



Engineering the systems behind it all.

Integrated engineering, energy and digital solutions for buildings, industry and infrastructure — designed, built, operated and maintained by one partner.

21

DELIVERY DIVISIONS

4

EXCELLENCE CENTRES

14

INDUSTRY SECTORS

6

REGIONAL MARKETS

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ENERGY · 109 MWP, VELES



BUILDINGS · HILTON, PRISHTINA



DIGITAL · SMART CITY & AUTOMATION

One engineering partner for the full life of a building, a plant, or a network — from first drawing to guaranteed performance.

Mechanical, electrical, energy, automation and digital disciplines under one accountable structure — so nothing falls between trades and someone signs for the result.

APIS LTD.



The Company

Who APIS is, the lifecycle model it runs on, the solutions it delivers, and how it is organised.



01

Overview

02

The APIS model

03

Markets

04

Solutions

05

Organisation

OVERVIEW

An integrated engineering & technology company

APIS Ltd. designs, supplies, installs, integrates and manages the technical systems that buildings, industry and infrastructure depend on — bringing mechanical, electrical, energy, automation and digital technologies together into single, accountable solutions.

A multidisciplinary team delivers across the full engineering lifecycle, so clients work with one partner capable of complex, cross-trade scopes held to consistent standards of quality, safety and operational performance.

What distinguishes APIS is integration: multiple engineering disciplines, advanced energy technologies and digital management systems combined into unified systems that are measurable in operation, not only at handover.

WHAT THAT MEANS IN PRACTICE

- Single point of accountability across all trades
- Design-stage energy modelling, verified after handover
- Systems delivered instrumented and connected by default
- Lifecycle service contracts, not hand-off at completion



INDUSTRIAL SYSTEMS — MULTIDISCIPLINARY DELIVERY

REGISTERED PROFILE

LEGAL NAME	APIS Ltd.
FOUNDED IN	Kosovo
HEADQUARTERS	Prishtina, Kosovo
EUROPEAN HUB	Germany (in establishment)
SECTOR	Engineering, energy & technology
MODEL	Design · Build · Operate · Maintain

CAPABILITY AT A GLANCE

- 01 **Two strategic business units**
Building Systems · Energy & Infrastructure
- 02 **21 delivery divisions**
Each running the full DBOM cycle
- 03 **4 excellence centres**
Engineering, PMO, QHSE, Innovation
- 04 **14 industry sectors**
Buildings, industry, public infrastructure

CERTIFIED MANAGEMENT SYSTEMS

ISO 9001 ISO 14001 ISO 45001 ISO 50001

Quality · Environment · Health & Safety · Energy

— THE APIS MODEL

Design · Build · Operate · Maintain

Every division runs the same four-stage lifecycle. It is the reason performance can be promised in a contract rather than hoped for after handover.

01 Design Engineering & system integration	02 Build Supply, installation & assembly	03 Operate Commissioning & optimisation	04 Maintain Long-term technical service
Multi-discipline design & BIM coordination	Procurement & vendor management	Commissioning & performance tuning	Planned preventive maintenance
Energy modelling & load analysis	MEP installation & site coordination	BMS / EMS / SCADA integration	24/7 response & call centre
Specification to EN / ASHRAE / IEC	Factory & site acceptance testing	Operator training & procedures	Predictive analytics & condition data
Permitting & technical documentation	As-built documentation & handover	Measurement & verification (IPMVP)	SLA / KPI contract management
ENGINEER	DELIVER	COMMISSION	SUSTAIN

WHY IT MATTERS

Because APIS stays through operation, design decisions are made against running costs rather than capital cost alone — and the same team is accountable for the outcome.

CONTRACT MODELS

Turnkey EPC · Design & Build · MEP packages · Facility Management · PPP · ESCO with Energy Performance Contracting and Energy-as-a-Service.

MARKETS & CLIENTS

Where APIS operates

Five market segments across six regional markets, delivered for public institutions, international organisations, private investors and utility operators.

MARKET SEGMENTS

01 Commercial & Public Buildings

Offices, retail, hotels, hospitals, schools, universities, institutions

02 Industry & Manufacturing

Production plants, logistics, warehousing, food, pharmaceutical, industrial equipment

03 Energy & Energy Efficiency

Photovoltaic parks, ESCO, PPA, district heating & cooling, energy optimisation

04 Infrastructure & Public Services

Water, sewerage, wastewater, public lighting, transport, telecom, Smart City

05 Residential & Integrated Projects

Residences, housing complexes, sustainable urban developments

CLIENT TYPES

- Public & municipal institutions
- International & EU organisations — NSPA, EU, EBRD, KfW, WBIF
- Corporations & private investors
- Real-estate developers & engineering firms
- Educational & healthcare institutions
- Energy companies & utility operators

ACTIVE MARKETS

Kosovo	Home market · HQ Prishtina
Albania	Hotels, towers, MEP — JV delivery
North Macedonia	Utility-scale solar EPC
Montenegro	Building systems
Croatia · Slovenia	Selected engineering scopes
Germany	European hub — in establishment



HOSPITALITY · FULL MEP, PRISHTINA

EUROPEAN EXPANSION

APIS is establishing an operational unit in **Germany** as its hub for the European Union market — bringing EU-standard delivery capacity closer to EU clients and funding programmes.

