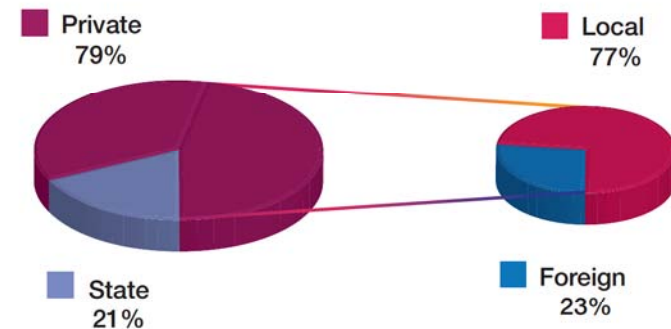
Services include site grading, roadways and parking lot design, utility extensions and relocations, site lighting, landscape development and construction services.



3.1. Clients

The size of our firm is dictated by our customer orientation policy to be large enough to produce large projects in a timely manner, and small enough to supply personal and tailor made services to our clients. To do so we carefully invest for technology updated equipments, retrain our experts and seek opportunities to provide better solutions to our clients.

Clients Diversity



3.2. Partnership

Every construction project for Kontakt is a lifelong partnership. Over a decade we have established strong and mutually respected relationship partners as well as subcontractors and external experts. They stay with us for accessing our experienced and quality service and our personal attention to every project detail.



4. Activities

Kontakt is dedicated to providing quality services from concept to completion. Our services include site development, municipal engineering, structural engineering, construction engineering, traffic engineering and signaling. All these services, combined with our expertise, commitment and our partnership with clients, lead to meeting and exceeding our clients' goals.

KONTAKT purpose of activity is the construction of engineering works with:

- High quality in accordance with European code rates.
- Speed in execution, through logistic in yard.
- Construction technology. The object of activity is:
- Iron-concrete constructions,
- Hydro insulation of underground walls in the presence of water,
- Thermo / Hydro-isolation of the flat terraces,
- Construction of buildings with metal construction.
- Qualitative Rifinitura residential apartments, offices and shops.
- Multifunctional facade in residential apartments, business centers and shops.

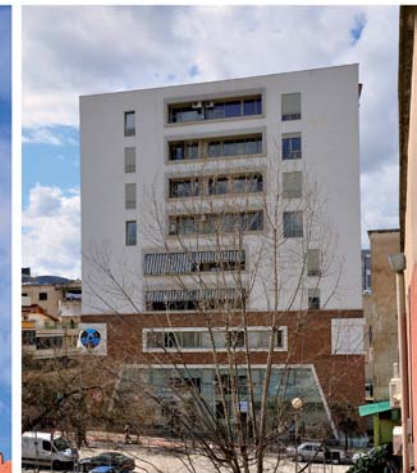
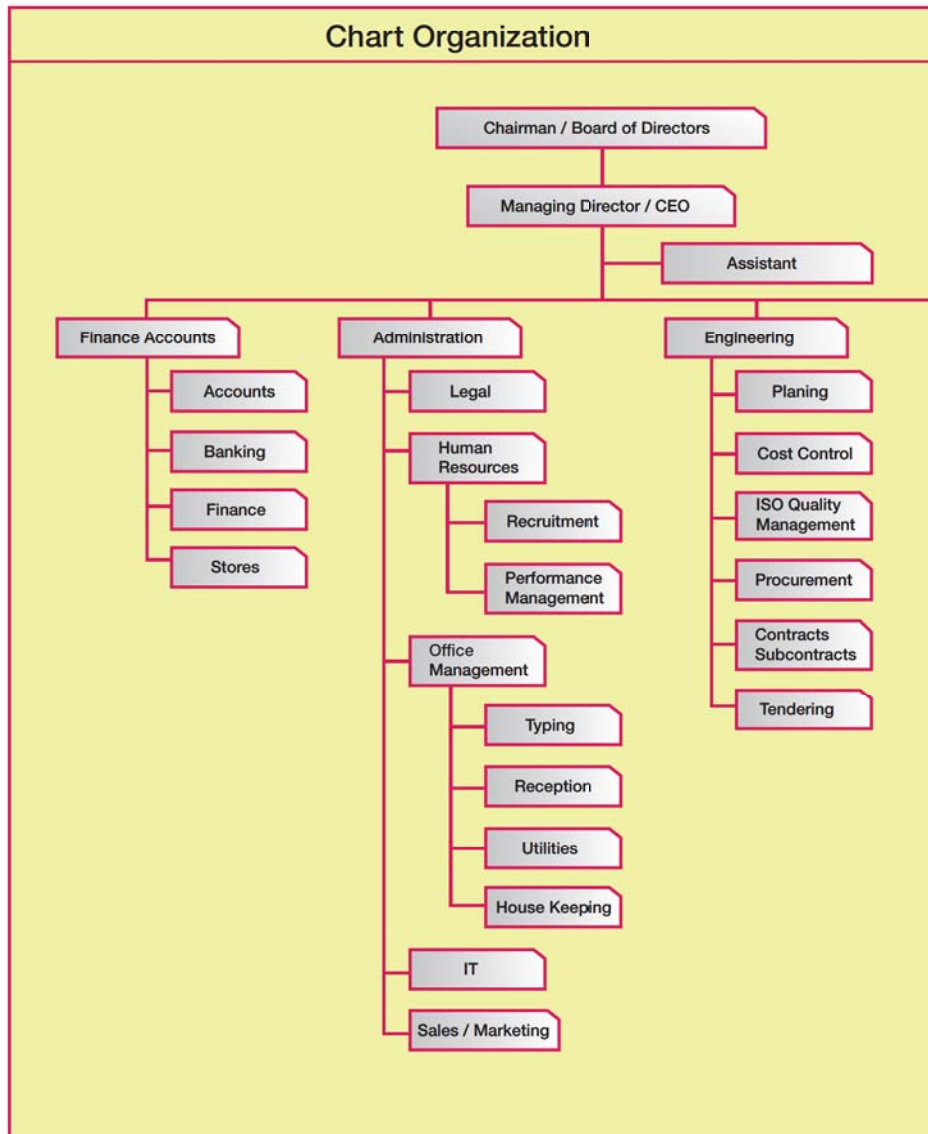


