



INGENIOUS

WE SHAPE YOUR NEEDS



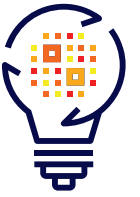
Who We Are...

INGENIOUS is a professional construction consultant rendering project management and consultancy services to Investors and Developers throughout the entire lifecycle of a construction project in Russia

The company is founded by Miguel De La Torre and Alexander Kirsanov, both having more than 25 years professional experience in the construction industry – in Project Management and Design

The aim of creating Ingenious is to provide a professional Construction Services shaping the needs of our Clients



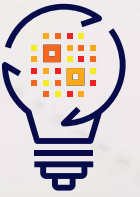


What We Do...

Professional Services

INGENIOUS provides multidisciplinary construction management consulting services for construction and engineering projects in Russia. INGENIOUS services owners, contractors, government agencies, architects, engineers, financial institutions in all industries regardless of size, scope, or complexity from concept through project closeout.

Active construction management services consist of the following representative areas:



What we do...

- Project Management
- Technical Customer Functions
- Construction Management
- Construction Cost Estimating Services
- Project Due Diligence
- Construction Team Building & Training
- Construction Audit
- Fit Out
- Design



How We Do It...

For every project we review the initial data and closely work with the Client's team to understand project requirements and constraints, after that we prepare a Project Plan comprising project implementation strategy, as well as plans and procedures to manage it.

Our team strive to keep the key project parameters

- Budget
- Quality/Scope
- Time and reduce the risk during the project lifecycle

We have the system, we know procedures and our team has vast experience in Project Management in Russia working with Local and Foreign clients





Our Leaders...

MIGUEL DE LA TORRE General Director

Miguel De La Torre is a General Director and co-founder of INGENIOUS. He is a leading expert in construction project management across Russia and CIS (Ukraine, Kazakhstan, Belorussia). More than 25 years of experience in the CIS has resulted in an in-depth understanding of the Pre-construction Stage and Construction Stage process in these countries and a proven ability to manage and lead both the design team and also the developer and contractor during the construction process in a broad spectrum of projects of different market sectors.

Miguel graduated from the Moscow State Construction University (MGSU) in 1990. His last 15th year work experience was in Hascomb, Savant and AECOM where as strong Top Manager have got key positions across Russia and CIS, his last commitment was AECOM Operations Director of Russia before setting up INGENIOUS with Alexander at the end of 2018.

As he is fluent in Spanish, Russian and English, he works with both international and local investors, Contractors and local authorities, bringing both a cultural management and technical understanding to the project management process. His innovation in the project management process has resulted in clients cutting their investment costs and conclude the projects on time.





Our Leaders...

ALEXANDER KIRSANOV Operations Director

Alexander Kirsanov is a Director and co-founder of INGENIOUS. He has 24 years of experience in the field of civil engineering. Professional experience includes practice in various fields of construction (residential estates, social and business as well as retail centers, production facilities and engineering infrastructure). Organizational and managerial skills of Alexander allow him to manage several construction projects simultaneously as well as to select and manage up to 70 development engineers.

Alexander has a wide experience of managing Design and coordination of Construction projects (residential complexes, public business and shopping centers, manufacturing enterprises, as well as engineering infrastructure) including: pre-design studies, investment justification, author and technical supervision, interaction with contractors, technical support and organizational and financial support, control and participation in the commissioning of objects.

Alexander is very familiar with permits and expertise procedures, provides technical support as well as organizational and financial support. Besides Alexander successfully interacts with contractors and supplies author and technical support. Moreover Alexander can make feasibility studies. Alexander is skilled in design and maintaining civil facilities.





Our Leaders...

VALERY SELEZNEV Commercial and Cost Director

Valery has 30 years of experience in the field of civil engineering. Valery graduated from the Gorky Institution of Civil Engineering with honors in 1988 with a degree in Industrial and Civil construction. In 1988 he embarked upon his career as civil works foreman, in 1995 Valery was the Director of Estimate and Contract Department for the major general contractor company that performed building and installation works on sites of Russian Federal Nuclear Centre (All-Russian Scientific Research Institute of Experimental Physics).

Constantly improving his skills in estimates pricing in construction, Valery, in cooperation with the Sarov branch of the SI of the Moscow Center of Pricing in Construction of the Russian Federation State Committee for Construction, took part in the creation of the state costing standards in 2001.

Working with design organizations, he has gained experience in creating estimates for objects of different levels - from the preparation of estimates for individual objects (residential buildings, shopping centers) to the preparation of estimates for the development of urban neighborhoods.

His last 15th year work experience was in Savant and AECOM (successor Savant company), as Cost and Commercial manager he developed and implemented procedures that allowed for selection of contractors and cost control management with high efficiency.

His in-depth understanding of the construction process, knowledge of standards, regulations and specifications, state costing standards and sequence of commercial rates creation assist in design and construction cost management with a guarantee of a high degree of accuracy.

Valery has a major experience in cost control management of different project construction, including construction of airport terminals, business and shopping centers, production facilities. His comprehensive approach to the management of contractor selection and constant cost control at all stages of design and construction has resulted in clients cutting their investment costs.





Our Leaders...

