



INSTITUTIONAL STRENGTHENING



INGLESE CONSULTORES S.A.

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ABOUT THE CONSULTING FIRM

INGLESE CONSULTORES S.A. is an Argentine firm specialized in the area of water and the environment with extensive international experience, which continuously has developed consulting and engineering tasks since 1977 for public and private institutions. It has a consolidated organization to cover all phases of projects, both specialized and multidisciplinary, from conceptual design, to technical and economic feasibility studies, basic engineering, detailed engineering, inspection and commissioning of the works.

INGLESE CONSULTORES S.A., an Argentine consulting firm, arises from the transformation in a Corporation of ENE-I INGENIERIA LLC., which began its activities in 1977. Currently, provides professional engineering services in the following multidisciplinary areas:

- Institutional Strengthening projects for utilities and regulators, including PPP and independent technical audits.
- Municipal infrastructure projects
- Environmental projects
- Industrial and special projects

The continuous activity in more than 750 projects performing consulting and engineering tasks in the indicated areas confers a consolidated organization to the firm, covering all phases of a project, both specialized and multidisciplinary, from conceptual design, to feasibility studies, basic engineering, detail engineering, inspection and commissioning of the works.

Since its founding, it has done work for the main and public institutions and private companies in Argentina and many Latin American countries (Chile, Paraguay, Peru, Colombia, Venezuela, Panama, Costa Rica, Nicaragua, Honduras, Mexico, Dominican Republic) and Africa (Senegal), and has also integrated consortia with leading consulting firms from U.S.A. and Europe.

In the area of Institutional Strengthening particularly, it provides services of:

- Technical, Economic and Environmental advice on transformation processes and operational improvement of water and sewerage supply.
- Preparation of tender documentation for private service operation processes (affermage) and service concessions.
- Assistance in the PPP projects preparation.
- Advice to potential bidders and preparation of technical documentation (CAPEX and OPEX Plans).
- Assistance to Regulatory Boards
- Preparation of Manuals and Procedures for the regulation of services.
- Independent Technical Audit of Public Service Concessions
- Audit of CAPEX Plans for Multilateral Credit Agencies and Investment Banks.
- Regulatory Personnel Training.

CHAIRMAN AND CEO

José Luis Inglese M.Sc.

M.Sc. Sanitary and Environmental Engineer from University of Buenos Aires (Summa Cum Laude), awarded with Argentina's National Engineering Academy "Eng. Enrique Butty" Prize, for his achievements in sanitary and environmental engineering. Has more than 40 years of experience in the sanitary and environmental sector.

Chairman of the Board of Aguas y Saneamientos Argentinos - AySA, from 2015 to 2019, a utility that provides water and sanitation services to more than 14 million people.

International Consultant that has directed more than 750 projects in Latin America and Africa, many of them financed by IADB, IFC, World Bank and other multilateral financing organizations.

Member of the Strategic Council of the International Water Association-IWA, an organization recognized as the largest international network of professionals and companies related to water and sanitation services and water resources, with members in more than 130 countries.

Former President of AIDIS Argentina and Financial Vice President of Inter-American AIDIS (Inter-American Association of Sanitary and Environmental Engineering),

Postgraduate Professor of Water Engineering; Member of the Academic Councils of prestigious universities; and guest speaker in numerous institutional and professional events in the Americas, Europe and Africa, such as Stockholm Water Week, Latinosan, Global Water Summit, AFD Workshop in Appropriate Environmental Technologies for North Africa and many others.

