



Infrastructure | Real Estate | Concessions - PPP



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COMPANY PRESENTATION

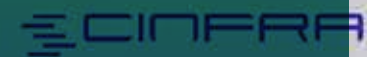


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ABOUT US

CINFRA DEVELOPMENT provides global consultancy in Infrastructure, Construction, Concessions - PPP and Real Estate fields in Central and Eastern Europe, focusing on Business Development, Engineering, Contract Management, Project Management, Technical Expertise for claims, Risk management - Loss Assessment, and M&A – Valuation of Companies and Investments.

We have the experience and expertise at every stage of the investment process: research of potential opportunities/ partners, feasibility studies, preparation of materials for the European Union to raise funds, and implementation (Project and Contract Management).

We also offer Interim Management for a specific Project/ Business for a limited time according to Client's needs, through our Senior Project and Contract Managers, including Legal and Financial advice through our Associates (senior experts) providing a global consultancy.

The total value of projects in which our team has been involved in this region exceeds 3 billion euro.

FIELDS OF ACTIVITY

CINFRA DEVELOPMENT has extensive experience in the following fields of activity



TRANSPORTATION

ROADS/ HIGHWAYS
RAILWAYS/ METRO
AIRPORTS
MARITIME WORKS



REAL ESTATE

OFFICE/ RESIDENTIAL BUILDINGS
WAREHOUSES
SUSTAINABLE CONSTRUCTION/ PASSIVE HOUSES



ENVIRONMENTAL

WATER PROJECTS
WASTE MANAGEMENT



ENERGY

WIND AND SOLAR FARMS



INDUSTRIAL

FACTORIES
LOGISTIC PARKS

SERVICES

CINFRA DEVELOPMENT'S experienced and dedicated team can help you with the following services

PROJECT MANAGEMENT FROM BEGINNING TO END	CONTRACT MANAGEMENT CONTRACTS AND CLAIMS	BUSINESS DEVELOPMENT GROW AND STRENGTHEN YOUR BUSINESS
LOSS ASSESSMENT AND RISK MANAGEMENT	VALUATION M&A VALUATION OF COMPANIES AND INVESTMENTS	ENGINEERING TECHNICAL EXPERTISE
INTERIM MANAGEMENT SHORT AND MEDIUM TERM RESOURCES TO COMPLETE YOUR TEAM	THIRD-PARTY FUNDING IN ARBITRATION ARBITRATION FUNDING	

SERVICES



PROJECT MANAGEMENT

We improve developments through efficient Project programming and management. Our work helps our clients save time, money and valuable resources, adding value to the entire business process.

A Professional and Experienced Management Team is the key to the success of any project. We provide project management solutions across the entire project life-cycle, managing time, quality, cost, change and risk.

Our qualified and experienced experts provide independent support and advice on each and every project aspect, to public and private clients, in Infrastructure, Real Estate and Industrial fields.

We **tailor solutions** to any kind of challenging Project:

- Project Implementation/ Management
- Project Design Analysis/ Optimization
- Planning and Scheduling
- Cost Estimating/ Controlling
- Procurement Management
- Master Budget Development
- Health & Safety
- Quality Control



CONTRACT MANAGEMENT

Our experienced team advises about the Contractual Risks and defines a strategy to successfully develop the Contract, avoiding penalties from the Beneficiary and duly completing the contractual steps in order to fulfill the Contractor's obligations and keep the entitlement to claim all the extra costs that could appear according with Contractor's rights and finally recover them through Amicable settlement or, in case of disputes with the Beneficiary/ Contracting Authority, through Arbitration/ Court.

- Risk Management
- Quantity Surveying
- Value Engineering
- Claims Quantum
- Planning/Scheduling
- Technical expertise for Disputes (DAB/ Arbitration/ Court)



LOSS ASSESSMENT

We support Clients to manage all the Insurance Events and assure and maximize the recovery of all the damages costs according with RC and CAR Policy.

- Advise Contractors to **discover all the Events** covered by CAR (Construction All Risk Policy).
- **Train Site Team** to follow all the obligations and procedures in case of an Insurance Event and keep the entitlement for claiming.
- **Maximize** the amount to recover from their insurance company.
- **Negotiation** with Insurance companies/ brokers and Legal assistance in case of dispute.