PEDRO HIDALGO Technical Director

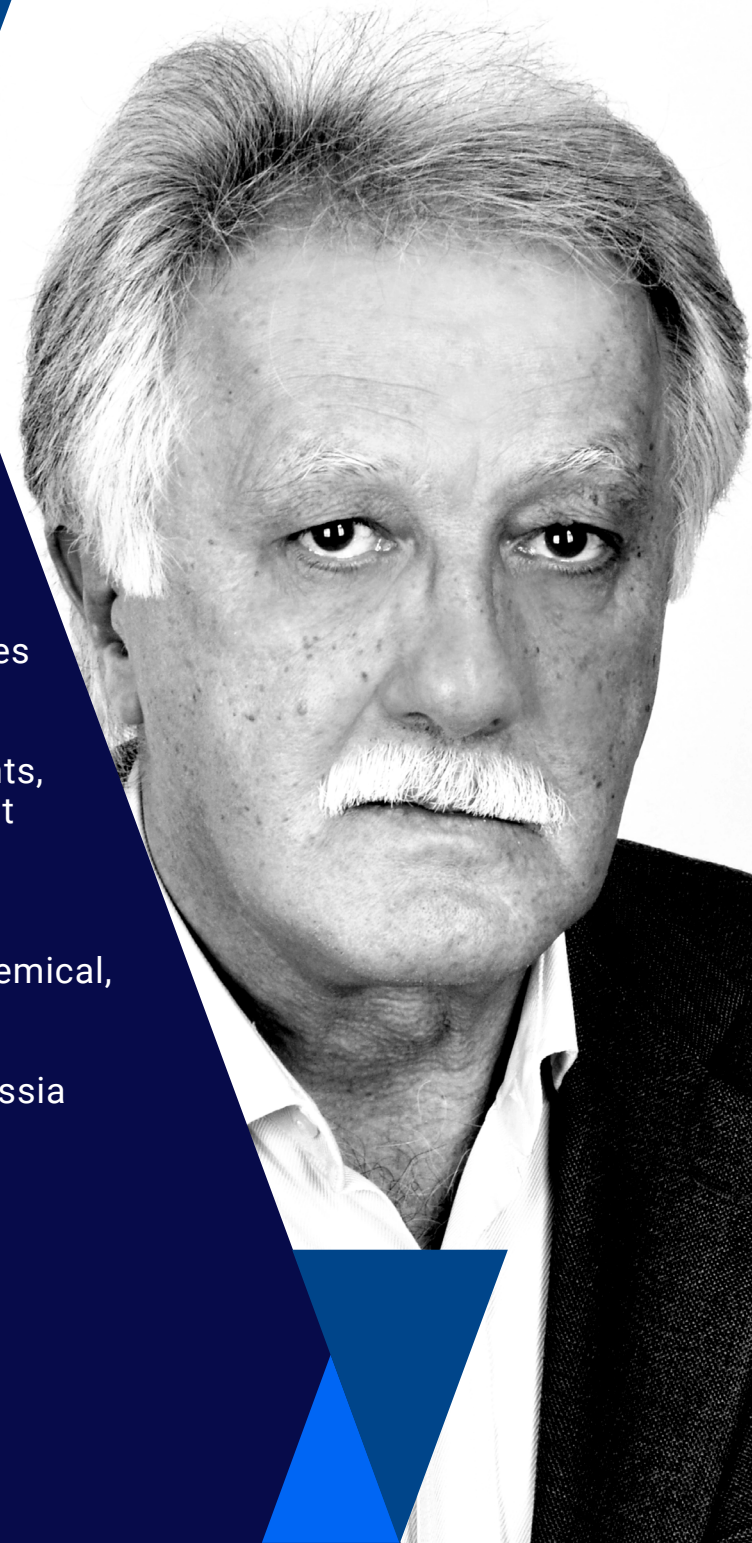
With a solid international experience in all aspects of Commercial, Retail, Social and Industrial projects leading Design teams in a relevant projects in Russia and other countries Pedro has gained a profound understanding of the needs and work practices of Russian, European and Asiatic companies.

In the last twenty years, he has worked in major and International Design Companies based in Russia Federation in all stages of Design Development. Starting from Conceptual design, Design for Approval, Tender design, Working Design, Site Supervision, Managing Coordination with Construction Sites, Contractors and Clients, tender Analysis and Request for Proposal, including the specific International Client requirements such as LEED and FM Global.

Educated in Mechanical Engineering in UTN (Universidad Tecnologica Nacional – Argentina) Pedro, before his Russian Design activities, was involved in Oil, Petrochemical, Nuclear, and Heavy Industries projects as well.

The following are the major remarkable projects in which Pedro was involved in Russia Federation:

- Hyundai Electrosystems, Vladivostok,
- SKF – Bearing production Factory,
- KTG- Tobacco Plant, Kaluga region,
- Phillips Morris Expansion Tobacco plant, S.Peterburg,
- Business Center Barbikha 4,
- Russia Business Center, Hyundai Mobis, warehouse, Moscow





Our Leaders..

MARK CARRINGTON H&S Director

Mark brings over 20 years of construction experience ranging across many sectors, including sports, retail, residential, education, civil engineering, road, rail, hospitals and other buildings. Mark has extensive knowledge and experience of integrating H&S into the design, construction and end use/maintenance of a wide range of building and infrastructure projects. Furthermore, he has a track record of providing professional and proactive services to Clients in all matters relating to H&S, Quality, Integrated Management Systems and Training/Audit of these areas. Mark graduated from the UK Cardiff School of Engineering in 1998 with a MEng Civil Engineering.

From late 2009 to mid-2017, Mark worked in Qatar using his knowledge and experience to manage H&S for a range of mega projects including the New Doha Port Project, Local Roads & Drainage Programme and most recently working in the H&S Assurance Team for the Qatar 2022 World Cup programme. Experience gained in Qatar involved working in a demanding and high expectation environment to help ensure that the highest H&S standards were achieved across all aspects of project delivery. This included the review of Safety in Design and the application of H&S measures during procurement, enabling works, project village construction, roads, training sites and major stadium construction.

During Mark's time overseas, he also spent 9 months in Russia and CIS region to undertake a lead role in the development of AECOM's Integrated Management Systems throughout Russia and the CIS region. Mark Carrington is our leader in Project / Construction Management Systems, Personnel Training, Inspection and Auditing - it includes the following services:

- Preparation of project / building management / systems manuals / or clients' minimum standards for health, safety, environmental and quality control (HSEQ);
- Personnel training in these systems;
- Project reviews that consider how safety is considered in terms of construction, use, cleaning / maintenance, and demolition (for instance safe access to roofs for maintenance, installation or how to clean windows safely, etc.);
- Audit of the project / construction management system, including safety, environmental and quality control (HSEQ)





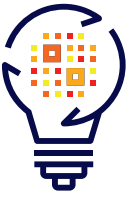
Our Team...

- Our success and the success of our clients depends on the ability of our staff to bring skill, insight and creative analysis to both the boardroom and construction site.
- To achieve the highest quality results, we recruit the very best talent and encourage a working environment that empowers INGENIOUS staff to effectively fulfill their roles and responsibilities.
- We promote a collaborative environment, and we actively support ongoing professional and educational development. We have come together to deliver a multi-disciplinary approach to ensure our clients are the strongest owners possible.

Our people - our main asset.

INGENIOUS is a highly qualified team, knowledgeable and experienced consultants who have a significant international track record.

- With so many years in the industry, we know that different projects present different opportunities and challenges, and our dedicated team will be ready for them all.
- Each of the talented members of our team is chosen for their ability to add their own unique viewpoint and expertise to your project.
- Teamwork and support is at the heart of our company culture; it drives the way we approach every project. Time and time again, we've seen that this is the most effective method for achieving the best possible results for our clients.



Our Strengths...

