



RISK MANAGEMENT

LOSS ASSESSMENT

INSURANCE RECOVERIES

www.cinfra.eu

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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 advise 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.

OUR 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/ PASIVE HOUSES





ENVIRONMENT

WATER PROJECTS
WASTE MANAGEMENT





ENERGY

WIND AND SOLAR FARMS





INDUSTRY

FACTORIES
LOGISTIC PARKS

OUR SERVICES

Cinfra Development’s experienced and dedicated team
can help you with the following services



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

The background is a photograph of a dark asphalt road with several large, irregular cracks. A white dashed line runs down the center of the road. In the upper left corner, a metal guardrail is visible. A semi-transparent rectangular box with a dark blue-to-green gradient is centered over the road, containing white text.

RISK MANAGEMENT

LOSS ASSESSMENT

INSURANCE RECOVERIES

OUR MISSION

CINFRA DEVELOPMENT's
mission is to maximize
money recovery from
the Insurance Companies for
any damage/ event occurred
in the shortest time.

OUR OBJECTIVES

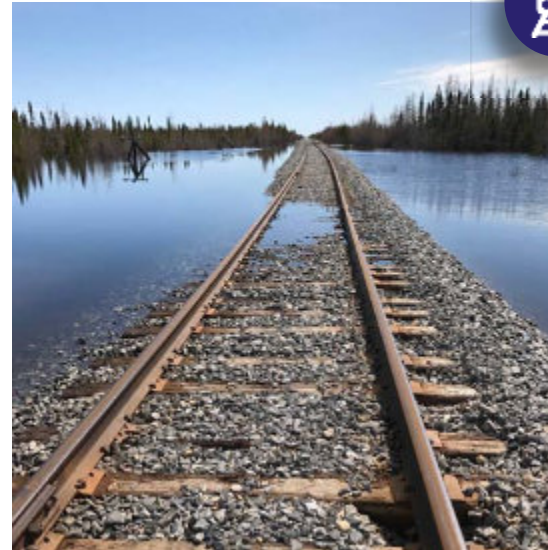
From our experience, many Contractors lose the entitlement to claim to the Insurance Company, failing in the following:

- ☐ Identify all Project Risks and include them in the Insurance Policy Clauses;
 - ☐ Communicate the event in due time;
 - ☐ Proper interpretation of the Policy/ Clauses/ Franchises;
 - ☐ Technical expertise to sustain the damage;
-
- Allow the companies to quickly resume their projects.
 - Maximize the deal received from your insurance company and receive support in case of Dispute.

