

# Aquarius Grup<sup>®</sup>

PROVIDES EXPERIENCE  
FOR YOUR NEXT PROJECT



CONSTRUCTION PROJECT MANAGEMENT AND DEVELOPMENT | COST MANAGEMENT  
BUSINESS ADVISORY AND CONSULTANCY | LENDERS REPRESENTATIVE  
TECHNICAL DUE DILIGENCE | RENEWABLE ENERGY

and more...







# OUR VALUES

Outstanding quality. Integrity and Confidence. Dynamism and Creativity. Highly experienced team with focus on successful and efficient projects. This is our commitment to our customers for more than 25 years.

## WE FOR YOU

- really are more than service providers
- go beyond ticking tasks off our checklist
- care about our customers and their goals and stand up for them at hard times
- put in our customers' service all our extended expertise and commitment
- act as problem solvers not as bureaucratic process engineers providing secretarial services
- are a dialogue partner, who listens and acts on your specific business needs and seeks solutions for your concerns
- foresee and prevent

Even if our portfolio may have the same service portfolio as other companies in the industry, what makes us different is our integrity and high standards. By our actions we manage to instil trust and control risk.

Our expertise covers a wide range of projects in the field of construction and project management, development support, cost control, procurement, business unit management, process engineering, environmental efficiency and improvements, green building sustainability and certification, dispute resolution, contract administration and other forms of business support and management services.

We are proud of our senior management team, made up of international consultants, business unit managers and Romanian professionals from various fields, primarily from the engineering and development sector.

Our senior professionals are qualified MRICS (members of RICS - the Royal Institution of Chartered Surveyors), covering project management, quantity surveying and management consultancy specialities.

We are certified BREEAM and LEED assessors and a firm, regulated by RICS' - the global professional body that promotes and enforces the highest professional and ethical standards in the development and management of land, real estate, construction and infrastructure.



# HISTORY

Founded in 2003, Aquarius Grup actively began trading as a standalone unit in early 2005 and has developed briskly thanks to our client satisfaction and demand.

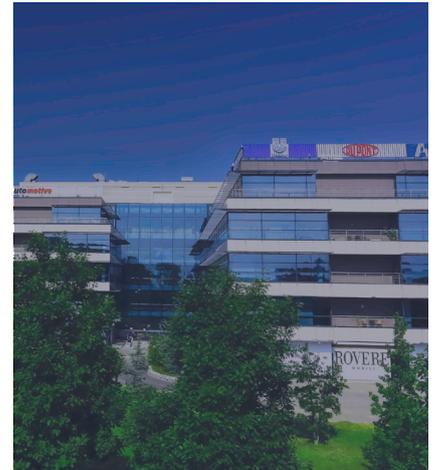
BREEAM®



- 2005 We secured first EXTERNAL contracts for Ikea Store in Romania and Baneasa Shopping Centre
- 2006 Our rapid team expansion demands new offices
- 2007 Ikea opens the first of 300 stores worldwide on the day set at the franchise kick-off meeting in September 2005
- 2008 Baneasa Shopping Centre launches on market and wins industry awards. We move into our new offices by the park Bazilescu
- 2009 Km 13 Logistic warehouse opens on A1 highway
- 2010 Aquarius appointed to support Client in a 180 MW wind park - a new direction
- 2011 Alinso certified the first BREEAM logistic project in Romania; Swan Office Park is the first building in Romania that achieved the "Very Good" BREEAM International for Offices schemes
- 2012 Aquarius goes international with project support in the Maldives and beyond; first hotel and resort project mission is complete
- 2013 Aquarius team is appointed for cost management services at Mega Mall, the largest shopping centre in SEE
- 2014 Trained and certified 14 in-house **BREEAM** assessors by a BRE trainers' delegation; First LEED Platinum office fit-out certified in Romania; first 2 BREEAM In-Use 'Excellent' certifications achieved in Romania for Office schemes
- 2015 Mega Mall opens; BREEAM In-Use certified office project within top 3 Green Buildings of the year in Europe. Cinema new built and fit-out delivered in less than 15 weeks; road infrastructure and utilities projects started
- 2016 Aquarius expanded in Romania from east to western borders; reached 100 000 sqm GBA of logistics and 200 000 sqm GBA of Class A offices in Bucharest with due diligence reporting to all relevant banks on the market. First historical monument renovation project is delivered - Justice Palace in Oradea
- 2017 First certified **LEED** Platinum office building in Romania. Threshold of 1billion Eur certified construction works. Now over 500 000 sqm GBA of certified green buildings. Delivered over 200 000 sqm of logistic and industrial space in less than 1 year across the country
- 2018 Aquarius assisted projects exceed 5 million sqm for their clients and initiated own developments. Aquarius is the first of its kind in Romania to become a 'regulated by RICS firm'.
- 2019 Aquarius transitioned to RES development, building on experience developed since 2012.
- 2020 Renewable energy projects (RES) with a combined output of circa 6TWh per year. Currently engaged in over 2GWp of RES projects.
- 2021 Aquarius establishes Aquarius Energy Developments as our focus sharpens on RES.