SOLUTIONS

Four delivery modes, 28+ services

Every engagement maps to one of four modes. Together they cover the complete lifecycle — from greenfield design to long-term performance contracts with guaranteed savings.

Build

DESIGN & CONSTRUCT

- Building Project Management
- Industrial Engineering & PM
- BIM & Digital Construction
- Design & Build
- MEP Works
- Green Building Solutions

Turnkey scopes where APIS carries design and construction risk.

Smart

CONNECT & AUTOMATE

- ICT Infrastructure
- Smart City Solutions
- Data Visualization
- Smart Building Solutions
- Automation & Control
- AI & Analytics

Where systems become measurable, connected and controllable.

Maintain

OPERATE & SUSTAIN

- Technical Maintenance
- Industrial Maintenance
- Predictive Maintenance

Keeping installed performance from drifting over the years.

Partner

PERFORMANCE MODELS

- Facility Management
- PPP Solutions
- ESCO & EaaS

Models where APIS is paid on outcomes, not on hours.

STRATEGIC ORGANISATION

Two business units, four excellence centres

APIS concentrates technical expertise into two Strategic Business Units totalling 21 delivery divisions, supported by four corporate excellence centres. Every division carries maintenance across the full lifecycle.

SBU 01 Building Systems & Technologies

8 DIVISIONS

The technological backbone of modern buildings — unifying mechanical, electrical, and digital systems under a single operating platform for comfort, safety, and energy efficiency.

- HVAC-R
- Electrical & Lighting
- Plumbing & Sewerage
- Automation
- Security & Safety
- Fire Protection
- Elevators
- Facility Management

SBU 02 Energy, Industry & Infrastructure

13 DIVISIONS

The energy and industrial pillar — clean energy, efficiency, industrial automation, and sustainable infrastructure connected into a single functional ecosystem.

- Energy
- ESCO & Energy Performance
- Solar Energy
- Wind Energy
- Battery Storage (BESS)
- EV Charging
- District Heating
- Street Lighting
- Industrial Systems
- Infrastructure & Utilities
- Water Treatment
- Smart City & Digital
- ICT & Telecommunication

CORPORATE Excellence Centres

4 CENTRES

Engineering Office

Multi-discipline design & BIM

Project Management Office

Schedule, cost, risk & contract

Quality, HSE & Compliance

ISO standards, ESG, EU directives

Innovation & Digital R&D

IoT, AI, digital twins, R&D

Engineering Divisions

Twenty-one delivery divisions and four excellence centres, each running the full Design–Build–Operate–Maintain cycle.



01

At a glance

02

Building Systems

03

Energy & Infrastructure

04

Industries

DIVISIONS AT A GLANCE

21 delivery divisions under one structure

Mechanical, electrical, ICT, automation and energy systems delivered in-house — so scope decisions don't fall between trades. APIS coordinates, installs, commissions and signs for the result.

01 HVAC-R Heating, ventilation, cooling, refrigeration	02 Electrical & Lighting LV / MV / HV power & lighting	03 Plumbing & Sewerage Hydro-sanitary, technical water, sewerage
04 Automation BMS, SCADA, PLC, EMS integration	05 Security & Safety CCTV, access control, intrusion	06 Fire Protection Detection, suppression, evacuation
07 Elevators Vertical transport & parking	08 Facility Management Integrated technical operations	09 Energy Renewables, hybrid, district heating
10 ESCO & Energy Performance EPC, PPA, EaaS, M&V	11 Solar Energy Utility-scale & rooftop PV — EPC + O&M	12 Wind Energy On-shore wind, BoP, hybrid plants
13 Battery Storage (BESS) Grid-scale & behind-the-meter	14 EV Charging AC & DC fast-charging infrastructure	15 District Heating Pre-insulated networks, substations, CHP
16 Street Lighting LED retrofit & smart-lighting controls	17 Industrial Systems Process plants, M&E, automation	18 Infrastructure & Utilities Public utility networks
19 Water Treatment Drinking, process, wastewater	20 Smart City & Digital Connected urban infrastructure	21 ICT & Telecommunication Networks, data centres, cybersecurity

Heating, Ventilation, Air Conditioning & Refrigeration

The heart of APIS and its core field of engineering expertise — complete solutions for heating, cooling, ventilation, and industrial refrigeration with high energy efficiency and intelligent control.