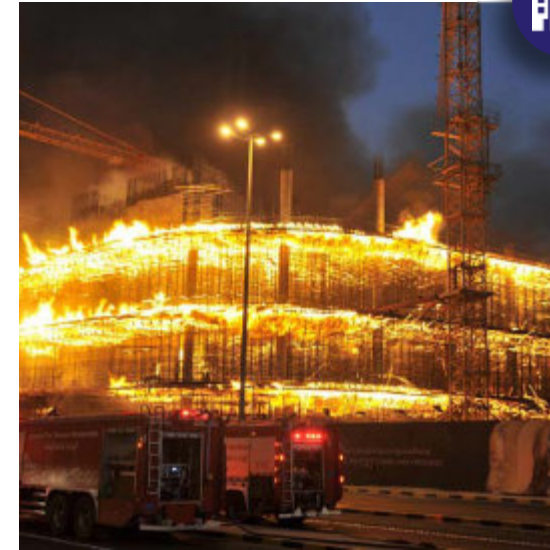
LOSS ASSESSMENT EXPERTISE



LANDSLIDE



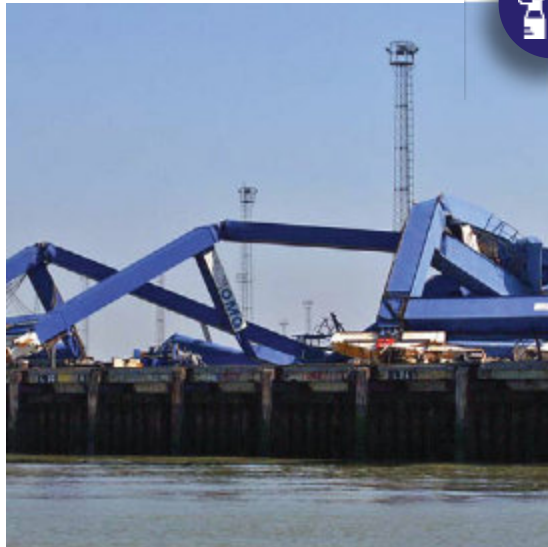
FLOODS



FIRE



**EXTREME METEOROLOGICAL
CONDITIONS**



DESIGN ERROR



BAD EXECUTION



LOSS OF PROFIT



EQUIPMENT - COLLISIONS

LOSS ASSESSMENT EXPERTISE

1. The assessing team has a range of skills including quantity surveying, civil engineering, chartered accountancy and includes:

- Loss Assessors
- Forensic Accountants
- Key Witness Experts (for specialists areas as geotechnics, roads, railways, water,..)

2. For the CAR (Contractor's All Risk) and BI/ ALOP (advance loss of profit) covers claims our team can:

- Advise the Contractor to negotiate the best drafting of the policy
- Train the Project Team and create mechanism to discover all the events to claim to the Insurance

3. Advice and assist on how best to present your business interruption claim and restore your business to its pre-loss state as quickly as possible.



LOSS ASSESSMENT SERVICES



OTHER RELATED SERVICES

Risks inspection
Technical Expertise for third parties
Valuation of Assets

EXPERIENCE

| DAMAGES OUR TEAM HAS SOLVED

- Geotechnical problems - Landslides due to unexpected ground conditions
- Defects in design, bad workmanship, defects of materials
- Floods, inundations
- Storm, lightning
- Pipes burst and water damages
- Theft and burglary/ vandalism
- Machinery breakdown of the installations, electrical failure
- Equipment (collisions etc.)
- Business interruption, loss of profit and consequential losses
- Strike, riots
- Force majeure
- Third party liability
- Employer's liability