Aquarius team has extensive experience, including 25 years of emerging market experience within former Eastern bloc countries, in addition to locations as diverse as Cambodia, Maldives, Russia, Asia, Middle-East, U.A.E., Turkey and the established western European origins and presence. Because 'we practice what we preach' we registered in 2010 our own premises as the first BREEAM In-Use registered building in Romania and all our own developments are observing sustainability fundamentals.

In the construction sector, individual building project elements of over 100 million Euros have been managed and infrastructure project elements of up to 300 million Euros have been completed within this time with participation in the co-development of RES project values of over 1 billion Euro.



## TRUST IS BUILT PROJECT BY PROJECT.

High quality provided  
by a team of experts.



Specialised team resources include UK professionals and a further core group staff covering structural, civil, mechanical and electrical, infrastructure and utilities, registered architects, BREEAM and LEED assessors with Accredited Professionals and statutory site inspectors as required by some markets.

Aquarius team members' multi-cultural experience includes the following countries: UK, Ireland, Germany, Switzerland, USA, India, Russia, Czech Republic, Slovakia, Poland, Romania, Turkey, South-East Asia, Maldives, Cambodia and UAE.



# OUR CLIENTS

Our specific project experience includes Shopping Centres, Large Retail schemes, Commercial Offices, Residential and Hotel resort sectors, Office Relocation and Fit Out, Retail and Banking Refurbishment and Fit Out, Manufacturing Industry and Logistics, Infrastructure and Utilities, Monument Renovations and Renewable Energy projects.



Our strength is to be ready and able to provide a unique, client based service, embracing all aspects of the business and project development from concept and inception, with procurement and project teams selection, financing, through to construction and commissioning, green certification, management of facilities and business activity over the longer term.







