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Curriculum Vitae

Company Name: **SEED Consulting Sh.p.k.**

Address: Rruga "E Kosovareve", Ndërtesa.35, H.6, Ap.2, Njësia Administrative Nr.5, 1019, Tiranë;Albania

Fiscal Number (NIPT): **L41824014Q**

Administrator and Legal Representative: **Ylli Gjoni**

BRIEF PROSPECT ON SEED CONSULTING LTD.

1. GENERAL DATA

THE COMPANY

SEED Consulting Ltd is a company established in Tirana, offering consultancy services in transport and infrastructure engineering, in both National and Regional market. Since its foundation, the company has been involved in numerous important projects in Albania.

OUR MISSION

We are committed to provide state-of-art engineering design and consultancy services, in compliance with the highest standards of the industry and to the satisfaction of our Clients.

OUR VISION

We strive to acquire a leading firm position in Albania, offering engineering consultancy services of the highest quality and consistently delivering projects of nowadays-international standards.

2. FIELDS OF EXPERTISE

2.1. Design

The preparation of design consultancy services for all phases of project development, starting from the concept, feasibility-study, preliminary design through to detailed design and construction drawings, for all areas of transport infrastructure (roads, bridges, tunnels, railways, ports, airports, etc. ..),pursuant to contractual requirements and relevant standards.

2.2. Works Supervision

Delivery of works supervision services for all transport infrastructure projects true to contractual requirements and relevant legal and technical standards.

2.3. Taking over / Testing and Commissioning

Delivery of taking over / testing and commissioning services for transport infrastructure works carried out in conformance with contractual requirements and relevant legal standards. Commissioning

affects both the effectiveness and efficiency of engineering services performed, consequently due diligence is given to the comfort of end users.

2.4. Project Management

Delivery of contract and project management services and execution of projects contracted by construction entrepreneurs in the field of road infrastructure. This service may be partially or fully managed in the context of the needs of the customer, including: Definition of managing staff, organization of work to ensure performance on the construction yard, management of contractual procedures and relations with the Investor and the work's supervisor, management of contractual correspondences, preparation of full technical dossier of the project during the implementation phase as well as in the delivery phase, review of projects and preparation of relevant change orders.

2.5. Consulting, Expertise, Dispute resolution

Delivery of consulting services in various fields of transport infrastructure: contract's negotiation, presentation of proposals or various alternatives, transport planning and strategy, technical and economical evaluation (Cost-Benefit Analysis, due-diligence, etc), assessment of concessionary schemes, expertise in technical issues and negotiation of contractual disputes in construction, claim preparation, representation in court of arbitration procedures, etc.

2.6. Public Relations (PR, Lobbying)

Activation in the promotion, marketing, lobbying and contact agreements with construction businesses and funding institutions at different levels, in order to ensure lasting relationships with partners and creation of opportunities for successful participation in projects of interest to the company.

2.7. Procurement and Tender procedures

Management of the entire process of preparing the necessary documentation for participation in public and private procurement, domestic and foreign, in the field of transport infrastructure, including: organization of participation, bidding, negotiation and conclusion of a contract in case of success.

3. MAIN PROJECTS

SEED Consulting has participated in partnership with foreign and local companies in the preparation of many projects, mainly related to design and supervision consultancy services in the field of transport infrastructure. Some of the assignments and Projects worth mentioning are:

- **"Preparation of Feasibility Study and Detailed Design for the motorway connecting Thumanë – Vorë - Kashar"**

This Project has been prepared in partnership with the international company "SPEA Engineering" S.p.A. and was considered as highly important both for Albania's and the Region's infrastructure, as it will study possible connection alternatives for some of the Country's main arteries (A1 Highway to Kosovo and SH1 Road to Montenegro) with Tirane - Durres Motorway (which links afterwards with the International Port of Durres and the SH4 Road to the south of the Country), Rinas International Airport (SH60 Road), and Tirana ByPass. The Project consists in a Feasibility Study, including traffic and economic analysis of different alignment alternatives, considering both green and brown field options, followed by the preparation of the detailed design for the most sustainable and suitable alignment identified. The cost estimation of the construction works is about 236.6 million €.

Client
Albanian Roads Authority

Date
Feb 2015 –June 2017

- **"Study and Design for the Widening of Tirane-Durres Motorway"**

The Project is being prepared in partnership with the international company "SPEA Engineering" S.p.A., and consists in the preparation of the detailed design for the upgrade of Tirane-Durres Motorway to a 3x3 lanes Highway (including emergency lanes on both sides), in order to withstand constantly growing traffic volumes present in this main road artery of the Country, and provide in the same time integration with other strategic transport infrastructure projects in the area: connection with the existing A1 Motorway in Thumane, and the future connection with the Tirana Bypass, both envisaged to connect with Tirane-Durres Highway in the district of Kashar. The Project also includes: traffic analyses, economic and financial evaluation of the investment, Cost-Benefit analyses, as well as Environmental Impact Assessment of the Project (including Public Consultations). The cost estimation of the construction works is about 221 million €.

