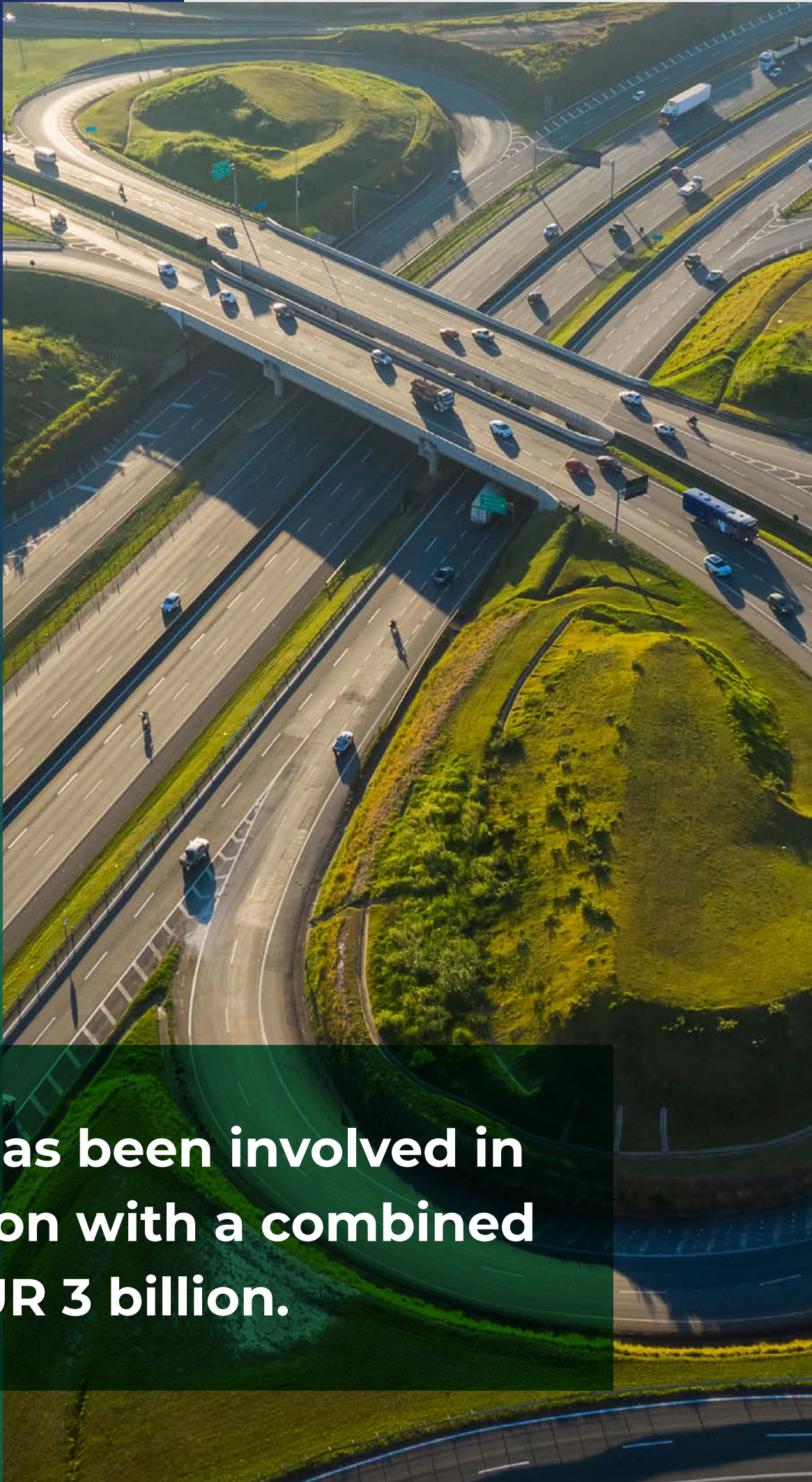


COMPANY PRESENTATION

-  **Infrastructure**
-  **Engineering**
-  **Concessions - PPP**



An aerial photograph of a complex highway interchange with multiple lanes, overpasses, and green landscaped areas. The image is partially covered by a dark blue overlay on the left and a dark green overlay at the bottom where the text is located.