# FACTS AND FIGURES

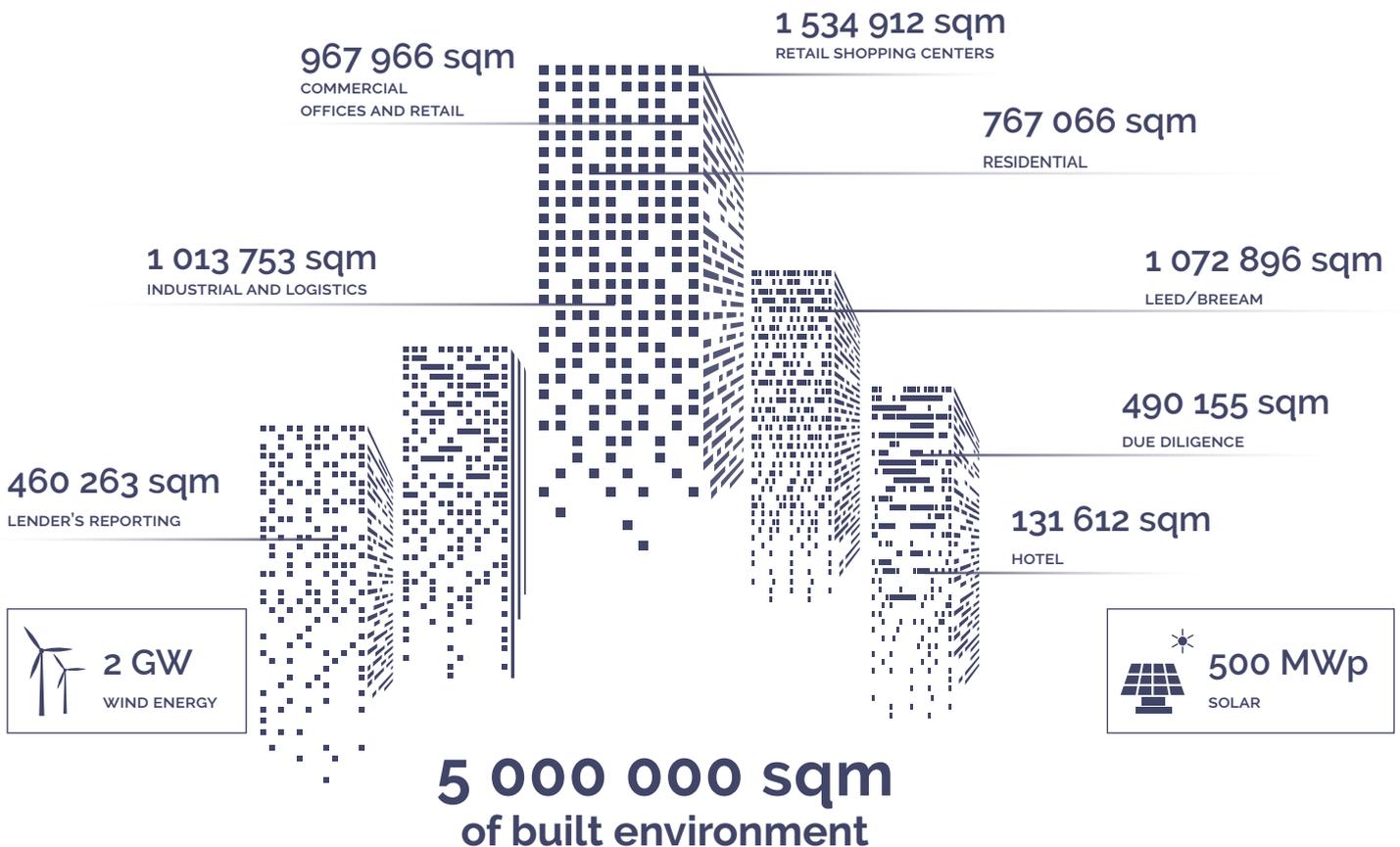
Our Values and what WE are, along with the qualifications and experience of our team, recognized through individual accreditation with international and local professional bodies, created the engine that managed to reach the facts and figures that built our reputation.