≡ DIVISION 01 / 21

HVAC-R

DESIGN · BUILD · OPERATE · MAINTAIN

SCOPE OF WORK

01 VRF, chiller, heat-pump, rooftop & split systems

02 Ventilation with energy recovery & climate control

03 Industrial cooling for technical processes

04 Automation, BMS & energy-performance monitoring

05 Service, maintenance & performance optimisation

AREAS OF EXPERTISE

- Design to ASHRAE, EN & Eurovent standards
- EMS & BMS integration
- Energy recovery, A++/A+++ certified components
- Preventive maintenance & performance analytics

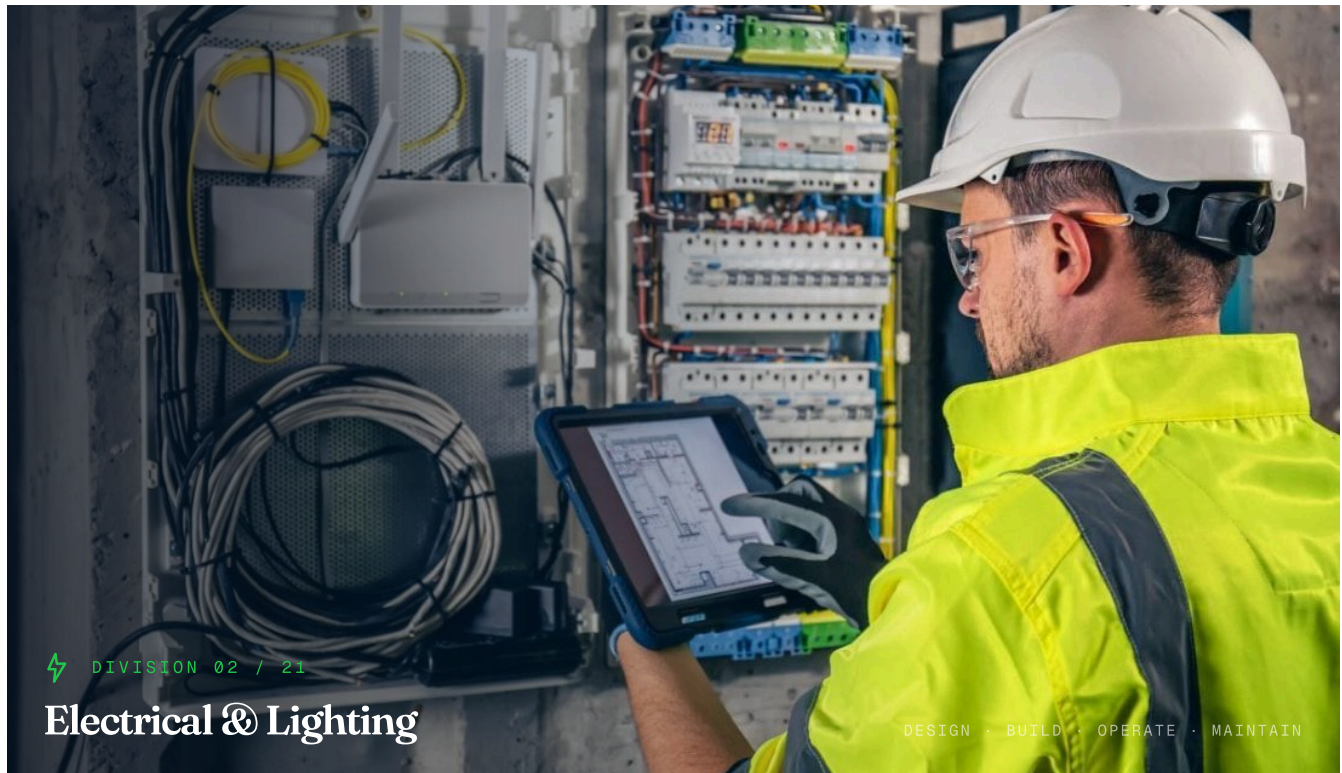
SECTORS SERVED

Residential
Administrative
Public infrastructure

Commercial
Industrial complexes

Power, Distribution & Intelligent Lighting

Design, installation, testing, and maintenance of electrical and lighting systems at all voltage levels — from internal LV systems to MV/HV networks, substations, and smart lighting.



⚡ DIVISION 02 / 21

Electrical & Lighting

DESIGN · BUILD · OPERATE · MAINTAIN

SCOPE OF WORK

- 01 LV, MV & HV networks (10/0.4 kV → 110 kV+)
- 02 GIS & AIS substations, transmission & distribution
- 03 Distribution, control & automation panels
- 04 Public, road & industrial LED lighting
- 05 Smart Lighting, DALI, KNX control systems
- 06 Earthing, lightning & surge protection

AREAS OF EXPERTISE

- Power networks & substations for operators
- Smart Lighting & telemetry systems
- LED retrofit & energy-efficiency upgrades
- Integration with EMS, BMS & SCADA

SECTORS SERVED

Buildings
Public infrastructure
Logistics centres

Industry
Energy operators

Water Supply, Sewerage & Water Treatment

Water supply, sewerage, technical water, and water-treatment systems for buildings, industry, and infrastructure — functionality, hygiene, and hydraulic efficiency throughout the lifecycle.