Client
Albanian Roads Authority

Date
August 2015 - August 2017

- **"Design of a Bypass road in UNESCO protected city of Gjirokastra" (Financed by the Ministry of Urban Development)**

The city of Gjirokastra is considered a unique city in terms of its urban and architectural composition. The main aim of this project is to provide the alignment of a Bypass Road that will deviate the traffic from the Old Bazaar of Gjirokastra, by transforming it in a pedestrian area. All the design activities will be carried out without tackling the character and authenticity of the city. This project aims at improving car mobility and returning the historical center back to its identity. The construction of this new ring road will be designed to result well integrated with the existing road system/pattern of the city, assuring as much as possible the preservation of all historical, cultural and landscape values of the Historical Centre and Protected Areas of the city of Gjirokastra. The cost estimation of the construction works is about 3.5 million €.

Client

Municipality of Gjirokastra

Date

May 2016 – January 2017

- **Preparation of the Design for the deepening of the basin and entrance channel of the Port of Durres (Financed by Durres Port Authority)**

In continuation of the infrastructural development of the Port of Durres, the Contracting Authority aims to undertake a campaign for the deepening of the entrance channel and basin. The main duties of this service contract include: carrying out of a detailed bathymetric survey for all interested areas of the Project (basin, plus the whole length of the entrance channel), preparation of the design (including technical reports, method statement, technical specifications, final BoQ of the works) for the dragging of the seabed, conduction of Environmental Impact Assessment, and preparation of the Tender Documents in accordance to FIDIC conditions of contract. The design criteria of the deepening works will be in accordance to the latest instruction of PIANC. The cost estimation of the construction works is about 4 million €.

Client

Durres Port Authority

Date

January 2016 – July 2016

- **Review and Validation of the Design of Access Roads and Bridges for the Trans Adriatic Pipeline (TAP) Project**

The Trans Adriatic Pipeline (TAP) will transport Caspian natural gas to Europe, connecting with the Trans Anatolian Pipeline (TANAP) at the Greek-Turkish border, crossing Northern Greece, Albania, the Adriatic Sea, and finally reaching Southern Italy, where it connects to the Italian natural gas network. Our Company, in cooperation with Sgai Balcani, has been contracted by the JV Gener 2 Sh.p.K - Sicilsaldo S.p.A. to review/validate the design of the access roads and bridges along the route of the pipeline. The cost estimation of the construction works is about 55 million €.

Client

Gener 2- Sicilsaldo / TAP

Date

May 2015 – July 2015

"Supervision of Works for the construction of Shishtavec road to BCP and internal streets of Shishtavec (Financed by EU)"

The required services consist in the Works' Supervision contract for the construction of Shishtavec road to the border crossing point, as well as internal streets of Shishtavec (for a length of approx. 2.2 km), in order to improve infrastructure conditions and connection to Kosovo, and revitalize the touristic potential of this mountainous village. The site area is in north Albania (Kukes district). The works include earthworks, construction of road pavements (sub base, base course, and asphalt/concrete blocks/stone pavements), pedestrian areas, structural concrete works (box and pipe culverts, etc.), drainage works, lighting, road markings and signs, and landscaping of interested areas. The supervision will be carried out in accordance with the relevant EU and domestic legislation. Project Execution Value: approx. 1 million €.

Client

EU Delegation to Albania

Date

November 2015

- **Feasibility Study for the Albanian southern airport**

The Project consists in the preparation of a Feasibility Study for the construction of an air transport hub in the South Albania, in an area between Vlore, Gjirokaster and Sarande. Airports are key elements of the economic development policy at national, regional and local level, as they represent an important competitive advantage for local promotion.

In detail, the construction of a southern airport will be integrated in the development of four main gates to Albania, with mixed functions for tourism, freight transport, fishing and as starting points of sea highways: Durres Port; Vlore Port; Shengjin Port and Saranda Port.

The "Feasibility study" of the airport will also take into consideration the infrastructural works, considered as necessary to its full and correct operation.

Expected cost for the construction works: 104 million €.

Client

Civil Aviation Authority (CAA)

Date

November 2017–March 2018

- **Monitoring Consultant services, and local coordination in collaboration with IRD Engineering S.r.l. for the Project: Results-Based Road Maintenance and Safety Project (RRMSP) , Financed by World Bank**

The required services include the Monitoring / Supervision of the Four Output and Performance Based Road Contracts (OPRC) is designed to increase the efficiency and effectiveness of road asset management and maintenance in all physical works, activities and services necessary to bring the roads / road sections of the contract to the predefined Level of Services (LoS) and to maintain and manage them for the duration of the Contract for a period of 5 years. The approx. length of the roads of the Contract is 1336.45 Km, which includes the main national roads of Albania. The estimated rehabilitation and maintenance budget for 5 years term is 80 million €.