To date, our team has been involved in projects in the region with a combined value exceeding EUR 3 billion.

About Us

Cinfra Development is a consultancy firm specialized in Infrastructure, Construction, Concessions–PPP, and Real Estate across Central and Eastern Europe. Our expertise covers Business Development, Engineering, Contract and Project Management, Technical Expertise for claims, Risk Management and Loss Assessment, as well as M&A and Company/Investment Valuations.

We support our clients throughout the entire investment cycle—from identifying opportunities and partners, conducting feasibility studies, and preparing EU funding documentation, to project implementation and contract management.

In addition, we provide Interim Management tailored to specific projects or businesses for limited periods, delivered by our senior Project and Contract Managers. Through our network of senior legal and financial associates, we also ensure high-level advisory services that complement our technical and managerial capabilities.

Fields of Activity

Cinfra Development has extensive experience in the following fields of activity:



Transportation

Roads & Highways
Rail & Transit
Airports
Maritime Works
Tunnels



Real Estate

Hospitals
Warehouses
Logistic Parks
Sustainable Constructions &
Passive Houses



Environmental

Water & Wastewater
Waste Management
Recycling



Energy

Wind Farms
Photovoltaic
Hydro
Power Plants

Services

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



Loss Assessment

Risk management
and insurance recoveries



Interim Management

Short and medium-term resources
to complete your team



Project Management

From beginning to end



Public Procurement

Tender preparation



Contract Management

Contracts and claims



Supervision and Technical Assistance

Ensuring project excellence



Business Development

Grow and strengthen your business



Engineering

Technical expertise





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
- 

Services

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.

We adapt our expertise to meet the demands of any complex project:

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

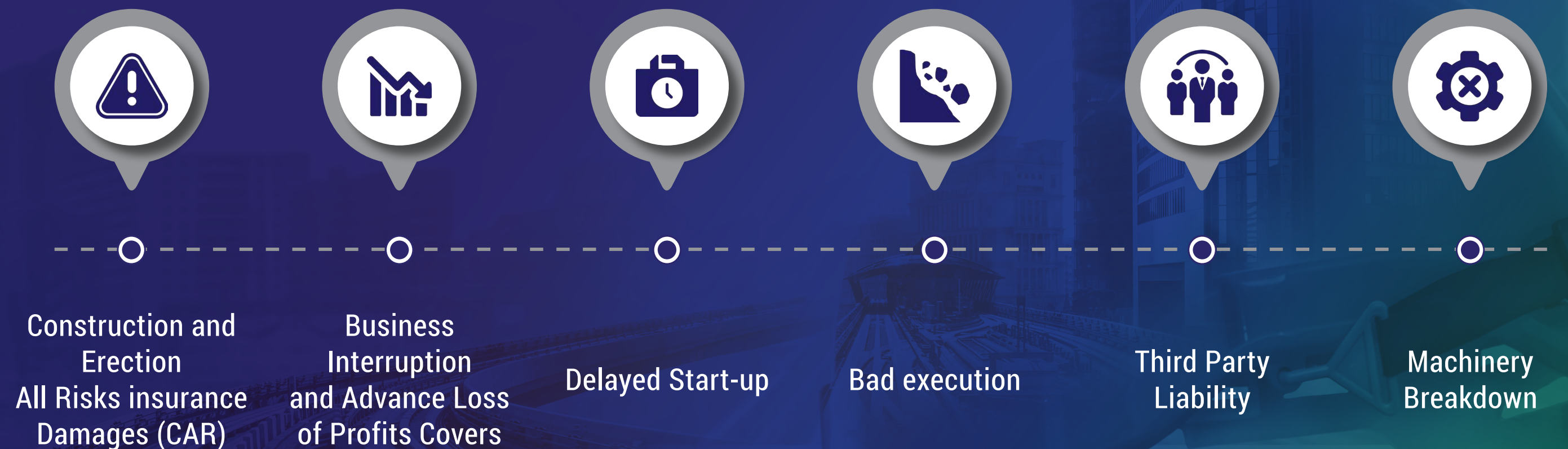
Services



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.



Services



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.