U DIVISION 03 / 21

Plumbing & Sewerage

DESIGN · BUILD · OPERATE · MAINTAIN

SCOPE OF WORK

- 01 Hot & cold sanitary water supply
- 02 Foul, stormwater & technical sewerage
- 03 Pumping, storage & distribution systems
- 04 Water treatment, filtration & disinfection
- 05 Rainwater collection & recycling
- 06 Smart water metering & monitoring

AREAS OF EXPERTISE

- Hydro-sanitary systems for all building types
- Process water for food, pharma & industry
- Stormwater management & controlled infiltration
- Integration with BMS, EMS & Smart Water

SECTORS SERVED

- | | |
|--------------------------|-----------------------|
| Residential & commercial | Hospitals & schools |
| Shopping centres | Industrial facilities |
| Urban infrastructure | |

Intelligent Control & Building Management

The digital brain of APIS — design, integration, and maintenance of automation and intelligent control systems for buildings, industry, and energy infrastructure.



SCOPE OF WORK

- 01 BMS for HVAC, lighting & energy control
- 02 SCADA & PLC for industrial processes
- 03 EMS for consumption monitoring & optimisation
- 04 IoT & Smart City platform integration
- 05 KNX, BACnet, Modbus, LON & OPC protocols

AREAS OF EXPERTISE

- Building, industrial & energy automation
- PLC, HMI, DCS & SCADA integration
- IoT & smart-building solutions
- Data analytics & energy intelligence

SECTORS SERVED

Buildings
Energy centres
Smart City projects

Manufacturing
Logistics complexes

Security, Surveillance & Access Control

Design, installation, and maintenance of security systems — surveillance, access control, and intrusion detection — for reliable, integrated protection of people, property, and operations.



DIVISION 05 / 21

Security & Safety

DESIGN · BUILD · OPERATE · MAINTAIN

SCOPE OF WORK

- 01 CCTV & AI video analytics
- 02 Intrusion & burglary alarms
- 03 Access control, turnstiles & barriers
- 04 Integrated security platforms (BMS/EMS)
- 05 Visitor management & perimeter security
- 06 Maintenance, testing & inspection

AREAS OF EXPERTISE

- AI-based detection & smart surveillance
- Integrated security platforms
- Perimeter & internal security design
- Works alongside the Fire Protection division

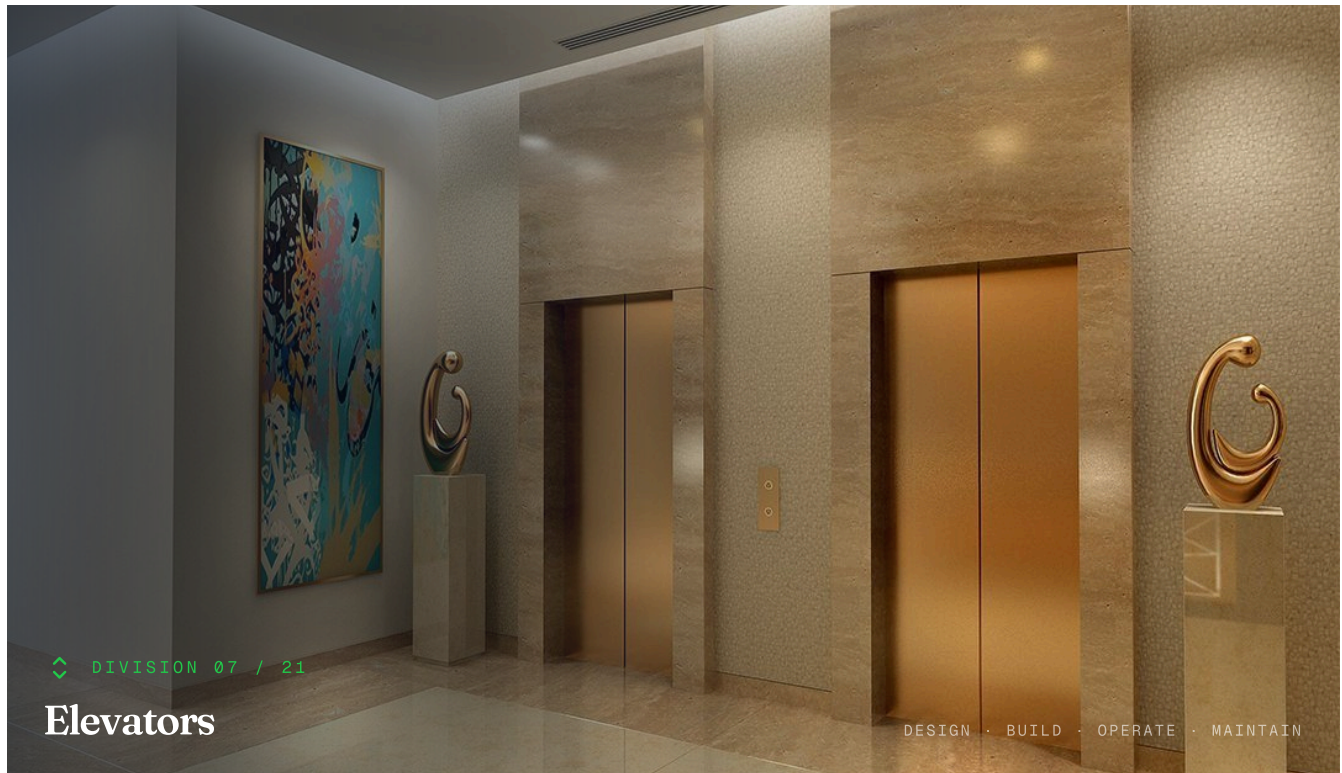
SECTORS SERVED

Commercial & residential
Industrial plants
Public buildings

Hospitals & schools
Critical infrastructure

Lifts, Escalators & Automated Parking

Design, supply, installation, and maintenance of vertical-transport systems — passenger and goods lifts, platforms, escalators, and automated parking — with safety, comfort, and efficiency.



