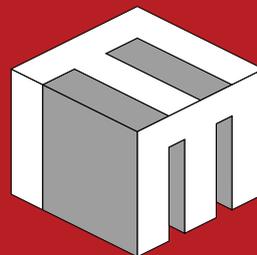


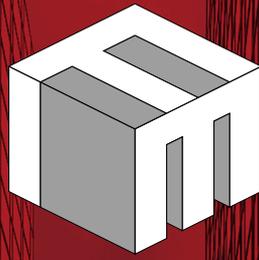
# COMPANY PROFILE



**FMI**

Trade & Construction

[www.fmi.al](http://www.fmi.al)



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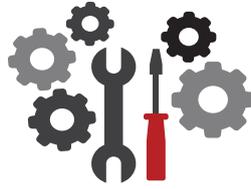
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# INTRODUCTION TO **FMI**

## **FMI TRADE & CONSTRUCTION**

**Fmi Trade & Construction sh.p.k** was originally founded in 2013 in the already formed market of Albania. Although the Albanian construction industry in those early days was very competitive, the Company quickly became established as a serious and progressive organization.





**Fmi Trade & Construction sh.p.k** started out as a leader in its field and since that time has maintained its position as one of the largest and leading construction companies in its own area of operations, by a progressive and well-planned

policy of expansion. We are still sprinting and working harder every day, for the company to be acknowledged as a leader of its field – a title which was achieved through the Company's integrity, reliability and professionalism.

An active and open-minded management has pursued a policy of employing professionally qualified personnel. With this highly professional type of organization, the management has rapidly been able to promote the adoption of the latest practices in the construction industry, and so create the company which is today a leader in its field. We are committed to perform along the highest ethical and professional standards in harmony with the principles of social, economic and environmental sustainability.



This is achieved through our persistent attention to detail and an experienced team, with the drive towards customer satisfaction. This is achieved through our persistent attention to detail and an experienced team, with the drive towards customer satisfaction. We continue to invest in modern business practices and management techniques in order to ensure that we remain at the top of our industry. We continue to form our reputation with firmly having on focus growing the ability of the business to provide new and innovative ways.



Together with an effective and up-to-date approach to construction technology, FMI has also set out to become as independent as possible. Together with an effective and up-to-date approach to construction technology, FMI has also set out to become as independent as possible. Today the company owns all the necessary equipment and materials for carrying out handed in projects, besides this, it also trades all the construction materials, having in this way, a considerable reserve of construction materials which can be immediately called upon for new contracts.

# BUSINESS APPROACH



## BUSINESS APPROACH

We started the construction business by knowing that the nature of this business means that a firm basically needs to run three key activities at the same time in order to deliver its services successfully and they are:



### Client relations



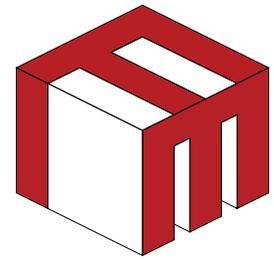
### Project management



### Professional task execution

We keep our balance by working simultaneously in the fields above, building in this way a strong competitive advantage. Our business is supported by an integrated quality management that supports every aspect of its operations.

Another very important value of the way we approach business is our independence and quality control. To put this to practice we now trade all kinds of building materials, having always supplies to ourselves, and controlling the quality of the materials we use.



# FMI

Trade & Construction



## VISION AND VALUES

We firmly believe in human relations and working with integrity and honesty. This belief has brought us to the top of the construction industry and we will continue as we started in order to build projects and large infrastructures that will contribute to a better Albania, for current and future generations. Our Core Values are:

- *Safety first*
- *Focus on our client's needs*
- *Provide customized solutions*
- *Deliver consistent, quality service*
- *Environmentally friendly*
- *Passion to bring new, innovative and sustainable ideas to our clients*
- *Integrity, Honesty and being trustworthy*
- *High ethical standards*
- *Find the right people for every job*
- *Teamwork*
- *Transformation of everything we work on*

## OUR MISSION AND GOALS

We undertake daily tasks towards perfection to build better relations with our customers and for constructing a better business practice. We build stable and strong infrastructures that endure time, we do this with the purpose of satisfying our clients and leaving our legacy.

### **COSTUMER PERSPECTIVE GOALS:**

- *Continually satisfying the client*
- *Built a trustworthy reputation*
- *Understand the needs and expectations of the client*
- *Build a good communication with the clients*
- *Increase customer value through ongoing improvements to construction methods and business administration*

### **INTERNAL PROCESS PERSPECTIVE GOALS:**

- *Meet project deadlines on time*
- *Improve health, safety and environment regulations*
- *Improve productivity*
- *Documented procedures inside the company*
- *Develop our skills and competencies*

## PHILOSOPHY

Lasting relationships are the essence of business in our industry. At all times, we strive for solutions that best achieve our client's needs and goals. Our staff's ability and commitment to finding these solutions is what distinguishes us. We provide constant personal and individual attention to all our clients.