Services



Interim Management

Cinfra Development provides tailored, multidisciplinary teams to lead projects for a defined period, helping Clients avoid hiring fixed senior staff. We support Business, Project Implementation, Investment, and Development goals by assuming specific mandates under fixed-term contracts, fully integrating with your Management Team.

WHAT WE OFFER

We deliver added value through expertise in complex projects and solutions that enhance your company's performance.

- **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.

Services

A large construction crane is positioned on the left side of the image, extending diagonally across the frame. In the foreground, two construction workers wearing hard hats and safety vests are standing on a pile of earth, looking at a set of plans. The background shows a building under construction with scaffolding and rebar. The sky is a mix of blue and orange, suggesting a sunset or sunrise.

Supervision and Technical Assistance

Through our Supervision and Technical Assistance services, we support public sector projects financed through European Funds, ensuring that every investment is delivered safely, on time, within budget, and to the highest quality standards. By combining technical expertise, proactive management, and clear communication, we help clients achieve full compliance with design specifications, contractual requirements, and EU and national regulatory frameworks. Our goal is to safeguard project objectives while supporting efficient decision-making and maintaining transparency at every stage of construction.

- Construction Supervision and Site Management
- Quality Control and Assurance
- Health, Safety, and Environmental (HSE) Monitoring
- Schedule and Progress Tracking
- Cost and Contract Management
- Design Compliance Verification
- Technical Assistance and Engineering Support
- Reporting and Documentation

Services

A blurred background image showing two workers on a railway track. One worker is wearing a white hard hat and a high-visibility vest, and the other is wearing a yellow hard hat and a high-visibility vest. They are standing on the tracks, which are made of steel rails and gravel. The background is out of focus, showing some greenery and a clear sky.

Engineering | Technical Expertise

We collaborate with Senior Engineers and accredited Technical Experts across various disciplines. Authorized to issue Certified Technical Expertise, they provide reliable assessments for courts, arbitration, disputes, insurance companies, and specialized technical fields.

Their independent evaluations bring clarity, credibility, and confidence to complex technical and legal matters.

FIELDS:

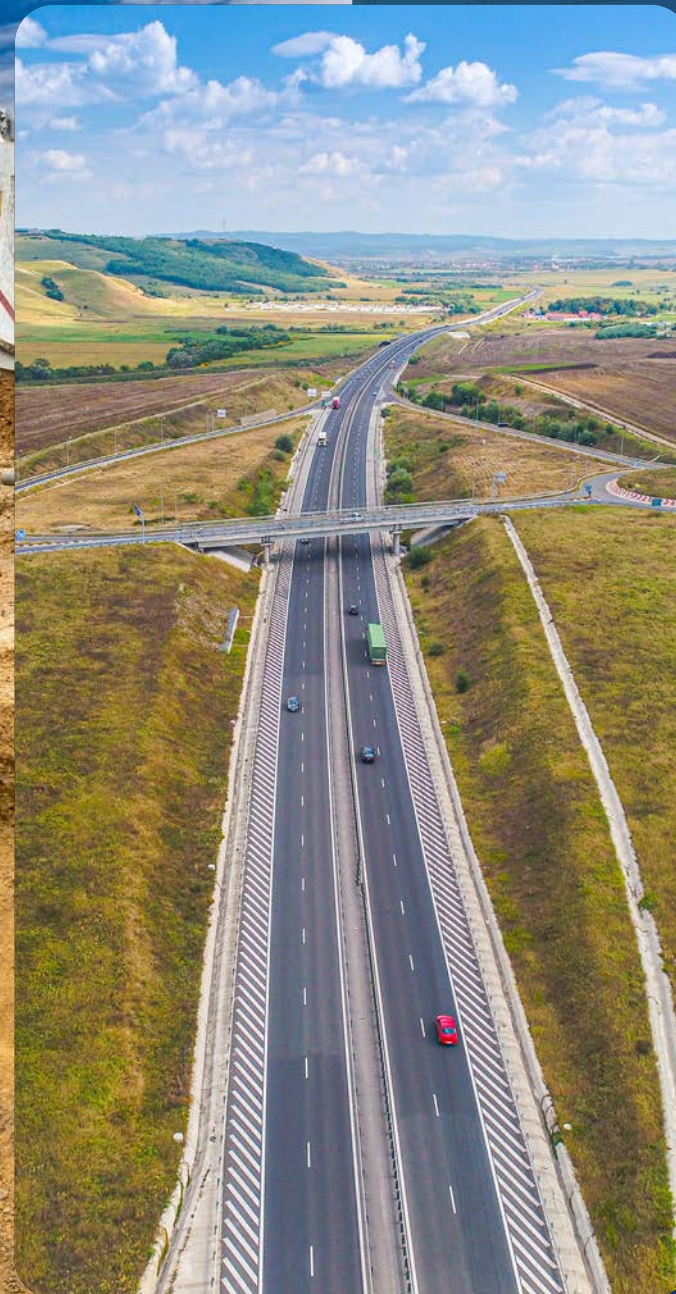
- Water
- Geotechnics
- Railways
- Roads/ Motorways
- Bridges
- Waste Management
- Tunnels
- Buildings

