

Capability Statement - Building Consultancy



"In Union there is strength"

Union Infrastructure

Union Infrastructure, S.A. de C.V. provides focused infrastructure and real estate consultancy and advice to worldwide businesses and governments.

The company is headed by a team of professionally qualified British Chartered Surveyors with a wealth of experience in real estate and infrastructure projects in the United Kingdom, Mexico and Latin America and supported by experienced and reliable specialist consultants to enable Union Infrastructure to provide “one-stop” professional consultancy services throughout Mexico and Central America:

The three main areas of Union Infrastructure's business are:

- **Real Estate - Technical Due Diligence** and **Building Consultancy Services**
- **Project Finance** - Advice and sourcing of capital for real estate and infrastructure projects
- **Renewable Energy** - Development & Power Brokerage

The Union Infrastructure team have experience in all of the following sectors:

Leisure, Hotels, Industrial, Commercial, Infrastructure (roads, railways, bridges, tunnels), Healthcare, Retail, Office, Fit-Out, Airports, Education, Waste to Energy, Water Treatment, Renewable Energy Development (Solar PV, On-site Wind, Cogeneration and Tri-generation)

'Regulated by RICS' – for your peace of mind and protection

Union Infrastructure are the first firm in Mexico to be regulated by the Royal Institution of Chartered Surveyors (RICS).

This tells potential clients that Union Infrastructure can be trusted to deliver high standards of service. 'Regulated by RICS' conveys a consistent message of confidence and quality to our clients whether they are local, national or international.

RICS is the leading organisation of its kind in the world for professionals in property, construction, land and related environmental issues. Governed by a Royal Charter, it means that first and foremost RICS has a duty to act in and protect the public interest.

When engaging a firm 'Regulated by RICS', it is reassuring to know that as well as providing the service you need, it is also regulated by a world renowned and respected professional body. In a world where people, governments, banks and commercial organisations demand greater transparency and certainty of professional standards and values, attaining RICS status is the recognised mark of property professionalism.

Looking for the designation 'Regulated by RICS' after a firm's name offers you unrivalled security and expertise right through the cycle.

Union Infrastructure's IT Infrastructure has been certified by Bureau Veritas for compliance under the United Kingdom's National Cyber Security Centre's (part of GCHQ) Cyber Essentials Scheme.



RICS

the mark of
property
professionalism
worldwide



'In Union there is Strength'

- Confidential -



The advantages of using a firm 'Regulated by RICS'

CONFIDENCE – because regulated firms follow RICS Rules of Conduct (monitored by RICS Regulation), you know they are acting in your interest and committed to maintaining the highest levels of professional and ethical standards.

PROFESSIONALISM – you can be sure of clear, impartial and expert advice from qualified professionals.

SECURITY – you have the comfort of knowing that the firm:

- has a recognised procedure in place to help resolve any complaint as fairly and efficiently as possible
- provides consumer access to free independent redress
- maintains separate bank accounts for clients' money
- has **Professional Indemnity Insurance** (PII) to protect you should you need to make a claim.
- uses IT Infrastructure certified under the UK Cyber Essentials Scheme



CLIENT CARE – firm members and staff regularly update their skills and knowledge to ensure customers are treated fairly and receive the best possible service.

"Being an RICS regulated firm benefits everyone. It provides further reassurance to our clients that professional standards are at the heart of the services we offer, and monitored by a highly respected regulatory body"

David Rogers, BSc MRICS – Director, Union Infrastructure

Technical Due Diligence / Condition Reports

Based on the application of our experience to the intricacies of lending, property development and asset management, we offer professional advice on a wide range of project aspects to help protect the value of an investment.

Many of our clients continue to appreciate the high levels of transparency, quality and trust that our services provide. Our support is comprehensive and can be applied to inform investment decisions throughout the development lifecycle.

Union Infrastructure services are tailored to each project, but typically may include:

Pre-initial/acquisition survey (Full Building Survey & Report)

Structure/Fabric/M&E/Current & Future Compliance/Immediate & Future Capex & O+M cost liabilities

Structural Surveys/Defect Analysis

Pre/Post Insurance Surveys

Seismic Risk Assessment

Post Earthquake Assessment

Remedial Work

Requirements / Cost Schedules / Work implementation

Project/Defect Monitoring

3-D Laser Surveying

Land Surveying & Drone Mapping (ALTA NSPS Surveys)

Certification – Director Responsable de Obra (DRO)/Corresponsable de Seguridad Estructural (CSE)

Environmental Site Assessments

Real Estate Consultancy

Building Surveying – is one of the core services offered by our multidisciplinary professional teams. We can advise landlords, tenants, owner/occupiers and investors on the many and varied aspects of property ownership and occupation including: *Building maintenance / Defects / Regulatory Compliance / Refurbishment & Adaptions*

Project Management – our ability to promote innovative end-to-end solutions provides our clients with added value to help them achieve their vision. Our project management services include: *Risk management / Change management / Constructability reviews / Design and engineering management / Procurement management / Construction and handover management / Programme schedule optimisation*

Cost Management – Our cost management/quantity surveying services include: *Capital allowances advice/tax depreciation / Cashflow management / Cost modelling / Change management / Project cost management / Value engineering / Strategic cost planning and estimating / Whole-life cost advice*