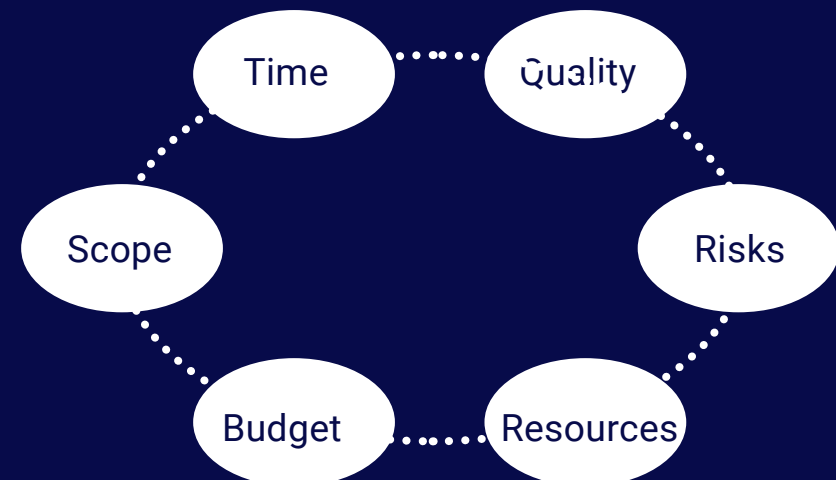
- Excellent knowledge of international standards and practices
- Very good understanding of the Russian market, rules and regulations
- Big work experience across Russia
- Giving you the confidence and clarity to make the best choices
- Reducing project risks and uncertainty at the earliest possible phase
- Guarantee optimum performance between design, performance, time and cost
- A flexible and collaborative approach when matching our services to your requirements
- An enviable track record of delivering complex and varied projects.
- Maintaining project viability through a strong understanding of the process.
- Maintaining project control at every stage of development

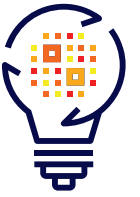


INGENIOUS IMS

Integrated Management System

INGENIOUS IMS provides an integrated approach to quality management (ISO 9001-2015), environmental management (ISO 14001-2015) and Occupational health and safety (OHSAS 18001-2007) which significantly optimise operational and construction costs.





SRO & Certificates

We are members of the Self Regulated Organization, with permission to carry out engineering surveys, design and construction, including especially dangerous, technically complex and unique capital construction projects

and certified on the following international standards:

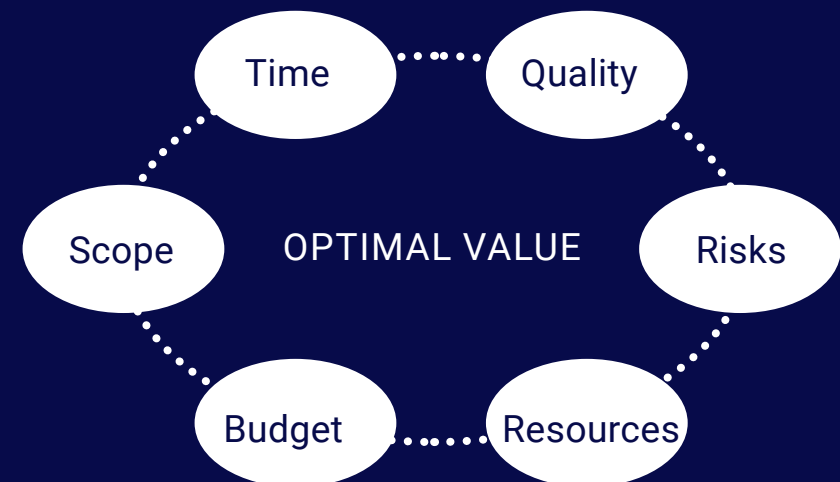
- Quality management (ISO 9001-2015),
- Environmental management (ISO 14001-2015) and
- Occupational health and safety (OHSAS 18001-2007)

documents available on request.

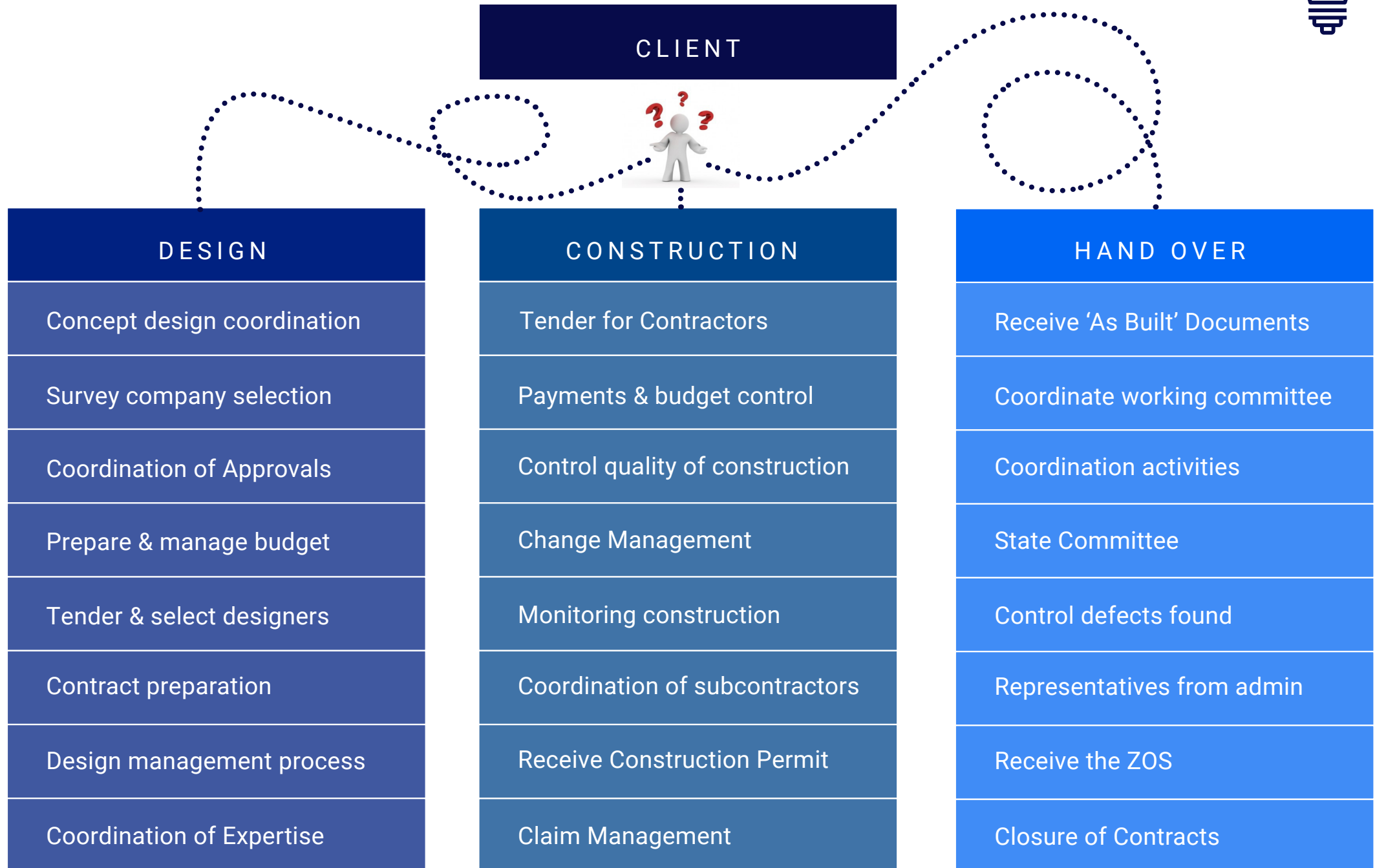
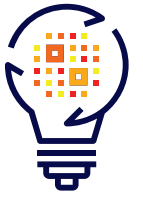


Start right...