**1 002** associate years of emerging market experience

**42** people working in our team

**92** Key Clients





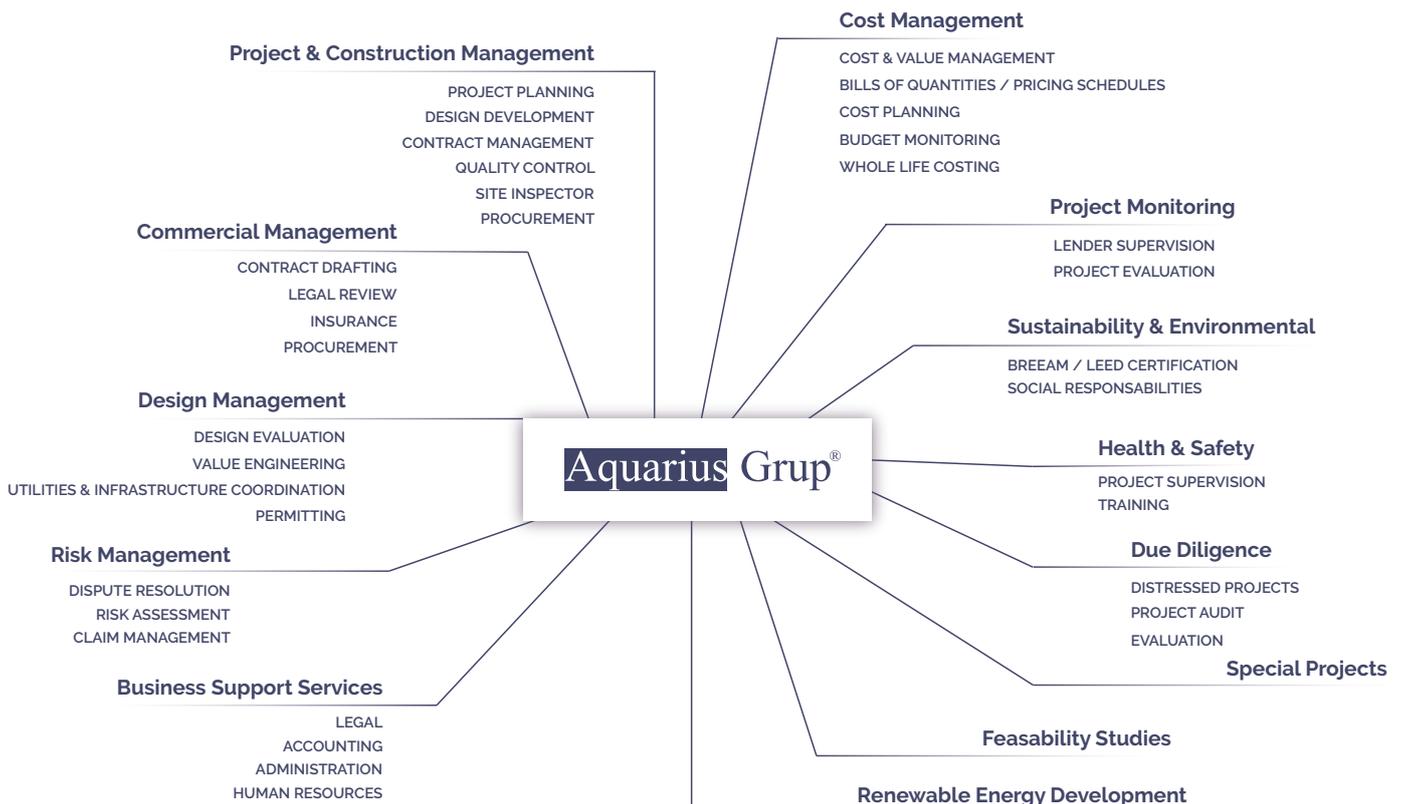


# SERVICES

Our expertise covers a wide range of projects in the field of construction, renewable energy and project management, development support, cost control, procurement, business unit management, technical due diligence, process engineering, environmental efficiency and improvements, green building sustainability and certification, dispute resolution, contract administration and other forms of business support and management services.

## EXPERTISE

- Retail and Shopping Centers
- Offices
- Industrial and Logistics
- Hotel and Leisure
- Infrastructure and Utilities
- Public works
- Residential
- Due Diligence and Lender's Representative
- Green Building CERTIFICATION





# STRATEGY

We are creative, so we built our own motto about strategy in real estate: STRATEGY IS STRUCTURED CREATIVITY. We believe in creativity as from creativity successful solutions are born, no matter of the industry we are speaking of. When it comes to real estate projects, we definitely encourage clients to have a well-structured strategy that will allow their projects to be outstanding. This is our support objective.

We can support and define strategies covering:

- Development support and pre-construction services
- Project Identification
- Procurement strategies and appropriate contract drafting
- Planning and programming
- Project team selection
- Entire project services



# PROJECT MANAGEMENT

Project Management is not confined to applying a highly efficient methodology. It is the art of setting up all the right steps and actions, and to inspire all teams to synchronise as to be able to meet deadlines and all other project parameters.

Our team will support and assist you in conducting your real estate projects and will provide hands-on solutions and supervision from start to finish.



# COST MANAGEMENT

Effective cost management and robust reporting actions in the course of your real estate project provides control over costs and leads to economic building of your projects .

We are trusted by more than 92 clients from various industries and all relevant major banks for which we covered cost management services such as:

- Financial lenders representation
- Cost Control and Certification
- Budgeting
- Financial Planning
- Tender Audits



# DUE DILIGENCE

Investment is the key of business evolution. We support those who wish to invest in real estate by providing them thorough and timely due diligence studies and reporting services.

Our 25 years of experience and the honour to be listed as accepted consultants with all relevant major banks active in Romania, grant the know-how for conducting any due diligence mission.

