

VIBTIS

Your trusted partner for **Industrial Supply & EPC** in the Western Balkans

VIBTIS delivers turnkey solutions across:

- **Oil & Gas**
- **Power & Energy**
- **Civil Works & Infrastructure**
- **Water & Wastewater Treatment**
- **Industrial Supply & Distribution**
- **Machinery & Equipment**

Two Business Divisions

VIBTIS EPC

Engineering, Procurement & Construction — turnkey project delivery for industrial, energy, and infrastructure clients. Own fleet of construction vehicles and heavy equipment.

VIBTIS Trading

Industrial product distribution: pipes, fittings, valves, pumps— iron, steel, stainless steel, aluminum & HDPE . Albania & Kosovo's leading supplier of fluid transport materials

Market Presence

Headquarters: Tirana, Albania

- Albania (primary market)
- Kosovo (legal branch)

Key Clients:

- Albanian Power Distribution Operator
- Albanian Development Fund

VIBTIS is one of Albania's leading industrial supply and engineering companies, founded in 2010 and headquartered in Tirana. Operating through two integrated divisions — VIBTIS Trading and VIBTIS EPC — the company delivers end-to-end turnkey solutions across Oil & Gas, Power & Energy, Civil Infrastructure, Water & Wastewater, and Industrial Equipment. With revenues of approximately \$18 million and a team of 130 employees, VIBTIS has established itself as a premier procurement, engineering and construction partner for major public and private sector clients in Albania and Kosovo. The company is a Premium Member of AmCham Albania and is pursuing strategic international partnerships to scale its capabilities.

VIBTIS EPC — Engineering, Procurement & Construction. VIBTIS EPC delivers integrated turnkey project solutions spanning design, engineering, procurement, construction, and commissioning. The division is active across four core sectors: Oil & Gas (including pump systems and production infrastructure), Power & Energy (substation rehabilitation, switchgear installation, 20kV and MV electrical works), Water & Wastewater Treatment (treatment plants, water supply networks, sewerage systems), and Civil Works & Infrastructure. VIBTIS EPC owns and operates its own fleet of construction vehicles and heavy equipment, ensuring operational agility and cost control on complex projects.

VIBTIS Trading — Industrial Supply & Distribution. VIBTIS Trading is one of the largest suppliers of pipes, fittings, valves, and pumps materials in Albania and Kosovo, with over a decade of active distribution in the regional market. The company supplies industrial-grade products in iron, steel, stainless steel and HDPE — serving water and crude oil networks. Beyond standard distribution, VIBTIS Trading provides consultancy, procurement, and product-sourcing services for clients requiring specialized or custom specifications, acting as a trusted intermediary between global manufacturers and regional end-users.

Track Record — Key Projects. VIBTIS has successfully completed a project for a major international client, covering the Electrical & Instrumentation detailed design, procurement, and supervision of a crude oil Tank Farm.

In the energy sector, VIBTIS has delivered multiple projects for the Albanian Power Distribution Operator, including substation rehabilitation works and the supply and installation of 20/04 kV transformation points and 20kV metal clad switchgears.

VIBTIS has also successfully executed a project for supply of equipment necessary for collection and transport of municipal waste, street sweeping and earthmoving machinery for Vlora municipality.

US Alignment & Partnership Potential. VIBTIS has an established track record delivering projects financed by US-aligned international institutions (World Bank) and is actively seeking partnerships with US technology, equipment, and engineering companies to expand its capabilities in Albania and the broader Western Balkans. As Albania increases infrastructure investment — driven by EU accession, energy transition, and World Bank and US-funded programs — VIBTIS is positioned as an on-the-ground EPC and distribution partner for American companies that need a locally licensed, experienced, and operationally capable execution partner in the region.

- Oil & Gas Utilities (Albania)
- Water Utilities (national & municipal)
- World Bank -financed projects

Contact

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VIBTIS Capabilities Include

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|---------------------------------------------------|----------------------------------------------------------------|
| ▪ Procurement & Supply Chain Management | ▪ MV/LV Switchgear Supply & Installation |
| ▪ Execution of World Bank & IFI-Financed Projects | ▪ Machinery & Equipment Supply |
| ▪ Oil & Gas Infrastructure Construction | ▪ Civil Works & Infrastructure Projects |
| ▪ Power Substation Rehabilitation & Construction | ▪ Construction Fleet & Heavy Equipment Operations |
| ▪ Water Supply & Sewerage Network EPC | ▪ Industrial Pipe, Fitting and Pumps Supply (Albania & Kosovo) |

Key Company Facts

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| ▪ Founded: 2010, Tirana, Albania | ▪ Distributor Partner for USA companies |
| ▪ Revenue: ~\$18 million (USD) | ▪ Client: Albanian Power Distribution Operator |
| ▪ 130 specialist employees | ▪ Successful completion of World Bank / Albanian Development Fund |
| ▪ Two divisions: EPC +Trading | ▪ Own construction fleet & heavy equipment |
| ▪ Markets: Albania & Kosovo | ▪ AmCham Albania Premium Member |

US Partnership Opportunities

VIBTIS offers US industrial, energy, and engineering companies a capable and established on-the-ground partner in Albania and Kosovo. As both markets accelerate infrastructure investment through IFI-funded programs and EU accession requirements, VIBTIS provides the local licensing, project execution capacity, and client relationships that US companies need to compete for and deliver projects in the region. Specific opportunities include:

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| ▪ Oil & Gas technology & equipment supply | ▪ Industrial equipment distribution partnerships |
| ▪ Power sector EPC subcontracting | ▪ Teaming on World Bank / USAID-funded projects |
| ▪ Water & wastewater treatment technology | ▪ Joint ventures for regional infrastructure programs |