Construction and Erection All Risks insurance Damages (CAR)



Business Interruption and Advance Loss of Profits Covers



Delayed Start-up



Bad execution



Third Party Liability



Machinery Breakdown



BUSINESS DEVELOPMENT

We help our clients to identify opportunities in Central & Eastern Europe markets, providing advice for all the stages of their business (prospection, analysis, strategy, implementation).

Our consultancy expertise covers a wide range of experience in the following business services:

- Develop opportunities by identifying and assessing business proposals in Infrastructure, Real Estate and PPP;
- Perform preliminary commercial, technical, financial and legal analysis of projects/ opportunities;
- Strategic Positioning;
- Analyse market competition, identify potential local and international partners and subcontractors and coordinate any commercial/ technical approach;
- Establish strategic partnerships and advise in the negotiation - Preparation of the Financial/ Technical proposals of the Tender documentation based on the local knowledge and expertise of the respective country;
- M&A Due Diligence;
- Coordinate the relationship with international organizations if required such as IFI's (EBRD, BEI, WB,...), EU and with Authorities and Beneficiaries;
- Key personnel research for concession or construction;
- Advise on the preparation and implementation of Strategic Plan.





INTERIM MANAGEMENT

Customize and Provide a multidisciplinary team to carry on a Project for a limited period of time. The Client can externalize these services avoiding the process of employing fixed senior personnel. Cinfra Development provides INTERIM MANAGEMENT to support its Clients improve their Business/ Project Implementation/ Investment/ Development/ Project Managers' performance. We leverage our extensive experience in complex projects for demanding Clients, by assuming a specific mandate for a fixed term contract and by being compatible and integrated with the Management Team of the Client.

WHAT DO WE OFFER?

We generate **added value** for your company. The main benefits of hiring our services and solutions are, as follows:

- **COSTS SAVING:** Our Interim Management services are hired under the terms and conditions of the commercial agreement for a specific project/objective, avoiding long term contracts. Highly skilled profiles which can complement the existing management/ structure of the company and cover specific needs for a limited period of time.
- **FLEXIBILITY:** Possibility to change the profile depending on the changes in the market/ project/ investment.
- **EXPERIENCE - TRACK RECORD:** Our team has an extensive track record in successfully managing different International Projects in the areas of Infrastructure - Real Estate - Industrial, having developed valuable skills such as leadership, problem solving, multicultural approach, which led to prosperous projects and brought constant satisfaction to our clients.



VALUATION OF COMPANIES AND INVESTMENTS/ M&A

We advise and support our clients (Managers/ Owners) on the profitability improvement of their business units or on the inorganic growth in key business areas. We get involved on both sides of the process of buying or selling a business, covering the Commercial, Financial and Technical part, assuring success until the operation closing.

- Business valuation;
- Preparation of a pitch book or confidential information memorandum;

- Identification of prospective buyers, organizing and participating in meetings with these parties;
- Active involvement in the negotiation process;
- Advising on sale and purchase agreements and other deal-related agreements;
- Assisting with due diligence; and
- Resolving transaction issues throughout the process.

Cinfra Development can assume mandates Sell Side & Buy Side.



THIRD-PARTY FUNDING IN ARBITRATION

Nowadays many contractors are involved in important disputes on their construction contracts, taking in consideration the usual breaches in the contracts by beneficiaries that generates extremely high extra-costs and consequently entitle the Contractors to important Claim Quantum. Unfortunately, Beneficiaries fail to recognize such entitlements so Contractors can only recover their prejudices through Arbitration procedure. Arbitration taxes are expensive and it's a long process, so some Contractors cannot afford all these costs of the procedure by themselves running the risk not to recover the requested funds. Third-Party Funding is their best partner to face this complex and long way of Arbitration. If you are a construction-related business you can definitively contact Cinfra if you have a claim related to Arbitration.