We can cover:

- Commercial and residential real estate as well as land plot and project acquisitions
- Property inspections and specialised engineer expertise surveys and studies
- Project identification
- Real estate appraisals and cost to complete assessment
- Tender audits
- Contract review
- Real estate and site works surveying
- Zoning and permitting review
- Environmental inspections



# SUSTAINABILITY

As the move to Green buildings has gathered momentum, and as a Founding Member of the Romanian Green Building Council, we have remained at the forefront of sustainability and certification.

Our team has achieved several notable milestones including first LEED Platinum for both Commercial Interiors and new-build awarded in Romania.

We are here to sustain you in receiving the 'green certification' for your projects under any BREEAM or LEED scheme.

# SOLAR

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## PROJECT DATA

TYPE: Solar Renewable Energy  
– Individual projects between 10 and 130 MWp

SERVICES PROVIDED: Pre-Planning, Feasibility, Land Acquisition, Procurement, Financing Sourcing and Project Sale. Cost Traceability and Business Planning

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## PROJECT OUTLINE AND SCOPE OF WORKS:

Aquarius are engaged in 500MWp of solar projects as part of the development team and are engaged in all aspects of the project delivery processes



# WIND PARKS

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## PROJECT DATA

TYPE:	Renewable Energy – Wind Parks
SIZE:	Capacity: 2 GW
NO. OF TURBINES:	200+
SERVICES PROVIDED:	Equity and Investment Sourcing , Lead Developer, Cost Reviews and Procurement

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## PROJECT OUTLINE AND SCOPE OF WORKS:

Since 2018 we have successfully sourced equity for more than 1250 MW of wind projects and have participated fully in the development and sale process. We have also created a new portfolio of a

further 1000MW+ of wind projects as pipeline and enjoy open dialogue with sector leading suppliers and investors.



# BANEASA SHOPPING CITY

## PROJECT DATA

TYPE:	Retail Mall
SIZE:	105 000 sqm
CONSTRUCTION TIME:	22 months
NO. OF CONTRACTORS:	Multiple contractors and designers (approx. 40 interfaces)
SERVICES PROVIDED	Construction Management, Cost Management, Budget Reconciliation and Forecast, Lender Supervision and Commercial Contract Draft, Negotiation, Supervision and Administration. Assistance with Contractor Dispute / Claim Settlements. Diriginti Services.
FORM OF CONTRACT:	FIDIC Design & Build '95 Orange Book
DESIGNED BY:	Contractor's and Client's Architects

## PROJECT OUTLINE AND SCOPE OF WORKS:

Aquarius Grup and specifically Paul Singleton were involved with this project for many years before the commencement of construction works; advising on the master planning, infrastructure, procurement and the design issues.

The engagement of Aquarius Grup included acting as a construction manager and developing a procurement and delivery strategy that saved circa 1 year when compared to a traditional form of procurement.

Aquarius Grup reviewed and supervised the design and permitting, the procurement of the structure, and all individual packages including the re-permitting of the project following extensive tenant and Client driven change.

Aquarius Grup undertook responsibility for construction management, coordination, cost control, commercial supervision of all contracts, drafting of tender enquiries, negotiations and recommendations with contractors, post construction maintenance and defects supervision including full state inspector services (diriginte de santier) and lenders representation support and cost control against the fixed budget.

The intensive nature of this project determined that Aquarius Grup had a wide ranging multi-disciplined team on site and provided additional remote resources to provide claim defence and mitigation with associated commercial strategy to ensure timely completion of the works.



# MEGA MALL BUCHAREST

## PROJECT DATA

TYPE:	Retail Mall
SIZE:	210 000 sqm
CONSTRUCTION TIME:	18 months
NO. OF CONTRACTORS:	Multiple contractors and Designers (approx. 60 interfaces)
SERVICES PROVIDED:	Cost Management (procurement included), Budget Reconciliation and Forecast, Commercial Contract Draft, Negotiation, Supervision and Administration of Contracts, Assistance with contractor dispute / claim settlements.
FORM OF CONTRACT:	FIDIC Design & Build '95 Green and Yellow (amended)
DESIGNED BY:	Contractors and Client's architects

## PROJECT OUTLINE AND SCOPE OF WORKS:

Aquarius Grup were contracted to provide services of cost and procurement management from initial budget estimation through development of the project budget as design and execution matured. Procurement of multiple work packages, negotiations with contractor leading to Client recommendations for appointment. Aquarius Grup acted as contract managers for the project negotiating contractual conditions to be mutually acceptable, negotiating addendums to contracts following Client approved changes.