NEEDS TO COVER

| MAIN EVENTS IN CONSTRUCTION

UNFORESEEN GEOTECHNICAL CONDITIONS, FLOODS



DESIGN ERRORS



BAD EXECUTION



Many of the contracts implemented are based on the Design and Build principle



The time allowed for design realization most of the times is insufficient



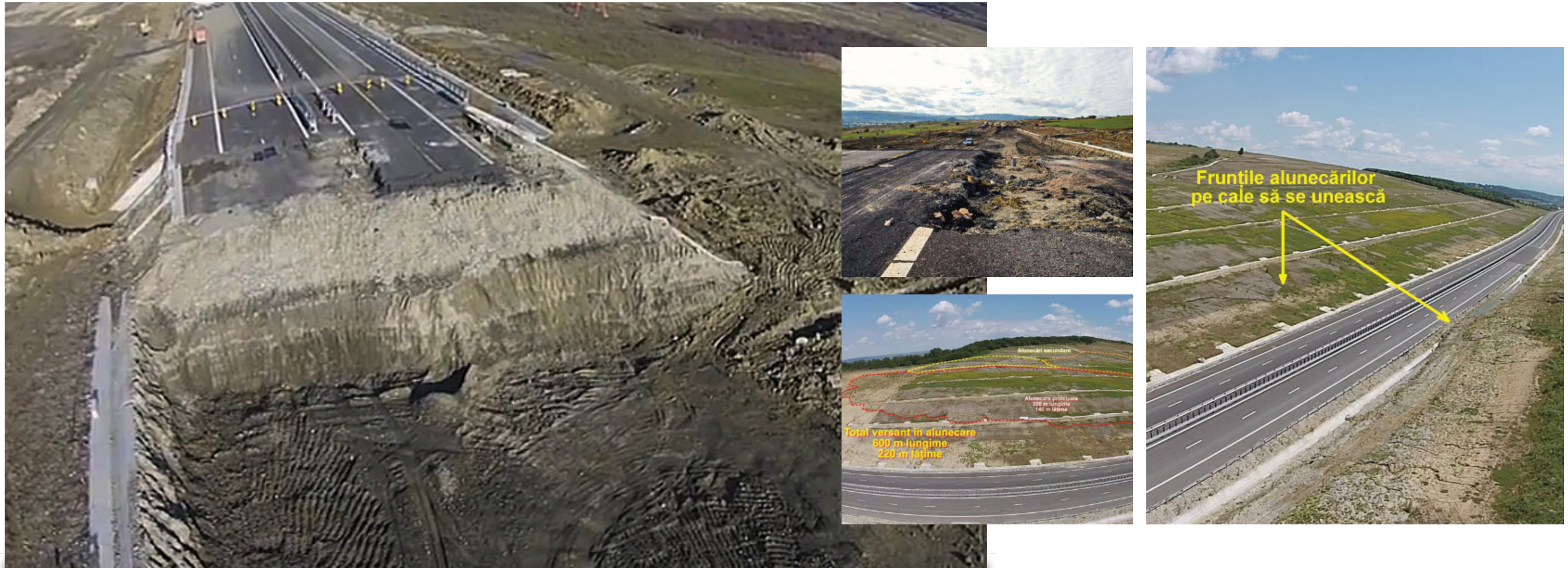
Possibility of incorrect designs or unforeseen conditions which cause problems

NEEDS TO COVER | REAL CASES

1. MOTORWAY BETWEEN SIBIU AND ORASTIE

Demolition of a section of motorway, due to the appearance of important cracks, due to the failure of the approved technical design

“The demolished motorway between Sibiu and Orastie had a cost over € 40 Mill”



NEEDS TO COVER | REAL CASES

2. MOTORWAY BETWEEN LUGOJ AND DEVA



NEEDS TO COVER | REAL CASES

3. MOTORWAY: ASPHALT CRACKS (BAD EXECUTION)



4. RAILWAY CEMENT FACTORY TRAIN DAMAGES - LOCOMOTIVE TRAFFIC ACCIDENT



NEEDS TO COVER | REAL CASES

5. PORT CONSTANTA - CRANE DAMAGES - STORM



6. SPORT CENTRE - FIRE - CHIMNEY DEFECTS



NEEDS TO COVER | REAL CASES

7. RESIDENTIAL AREA BUCHAREST SCAFOLDING COLLAPSE - BAD EXECUTION



8. FLOODS AT PORT - WAREHOUSES



VALUE PROPOSAL

What product packages do we offer?

- Specialist advice on available options for **mitigating the loss** (securing interim payments from insurers,...)
- Professional **advice regarding the adequacy of your current policy coverage**, the adequacy of your insured amounts and the possible need for a review in the future
- **Train the Project Team**, and give them the tools and procedures to discover all the risks which are covered by the CAR Policy
- **Proactive solutions** in challenging situations thanks to our experience in the sector
- **Preparation of accurate claims** to maximize the compensation from Insurance

How do we work?

FEES ARE BASED ON SUCCESS

- Small fee to study and visit the site covering only the expenses, and success fee once is approved by the insurance company and cashed by Contractor

What problems do we solve?