Services

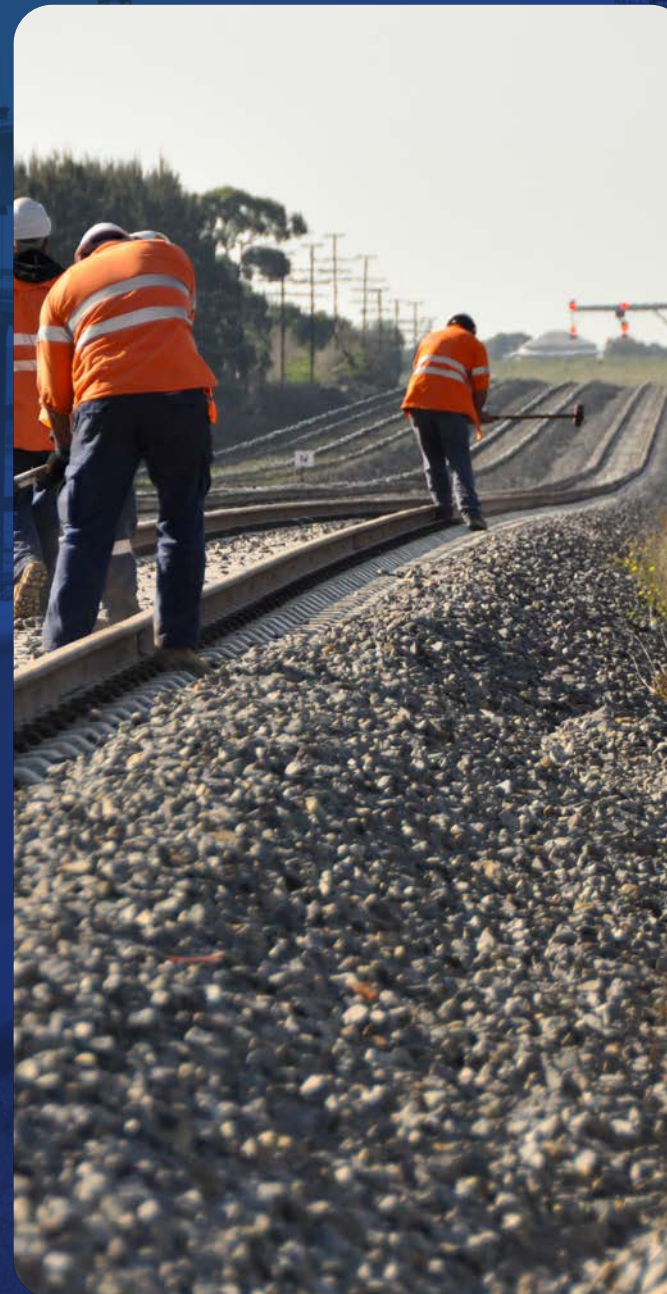
Our Portfolio

This selection showcases some of Cinfra's most significant projects across infrastructure, transportation, and industrial sectors, highlighting our expertise in technical services, risk management, tender preparation, and contract management. A complete list of projects is available upon request.