Operating with more than 60 contractors on site, Aquarius Grup performed the monthly cost control, adjustments to Contractors claims and creation of payment certificates to confirm amounts paid to the Contractors reflected the actual situation on site. The aggressive project time line required that Aquarius Grup maintained up to 7 staff on site and provided additional resources to create and implement a claim defence and mitigation strategy for the Client.



# GLOBALWORTH TOWER

## PROJECT DATA

TYPE:	Office Building
SIZE:	circa 68 992 sqm
NO. OF BUILDINGS:	1 building
CERTIFICATION TIME:	24 months
SERVICES PROVIDED:	LEED Certification/ Green Certification for New Buildings
DESIGNED BY:	Architect Service

## PROJECT OUTLINE AND SCOPE OF WORKS:

LEED 'PLATINUM'  
CERTIFICATION Q1 2017

Aquarius Grup were engaged to obtain the highest level of Green Certification for this project using the LEED certification scheme. By closely collaborating with the Designers, we were able to steer the project towards having least impact on the environment and secure the first LEED Platinum certified building in Romania.

Addressing issues such as water consumption , air quality and system selections, we were able to place this project among those with increased environment quality but also with significantly reduced running operational costs and higher user comfort levels.



# SWAN OFFICE PARK

## PROJECT DATA

TYPE:	Office Development
SIZE:	Phase 1 - 59 000 sqm
NO. OF BUILDINGS:	3 buildings
CONSTRUCTION TIME:	39 months
NO. OF CONTRACTORS:	3 General Contractors
SERVICES PROVIDED:	Lender Supervision Reporting, Budget Forecast, Reconciliation and BREEAM Certification in the Post Construction phase using BREEAM 2009 scheme
FORM OF CONTRACT:	Lump Sum with Variations
DESIGNED BY:	Client and Contractor

## PROJECT OUTLINE AND SCOPE OF WORKS:

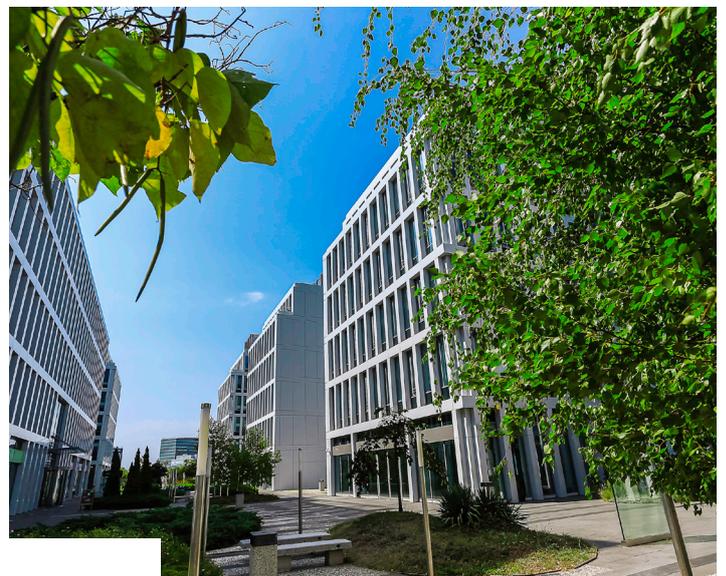
**BREEAM CERTIFIED  
VERY GOOD 2011**

Aquarius Grup's appointment for Swan Office Park was initially to provide the lender, with a project surveyor for the duration of the construction activities.

The scope of Aquarius Grup's work was to review all construction contracts, design documents, project schedule and other critical components of the project and report on their completeness. Aquarius Grup also provided support in review of commercial relations and communication between the contractor and the developer, cost/budget over site, including monitoring of expenditures, including all soft costs. We also ensured that the "work in place" claimed in the contractor's disbursement requests

was consistent with the conditions in the field. The project was concluded with a comprehensive closing review and report which included a review of the technical book and as built design information, to ensure that the project was successfully completed and signed off.

