



*Afghans Building Afghanistan*



## COMPANY PROFILE

ACCL International is an Afghan Construction company and has grown to include Life Management Support, Procurement specialists and IT Services. ACCL International epitomizes the “Afghan First” concept. Habibullah (Habib) Peerzada, President of ACCL International, and Sargon Heinrich, Executive Vice President, started ACCL International from a very small construction operation in August of 2003. ACCL International has nearly doubled in size every year since. ACCL International fully embraces its motto of “Afghans Building Afghanistan” as it was built as an Afghan Company from the ground up providing work and hope not only for Afghans, but for Afghanistan as a country. The most important attribute of ACCL is how we operate. The focus is to provide local nationals with a skill set and a job that will enhance their lives. ACCL International utilizes its unique approach to partnership in a variety of post-conflict and/or underdeveloped regions worldwide to create success through primary business lines:

- **Construction.** ACCL International started and grew as a construction company.
  - ACCL International has three go-to construction methods to fit the customer's needs throughout Central and South Asia.

- ACCL International utilizes concrete masonry unit (CMU) and container construction methods. These were used to construct living quarters at the USACE Afghan Engineering District Headquarters in Kabul (containers) and barracks at Bagram Air Field (CMU). ACCL International constructs insulated, professionally finished facilities that are safe and secure for a home away from home.



- ACCL International's K-Span construction is very unique. A sound structure with a combination of CMU walls and the K-Span featured roof. This type of construction provides for the long-lasting facility with durability to withstand the harsh weather and possible insurgent attacks.



- ACCL's new construction method provides the flexibility required by some of our customers for a high quality structure that may require relocation sometime in the future at an affordable cost. This type of construction is ideal for facilities required to answer surge requirements for training.



- ACCL International was the first and only company that is licensed by Knauf a German gypsum board provider of drywall that complies with international building codes for fire & water resistant options and supplies professional acoustic ceiling tiles, which are architecturally desirable and esthetically pleasing to the eye.



- **Life Management Support.** From the ACCL International construction business the business grew to include operations & maintenance to provide life management support (LMS) for the customer to include operating dining facilities, generator sets, fuel, septic, wells, AC&R maintenance, laundry, cleaning and grounds keeping. ACCL International provides a premier catering service throughout Central and South Asia. ACCL International provides catering services to five star restaurants to include wagyu beef in Dubai to serving troops in the field. Our food is fresh and tasty, catering to Western and Eastern cuisines to keep the tummy happy. ACCL International has qualified technicians that service generator sets and maintain the fuel to operate power where city services are unreliable. The ACCL International cleaning staff is second to none





ensuring sites are clean, inside and out. ACCL International owns vehicles to support both fuel and septic requirements for the customer. The broad spectrum of LMS services offered by ACCL International can be offered as a complete turnkey solution for the customer site or the customer can choose specific services required to achieve success.

- **Procurement.** ACCL International construction and facility operations require logistical support through procurement, warehousing and transportation. With our offices in Kabul and Dubai, ACCL International's team of experts finds the best price and highest quality to provide construction supplies and consumable goods to operate ACCL International's operations. Additionally, ACCL International offers our procurement services to many of our customers to provide them with equipment and materials to conduct their businesses successfully.




- **IT Services.** ACCL International recently added Afghan Information Technologies (AIT) to its repertoire of services offered to customers. This business grew from an add-on business for our LMS services to become a complete division of the company. AIT has partnered with two satellite providers which has allowed AIT to offer world class VSAT services on the Ku and C Band throughout Central and South Asia. To provide "Your Connection to the World."



ACCL International combines Western standards and business practices with local management and labor, while fostering local partnerships that fit local community business objectives. ACCL International is a long-term player wherever we set up operations. It is this approach that allows ACCL International to serve our customers with the highest quality services at the most affordable prices to enhance the local economy and community. The goal is to draw on the talents from both the Afghan and Expat community to build skill sets and leadership of employees while incorporating culture sensitivities into the core of the company.

ACCL International's objective is to become a premier provider of construction, life management support, procurement and IT services to public, private, military and commercial entities in emerging, post-conflict, and underdeveloped regions worldwide. While the majority of its operations have centered in Afghanistan and the Paki-Afghan border, limited activity within UAE and Krygyzstan, ACCL International plans to expand further into Africa, the Middle East, Southwest Asia and Eurasia. The Company anticipates revenue to more than double from its current 2010 run rate over the next 24-36 months.