BIM – Union Infrastructure has adopted building information modelling as a key tool for the integrated delivery of information at all stages of each project's development. We establish the controls for the virtual delivery of your project's design and cost. Benefits: *Mandated by governments for certain projects / Shifts pre-contract design and cost curve forward*

Environmentally sustainable design – To help enhance and protect our clients' investments we promote sustainable development by working to optimise whole-life costs and minimise environmental impacts throughout project design, construction and operation: *Options for reducing energy consumption / Sustainable energy sources / Selection of materials/components with lifecycle benefits such as reduced maintenance costs / Ecological conservation and site enhancement measures / Measures to reduce-capture CO₂ emissions from plant, equipment and site accommodation*

Project Finance

One of our principal services is the sourcing of project finance, either private equity or structured debt for businesses and organizations with real estate and infrastructure development projects throughout Mexico.

Our clients are project developers and we raise development finance for their projects from our extensive network of international investors and lenders. These include institutional investors, investment banks, investor clubs, high net worth individuals, family offices, pension funds and venture capital firms.

We recognize that one of the greatest challenges today for contractors and developers is securing funding for development projects, whether Public sector or Private domain.

Capital Sourcing Services – We source Green Field Investment, Joint Ventures, Equity or Debt Funding opportunities and also distressed projects:

- *Private Equity*
- *Institutional Finance*
- *Structure Debt*
- *Identifying Specialist Joint Venture Partners*
- *Joint Venture Opportunities*
- *Investment Analysis and Project Feasibility advice*

Typical project sizes in terms of USD range from 2 million to 20 million.

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Renewable Energy Advice

Union Infrastructure, through our sister company Union Energía, develop, own and operate commercial rooftop solar projects and have partnered with some of the world's most important renewable energy providers with operations in Mexico to enhance our client offering.

We are also engaged in identifying and introducing large energy buyers to power generators.

Union Infrastructure can provide an expert response to energy buying questions with our expertise, complimented by specialist consultants. Our principal services in the renewable Energy Sector include:

- *Energy auditing and assessment to identify and implement energy saving measures*
- *Project Feasibility and Financial modeling of renewable energy projects*
- *Turnkey development of fully financed commercial rooftop solar projects*
- *Energy brokerage*
- *Structuring of Power Purchase Agreements (PPA)*
- *Permitting and development services for energy related projects*

We understand the interface between engineering, finance and economics and our expertise in the structuring of PPAs is focused on Mexico's electricity market and legislation.

We are widely connected in the private sector, with brand perception well above our size.

We understand the developing Mexico market model and we have actively followed Mexico's energy reform prior to its implementation.

We are uncompromising in delivering quality advice, and we operate with a high standard of ethics in all our work.

In our approach, we strive to add value by:

Establishing the clients' requirements:

- Framing the role of the building/project in supporting the business objectives;
- Defining the issues that will affect the buildings' /projects' suitability;
- Understanding the implications of developments of IT and telecommunications;
- Multi-skilled base for a rapid & focused response to instructions;
- Integration of services through Union Infrastructure and our trusted Partners - add value to projects through the adoption of proactive strategies with respect to project definitions, architecture & design, electrical, civil and structural engineering, project management, cost management, procurement & construction services, mechanical & electrical services, management consulting and all commercial matters;
- Commitment – we strive to ensure optimum benefits are defined, communicated and achieved with a minimum risk and cost certainty.

David Francis Rogers

Chartered Building Surveyor

Mr. Rogers is a Chartered Building Surveyor with over 21 years of professional experience in delivering projects and professional services to commercial companies, construction clients, central and local government, private individuals and property related consultants and professionals.

Mr. Rogers is able to offer expert advice on all aspects of land, property and construction to assist decision making on all property and construction related matters. Mr. Rogers is responsible for all technical consultancy matters, renewable energy advice, infrastructure and real estate project finance including private equity.

Mr. Rogers gained experience with GIA, CBRE and Currie & Brown in London before working with Kepler Construction and ICA Ingeniería in Mexico prior to establishing Union Infrastructure.



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David Islas Richard's

Civil Engineer

Mr. Islas is a qualified structural engineer and project manager with the skill and experience to plan, coordinate and integrate resources into diverse real estate and infrastructure engineering areas gained over more than 24 years serving the build environment. Mr. Islas' excellent communication skills and proactive project manage approach enable early framing of project roles and resource allocation ensuring efficient service delivery regardless of discipline area.

Mr. Islas' career has provided experience in many large and diverse EPC projects through Mexico and also in the UK. Specific areas of experience include Commercial Real Estate, Transport Infrastructure (specifically airports airside services, terminal buildings, Aviation Fuel Infrastructure), Convention Centres, Logistics and Manufacturing, Prisons and Hotels.

Mr. Islas gained experience with Promotora y Constructora Tollan, Aeropuertos y Servicios Auxiliares (ASA), Cemex, ICA Ingeniería and AECOM.

Contact:

DAVID ROGERS MRICS
Director

Union Infrastructure
Juan Vazquez de Mella 481, Piso 2
Col. Los Morales Polanco
Del. Miguel Hidalgo
C.P. 11510, CDMX
Mexico

Office: +52 55 5351 3581
Email: info@unioninfrastructure.com

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