Aquarius Grup was also appointed, by separate agreement, to carry out a Post Construction BREEAM assessment under the 2009 version of BREEAM International: Offices. After providing expert BREEAM guidance and the completion of the assessment report, Swan Office Park became the first office building in Romania certified under BREEAM International: Offices 2009 scheme



# GREEN COURT

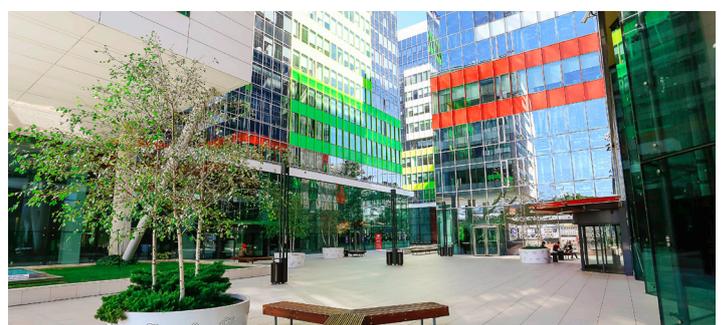
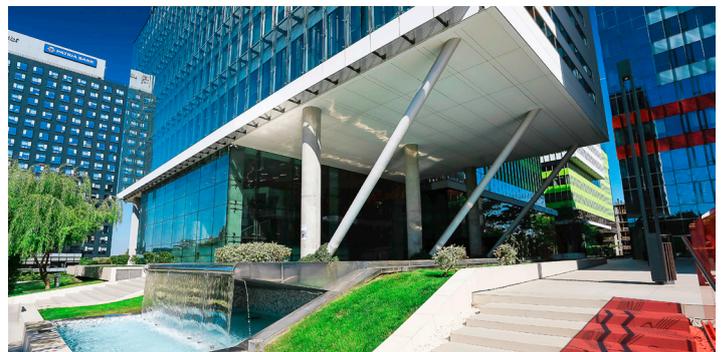
## PROJECT DATA

TYPE:	Retail/ Office
SIZE:	circa 95 080 sqm
NO. OF BUILDINGS:	Building A & B - 12 months Building C - ongoing
NO. OF CONTRACTORS:	2 Contractors
SERVICES PROVIDED:	Technical Due Diligence
FORM OF CONTRACT:	Bespoke
DESIGNED BY:	Architect Service, MC General Construct, Popp & Asociatii

## PROJECT OUTLINE AND SCOPE OF WORKS:

Aquarius Grup were contracted to provide full Technical Due Diligence for the office complex comprised of three buildings located in a continuously developing area in Northern Bucharest.

Among the tasks, Aquarius Grup provided a full review of the permitting and design of the buildings, check of compliance of the technical book with in-force norms and standards, visual check of the development to observe conformity of the execution with the design and review of the snag list resulting from the final hand over of the building.



# CTP LOGISTIC DEVELOPMENT

## PROJECT DATA

TYPE:	Multiple Logistic buildings
LOCATION:	Bucuresti, Cluj, Turda, Timisoara
SIZE:	214 700 sqm
CONTRACT TIME:	5-9 months per unit
SERVICES PROVIDED:	Project and Cost Management, Site Inspectors and BREEAM Certification
FORM OF CONTRACT:	Lump sum
DESIGNED BY:	Oopy Arhitectura

## PROJECT OUTLINE AND SCOPE OF WORKS:

Aquarius were engaged to provide full Project, Construction and Cost Management and other support service to CTP. This included procurement of over 20 work packages and general contractor appointments and green certification under BREEAM 2016 scheme.

Projects included all related platforms and infrastructure, a tenant fit-out of Box-in-Box solution of chilled storage spaces of 8,000 sqm and tenant office fit-out.