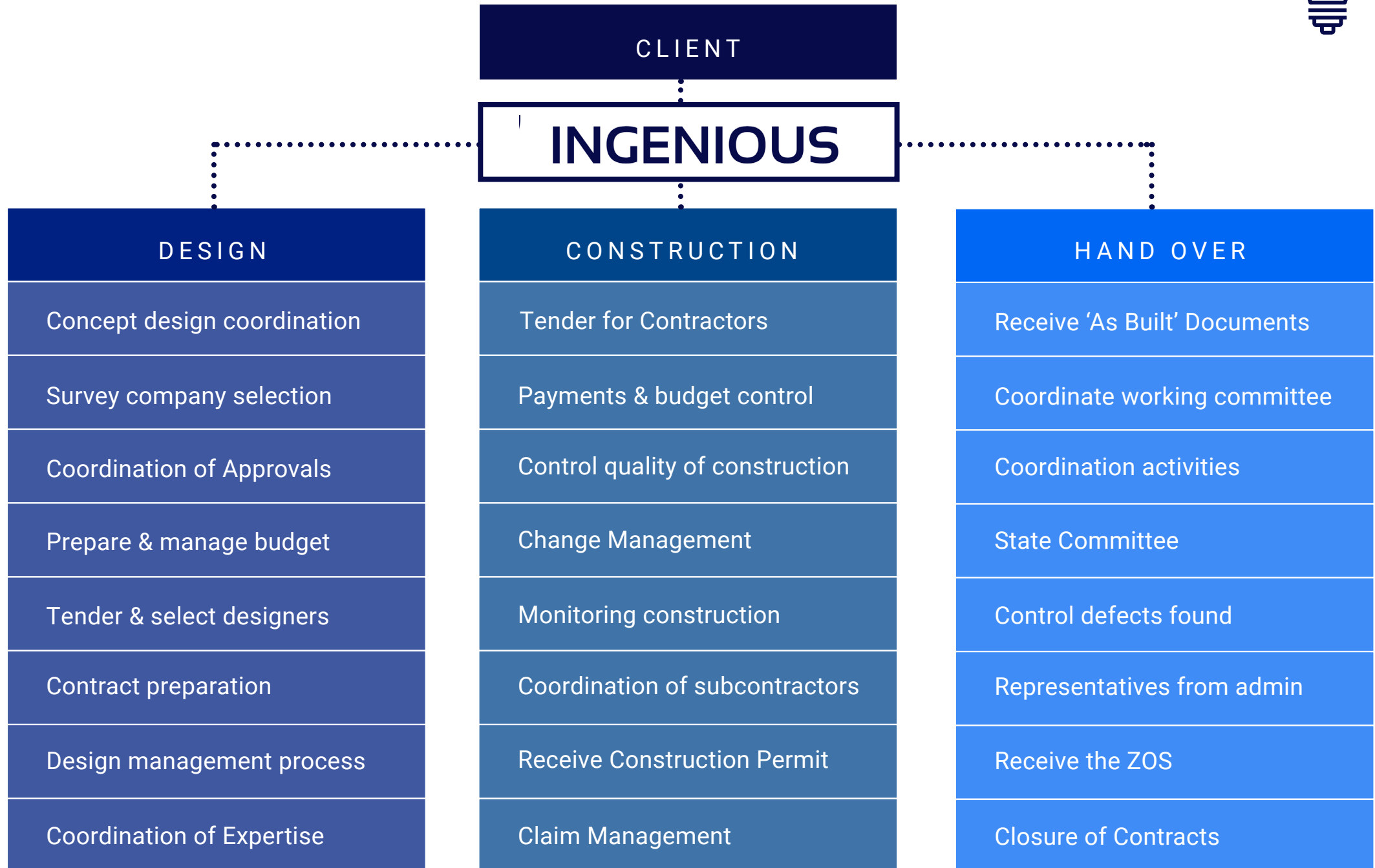
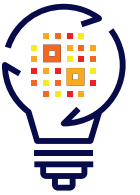
Careful analysis of all possible options for change and the optimal balance of key components of the project;



Working without a Project Manager...



Working with a Project Manager...

