

ARCH PERFORMANCE S.A.S.

# CONDOR VIEW

*Life Saving Vectors*

# PROBLEM

## THE NEED

- Housing deficit (According to ECLAC 22.7 MM Latam), quality standards - vulnerability to natural hazards and repair of existing homes in the world.
- The New York Times revealed that problems coming from construction and material failures could be common in super-luxury skyscrapers in Manhattan.
- The Continental Tower's and Asensi buildings in Colombia, with a value of more than \$ 1.3 million dollars have been evacuated since 2013 due to the risk of collapse, because they have structural failures - Portafolio, August. 2020



# WHAT IS CONDOR VIEW?

## APPLIED VECTORIZATION

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It is a tool that allows managing structural risk arising from deficiencies in construction and / or design processes.



# VALUE PROPOSITION



## *IT implementation*

It integrates and makes more efficient in terms of cost - benefit - time some obsolete work quality control processes.

## *Decision making*

The information collected is essential in the Risk Management process and therefore in decision making.

## *Information system*

It raises information in real time that allows managing the information in order to carry out controls and / or implement opportunities for improvement in the processes.



# WHY CHOOSE CONDOR VIEW?

## LIFE SAVING VECTORS



Immediate  
Information



Civil  
Liability



Quality  
Management



Process  
Control



MS- IT

# PARTNERS

## ARCH PERFORMANCE

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**INTEGRA DESIGN AND CONSTRUCTION** Ten years of experience in construction and audit into international real estate investment funds and main constructors in the country.

[www.proyectosintegra.com.co](http://www.proyectosintegra.com.co)

**QUALITY COLOMBIA LTD.** Fourteen years of experience in the integral management of projects, risk management and the development of technologies in the fields of construction and Greentech.

[www.qualitycolombia.org](http://www.qualitycolombia.org)





# TEAM ACHIEVEMENTS

## QUALITY COLOMBIA LTD.

- ISO 31000 - 2018 WITH ISO COMMITTEE COLOMBIA
- DEVELOPMENT BIOGESTAR [WWW.STARTALLIANCE.NET/BIOGESTAR](http://WWW.STARTALLIANCE.NET/BIOGESTAR)
- GREENTECH FESTIVAL

## INTEGRA DESIGN AND CONSTRUCTION

- TERRANUM AWARD
- WIDE EXPERIENCE IN CONSTRUCTION, AUDIT AND PRELIMINARY WORKS

**GREEN  
TECH  
FESTIVAL**



OTORGA A  
**INTEGRA DISEÑO Y CONSTRUCCIÓN**

PREMIO  
**PROVEEDOR TERRANUM - RIGUROSIDAD**  
CATEGORIA PROYECTOS



# LOCAL TARGET MARKET

IN 2020, 2.8 MILLION SQUARE  
METERS WERE COMPLETED IN  
MAIN CITIES IN COLOMBIA  
1000 NEW PROJECTS PER YEAR

26%

*construction of new housing for 2021*





# COMMERCIAL STRATEGY

## NEW BUILDINGS

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Alliance with Insurers

Fiduciaries

Associations - FASECOLDA

## BUILDINGS OLDER THAN FIVE YEARS

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Horizontal property regime

Warranty of Construction

Information System for Risk  
Management



# COMPETITORS AND MARKET OVERVIEW

## *Obsolete Processes*

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Internationally, the construction sector has been characterized as one of the most late on incorporate new technologies to increase its efficiency and productivity.

In Latin America, are usually only made measurements in new constructions by independent contractors , with obsolete and inaccurate equipment. This condition is not included as a regulation, it is a common practice of the practice of the profession.

## *Lack of Relevant Information - Uncertainty*

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National censuses include data on the quality of housing, but do not include enough technical information to define structural capacities, condition and safety.

## *Government Capacity*

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In general, due to limited resources and bureaucracy, there is low capacity to enforce regulations on site and to establish and control potential damage on buildings.

# LOCAL BUSINESS PLAN

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B2C  
B2G

INVESTMENT / SALES  
\$3 MM USD  
%  
PRICE 0.41

P.B.T. 66%



# TRACTION Y GOALS (12-18 MONTHS)

## CONDOR VIEW

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- CLOSE NEGOCIATION WITH MAIN LOCAL CONSTRUCTION COMPANY.
  - CLOSE COMMERCIAL ALLIANCE WITH INSURER AND TRUSTEE.
  - ACHIEVE LOCAL SALE PROJECTIONS.
  - SCALE UP THE DEVELOPMENT TO THE EU, ADVANCE IN REQUIREMENTS AND CERTIFICATIONS

# CONTACT US

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