## **Impact on the environment**

FMI is committed to maintaining a clean environment and believes this will create the ability to operate in a disciplined and sustainable manner over the long term which is fundamental to maintaining a competitive advantage. In every industry in Albania this is something new, and especially in the construction industry it is more difficult to implement, but we started with baby steps towards a longterm plan.

## **Geographical Footprint**

FMI is a company located in Tirana, with a growing footprint. Our projects are mainly in Tirana region and Durres, but with the capability to deliver projects all over Albania. We ensure that we understand and work within the parameters of local social and natural conditions, managing all risks effectively; and delivering on time, whatever the challenges.

## **Quality from start to finish**

FMI has nothing more to offer than quality work. We love what we do and we do it the best way possible. Every project we deliver passes several stages of evaluation and supervision and we have extensive knowledge on the materials we use (we also trade them). While the companies we cooperate with, only produce materials which create durable, sustainable buildings.

Every employer takes personal pride in every project that the company delivers, striving to always exceed the client's expectations. We have particular strengths in quickly understanding the vision of the project, developing the most efficient methodology so that we can offer our clients the best complete package.

Most importantly, we are determined to become a premium construction firm by developing into a total solution provider that uses experiences accumulated from various projects to provide value to our customers.

# SERVICES

- **Construction works**

- *Concrete*
- *Brick masonry*
- *Traditional and plasterboard plastering*
- *Leveling layer*
- *Industrial concrete floors and stamps*

- **Metal constructions**

- *Canopy construction*
- *Floor division*
- *Railing works*

- **HYDROPRODUCTS with katrama. Two net-shape components. PU based paint**

- *Roof*
- *Bathroom*
- *Balconies*
- *Basement*
- *Veranda*
- *Swimming pool*

- **TERMOIZOLMENTS with XPS polystyrene materials. Polyesterol with different density. Glass mineral wool with different densities.**

- *Facades*
- *Roofs*
- *Housetops*
- *Basements*

- **Indoor and outdoor Plasterboard works**

- **Splitting walls**
- **Column wraps and camouflage**
- **Tray ceiling**
- **Outdoor works with cement (Aqua panel)**

- **Finishing works**

- *Coating*
- *Painting*
- *Wallpaper*
- *Deco paint*
- *Tile installation*
- *Marble installation*
- *Granite installation*

- **Electrical systems**

- **Hydraulic work**
- **Air conditioning and aspiration systems**

# OUR PROJECTS

We have an extensive portfolio of successfully completed projects. We have built our reputation on our client focus and pro-active approach. We are proud of the fact that the majority of our workload comes from repeat business and that we have a strong reputation for reliable execution of all projects undertaken. Some of our most important projects are:



Vip Entrance - Mother Theresa Airport



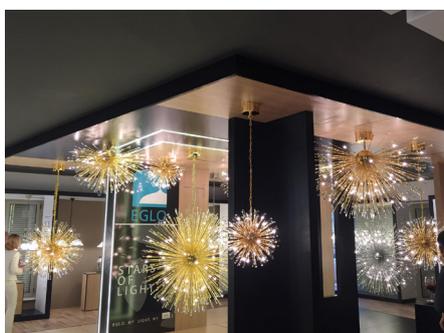
Kosmonte Foods



Hotel Grand



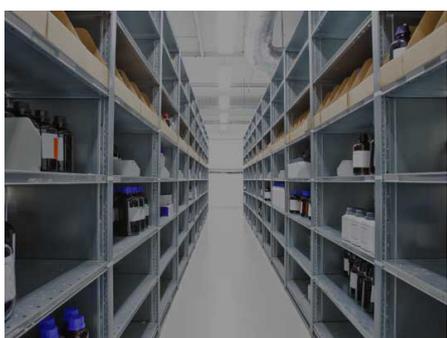
Volvo Showroom



Eglo Teoren Showroom



Bar Restaurant Mústela



Pharmaceutical Warehouse Noval



Conad - Super market chain



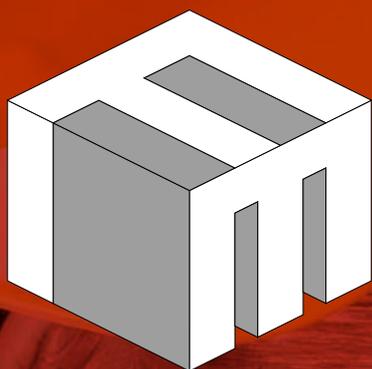
Eco Market - Super market chain

# OUR PRODUCTS

Our company also operates in the field of trade, we sell building materials and tools, importing directly from the factory with an international license. We sell mineral cotton IZOCAM and ISOVER, XPS FIBRAN, plasterboards and accessories KNUF and RIGIPS, ecological paints VECHRO, VIVECHROM, CAF ITALIA, hydro-insulation materials, ARDEC AUSTRIA, ISOMAT, INDEX katrama, etc... We operate with different suppliers within the country: Dast, Dekoll, Izoterm, Makita, Europrofil, Izopack Austria, etc...