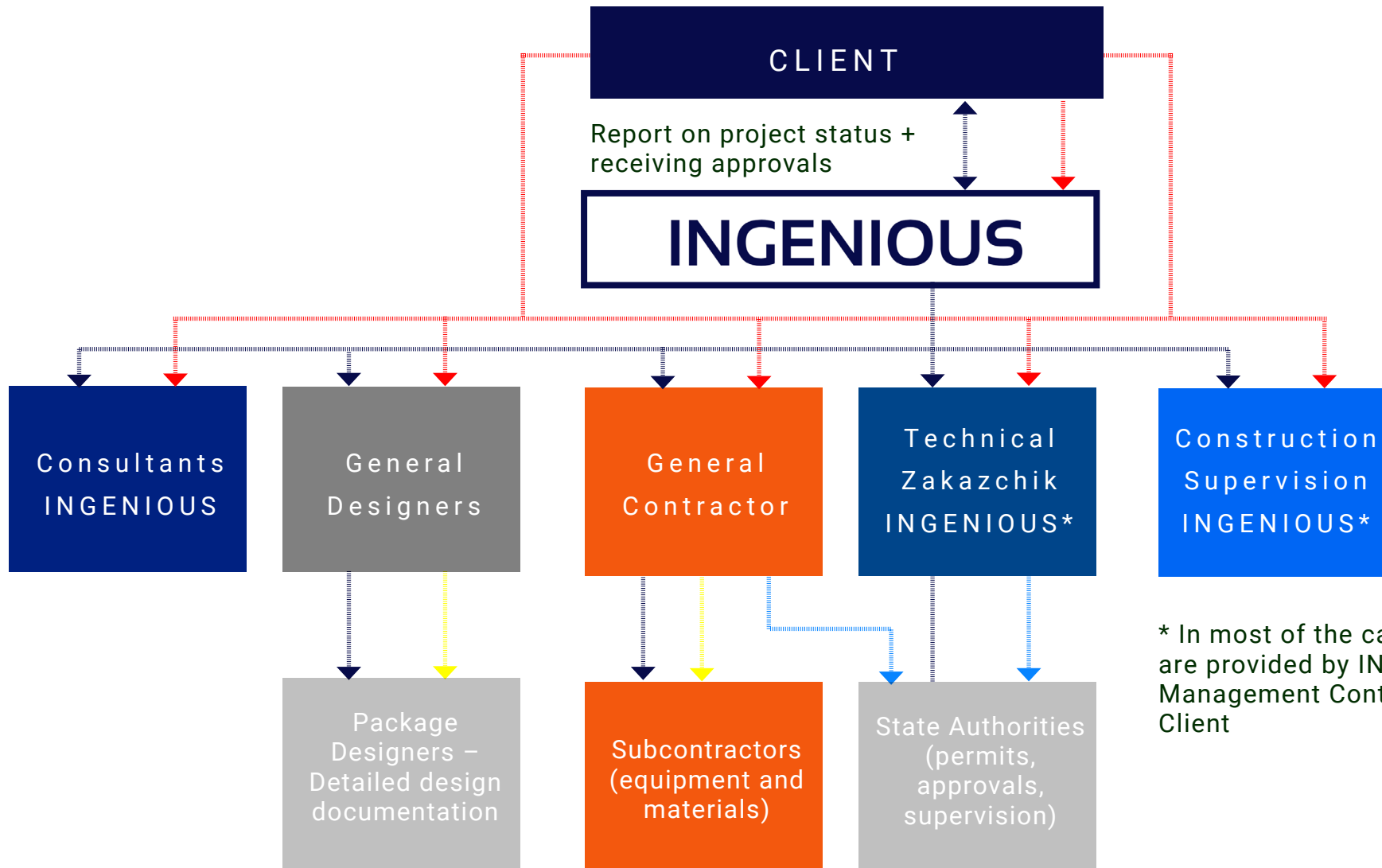
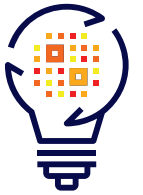




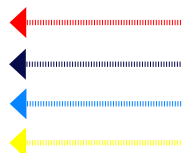
Organizational
Structures depending
on the strategy to
develop the projects...



Project Management



* In most of the cases the services are provided by INGENIOUS under the Management Contracting agreement with Client

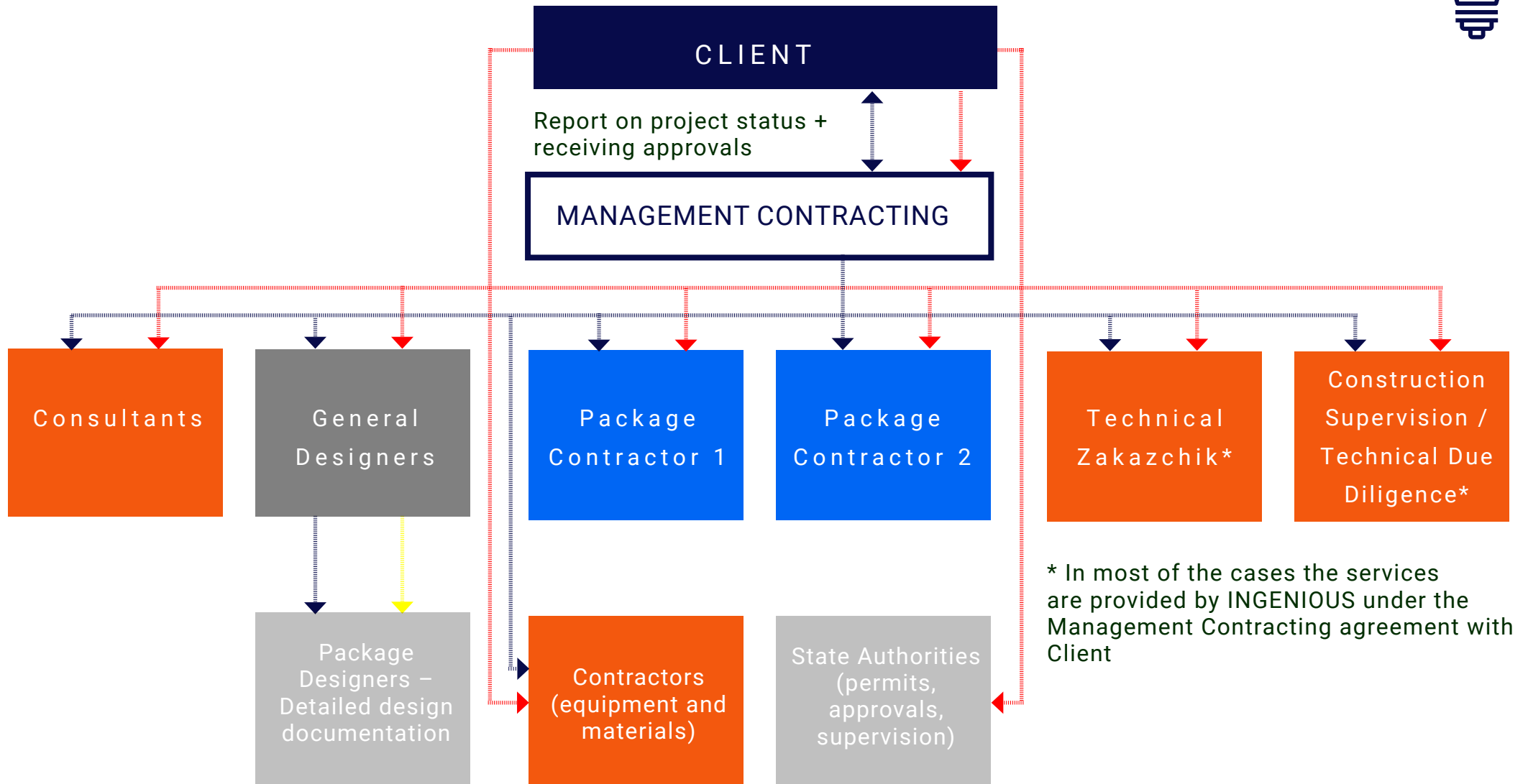
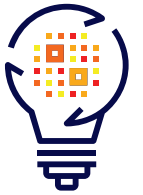


Direct contract cash flows
Management, coordinations & control
Obtaining permits & approvals
Subcontract agreements