## PAST PERFORMANCE

	0-\$500K	\$500-\$1M	\$1M-\$5M	\$5M-\$10M	\$10M +
Completed Projects	33	11	28	11	6

**U.S. Training Center.** ACCL International has completed multiple projects for the U.S. Training Center (USTC) under the Counternarco-Terrorism Technology Program Office (CNTPO) and the Space and Missile Defense Command (SMDC) with USTC acting as a Prime and as a subcontractor working for Lockheed Martin. Additionally, ACCL International supported USTC in support of U.S. Department of State and the Department of Justice specifically for the Drug Enforcement Administration. To support these contracts ACCL International completed construction, life management support and procurement contracts for USTC. The contracts included the following:





- Construction of Camp Integrity and life management support for a facility that serves over 400 personnel and includes a DFAC, barracks, villas, classrooms, offices, conference rooms, MWR, armory and warehouse.

- ABP Training facilities at Lonestar - Tora Bora, Spin Boldak, Gardez, Herat and Sheberghan. All three facilities support and berth almost 2,000 personnel. The Lonestar



facility is a premier Greenfield construction site constructed at the base of the Tora Bora that includes 14 K-Span buildings. All facilities included DFACs, Tactical Operations Centers (TOC), gymnasiums and force protection elements to include stone walls and guard towers. Upon completion of construction all three sites continued with full life management support. ACCL International has maintained three of the sites for almost three years.



- Frontier Corps Training facility, Warsak, Pakistan. Designed and constructed a new HQ and training facility for Pakistani Frontier Corps, which included 11 new buildings, DFAC ( 600 Man) building, site utilities and Civil infrastructure.

- Torkham Border Coordination Center (BCC). Design-build two K-span buildings to including TOC, berthing for 40, secure conference facility, kitchen and dining room, gym and all force protection elements. The project included installation of bathrooms with septic system, designer marble entrance way, electrical, windows, doors, ceramic tile flooring, ceiling, plaster and painting. The BCC was completed 60 days ahead of schedule for which ACCL International was recognized by General Rodriguez.



**DynCorp International.** ACCL International renovated a DFAC and safe house in Kabul in support of Department of State.

**USAID:** ACCL International refurbished the Afghan Presidential Palace in Kabul for USAID. Additionally, ACCL International built schools in the provinces of Ghazni, Gardez and Khost. Construction of these schools generated jobs for Afghans in the local areas and enriched the community with new schools. ACCL International also built a much needed hospital in Parwan Province, which now provides medical care to the province.



**Shaw Group.** ACCL International was chosen for their drywall expertise in the construction of the buildings at the Kabul International Airport. The workmanship is first class and impressive as visitors enter into Afghanistan.

**CH2MHill.** One of ACCL International's CMU projects was to build five barracks for the U.S. Army at Bagram Air Field. The facility was a capstone of the development of skills to deliver quality products that competes evenly with Western standards.



**ISAF.** ACCL International completed several projects for the International Security Assistance Force (ISAF). ACCL International again demonstrated their depth in delivery architectural pleasing designs with a Thai restaurant on the ISAF portion of the Kabul International Airport. ACCL International delivered roads and guard towers for ISAF that increased their level of security and decreased the wear and tear on vehicles.

**USACE.** For the Afghan Engineering District's own Qala Compound ACCL International renovated the existing building with new drywall and constructed container type living quarters as well as building a K-Span gymnasium.



## INDUSTRY PARTNERS



## CORPORATE ACCOUNTABILITY



As ACCL International has expanded they have developed processes and procedures to ensure compliance with new Afghan Government laws, International standards and local laws and regulations where they conduct business. ACCL International is registered with Central Contracting Registration for contracts with the U.S. Government and licensed with the Afghanistan Investment Support Agency. Additionally, ACCL International has taken the steps to initiate an Export Compliance Program to comply with ITAR and EAR regulations.

## LABOR AND EQUIPMENT

ACCL International employs approximately 4,000 skilled and unskilled Afghan and Pakistani nationals as electricians, masons, pipe-fitters, plumbers, drywall installers, painters and supervisors. Table 1 lists the average number of skilled laborers ACCL International maintains on staff to ensure compliance with local and international building codes.

Engineers	22	Plumbers	25	Tillers	40
Electricians	54	Drywall Installers	128	Cement	60
Masons	165	Painters	115	PM & Supervisors	85
Carpenters	129	Metal workers	68	K-Span Techs	32

Table 1

ACCL International is a self-contained construction company with a broad range of construction equipment to support any construction job, not only in Afghanistan, but in most of Central and South Asia. Table 2 lists some of the equipment owned and operated by ACCL International.



Dump Trucks	25	Cement Mixers	25	Septic Trucks	35
Cranes	2	Asphalt Machines	1	Reefer Trucks	10
Trackhoes	2	K-Span Machines	2	Utility Vehicles	10
Backhoes	5	Fuel Trucks 27K Litre	16	Passenger Vehicles	45

Table 2

## Executive Management

### Habib Peerzada, President, Principal

Mr. Peerzada started his own construction company, the predecessor to ACCL, in Kabul, Afghanistan in 2003, and has grown the company to a projected \$32 million in revenue in 2009, with operations in 5 countries and over 2400 full- and part-time employees. Selected as one of the Top 5 Business men in Afghanistan in both 2007 and 2008, and having recently been invited to the White House as an honored representative of the Afghanistan business community, Mr. Peerzada is a visionary in the Afghan business world.