## HUMAN RESOURCES

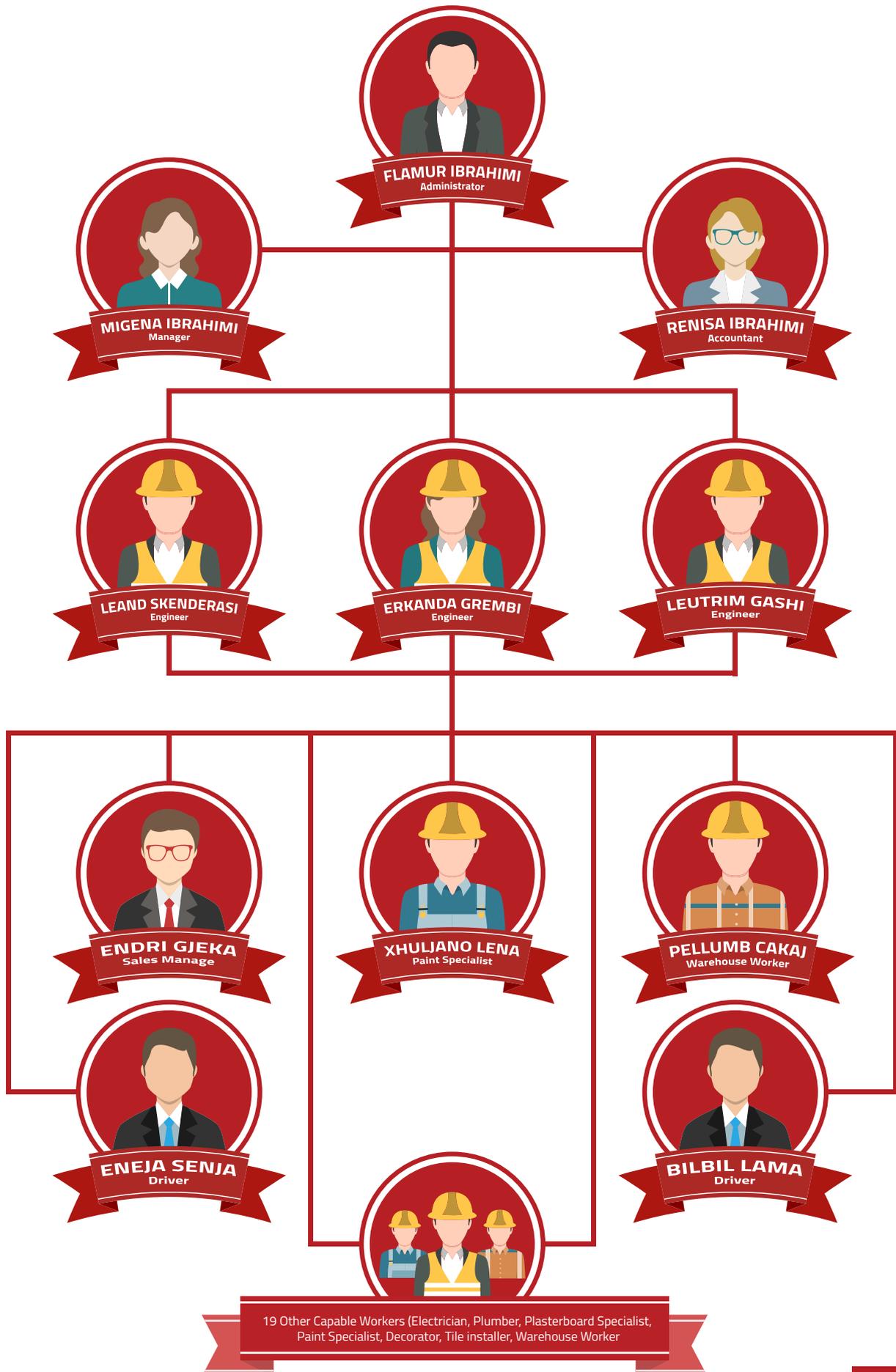


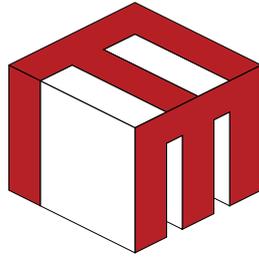
This company was created by Mr. Flamur Ibrahim, who has 23 years of experience in the construction field, and during these years he has worked on huge projects such as: City Park, Hotel Adriatik in Durres, Blue Star Center, QTU, Brunes Qeramika, Volkswagen, Tirana East Gate, Ambassador 1, Hotel Continental in Vore etc. By having in his CV some of the most significant projects in Albania, Mr. Ibrahim had the opportunity to share with his employers his experience and some of the best practices in the field of construction.

As a company we strive for the very best, and we demand the same of all our staff. Each member is selected carefully through multiple levels of selection and trained further and continuously. Today, every member of our staff has core skills and capabilities they bring to the Construction Process.



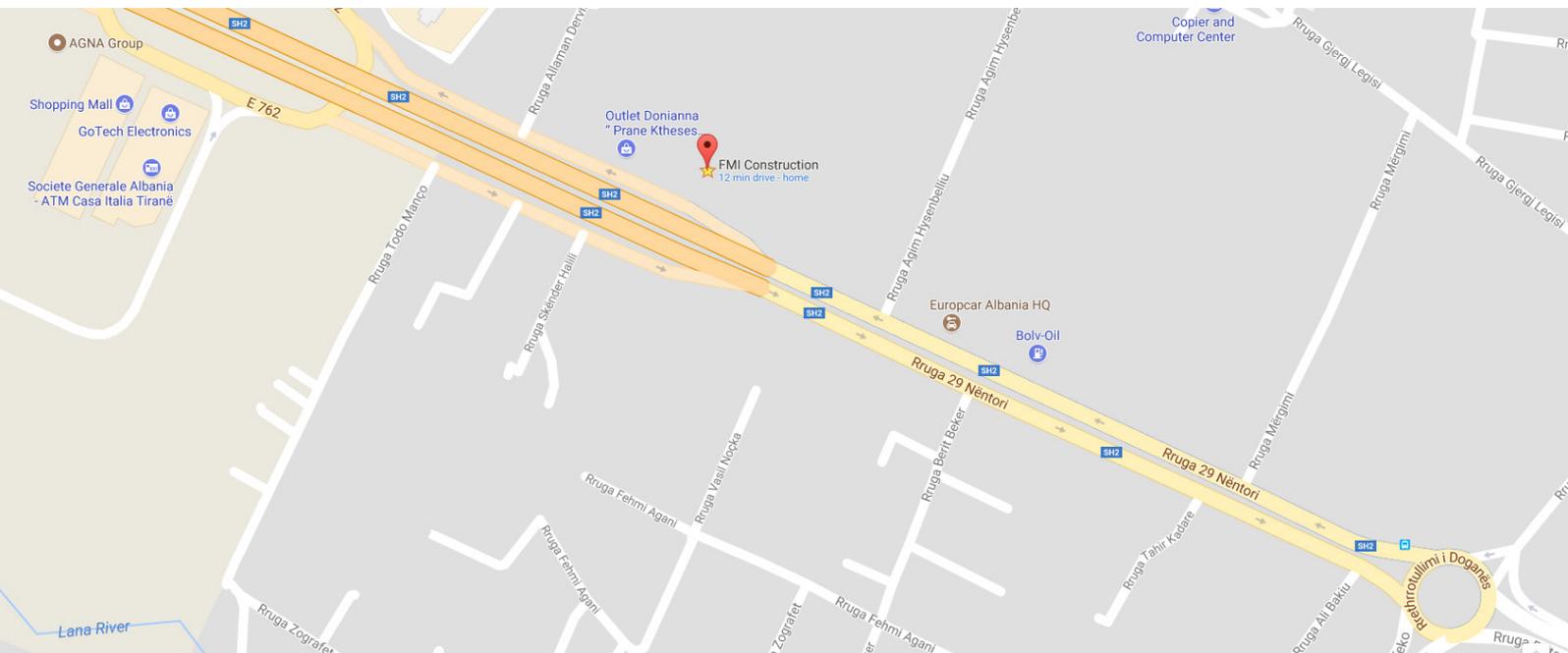
# OUR STAFF





# FMI

Trade & Construction



# CONTACT

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