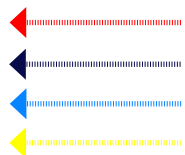
INGENIOUS

can cover these functions
(fully licensed and have in-house resources)

Management Contracting



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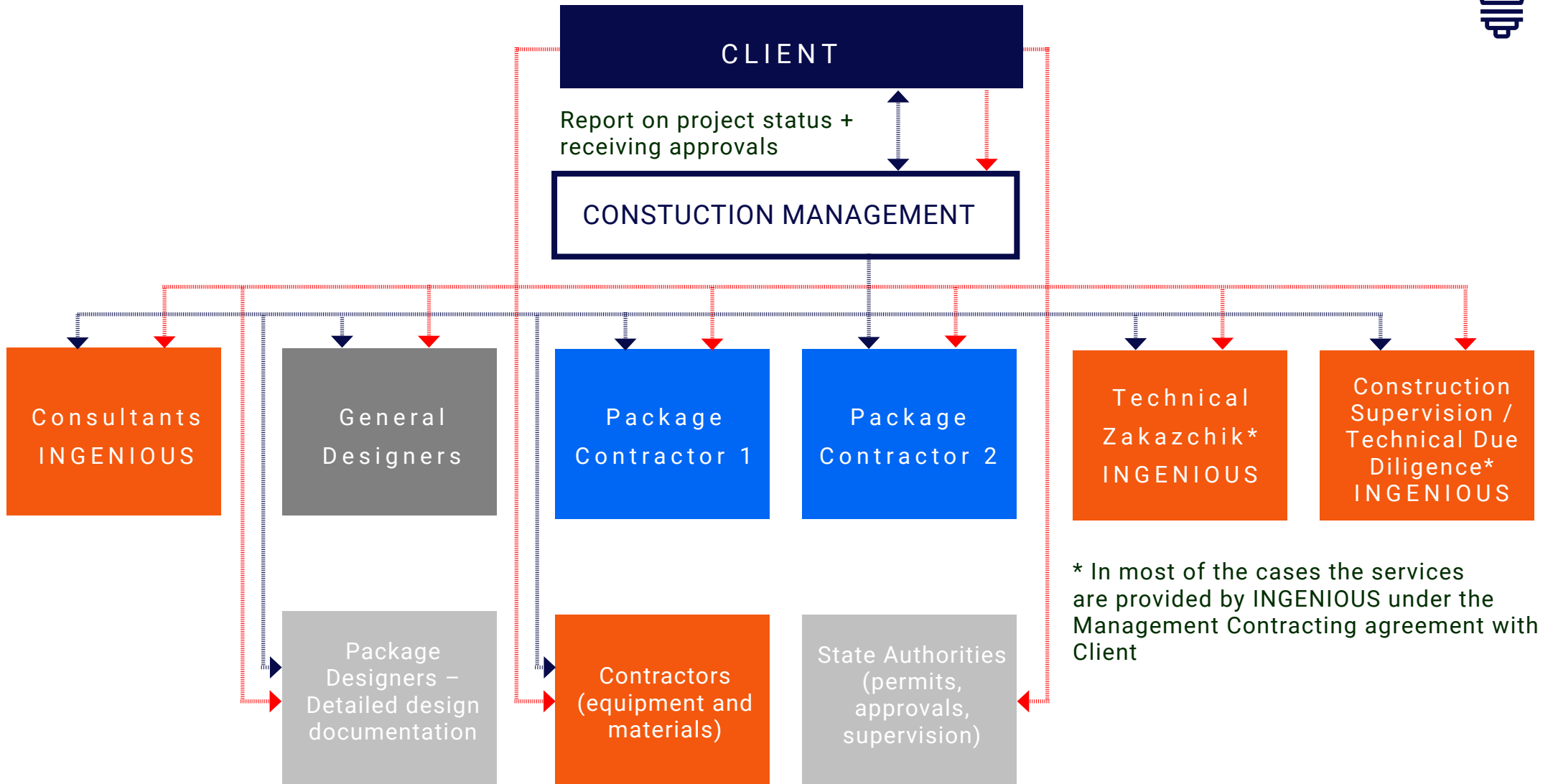
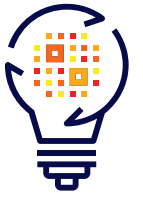


Direct contract cash flows
Management, coordinations & control
Obtaining permits & approvals
Subcontract agreements

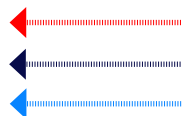
INGENIOUS

can cover these functions
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Construction Management



* In most of the cases the services are provided by INGENIOUS under the Management Contracting agreement with Client



Direct contract cash flows
Management, coordinations & control
Obtaining permits & approvals

INGENIOUS

can cover these functions
(fully licensed and have in-house resources)



Our Experience...

COMMERCIAL & RETAIL

- Park Huaming Chinese Multifunctional Complex, 100,000 m2, Moscow, Services: Project management services.
- Procter and Gamble office fit out, Moscow, 1000 m2, Moscow. Services: Project management in the preconstruction stage
- GOODZONE Shopping Mall, 120,000 m2, Moscow. Services: Project management services.
- Citibank offices and retail branches in Moscow and St. Petersburg. Services: Fit out project management.
- Metro Cash & Carry Wholesale Stores in Moscow and Vladimir region. Services: Construction control.
- Commercial Entertainment center “Grand Land”, 80 000 m2, Cherepovets. Services: Design Management and Project Management services.
- Construction of a residential building in Krasnogorsk, 25 050 m2, Administration of Krasnogorsk city. Services: Project Management.





Our Experience...

INDUSTRIAL

- SAB Miller Brewery, 105 000 m², Kaluga. Services: Project Management.
- Nalco Chemical Factory, Almetievsk, Tatarstan
- SAB Miller Brewery, 10.5 ha, Kaluga
- TETRAPAK warehouses and offices, Moscow
- Procter & Gamble plant of sanitary products, Kiev,
- Lotte Confectionary Factory, 24,000 m², Kaluga
- KT&G Tobacco Factory, 30,000 m², Kaluga region
- LG Electronics Production Plant, 19,000 m², Ruza, Moscow region
- NPO Nauka Airplane Engine Components Plant, 17,300 m², Vladimir region
- Hyundai Electrical Components Factory, 15,000 m², Vladivostok
- Volgorechensk Pipe Plant with casting pipe shop, 620 000 m².
- "Steel manufacturing plant "Volgostrap" with capacity of 300K tons/y in Kostroma, Russia"



Our Experience...