Roads



Railway



Buildings



Water



Energy





Our Expertise

Public Tenders

Cinfra Development has extensive experience in preparing documentation and providing technical consultancy services for public tenders and large-scale infrastructure projects. Over the years, the company has been involved in numerous complex assignments across various sectors, including transport, energy, industrial facilities, and civil construction, such as:

- Design and Build motorway A7 Ploiești - Buzău
- Multi-Sport Building Brasov
- Port Constanța
- Design and Built Motorway Sibiu - Pitești
- Design and Build A8 Motorway
- Military Airport Câmpia Turzii
- Water and sewage networks
- Water treatment plants



Our Expertise

Contract Management and Quantum Claims

Cinfra Development provides comprehensive contract management services throughout all project stages – from tender award and contract negotiation to implementation, monitoring, and closure. The company ensures that contractual obligations are fully aligned with project objectives, timelines, and budget constraints. With a strong multidisciplinary background, Cinfra Development supports both public and private clients in optimizing project performance, preventing disputes, and achieving successful contract delivery. References in the field:

- Motorway Sebeș - Turda
- Bypass Zalău
- Railway Vințu de Jos
- Water and sewage network in Timișoara
- Water and sewage network in Reșita



Our Expertise

Market Analysis and Business Development

Cinfra Development offers in-depth market analysis services designed to support strategic decision-making and business development. By combining sector knowledge with data-driven insights, the company helps clients identify emerging opportunities, assess competition, and evaluate investment potential. Our portfolio includes:

- Specialized construction company in the field of production of aggregates, concrete and asphalt, earthworks and transport infrastructure
- Specialized company in consolidation works
- Specialized in water and sewage networks
- Engineering and design for companies specialized in roads, railways, airports, hospital and environmental works



Our Expertise

Loss Assessment and Insurance Recoveries

Cinfra Development offers specialized loss assessment and insurance recovery services for infrastructure and industrial projects affected by natural disasters or unforeseen events. The company's multidisciplinary team combines technical, financial, and risk management expertise to support clients in evaluating damages and optimizing recovery processes. Our portfolio includes:

- Highway projects with events such as landslides, natural disasters, execution/ design error
- Railway and metro projects with events such as floods, execution/design errors
- Water and sewage project with events such as floods, execution/design errors, third party liability

Our Team

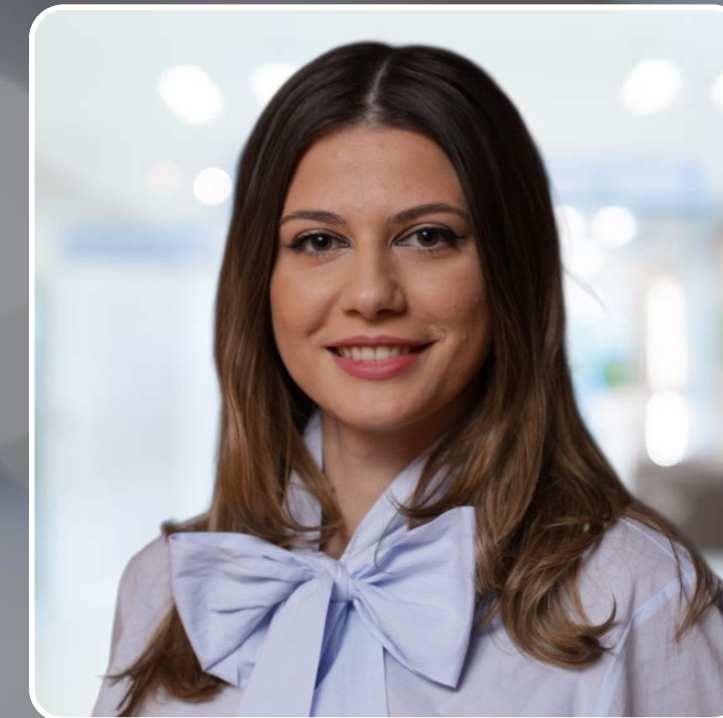
Cinfra Development has a multi-skilled, multi-national team which carries formidable experience gained in many environments.