- Extension of time (Delay impact analysis)
- Disruptions
- Loss of profit
- Lack of payment (Lack of works certificates)
- Delay payments - Delay Interests rate
- Business interruption
- Execution of guarantees / Contract Termination



ENGINEERING/ TECHNICAL EXPERTISE

We collaborate with Senior Engineers and Technical Experts authorized in different fields: able to provide any type of Certified Technical Expertise (for Courts, Arbitration, Disputes, Insurance companies...)

FIELDS:

- Water
- Geotechnics
- Railways
- Roads/ Motorways
- Bridges
- Waste Management
- Tunnels
- Buildings



Cinfra Development has extensive experience on infrastructure and construction projects including buildings, roads, bridges, tunnels, or airports.

Cinfra Development also collaborates on Real Estate projects, providing assistance in valuation, feasibility, planning and construction management.

PROJECTS

INFRASTRUCTURE

(Technical Expertise - Tender Documentation - Quantity Surveying)



Technical documentation, Design Optimization and Quantity Surveying for different Tenders and Projects (Yellow Fidic) related to Highways and Water projects with EU Funds for a Design Company (Romania):

- Quantity Surveying
- Value Engineering
- Project Design Analysis/ Optimization

CONSTRUCTION - INFRASTRUCTURE

(Interim Management - Contract Management - Claims/ Disputes)



We have provided Interim Management for a International Company specialized in Water Sector, with many Projects performed in Romania (Water Treatment Plants):

- Risk Management
- Quantity Surveying
- Claims Quantum
- Planning/ Scheduling
- Technical expertise for Disputes
- (DAB/ Arbitration/ Court)

CONSTRUCTION - INFRASTRUCTURE

(Contract Management - Claims/ Disputes)



Cinfra Development advise a Spanish Main Contractor providing Technical Expertise/ Claim Quantum/ Contract Management for a Road Project € 10 Mill (Red FIDIC - EU Funds) in north part of Romania.

- Business Strategy
- Contract Management/ FIDIC
- Claims Quantum
- Negotiation/ Dispute resolution
- Technical expertise for (Arbitration/ Court)

CONSTRUCTION - INFRASTRUCTURE

(Technical Expertise Water)



Providing Technical Expertise and Contract Management for a Spanish Contractor involved in a Dispute with a Beneficiary related to a Water Treatment Plant Project in Romania (Yellow FIDIC Contract)

- Risk Management
- Technical expertise Water
- Contract Management/ FIDIC
- Negotiation/ Dispute resolution

CONSTRUCTION - INFRASTRUCTURE - AGGREGATES

(Valuation of Companies and Investments/ M&A)



For a specialized construction company in the field of production of aggregates, concrete and asphalt, earthworks and transport infrastructure we provide the following services:

- Technical Due Diligence
- Valuation of Assets
- Mandate Sell Side

The company is based in north of Romania (Transilvania), operates in Romania and Hungary, and has an EBITDA of € 1 million and has an important portfolio of contracts financed with EU Funds.

REAL ESTATE

(Business Development - Project Management)



Cinfra Development supports a Spanish Corporation (Infrastructure - Services - Real Estate) in business development and Project Management in Eastern Europe and in South of Spain. Perform preliminary commercial, technical, financial and legal analysis of projects/ opportunities:

- Strategic Positioning
- Analyse market competition, identify potential local and international partners and subcontractors and coordinate any commercial/ technical approach
- Establish strategic partnerships and advise in the negotiation
- Preparation of the Financial/ Technical proposals based in local knowledge and expertise of the respective country
- Project Implementation/ Management

REAL ESTATE

(Project Management)



Cinfra Development is involved in a Real Estate Project in Malaga (4,500 M² built) together with a Spanish Group as co-developer and Project Management.

- Planning and Scheduling
- Cost Estimating/ Controlling
- Procurement Management
- Master Budget Development



INFRASTRUCTURE

(Insurance Damages/ Technical Expertise/ Cost Assessment)



CINFRA provided technical expertise and Quantity surveying for a complex geotechnical damage in a Motorway.

- Technical Assessment
- Quantity Surveying
- Claim Quantum

INFRASTRUCTURE

(Business Development/ Strategy/ Contract Management)



Cinfra provides strategic advice to a construction company specialised in installations and water projects to enlarge the clients' portfolio, identify new opportunities and carry on contract management.