# ANTIAERIANA

## PROJECT DATA

TYPE:	Residential
SIZE:	63 077 sqm
NO. OF BUILDINGS:	67 villas, 12 apartment blocks
CONSTRUCTION TIME:	30 months
NO. OF CONTRACTORS:	1 General Contractor
SERVICES PROVIDED:	Project Management Support, Cost Management, Lender Supervision Diriginti Services
FORM OF CONTRACT:	Contract lump sum guaranteed maximum price
DESIGNED BY:	Developer team

## PROJECT OUTLINE AND SCOPE OF WORKS:

Aquarius Grup provided construction management services and accompanying expert management and supervision and cost management of the Project in support of the investor, the developer and insolvency practitioner.

The engagement occurred at a re-commencement point of the project and our services included an initial review of all open contracts and design and provision of an assessment of the open liabilities, the cost to complete the works to provide a complete budget and assistance with the procurement of the remainder of the construction works.

We carried out our initial role of lender's supervisor from 2012 to 2013 when the contractor's failure to complete the works lead to the project restructuring. On our re-engagement in 2015 we took on the project and cost management role with the newly appointed general contractor, performing regular monitoring of all of the works, review of the financial draw down requests and periodic valuations of the contractors works, offering advice and review of commercial correspondence and close liaison with the developers representative in support of their activity.



# SILVER MOUNTAIN

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## PROJECT DATA

TYPE:	Residential and Commercial Units
SIZE:	50 625 sqm
NO. OF BUILDINGS:	5 buildings
CONSTRUCTION TIME:	24 months
NO. OF CONTRACTORS:	2 General Contractors
SERVICES PROVIDED:	Project Supervision Reporting To The Funders Agency and Supervision Board, Cost Control, Budgeting.
FORM OF CONTRACT:	Guaranteed Maximum Price
DESIGNED BY:	Client

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## PROJECT OUTLINE AND SCOPE OF WORKS:

Aquarius Grup provided construction management services and accompanying expert management and supervision and cost management of the project in support of the financing bank and the developer.

The engagement occurred at a re-commencement point of the project and our services included a review of all open contracts, design and provision of an assessment of the open liabilities, an assessment of the cost to complete and complete budget monitoring with assistance to procurement and

physical completion of the construction works. Our role was described as lenders supervisor but the final scope delivered was more extensive than is typical in this type of appointment.

The role also included regular monitoring of the works, review and reconciliation of each financial draw down, valuation of the contractors works, advice and review of commercial correspondence with close liaison between the financing banks representative and his needs for board consent.



# INFRASTRUCTURE ROADS - DN76 & DJ191

## PROJECT DATA

TYPE:	Public Project
SIZE:	91,01 km
CONSTRUCTION TIME:	20 months
NO. OF CONTRACTORS:	1 General Contractor
SERVICES PROVIDED:	Lenders Representative Reporting

## PROJECT OUTLINE AND SCOPE OF WORKS:

As part of the Agreement between the Bank, General Contractor and Aquarius Grup we have provided Lender's Representative Services consisting in creating a zero report and monitoring of monthly drawdown reports up to completion of the project. Aquarius Grup also provided regular certifications for the General Contractor's Suppliers and subcontractors with site visits and analysis of costs to confirm source and allocation of bank funds.



# PRIVATE ISLAND - MALDIVES

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## PROJECT DATA

TYPE:	Resort
SIZE:	29 945 sqm
NO. OF BUILDINGS:	63 buildings (49 villas)
CONSTRUCTION TIME:	18 months
SERVICES PROVIDED:	Inspect and review ongoing works and create a project audit and create a road map for completion
DESIGNED BY:	Peter Kolar- Czech Republic

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## PROJECT OUTLINE AND SCOPE OF WORKS:

Velaa Private Island is the realisation of a dream to create a 'beyond luxury' exclusive boutique hideaway. This unique destination was developed to embody the very best of this unique archipelagos in the aquamarine waters of the Indian Ocean. Velaa Private Island has been designed and created with privacy and comfort as the guiding principles while allowing the Indian Ocean to take centre stage.

Designed by Czech architect Petr Kolar, the overall design concept is contemporary, with Maldivian nuances. Aquarius Grup were appointed by the Client's team to audit and create an independent project review, execution road map suggest alternative completion routes reflecting time and cost. The project team adopted the strategies suggested and completed the project as planned. Following completion a further sale of the project created a substantial return for the initial investor.





**ARE YOU READY FOR THE FUTURE?**



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