INDUSTRIAL

- TETRAPAK warehouses and offices, Moscow. Services: Due Diligence and Project Management.
- Procter & Gamble plant of sanitary products, Kiev. Services: Construction Management.
- Reconstruction of the flight test complex of JSC “ MVZ. Mile” and JSC “Kamov”, 49 980 m2, JSC, Services: project Management.
- Construction of the metal production plant “MEBE”, 25 050 m2, LLC “MEBE METAL KALUGA”, Services: project Management.
- Volgorechensk Pipe Plant with casting pipe shop, 620 000 m2. Services: Design Management.
- “Steel manufacturing plant “Volgostrap” with capacity of 300K tons/y in Kostroma, Russia”. Services: Design Management and Technical client functions.
- Logistics and light industry enterprises in Leningrad, Rostov, Samara, Sverdlovsk, Novosibirsk regions, land plots 40 ha each. Services: Technical Client functions in the preconstruction stage.



Our Experience...

HOTELS, RESORTS AND HOSPITALITY

- Health resort reconstruction, including 2 hotels, clinic and townhouses, Sochi. Project management
- Reconstruction of the sanatorium “Polyana”, 18 660 m2, FGU “Rublevo-Zvenigorodsky health-improving complex”, Project Management.
- Reconstruction of the main building of the hotel “Lesnye Dali”, 16 121 m2, FGBU, Project Management.
- Radisson Hotel, 130 rooms, spa facility, IFD Capital, Alushta, Crimea, Ukraine. Services: Project Management.
- Construction of the sanatorium “Oak grove”, 15 964 m2, FGBU “Direction for construction and reconstruction of objects of Federal state” Project Management.
- Sheraton Hotel Metechi Palace, Tbilisi, Georgia: Services: Project Management.
- Rosinter, restaurants (Rostik’s, Patio Pizza, TGI Friday’s, Planet Sushi) Moscow, Samara, Ekaterinburg, Novosibirsk and St Petersburg. Services: Project Management.





Our Experience...

AIRPORTS - TERMINALS

- Terminal B in Sheremetyevo Airport, 107,000 m², Moscow. Services: Project Management and construction management in the Pre-construction stage;
- Sheremetyevo Terminal-to-Terminal Overpass, 2,200m length, 5,4m diameter, Moscow. Services: Project Management and construction management in the Pre-construction stage.
- New Passenger Terminal in Knevichi Airport, 50,000m², Artem, Primorsky region. Services: Project Management.
- New passenger terminal of 34 000 m² International Airport Elisovo, Petropavlosk-Kamchatsky. Services: Design Management.
- New passenger terminal of 43 000 m² in Petropavlovsk-Kamchatsky international airport. Services: Design Management
- Reconstruction of Simferopol international airport with runway extension to 3200 m, Simferopol, Crimea. Services: Construction Management
- Improvement of the territory Of the international airport "Sheremetyevo", 9 Hectares, LLC "Sheremetyevo Parking", Services: Project Management.
- Pulkovo International Airport, St Petersburg. Technical advisor to the Concessionaire. PPP project, cost estimation, value engineering, recommendations on procurement



Our Experience...

CULTURAL & HISTORICAL

- “P. T. Klyuev”'s House (CAO, Moscow). Customer: Department of culture of Moscow; Square: 311 sq. m. Technical Customer functions
- General plan of the city of Kostroma (2005-2007). Client: Kostroma Administration. Technical Customer functions, Design Management
- Monument of historical and cultural heritage of the 18th century: “the Manor of the Governor-General on Muravievka», Kostroma. Client: Kostroma Cultural & Heritage Committee. Technical Customer Functions and Design Management
- The building of “hotel Moscow” (Essentuki). Office of the President of the Russian Federation. Square: 2200 sq. m.
- Buildings of “Historic center of Kostroma 17-19 centuries» Kostroma. Client: Gazprombank, Technical customer functions and Design Management.
- The Cathedral named Tikhon of Lukhovsk in Volgorechensk. Kostroma diocese. Services: Design management.



Our Experience...

OTHERS

- Oncological Center, Krasnoyarsk. Client: Monolit Holding. Services: Project Management.
- Reconstruction of the preclinical translational research center, 24 166 m², FSBEI IN RNIMU. N. And.Pirogov, Services: Project Management.
- Construction of 2 new generation power units of 1200 MWt Atomic Power station, 1st phase, Novovoronezh region. Services: Construction Management.
- Construction of rescue center of EMERCOM of Russia in the city of Sochi, 19 274 m², FGBU DCR of the northwestern Federal district", Services: Project Management.
- Reconstruction of the training center of traffic police, 14 827 m², FKY" Direction of the PBDD program", Services: project Management.





Our Experience...

FIT OUT SERVICES

We turn the client's vision precisely into reality, trying to deep insight every little things of the imagination, having an idea of the result it expects.

FIT-OUT is a complex of works for design, construction, fit-out and engineering equipment of the internal premises of commercial real estate facilities. The FIT-OUT segment develop in Russia for decades. In our days this is one of the most popular segments in the Russian market and in the world in general.

As part of the FIT-OUT projects, our team provides the services of the Design & Build format, that is independently implements all stages from design to commissioning, and also serves as a general contractor. We have capabilities and experience in FIT-OUT projects to be carried out to the highest standards. We offer all services and products exactly to your requirements and wishes.





FIT-OUT includes a variety of professional complex of services:

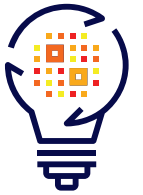
- **Project Management.** The FIT-OUT complex is not a simple mechanism. It includes a lot of features such as time-limits, money's limits and originality. Our team of professionals are able to think creatively, make prompt decisions and coordinate immediately without delay. Management is the most important part of the project and we cope with this task by excellent coordinating work between departments.
- **Design interiors.** This is one of the influential step in the process, at this stage we carefully discuss all the details important for Customers. Using high-quality materials and cutting edge technology, we create interiors that connect and inspire people. Whether its a custom design that you need drawn up or if you already have a design that you need built - we will make it.
- **Design works.** We prepare the design for each of our projects by own. The coordination between architects, designers and chief engineers helps us to avoid mistakes.
- **Engineering services.** This is the most laborious process that runs in parallel with construction and decoration works.
- **Building and construction works.** The most time consuming stage. It's connected with a lot of related technological processes that run in parallel. These processes couldn't be broken. It's important to follow the sequence.
- **Decoration.** We organize and supply all equipment's and materials needed to complete the project. Every element of delivery is supervised and monitored personally to meet the project requirement and the client's satisfaction.



Our Experience...