- Business Development
- Contract Management

INFRASTRUCTURE

(Business Development)



For an important multinational Water company, Cinfra developed a strategic market research and business development at Eastern Europe, Balkans and Baltic Republics for emblematic projects in Water Treatment Plants and also focus in potential M&A opportunities in the water sector.

INFRASTRUCTURE

(Loss Assessment)



Technical assessment and damages quantum in a Water Project in North of Romania.

- Risk Management
- Technical Assessment
- Quantity Surveying
- Claim Quantum

INFRASTRUCTURE

(Contract Management/ Project Management/ Claims)

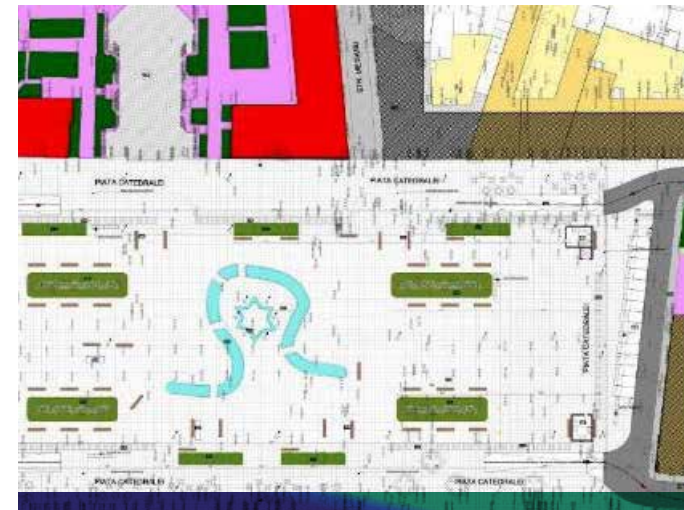


Project Management support in a Water Project in Hunedoara County.

- Scheduling
- Purchasing
- Contract Management
- Claim Quantum for Water Network project
- Changes in Legislation & Price escalation

INFRASTRUCTURE

(Technical Documentation/ Quantity Surveying)



Design and Build Tender preparation for underground parking in a historical urban area.

- Quantity surveying
- Procurement & Pricing
- Technical documentation

OUR TEAM

Cinfra Development has a multi-skilled, multi-national team which carries formidable experience gained in many environments.



JOSE ALEJANDRO SERRANO
Managing Partner

MSc Civil Engineer (ICCP) and Senior Management Program by IE Business School. Jose Alejandro got also Postgraduate in Private Equity (Bocconi School of Management) and Finance & International Operations (ICEX-CECO).

Jose Alejandro has been involved in Infrastructure/ Construction over 20 years in different markets as Spain, Portugal, Bulgaria, Slovakia, Hungary, Serbia, Croatia, Poland and Romania, most part of the time for multinational Main Contractors, in different positions as Project Manager, Country Manager, and Director for Eastern Europe, developing emblematic projects related to Motorways, Bridges, Railways, Tunnels, Buildings, Airports, Wind farms, etc for Public and Private clients, EU Funds, Multilateral Institutions (European Funds, BEI, World Bank, etc)

In the last 8 years as General Director & Administrator of several Companies/ Branches in Eastern Europe, dealing with Business Development, and implementation of complex projects with multicultural teams. He has developed skills as Investment analyses, Strategic alliances and Positioning, Negotiation, Institutional relationships, leadership and Team motivation.



DUSAN ZARUBICA
Senior Consultant | Manager Serbian Branch

Bachelor Degree and MSc Economics (Belgrade University). Certified in internal audit, Bankruptcy Management and Corporate Reorganization. Dedicated professional with more than 15 years of experience in the financial sector in Banks as Volksbank, Société Générale, BNP Paribas, International Business and Public Administration (Ministry of Trade – Serbia) and working as Head of Economic and Trade Office

of Serbian Embassy in Bucharest for several years. Familiar with the global financial and business practices, as well as the local economic trends and environment in Central-Eastern Europe. Experienced in supervising various business functions and projects.