SCOPE OF WORK

01 Passenger & goods lifts, platforms, escalators

02 Automated & vertical parking systems

03 Modernisation of existing elevators

04 Preventive & corrective maintenance

05 Periodic inspection & safety certification

06 A-class energy-performance solutions

AREAS OF EXPERTISE

- Electric & hydraulic lifts, panoramic designs
- Platforms for accessibility (EN 81-70)
- Automated multi-storey parking
- BMS integration & real-time monitoring

SECTORS SERVED

Residential complexes
Hospitals & institutions
Transport hubs

Offices & hotels
Industrial facilities

Integrated Facility Management & Maintenance

Integrated management of facilities — combining technical, energy, and operational maintenance for the sustainable, efficient, and hygienic operation of every facility.



SCOPE OF WORK

- 01 Technical management of all building systems
- 02 Planned preventive & corrective maintenance
- 03 Energy management & EMS integration
- 04 Technical audits & efficiency reports
- 05 SLA & KPI contract management
- 06 24/7 operations & call centre

AREAS OF EXPERTISE

- Technical Facility Management (TFM)
- Energy & Performance Management (EPM)
- Hard FM & Soft FM to ISO standards
- CMMS & lifecycle-cost optimisation

SECTORS SERVED

Commercial & residential
Industrial plants
PPP, ESCO & EaaS
contracts

Hospitals & institutions
Campuses

Renewables, Storage & Intelligent Energy

Design, construction, and operation of energy systems combining renewable sources, storage, and intelligent management — sustainable production, distribution, and consumption of energy.



SCOPE OF WORK

01 Photovoltaic (PV) systems for buildings & industry

02 Hybrid systems with batteries & inverters

03 Heat pumps & solar-thermal systems

04 Cogeneration (CHP) & district heating/cooling

05 EV charging infrastructure

06 Energy management (EMS) & optimisation

AREAS OF EXPERTISE

- Solar, wind, thermal & hybrid generation
- Grid, SCADA & monitoring integration
- Decarbonisation roadmaps & savings analysis
- EPC/EPCM projects, PPA & EaaS models

SECTORS SERVED

Commercial & residential
Public institutions
Smart City projects

Factories & logistics
Industrial & energy zones

Energy-as-a-Service @ Guaranteed Savings

Integrated solutions for energy efficiency, financing, and operation with guaranteed performance — the central hub of APIS's expertise for green transition and decarbonisation.



SCOPE OF WORK

- 01 **Energy audits (EN 16247, ISO 50002)**
- 02 **Energy Performance Contracting (EPC)**
- 03 **PPA & Energy-as-a-Service (EaaS) financing**
- 04 **Measurement & verification (IPMVP)**
- 05 **Energy monitoring systems (EMS, SCADA)**
- 06 **ESG reporting & portfolio management**

AREAS OF EXPERTISE

- EPC & ESCO projects for buildings & industry
- Financing & project structuring
- M&V platforms for verified savings
- ISO 50001 & 50006 certification support

SECTORS SERVED

Public & municipal buildings

Commercial & residential

Energy-intensive industry

Utility operators

EU-funded projects (KfW, EBRD, WBIF)

Industrial Systems & Processes

Design, integration, and maintenance of technical systems and industrial processes for manufacturing, energy, food, pharmaceutical, and construction sectors.



SCOPE OF WORK

01 Production lines & process plants

02 Industrial M&E installations

03 Steam, compressed-air & technical-water systems

04 Industrial ventilation & pollution control

05 PLC, SCADA & EMS line automation

06 Energy & waste-heat recovery systems

AREAS OF EXPERTISE

- Manufacturing & mechanical industry
- Food & beverage — hygienic plants
- Pharma & chemical — clean rooms
- Energy industry — cogeneration & recovery

SECTORS SERVED

Manufacturing & processing

Food, pharma & chemical

Integrated industrial parks

Logistics & industrial centres

Construction materials

Public Utility Networks & Technical Infrastructure

Design, construction, and maintenance of technical infrastructure and public utility networks for water, energy, heating, cooling, telecom, and sewerage — to European standards.