Type of works and services to be implemented under the contract:

1. **Rehabilitation works for other than pavement elements of the road;**
2. **Rehabilitation works for pavement referred to initial pavement works,**
3. **Periodic maintenance**
4. **Improvement Works**
5. **Routine maintenance**
6. **Emergency works**

Client

IRD Engineering srl/ ARA

Date

Nov 2016 -Nov 2021

- **Preparation of Detailed Design and BoQ for the protection of equilibrium towers of rock breakage on them. Protection and stabilization from the sliding of colluvions at HEC Koman.**

The aim of this project is to assure full access of the safe movement of the personnel and the machineries in all main and ancillary objects of the Koman dam and for the technical security of the machinery room and equilibrium towers.

The main objective of the project is to protect the main facilities of the hydropower, to guarantee at all times the movement of personnel and machinery in order to maintain the security standard of the structure, control in all the dam facilities and mainly in the equilibrium towers and machinery room, secure access to the areas where the services of maintenance and control of these structures are performed.

The main duties to be solved during the Detailed Design:

Full, safe and definite protection of the equilibrium towers from the possible rock breakage on them

Full and safe access of the linking road between machinery room and dam with its structures

Full access to the areas where the facilities and monitoring equipment are installed

Protection of the area after machinery room and of the machinery room of the HEC Koman from the rock fall.

Client

KESH - Albanian Power Corporation (APC)

Date

February 2019 - May 2019

4. Main Staff

Actually Seed Consulting employs 28 professionals mostly civil engineers working in both design and supervision contracts. The main staff managing Seed Portfolio is mentioned below:

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| - Eng. Ylli Gjoni | -Transport Infrastructure/ Highway Engineer/ CEO |
| - Arch. Altin Premti | -Architect / Managing Partner |
| - Eng. Aurel Xhumbi | -Road Design Engineer |
| - Eng. Arlinda Proi | -Structural Engineer / Head of Design |
| - Eng. Albiona Berhanaj | -Road Design Engineer |
| - Eng. Eliana Kadiu | -Structural Engineer / Project Coordinator |
| - Eng. Marsela Kocllari | -Transport Infrastructure Engineer |
| - Eng. Erion Ndrekaj | -Supervising Engineer / Head of Supervision |

Mr. Gjoni graduated as Msc. In European Civil Engineering in Ecole Nationale des Ponts et Chaussees, Paris, France. He has over 20 years of experience in Project Management, Design, Supervision and Strategic Planning on both international and domestic level for Transport Infrastructure Projects. Apart of his experience in the engineering services with international Consultants, he has succesfully carried out the planning, management and implementation of numerous landmark projects worth more than 2 bilion € of investments during his assignment as Deputy General Director of the Albanian Road Authority (ARA) in 8 years term.

Mr.Premti graduated as Architect in the Polytechnic University of Tirana. He has over 21 years of extensive experience gained in National and International level, carrying out Architectural, Urban Planning and Interior Design Projects in the capacity of Team Leader. As Architect and Managing Director, he is in charge of architectural design matters of Projects, as well as contributes in the strategic planning of Company's activities.

Mr. Xhumbi Polytechnic University, Diploma in Engineering. School of Civil Engineering Title : Structural Engineer. Overall management of the engineering department, planning and scheduling of short and long term road infrastructure activities. Allocating duties and priorities to individual members of the project team, identifying analyzing, measuring and managing project risks, controlling projects to achieve specific strategic business objectives. Delivering objectives to strict budgets, deadlines and service level agreements. Keeping accurate records of all time spent and actions taken on a project. Maintain the security of the projects data.

Mrs. Proi FIN Faculty of Civil Engineering, Polytechnic University of Tirana Master of Science (MSc), Structural Engineering. Effective coordination and management of technical project team. Responsible for Quality Assurance and Standards; Managing projects from the beginning till the final report/acceptance including the evaluation of the resources, organization & prioritization work with the overall project schedule, technical verification of projects, project planning and implementation. Responsible for Professional development on training programs for the staff. Regularly monitoring the performance of contracted services to ensure services are effective.

Mrs. Kadiu Polytechnic University of Tirana, Master of Science, Structural Engineer Managing and implementing public procurement for contracting authorities, determination of offer process and timetable, post award negotiations and contract management. Preparation of Tender Document's (Technical/financial) proposal for the procurement procedures for IFI projects including ECD, negotiate procurement contracts, elaboration of public procurement action plan. Identifying key issues in contract documentation, negotiation with preferred suppliers etc. Experience of service delivery reviews before start of public procurement process.

Mrs. Kocllari Infrastructure Project implementation and management. Organizing the design and development of the Project, strong stakeholder management skills, provides project reporting and supervision within the project management team.

Mr. Ndreka Project preparation for investment projects in infrastructure sectors. Contract expert in works supervision and transport planning, reports to stakeholders, organisational analysis, process analysis.