In the last years as Coordinator of the National body for Trade Facilitation (Ministry of Trade of Serbia) - coordinating activity of state institutions and other organizations (USAID, foreign investors council, Chamber of Commerce) collaborating with government agencies, municipalities and private enterprises in the implementation of foreign trade development projects in Serbia.

Dusan has developed skills as Project Finance, Economic Analysis, Investments, Risk Management, Project Management and Marketing.



RALUCA FLOREA
Senior Project Manager

MSc Civil Engineer and Postgraduate in Project Management and Construction Works Administration (Catalonia Polytechnic Foundation, Barcelona).

Project Management Consultant with 15+ years of experience working in the construction industry in top multinational companies like Acciona, Ineco, Copisa and Azvi in different emblematic Infrastructure projects as High-Speed Railway (Madrid-Barcelona), Barcelona Subway as well as Commercial Real Estate Projects.

Specialized in cost and schedule management of construction projects, I am passionate about the importance of effective communication and team motivation in projects, convinced that a positive attitude can change the outcome of a project. Interested in working with individuals and organizations that foster innovation and getting involved in projects that can make a difference and generate a positive impact in our communities especially by introducing greener construction methods.



CATALIN CHIRVASA
Senior Project Manager

Civil Engineer, Authorized Diriginte de Santier and HSE inspector. Skilled in Quality Control, Project Management, Planning, Cost control and Design Optimization.

Experienced Senior Engineer & Inspector with more than 10 years working in Civil Engineering industry: Energy projects, Buildings, Highways, Earthworks, Steel Structures in relevant and complex projects as: Combined Cycle Power Plant (860 MW Brazi Romania Client: OMV- Petrom Budget: 500 M €), Wind Farm for ENEL (50 wind turbines Siemens SWT 2.3 MW), DN76 Road (European Investment Bank), Real Estate Developments in Romania with more than 20.000 M2 built for clients as Granvia and Hanner RD.

Catalin has developed skills as Team Leader, problems solving, hard-working under demanding projects, and relationship with stakeholders.



DANIEL VOICULEȚ
Business Developer Specialist/ Project Manager

Diplomat Engineer and Postgraduate Project Management (Soft Skills Training). Skilled in Project Management, Business Development, Logistics, Purchasing, Planning, Coordination of sales team, Manufacturing process experience

With over 15 years of professional experience in Business Development and Project Management, Daniel has managed to develop and implement numerous projects in different fields: wind and solar energy, oil and gas, education, highways, construction in Romania and industrial construction in Germany. Each project had a unique characteristic and represented a challenge from various points of view. As a business developer, Daniel managed to conclude exclusive contracts like the main service provider, for the clients with whom he developed projects.



OVIDIU TOMESCU
Risk Consultant/ Loss Assessor

Civil Engineer and Authorized Loss Adjuster/ Evaluator by ANEVAR (Romania).

Ovidiu has over 23 years of experience as Risk Manager/ Loss Adjuster/ Claim Manager working for insurance companies like Generali, Omniasig, Uniqa as Director Risk/ Claims Department, and taking part in the evaluation of risks and claims in many projects of Infrastructure, Industrial sites and Buildings, evaluating claims related to land slide, geotechnical problems, differential seating, floods, unforeseen weather conditions, collapsed structures, deformations, fires, explosions.

In the field of Risk Management/ Loss Adjustment, Ovidiu has successfully participated in many important Claims/ Damages as Railway Bucuresti – Constanta, Railway jud. Cluj, Floods Bridge Putna, Floods at City Dorohoi, Motorway Timisoara – Arad, Motorway Bucuresti – Constanta, Sea shore piers Black Sea Constanta, Harbour Crane damages at Constanta and Mangalia.

Ovidiu has great experience collaborating and negotiating and closing deals with Insurance Companies, Brokers and Main Contractors and has developed skills as business multicultural negotiation, mediation, leadership and resilience.



CLAUDIU ALEXOAI
Risk Consultant/ Loss Assessor

Civil Engineer and Authorized Loss Adjuster/ Evaluator by ANEVAR (Romania).