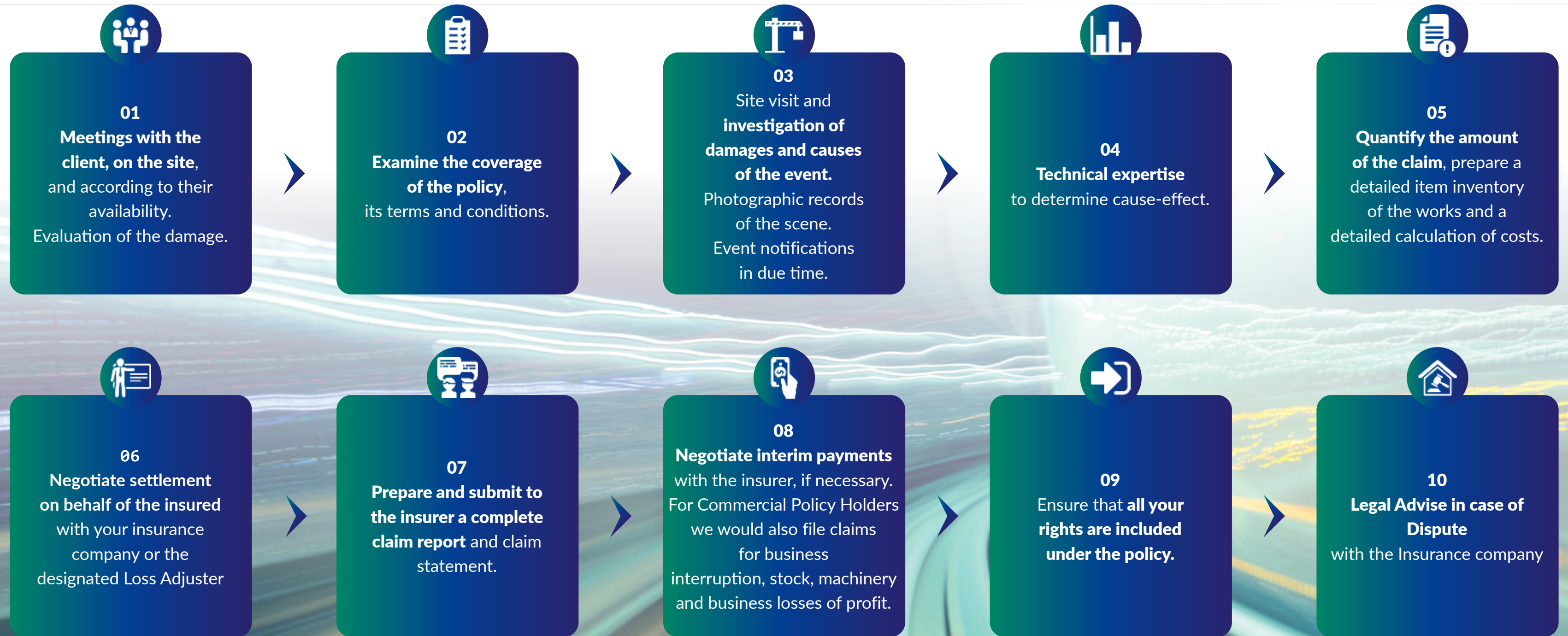
- Risk Management of Construction and recovery maximization of all the damage from Insurance

For which value our clients are willing to pay?

- For professional and experience consultants that could solve their disruptive events, assessing and recovering all the costs from the Insurance companies
- Optimization of resources (no need of experts in house)



HOW OUR SERVICES ARE INTEGRATED



CUSTOMER RELATIONSHIP

What relationship do our customers expect?

Having a
specialized team
supporting them from
the beginning of the
project

Continuous and accurate
monitoring
at all times

Specific advice
for the case in study

**Appointment of
a dedicated
Loss Assessor/ Risk Consultant**
who will ensure that your claim is
resolved to your satisfaction in
the shortest possible
time period

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.



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.

OUR TEAM

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



CLAUDIU ALEXOAIE
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.



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.