Jose Alejandro Serrano
Managing Partner



Dusan Zarubica
Senior Consultant



Cătălina Eni (Susanu)
Contract Manager



Nicoleta Guiban
Administrative & Financial Manager



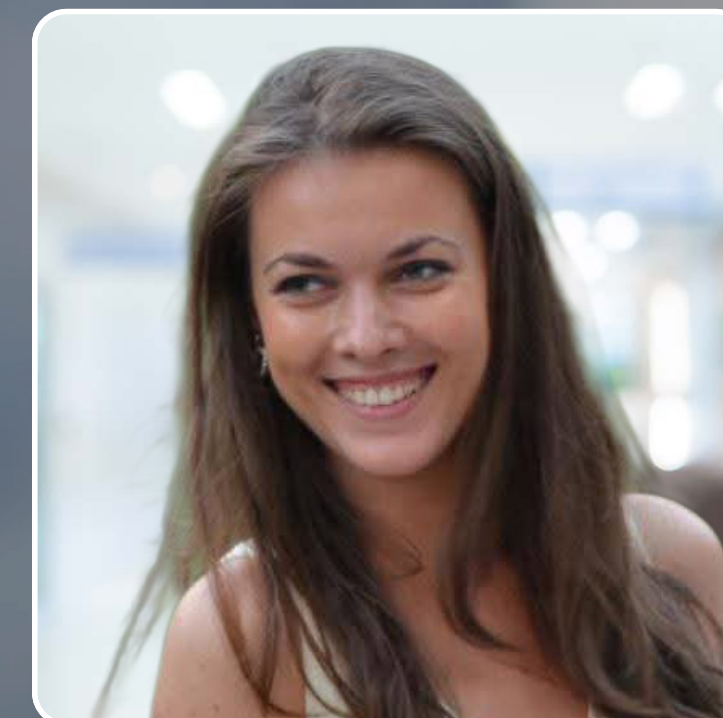
Aurelian Lupășteanu
Senior Civil Engineer



Dragoș Claudiu Nicolae Simionescu
Senior Insurance Specialist



Cătălin Chirvasa
Senior Project Manager



Cristina Nițu
Senior Consultant



Răzvan Rugină
Senior Attorney



Jose Alejandro Serrano | Managing Partner

MSc Civil Engineer (ICCP) and Senior Management Program by IE Business School. Jose Alejandro got also MBA (ThePowerMBA) and Postgraduate in Finance & International Operations (ICEX-CECO). Jose Alejandro has been involved in Infrastructure/ Construction over 25 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). Also 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. In the last 8 years as Senior Consultant has advice several International Main Contractors in several Disputes, Arbitration (Technical part) , and also in different Insurance Recoveries from complex damages as (floods, landslides, design errors, subsidence, defect materials, unforeseen geotechnical conditions...). Also acting as Infrastructure Consultant for the World Bank in 2024/2025 for different strategic financing procedures with CFR , Ministry and Transports and Port Constanta, among others.



Dusan Zarubica | Senior Consultant

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.



Cătălina Eni (Susanu) | Contract Manager

Cătălina Eni is a skilled contract and procurement specialist with over 15 years of experience in construction-related tendering, contracting, and project implementation. She has developed strong expertise in managing complex public and private sector contracts, with a focus on technical documentation, subcontractor coordination, contract execution, and guarantees administration. Since 2021, she has been part of CINFRA Development EU SRL, where she oversees the preparation, negotiation, and monitoring of execution and subcontracting agreements. Her responsibilities include procurement planning, technical-commercial correspondence, and coordination with site supervisors and beneficiaries.

Cătălina's previous experience includes 10 years with a Spanish construction company, where she was involved in tendering and site monitoring, as well as earlier roles in international trade. She holds a degree in Marketing and International Business and is fluent in Spanish and English, with working knowledge of French. Her portfolio includes reference projects such as the Ford Craiova and BAT Ploiești wastewater treatment plants, water and sewerage network extensions across multiple cities, and the Zalău bypass.



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.