Claudiu has over 15 years of experience as Loss Adjuster / Quantity Surveyor/ Claim Manager working for insurance companies like Asirag, Omniasig, Uniqa as Risk Manager/ Claims Department, and taking part in the evaluation of risks and claims in many projects of Infrastructure, Industrial sites and Buildings, evaluating claims

related to landslides, geotechnical problems, differential seating, floods, unforeseen weather conditions, collapsed structures, deformations, fires, explosions.

In the field of Risk Management/ Loss Adjustment, Claudiu has successfully participated in many important Claims/ Damages as Railway Bucuresti – Constanta, Railway jud. Cluj, Sea shore piers Black Sea Constanta, Harbor Crane damages at Constanta and Mangalia, fire at Mall, Fire at telecommunication systems Timisoara, claims based on manufacturer liability.

Claudiu has great experience negotiating and closing deals with Insurance Companies, Brokers and Main Contractors and has developed skills for Quantity Surveying, Claim estimation, negotiation and mediation.



NICOLETA GUIBAN
Administrative & Financial Manager

Nicoleta has a Bachelor´s degree in Economics, and Master in Banking & Insurance by University of Economics (Bucharest), having an extensive experience as Administrative and Financial Manager with companies from different sectors as Construction, and Retail.

In addition, Nicoleta has experience as Auditor in a Tax Consulting Company during several years. Extensive experience with Project Financing, Bank relationship, Controlling, Accounting, Taxes, Cash Forecast models, Stakeholders Reporting and Human Resources management. She has developed important skills such as problems solving, team work, Institutional relationship, and multi-tasking.



OUR TEAM PREVIOUS EXPERIENCE

Cinfra Development's team has been involved in iconic projects around the region



COMBINED CYCLE POWER PLANT
PLOIESTI, ROMANIA



CONSTRUCTION OF HIGHWAY
E75, LOT 6
SERBIA



DESIGN AND BUILD
EXTENSION CRAIOVA AIRPORT
CRAIOVA, ROMANIA



DESIGN AND BUILD
MEDICAL CLINIC
BUCHAREST, ROMANIA



E75 MOTORWAY STRETCH
GRDELICA-PREDEJANE
SERBIA



DN76 STEI-BEIUS
ROMANIA



**EXTENSION OF
WATER SUPPLY AND SEWAGE
BRAGADIRU, ROMANIA**



**RAILWAY SIGHISOARA-ATEL
CORRIDOR IV - DANES TUNNEL
ROMANIA**



**RAILWAY REHABILITATION
CZEMPIN-POZNAN
POLAND**



**RESIDENTIAL PROJECT
GRAN VIA PARK
BUCHAREST, ROMANIA**

**HIGH SPEED RAILWAY
MADRID-BARCELONA-FRENCH BORDER
SPAIN**



**RAILWAY SIGHISOARA-ATEL
CORRIDOR IV - DANES TUNNEL
ROMANIA**

**RESIDENTIAL PROJECT
VIVENDA PARK
BUCHAREST, ROMANIA**



**RESIDENTIAL PROJECT
GRAN VIA PARK
BUCHAREST, ROMANIA**



**HOTEL NOVOTEL
BUCHAREST, ROMANIA**



**ROAD AND RAILWAY INFRASTRUCTURE
ACCESS CALAFAT-VIDIN
ROMANIA**



**RESIDENTIAL PROJECT TIMISOARA 58
ROMANIA**



**SALESIANER-FACTORY
BUCHAREST, ROMANIA**



**METRO LINE 5
BARCELONA, SPAIN**



**MEDITERRANEAN MOTORWAY
A7 LA HERRADURA-TARAMAY
SPAIN**



**MODERNIZATION OF DN73 ROAD
PITESTI-CAMPULUNG-BRASOV
ROMANIA**



**OFFICE BUILDING METROPOL
BOULEVARD TIMISOARA
BUCHAREST, ROMANIA**



**SHOPPING MALL
SUN PLAZA
BUCHAREST, ROMANIA**



**WIND FARM ENEL
DOROBANTU
CONSTANTA, ROMANIA**

**ZEZELJ BRIDGE
NOVI SAD, SERBIA**



**RAILWAY REHABILITATION
ATEL-MICASASA CORRIDOR IV
ROMANIA**





HEADQUARTERS

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