SCOPE OF WORK

01 Water supply, treatment & distribution

02 Sewage collectors & wastewater plants

03 Power networks, substations & grid connections

04 District heating & cooling networks

05 Telecom & fibre-optic public networks

06 Gas supply & technical-fluid distribution

AREAS OF EXPERTISE

- Hydrotechnical & energy engineering
- Municipal & technical infrastructure
- Network efficiency & energy management
- SCADA & real-time operational control

SECTORS SERVED

Municipalities & utilities
Large public buildings
EU/KfW/EBRD/WBIF projects

Industrial zones
Utility operators

Smart City & Digital Infrastructure

Intelligent solutions for cities and modern infrastructure — combining technology, energy, and urban management to create sustainable, efficient, and digitalised environments.



SCOPE OF WORK

01 Smart City platforms & urban digital networks

02 Smart public lighting with central control

03 EV charging networks

04 Environmental & energy sensors

05 Smart mobility & traffic management

06 Asset-management platforms

AREAS OF EXPERTISE

- Smart lighting & efficiency networks
- Urban IoT & real-time data sensing
- Smart grid & distributed energy
- AI & Big Data for urban optimisation

SECTORS SERVED

Cities & municipalities
Economic & industrial zones
EU/KfW/EBRD/WBIF projects

Public institutions
Transport infrastructure

Digital & Communication Infrastructure

Design, installation, and maintenance of digital and communication infrastructure — advanced solutions for data networks, communication, digital security, and intelligent integration.



SCOPE OF WORK

- 01 LAN/WAN/WLAN, fibre & structured cabling

- 02 VoIP, PBX, intercom & public address

- 03 Data centres & server rooms

- 04 CCTV, access control & video analytics

- 05 IoT integration for buildings & industry

- 06 Cybersecurity & network protection

AREAS OF EXPERTISE

- Fibre-optic & structured cabling

- ICT integration with BMS, EMS & SCADA

- Data centres & UPS systems

- Smart City communication networks

SECTORS SERVED

Commercial & residential	Industry & logistics
Universities & hospitals	Smart cities
Banking, healthcare & telecom	

— INDUSTRIES

14 sectors, one delivery model

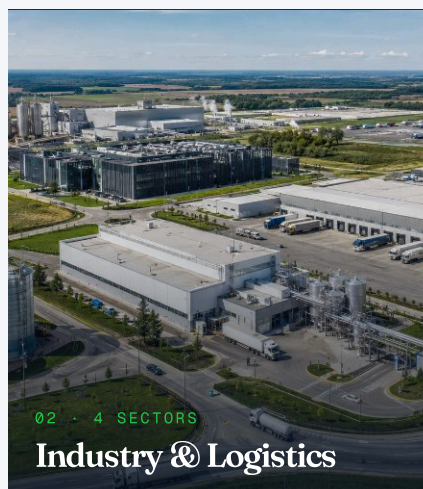
Each industry brings its own benchmarks, regulations and operating realities. APIS specialists adapt the same DBOM framework to each — the deliverables differ, the standards do not.



Where people live & work

- Residential developments
- Commercial buildings
- Shopping & retail
- Hotels & hospitality
- Healthcare facilities
- Education & campuses

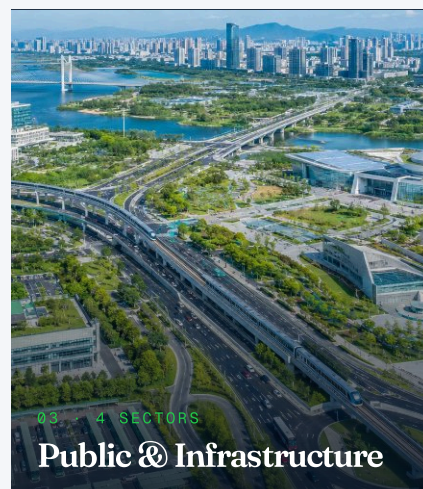
Comfort, air quality and energy cost decide whether a building performs — and whether tenants stay.



Production & logistics

- Industrial facilities
- Logistics & warehouses
- Agriculture & food processing
- Data centres & ICT

Downtime is the expensive failure mode, so systems are specified for continuity and serviceability.



Cities & networks

- Public buildings
- Municipal infrastructure
- Energy & utilities
- Smart city

Public assets are judged over decades, on lifecycle cost, compliance and measurable savings.

Track Record & Responsibility

Delivered projects, certifications, safety, sustainability, and how APIS does business.



01

References

02

Standards

03

HSE & ESG

04

Innovation

SELECTED REFERENCES

Delivered projects

A selection from the current portfolio — hospitality, healthcare, retail, residential, military and utility-scale energy, across Kosovo, North Macedonia, Albania and Switzerland.