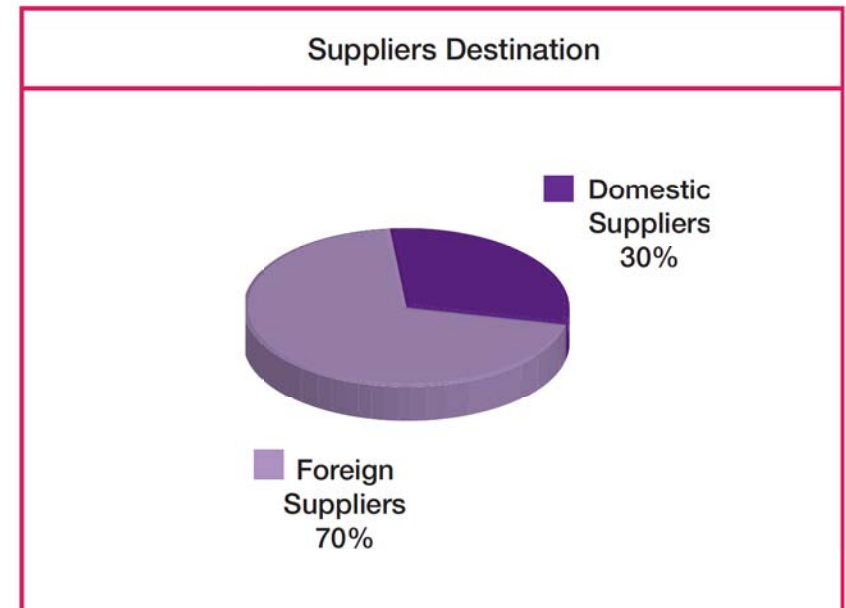


Chart Organization



3.3. Suppliers

They are our main investment. We find very important to manage suppliers and out-source relationship. The more a business engage its suppliers, the better the suppliers can provide quality inputs and lower cost. During this years our main suppliers are foreign ones because they have responded to our request of quality and safety. Over the years, working with German companies such as PASCHAL, ATLAS Ward and AWA, our company has had a strong experience to built armed concrete constructions, halls with metal construction, structures featured with thermo and hydro insulation and other services according to German standard DIN2765





As a services business, our success depends primarily on the quality of our people. KONTAKT manages the work of 200 masters and workers, with a staff of technical and organizational engineering with 20 a services business, our success depends primarily on the quality of our people. KONTAKT manages the work of 200 masters and workers, with a staff of technical and organizational engineering with 20 employees. In order to attract, develop and retain excellent people by becoming an employer of choice, we have a wide range of recruiting policies and training programs. Another feature of our human resource management is the bottom-up communication as well as the inclusive and transparent promotion, what create to every member the equal chance to grow with us. As a result of cooperation with Western companies we are not only achieving a fruitful technology transfer but also increasing the capacity of our team members.