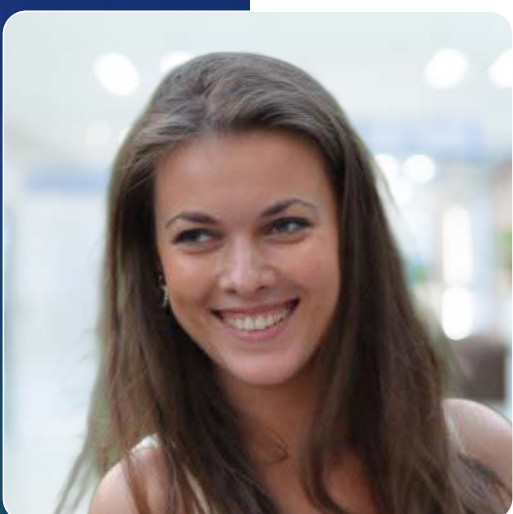
Aurelian Lupășteanu | Senior Civil Engineer

Aurelian Lupășteanu is a senior civil engineer with over 35 years of experience in transport infrastructure, specializing in structural works such as bridges, viaducts, and overpasses. He has a strong track record in project management and site supervision under FIDIC contracts, having coordinated major road and airport projects across Romania. He has worked with leading construction and engineering firms, including TPF Inginerie, AZVI SA, Max Boegl, and Geiger Transilvania, where he held positions such as Technical Director, Project Manager, and Site Manager. Aurelian is highly experienced in coordinating with public authorities, consultants, and subcontractors, ensuring compliance and delivery across complex, multi-stakeholder environments. He holds an engineering degree from the Transylvania University of Brașov and is fluent in Romanian, with intermediate English proficiency.



Cătălin 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.



Cristina Nițu | Senior Consultant

Cristina Nițu is a human resources professional with over 7 years of experience in personnel administration, payroll, recruitment, and liaison with public institutions and training providers. She has strong expertise in managing both national and international employee secondments, labor compliance, and occupational health and safety processes. Since joining CINFRA Development EU SRL, Cristina has been responsible for HR consulting services tailored to the construction sector, supporting both internal operations and external client needs. Her role includes employee file management, contract administration, and regulatory documentation. Previously, she served as HR Inspector at Itercon Construcții, where she led full-cycle recruitment, managed employment records in Revisal, and coordinated international secondments, including A1 certificate processes.

Cristina holds degrees in Public Administration and Building Installations Engineering. She is proficient in Microsoft Office, SAGA, and Adobe Photoshop and has strong communication and organizational skills. She speaks English fluently and has intermediate knowledge of French and Spanish.



Dragoș Claudiu Nicolae Simionescu | Senior Insurance Specialist

Dragoș Simionescu is a Senior Insurance Specialist with over 20 years of experience in claims assessment and technical risk evaluation. With a solid engineering background, he brings a deep understanding of structural, technological, and operational risks to the insurance and infrastructure sectors. He joined CINFRA Development EU SRL in 2024, focusing on technical loss assessment services. Prior to this, he worked for nearly two decades at Allianz Țiriac Asigurări SA, where he managed complex claims related to fire, flood, earthquake, and equipment damage,.... His responsibilities included damage inspection, risk classification, and compensation calculation for buildings, machinery, goods, and installations.

Dragoș has also held roles in general insurance underwriting and brokerage, contributing to policy development and portfolio management.

He holds an Engineering Degree from the Polytechnic Institute of Bucharest and is proficient in insurance software tools and MS Office. He communicates effectively in English at an upper-intermediate level.



Răzvan Rugină | Senior Attorney

Răzvan Rugină is a senior attorney specializing in construction law, with extensive experience advising international companies on the application of FIDIC contracts (Red, Yellow, Silver, and Pink Book) across Europe, Asia, and the Middle East. His expertise includes contract negotiation, legal risk analysis, and dispute resolution under both local and international frameworks. He represents clients in complex infrastructure-related disputes before Dispute Adjudication Boards, courts, and international arbitration tribunals, including ICC proceedings. Notable cases include representations for joint ventures and contractors such as OHL-Dimetronic, Astaldi–Max Boegl, FCC–Astaldi, and Siemens–ISAF–Elcomex.

With over two decades of legal practice, he has held senior roles in both international and boutique law firms. His domestic litigation practice focuses on administrative and commercial disputes related to transport, energy, and public infrastructure projects. Mr. Rugină holds a law degree and multiple postgraduate qualifications in arbitration, business advisory, and public procurement. He is a PhD candidate in Law and an Executive MBA graduate from CNAM Paris. He is fluent in English at an advanced level.

Contact Info

Get in touch with our team!



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