Hilton Hotel — Prishtina

Hospitality · HVAC + automation

HILTON HOTEL · ONGOING



Energy Optimization — NATO Camp Novo Selo

HVAC replacement · insulation · audit

ECOLOG / NSPA / NATO



Royal Green Residence — Prishtina

360 villas · heating & cooling

ROYAL SH.P.K. · COMPLETED



Edelweiss Clinic — Fribourg (CH)

Healthcare · HVAC · Switzerland

PRIVATE INVESTOR · COMPLETED



PV Solar Park 49 MWp — Shtip (MK)

Renewable energy · turnkey EPC

AXERONA · APIS AS EPC



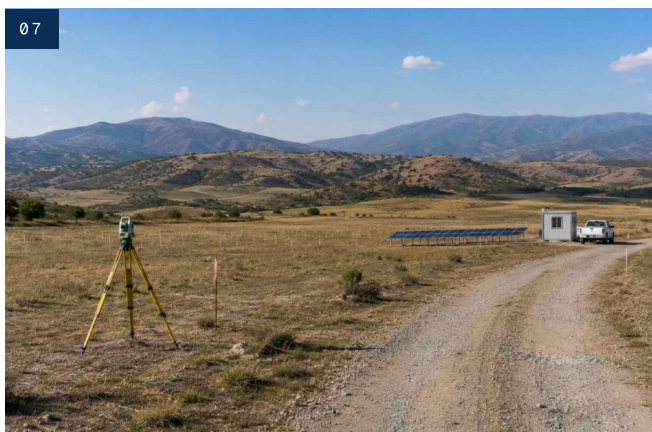
Hotel Squared by Margo — Prishtina

Full MEP · HVAC, plumbing, BMS

MARGO

SELECTED REFERENCES

Delivered projects — continued



PV Solar Park 109 MWp — Veles (MK)

Renewable energy · turnkey EPC

AXERONA · APIS AS EPC



Meridian Express — Kosovo

Retail · network-wide HVAC-R

MULTI-SITE PROGRAMME



SPAR Retail Chain — Kosovo

Retail · HVAC-R & maintenance

MULTI-SITE PROGRAMME



Maison Hotel — Calabria

HVAC, fire, plumbing, security, BMS

MAISON KALABRIA SH.P.K.



PV System — KFOR / Carabinieri Camp

2,500 m² · 3 MW · electrical & lighting

KFOR / CARABINIERI · COMPLETED



VENOM Complex — Prishtina

Mixed-use · Mechanical, electrical & plumbing

PRIVATE INVESTOR

PROJECT REGISTER

Reference projects in full

Scope and client for each reference project, spanning building systems, MEP, energy efficiency and utility-scale renewable energy.

PROJECT	SCOPE	CLIENT / PARTNER
Hilton Hotel — Prishtina	14,000 m ² · HVAC + automation	Hilton Hotel
Energy Optimization — NATO Camp Novo Selo	HVAC, insulation & energy audit	Ecolog / NSPA / NATO
KFOR / Carabinieri Camp	PV 3 MW, electrical & lighting	KFOR / Carabinieri
Italfor Camp Vrellë	MEP & energy systems · military camp	Italfor / NATO
Schools Veternik · Sofalia · Mati	HVAC design & installation	Prishtina Municipality
PV Solar Park 109 MWp — Veles (MK)	Utility-scale solar · EPC	AXERONA · APIS as EPC
Marriott Hotel — Tirana	HVAC design, install & commissioning	JV: ENS Klima Tirana
Royal Green Residence (360 villas)	Heating & cooling systems	Royal sh.p.k.
Edelweiss Clinic — Fribourg (CH)	HVAC system · Switzerland	Private investor
PV Solar Park 49 MWp — Shtip (MK)	Utility-scale solar · EPC	AXERONA · APIS as EPC
Hotel Squared by Margo — Prishtina	Full MEP · HVAC, plumbing, BMS	Margo
SPAR Retail Chain — Kosovo	Network-wide HVAC-R & maintenance	Multi-site programme
Downtown Tower — Tirana	HVAC design & installation	JV: ENS Klima Tirana
Roof PV 1 MW — CONTECH Building	Rooftop solar PV · EPC	CONTECH Group Ltd.
Maison Hotel — Kalabria	HVAC, fire, plumbing, security, BMS	Maison Kalabria sh.p.k.
VENOM Complex — Prishtina	Mechanical, electrical & plumbing	Private investor
Meridian Express — Kosovo	Network-wide HVAC-R	Multi-site programme
ESCO Project — Municipality of Mitrovica	LED public lighting · ESCO model	Hesalight DK & APIS
Burger King — Kosovo	HVAC systems · multiple locations	Multi-site programme
District Heating Optimization — Mitrovica	Modelling & energy recovery	Mitrovica Municipality

20

reference projects listed

158 MWp

utility-scale solar delivered

4

countries of delivery

100%

delivered in-house or JV

STANDARDS & COMPLIANCE

Certified, audited, and built to European codes

Four certified management systems govern how APIS works. Every design is specified against international technical standards and delivered in line with the EU regulatory framework.

QUALITY ISO 9001:2015 Quality management — consistency & customer satisfaction	ENVIRONMENT ISO 14001:2015 Environmental management — sustainability & pollution prevention	HEALTH & SAFETY ISO 45001:2018 Occupational health & safety management	ENERGY ISO 50001:2018 Energy management — performance & consumption optimisation
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TECHNICAL STANDARDS APPLIED

ASHRAE	ISO
EN	IEC
Eurovent	NFPA
ATEX	KNX
BACnet	Modbus
VDE	BS

IPMVP

Design, testing and commissioning follow the standard bodies relevant to each discipline — mechanical, electrical, fire, controls and measurement & verification.