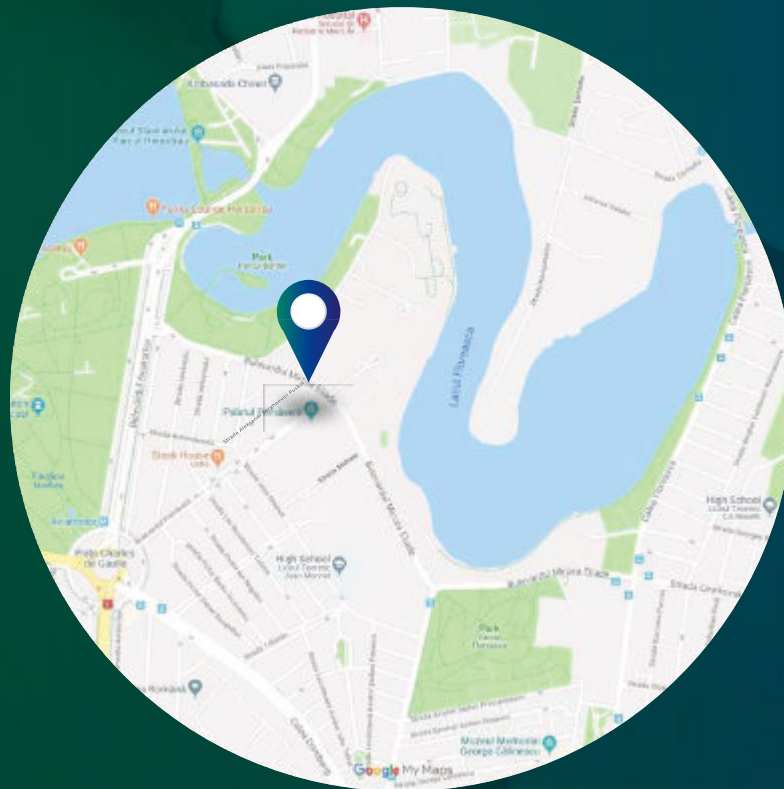
Ovidiu has great experience collaborating and negotiating and closing deals with Insurance Companies, Brokers and Main Contractors and has developed skills as business multicultural negotiation, mediation, leadership and resilience.

CONTACT

HEADQUARTERS

BUCHAREST | ROMANIA

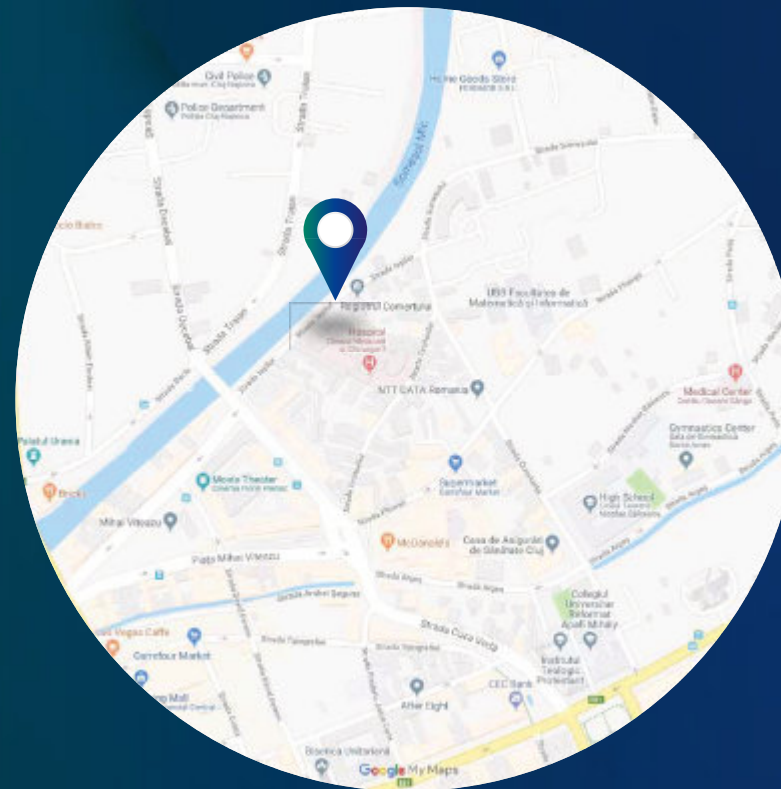
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