### Sargon G. Y. Heinrich, Executive Vice President, Principal



Mr. Heinrich has served as President and Principal of several companies that he has founded and eventually sold, the most recent being Monolith Interactive Solutions, which was purchased by internet logistics provider iLink Global in 2000, which was then purchased by Descartes Systems, Inc., a publicly-traded logistics software provider based in Waterloo, Ontario. Previously, Heinrich spent thirteen



years with Bechtel Corporation leading domestic and international project management, public relations, project finance, and business development activities. These experiences culminated in his coordination and management role in the extinguishing of Kuwait oil fires after Operation Desert Storm in 1991-1993. Mr. Heinrich is based in Kabul and Dubai.

Chart 1 below lays out the executive organizational structure for ACCL International who successfully supports Habib and Sargon.

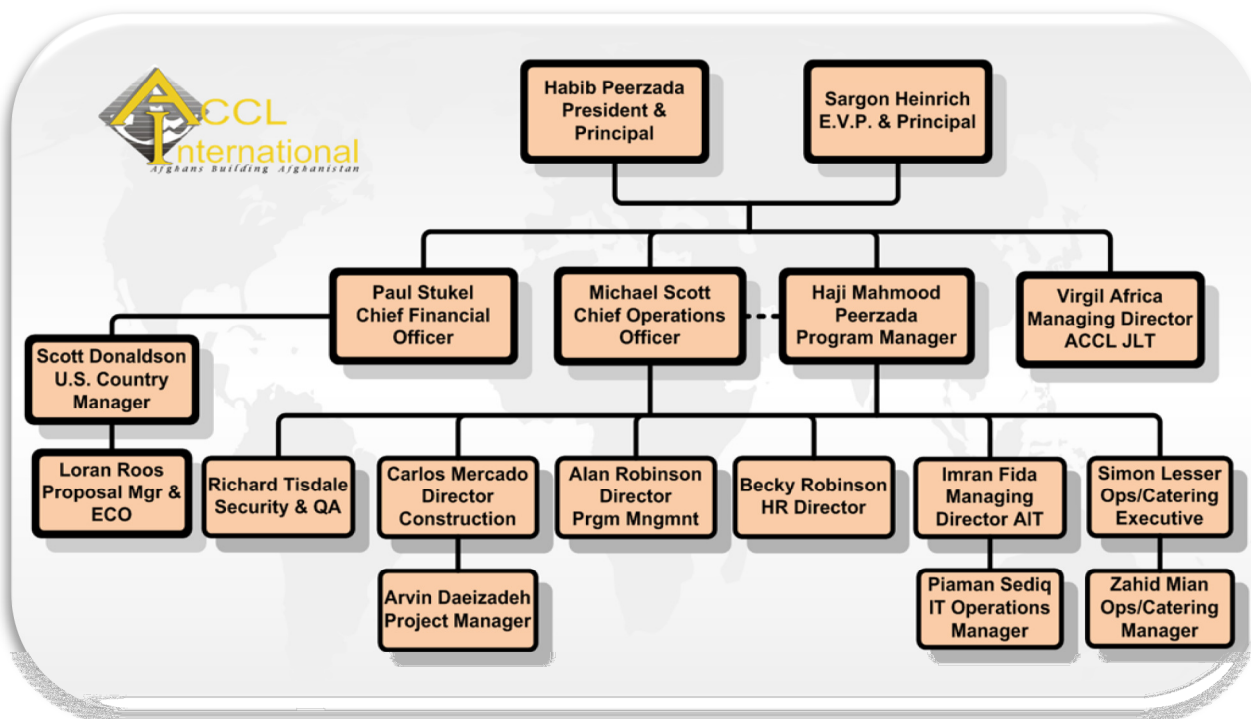


Chart 1

#### Virgil Africa, Managing Director, ACCL JLT

Mr. Africa moved to the Gulf region 12 years ago to manage photo equipment and services in Saudi Arabia and then Logistics, Manpower Planning and Food Services for his own company. In 2005, Mr. Africa joined ACCL Mdiatrix, now ACCL JLT. Mr. Africa oversees the day to day management for three industry groups covering Food Services, Manpower Planning and Life Support Systems. Previously, Mr. Africa obtained 10 years of experience in nationwide marketing and large account management in the Philippines. This experience encompassed the product distribution, money management and manpower staffing industries. **Phone: Work +971 4 325 4211, Mobile +917 50 698 7921**