EU LEGAL & REGULATORY FRAMEWORK

- EPBD
- RED II
- EED
- Machinery Directive
- Low Voltage Directive
- EMC Directive
- Construction Products Regulation
- Eco-design & Energy Labelling
- GDPR 2016/679

DOCUMENTATION

Every project closes with as-built drawings, test and commissioning records, O&M manuals, CE declarations and warranty documentation.

HEALTH, SAFETY & ENVIRONMENT

Nobody gets hurt building it

HSE is a delivery requirement, not a policy document. Site safety, environmental control and worker competence are planned before mobilisation and audited throughout.

HOW IT IS MANAGED

01 Project HSE plans

Risk assessment and method statements before mobilisation

02 Competence & training

Certified operatives, toolbox talks, permit-to-work systems

03 Site control

PPE discipline, access control, isolation & lock-out procedures

04 Environmental control

Waste segregation, refrigerant handling, spill prevention

05 Audit & reporting

Internal audits, incident reporting, corrective action tracking

CERTIFIED TO

ISO 45001:2018

Occupational health & safety management — the framework governing every APIS site.

ENVIRONMENTAL

ISO 14001:2015

Environmental management — pollution prevention, resource efficiency and legal compliance on site and in operation.



SITE WORKS UNDER PERMIT-TO-WORK CONTROL

— SUSTAINABILITY & ESG

Engineering the green transition

Decarbonisation is the commercial core of the business, not a corporate appendix — renewable generation, efficiency retrofits and performance contracts are what APIS sells.

WHAT APIS BUILDS

Environmental

- Utility-scale & rooftop solar PV
- Heat pumps & solar thermal
- Battery storage & hybrid plants
- District heating & cogeneration
- LED retrofit & smart lighting
- Waste-heat & energy recovery

HOW APIS WORKS

Social

- Safe sites, certified operatives
- Local engineering employment
- Technical training & apprenticeship
- Public buildings — schools, clinics
- Accessibility compliance (EN 81-70)
- Long-term client partnerships

HOW APIS IS RUN

Governance

- Four certified ISO systems
- EU regulatory alignment
- Transparent procurement
- Verified savings under IPMVP
- ESG & portfolio reporting
- Audit-ready documentation



PV SOLAR PARK 49 MWP · SHTIP, NORTH MACEDONIA

PERFORMANCE-BASED DELIVERY

Under ESCO and Energy Performance Contracting, APIS finances or co-finances the upgrade and is paid from the savings it delivers — measured and verified to IPMVP. The client's exposure is the meter reading, not the capital budget.

EPC

Energy Performance Contracting

PPA

Power Purchase Agreements

EaaS

Energy-as-a-Service

M&V

IPMVP verification

FUNDING PROGRAMMES

Experience delivering within EU, KfW, EBRD and WBIF-funded frameworks, including the reporting and verification these programmes require.

PARTNERS & INNOVATION

Represented brands and applied R&D

APIS specifies, represents and integrates equipment from established international manufacturers — and runs its own digital R&D so those systems arrive connected.

BRANDS REPRESENTED & INTEGRATED

INNOVATION & DIGITAL R&D

- IoT & connected systems**
Sensing and telemetry designed in, not retrofitted
- Digital twins**
Operational models for buildings and plants
- AI & analytics**
Predictive maintenance and consumption optimisation
- Smart City platforms**
Lighting, mobility and environmental data at city scale



SMART CITY & DIGITAL INFRASTRUCTURE

DELIVERY PARTNERSHIPS

- Joint ventures for cross-border delivery — ENS Klima, Tirana
- EPC partnerships on utility-scale energy — AXERONA
- ESCO co-delivery for municipal lighting programmes
- Manufacturer-certified installation & service agreements
- Institutional frameworks — NSPA, EU, EBRD, KfW, WBIF

EXCELLENCE CENTRE

Innovation & Digital R&D

A dedicated corporate function whose output is applied on live projects — the reason APIS systems are instrumented and analysable by default.

— WHY APIS

What clients are actually buying

Six reasons the same clients return for the next building, the next plant, and the next network.

01

One accountable partner

Mechanical, electrical, energy, automation and digital scopes delivered in-house — a single contract, a single point of responsibility, no gaps between trades.

02

Performance you can contract

Under ESCO, EPC and EaaS models APIS is paid on verified outcomes. Savings are measured to IPMVP, not asserted.

03

Utility-scale energy capability

158 MWp of solar delivered as EPC, alongside storage, district heating and EV charging infrastructure.

04

Certified and audit-ready

Four ISO management systems, EU regulatory alignment and complete project documentation as standard.

05

Digital by default

Systems arrive instrumented and connected — BMS, EMS and SCADA integration is core capability, not an add-on.

06

Regional reach, EU standards

Delivery across Kosovo, Albania, North Macedonia and Montenegro, with a European hub in establishment in Germany.



Let's engineer the next one together.

Send us the drawings, the site, or just the problem. The engineering conversation starts the same way either way.

HEADQUARTERS

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EUROPEAN HUB

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In establishment

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