FIT OUT

- Hotel Golden Tulip, Rosa Khutor, Sochi – 2013-2014 “INTERROS” Customer, Fit-Out;
- Mountain Olympic Village, Sochi – 2013-2014 – “OLIMPSTROI” Customer, Fit-Out;
- Museum of Russian impressionism, Moscow – 2014-2015 “O1 Group” Customer, Fit-Out;
- Knightsbridge Private Park Apartments, Moscow – 2014-2016 “RESTAVRATSIA N”, Capital construction;
- Media center NTV, Moscow – 2014-2015 “Gazprom Media” Customer, Capital construction;
- NOBEL ROW Apartments, Moscow – 2015-2016, “APD DEVEPOMPENT” Customer, Fit-Out;
- NABOKOV Apartments, Moscow – 2016-2017, “VESPER” Customer, Fit-Out;



Our Partners...

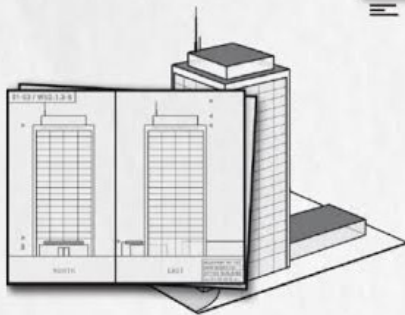
BIM

Information modeling has become a powerful technique for backing up project management services, from conceptual studies, through all stages of design, construction, handover, and up to and including facility management.

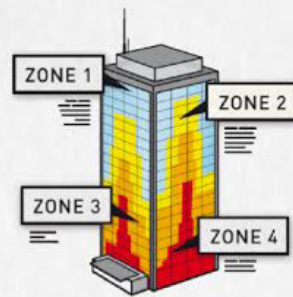
In order to make the vast potentials of Information Modelling available both to our engineers and to our clients, we have partnered with Tanmiya Management and Development, a company with more than 20 years history working in Russia and CIS.

Tanmiya's subsidiary, MiNT (Modelling Information Technologies) has a fully professionally trained and fully dedicated team of architects and engineers, providing information modelling support to the AEC industry both in Russia and abroad.

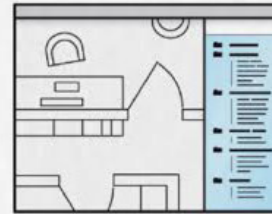
For more details of BIM services and of our partners, please visit the site at www.mint-aec.com.



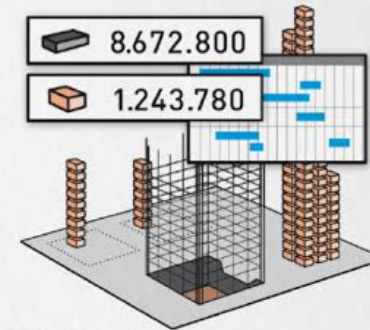
Detailed Design



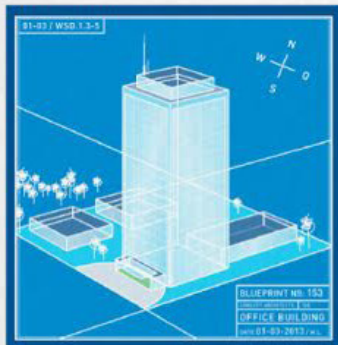
Analysis



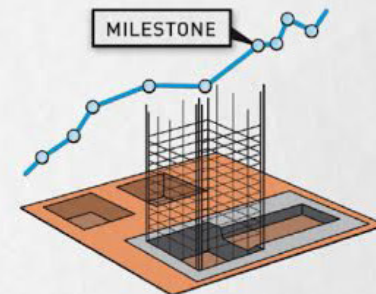
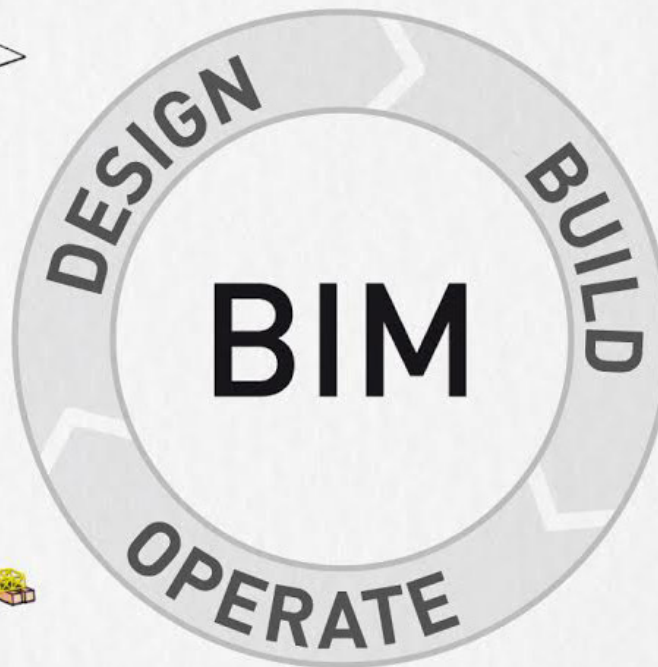
Documentation



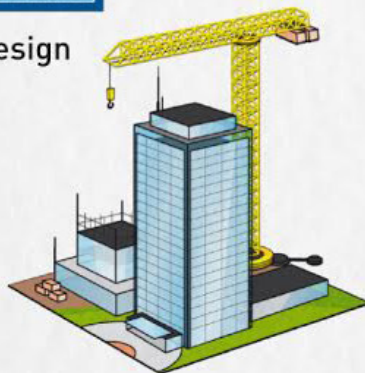
Construction Planning & Fabrication



Conceptual Design



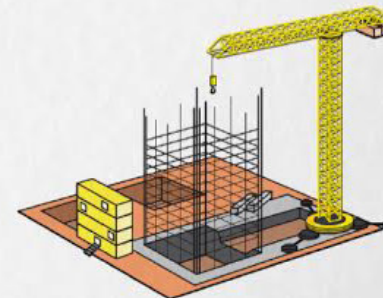
Construction 4D / 5D



Renovation and Retrofit



Operations and Maintenance



Construction Logistics



Why INGENIOUS?

We offer competitive prices

We have clear defined action plans

We build effective communication

We manage the latest technologies like BIM

We offer professional solutions



Added value

Experienced professionals

Understanding client expectations

Efficient management of information

Focus on time and cost control

Good local knowledge and experience

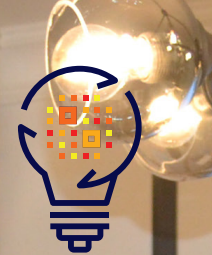


Contact Us...

Miguel De La Torre
Managing Director, Russia
M: +7 909 643 29 46
miguel.delatorre@ingenious-ccs.com

INGENIOUS

Construction and Consultancy Services
4th, Lesnoy pereulok, H.4, 5th floor,
Moscow 125047, Russia
T: +7 495 790 69 00
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