#### Michael Scott, Chief Operations Officer

Mr. Scott brings over 20 years of high level construction and operations experience to ACCL. Starting at a young age, Mr. Scott was inducted into the construction industry in a family-run business. He later served as a Sergeant in the United States Marine Corps. Mr. Scott has served in various capacities over the years. He served as Chief Operating Officer for a mid-sized Real Estate and Land Development company in Colorado and a General Contractor for over ten years. Mr. Scott also served as a Program Manager in charge of all infra-structure on the Burj Dubai Development in Dubai, UAE and has had fiduciary responsibilities of a cumulative budget of over \$4 billion USD. **Phone: +93 79 555 1016**

#### Paul Stukel, Managing Director & CFO





Mr. Stukel is the Founder of Nexxus USA, a Chicago-based, multi-faceted corporation that integrates interim management and advisory services with technology, media and emerging markets businesses. Mr. Stukel was previously the Co-Founder and President of iLink Global, a Chicago-based provider of internet-based transportation management systems and on-line logistics services, which was ultimately sold to a publicly-traded company in late 2000. Prior to iLink, Mr. Stukel was the Senior Director for Strategic Assessment for The HAVI Group, an Illinois-based \$4.0 billion logistics, manufacturing and marketing company. Prior to his work for HAVI, Mr. Stukel spent approximately 10 years at Price Waterhouse (now PriceWaterhouseCoopers) in both Chicago and London. Mr. Stukel received his CPA certification in 1989. Mr. Stukel is based in Chicago, Illinois. **Phone: +1 (630) 262-1264**

#### **Scott Donaldson - U.S. Country Manager**

Mr. Donaldson joined ACCL International in April of 2010 as the U.S. Country Manager. He is a recognized leader with extensive experience working in Central and South Asia. Mr. Donaldson managed several programs within Afghanistan as well as Pakistan, Kyrgyzstan, Turkmenistan, Tajikistan, Kazakhstan and Uzbekistan for the U.S. Government and private industry. He had oversight and implementation responsibility for programs totaling in excess of \$750 million dollars that include construction, operations & maintenance and procurement to support Coalition strategies and initiatives within the region. Mr. Donaldson is a 1986 graduate of the U.S. Naval Academy and a Captain in the U.S. Naval Reserves. **Phone: U.S. +1(813) 409-1757, Afg +93 79 769 2242, UAE +971 50 255 3398**

#### **Alan Robinson – Director Project/Contract Management**

Mr. Robinson has extensive experience as a successful Program Manager. He managed multimillion dollar government programs for DSD Laboratories and DynCorp in South America. His most recent employment prior to ACCL International was as the senior manager for construction and operations of a Head Quarters Camp for USTC in Kabul Afghanistan. His current responsibilities include serving as the Program Manager and Liaison between ACCL International and United States Central Command. Mr. Robinson has a MBA in Business Management. **Phone: +93 79 555 1012**

### **ACHIEVEMENTS AND AWARDS**

ACCL International has maintained a standard that achieved recognition by the U.S. Forces Afghanistan in 2008 for superior performance in construction on the Afghan-Pakistan border from General Rodriguez. In 2009 for prolonged meritorious performance over a five year period the U.S. Central Command invited ACCL International's Executive Management Team to MacDill Air Force Base in Tampa Florida to be presented with an award recognizing the company for their outstanding work in Central Asia.



In addition to these prestigious awards ACCL International has been recognized by the following for superior performance:

- U.S. Army Corps of Engineers, Afghan Engineering District
- Combined Forces Command – Afghanistan – Three Awards
- Perini Corporation
- U.S. Training Center

### **SOCIAL RESPONSIBILITY**



**Community Involvement.** ACCL not only creates jobs and economic opportunity for local citizens in the markets it serves, we are helping to build strong communities and improving lives.

Examples of our commitment include:

- ACCL International adopted and rebuilt an orphanage in Kabul that was not able to operate without their support. This provided a chance at life that some Afghan children left parentless by war would not have had without ACCL International.
- Provision of medical services, including check-ups and vaccinations, to Afghan locals.
- Sponsorship of extended education for promising Afghan nationals in the U.S.
- Provision of housing, jobs and other essentials to Afghans forced to emigrate to the U.S. due to their cooperation with Coalition forces.
- Skateistan is another innovative way ACCL International is working to provide young Afghan children something fun and constructive to do. ACCL constructed an indoor skateboard park and continues to support the volunteer international staff that serves the Afghan community and skate with the Afghan children making a very positive impact on their lives.



ACCL International's core values demand that we not only provide outstanding goods and services to our customers at a compelling price, but that we support the communities within which we work and live. Whether it is in Afghanistan, Pakistan, UAE, the U.S. or the other markets we serve, these values are central to our philosophy.

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