AREAS OF EXPERTISE

WATER AND SANITATION

- Drinking water supply systems
- Water treatment plants
- Aqueducts and pumping stations
- Distribution networks
- Wastewater treatment plants
- Cloacal sewer pumping networks and stations
- Sludge energy recovery
- Storm drains and urban hydraulics
- Flood prevention and control

ENVIRONMENT

- Environmental impact assessment
- Environmental risks assessment
- Independent audits and environmental monitoring
- Soil, air and water pollution diagnostics
- ISO 14001 Environmental Management Systems
- ISO 46001 Water Efficient Management Systems
- Soil risk assessment (RBCA)
- Comprehensive urban solid waste management
- Sustainability report assistance (GRI)

INDUSTRIAL PROJECTS

- Evaluation of industrial water and drainage systems
- Treatment and recycling of industrial drains
- Treatment and disposal of industrial sludge
- Industrial waste energy recovery

INSTITUTIONAL STRENGTHENING

- Institutional diagnosis
- Economic and financial assessments
- Utilities management control systems
- Benchmarking of utilities management
- Independent technical and operational audits
- Private capital participation assessment
- Regulatory frameworks and normative
- Organization and strengthening of Regulatory Entities
- Tariff studies
- Advice on Good Corporate Governance Practices of Utilities.

PROFESSIONAL TEAM

Aware that experience, proficiencies and qualifications of technical team members are among the decisive factors in the efficiency and results of a project, our experts are highly recognized for their knowledge, trajectory and qualifications in the relevant domains of the sectors concerned, conforming the technical capacity of the Firm.

Permanent Staff:

José Luis Inglese	Sanitary Engineer	Executive President
Pablo Inglese	Industrial Engineer	Vice-president
Pablo Jose Ramati	Industrial Engineer Master in Environmental Management	Project Manager
Juan Martin Koutoudjian	Electromechanical Engineer	Sanitary Projects
Carolina David Carbonell	Sanitary Engineer	Sanitary Projects
Guillermo Garcia de la Costa	Architect	Commissioning Services

Collaboration of the following professionals in specific aspects:

Sergio Sour	Hydraulic Civil Engineer M.B.A.	Technical Economical Assessment PPP Process
Adrian Werner	Geology ,MSc	Hydrogeological Studies

FIRM'S RESOURCES

Offices

INGLESE CONSULTORES S.A. has its own offices located in Córdoba 937, 6th floor. (1054) Buenos Aires - Argentina.

Workstations

15 technical workstations, fully equipped.

Computer resources

- W2008 server with raid 0 of 500GB disks and backed up on another computer (BDC)
- 15 Computers on the network under Windows 7
- 5 printers: Hewlett Packard Deskjet and Laser Jet
- 1 Plotter Cannon i710 - Inkjet color
- 1 Digitalizer Summasketch 12 x 18
- Broadband ADSL connection

Technical Systems

- Computer-aided design (AUTOCAD) 2010 version for Windows.
- Environmental impact simulation model
- Hydraulic calculations of channels, pressure pipes, water networks (equivalent length method), sewage drainage networks, storm drain networks, battering ram effects check by mass oscillation method.
- Calculation of natural gas networks.
- Economic calculation of hydraulic systems.
- Critical road programming.
- Calculation of resistance and flexibility of tanks and pipes.
- Thermal calculations of tanks and pipes.
- Structural calculation.
- Calculation of electrical cable sizing.
- Short-circuit calculation.
- Internal job management.

Library and Archives

- Classified with more than 500 copies.

MAIN PROJECTS

In the area of Institutional Strengthening, the firm provides services for:

- Technical, Economic and Environmental advice on transformation processes and operational improvement of water and sewerage supply.
 - Preparation of tender documentation for private service operation processes (affermage) and service concessions.
 - Assistance in the PPP projects preparation.
 - Advice to potential bidders and preparation of technical documentation (CAPEX and OPEX Plans).
 - Assistance to Regulatory Boards
 - Preparation of Manuals and Procedures for the regulation of services.
 - Independent Technical Audit of Public Service Concessions
 - Audit of CAPEX Plans for Multilateral Credit Agencies and Investment Banks.
 - Regulatory Personnel Training.
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STARTING DATE	ENDING DATE	CLIENT	PROJECT IDENTIFICATION AND LOCATION	PROJECT DESCRIPTION	SPECIFIC TASKS	PARTICIPATION	FUNDING SOURCE
2007	2010	Honorable Court of Auditors of the Province of Buenos Aires - Argentina	Performance Audit and Physical Measurements for Certification Support for World Bank Loan disbursement, for roads, water and sewerage, and drainage works. Buenos Aires Province. Argentina	Independent Technical Audit of the execution and certification of drinking water and sanitary sewerage works corresponding to a World Bank U\$ 280,000,000 loan, for different cities in Greater Buenos Aires, for a population of more than 1,000,000 inhabitants.	<ul style="list-style-type: none"> • Review of tender and contractual documentation, and highlighting of economical and technical landmarks • Independent Audit of works performance and physical evidence for the certification of road works, sanitation and storm drainage • Technical opinion on the execution of the works and compliance with regulations of Labor Safety and Environmental Compliance as agreed with World Bank 	33%	World Bank
2000	2001	ENRESS - Regulatory Body for Sanitary Services of the Province of Santa Fe-Argentina	Technical Assistance for Technical Standards of Regulatory Body Technical Assistance funded by Inter-American Development Bank	Technical assistance for the definition of technical standards and control methodology for Water and Wastewater Services of the Province of Santa Fe, Argentina.	<ul style="list-style-type: none"> • Definition of technical standards. • Definition of control methodology. • Definition of regulatory information. • Preparing Manuals for: <ul style="list-style-type: none"> ○ Water Consume Measurement and Reduction ○ Independent Technical Audits, ○ Materials and works acceptance, ○ Service quality control. 	100%	IADB
1998	2001	Nicaraguan Institute of Aqueducts and Sewers – INAA Nicaragua	Institutional Advice to the Nicaraguan Water and Sewerage Regulation and Control Entity funded by the Inter-American Development Bank	Development of procedures necessary to the supervision and implementation of Nicaragua's instruments to regulating and controlling drinking water and sewerage services,	<ul style="list-style-type: none"> • Review of legislation and regulatory normative. • Preparation of regulatory normative for concessions. • Preparation of regulatory manuals: <ul style="list-style-type: none"> ○ Performance Indicators ○ Service Quality Standards ○ Conflicts resolution. • Training the Regulatory Body Staff 	100%	IADB

STARTING DATE	ENDING DATE	CLIENT	PROJECT IDENTIFICATION AND LOCATION	PROJECT DESCRIPTION	SPECIFIC TASKS	PARTICIPATION	FUNDING SOURCE
2000	2000	Inter-American Development Bank (IDB)	Institutional Strengthening Mission for Regulatory Body. Nicaragua - INAA	Review INAA activities and report progress to ensure that the design of the operation is compatible with the needs for approval by the IDB Loan	<ul style="list-style-type: none"> • Design of the strengthening project. • Definition of missing analysis studies before approving the project. • Preparation/revision of reference terms draft for the activities included in the project • Preparing reference terms framework 	100%	IADB
2000	2000	Urbaser S.A. – Spain	Concession of Water and Sanitary Services of S. Pedro Sula – Honduras	Technical Assistance for the preparation of drinking water and sewerage services concession offer. City of San Pedro Sula. Honduras	<ul style="list-style-type: none"> • Tariff revenue evaluation • Run of the Economic-Financial Technical Model. • Definition of critical performance indicators 	100%	World Bank
2000	2000	Federation of Private Entrepreneurs - Bolivia.	Tariff Review of the Tunari Cochabamba Water Concession - Bolivia.	Tariff Review of the Water and Sewerage Concession of the city of Cochabamba – Bolivia.	Critical review of the Tunari - Cochabamba, Water Financial Model and establishing alternative solutions.	100 %	Independent
1999	1999	Urbaser Argentina S.A.	Concession of Sanitary Services. Catamarca	Concession of the Drinking Water Service and Cloacal Drains of the Capital, Valle Viejo and Fray Mamerto Esquiú Departments. Province of Catamarca.	Economic Technical Study, Projects and technical documentation, for the offer presentation for the concession.	100 %	Independent
1999	1999	EMPAGUA	Privatization of the Essal Sanitation Company. Republic of Chile.	Review of the Investment and Operating Cost Assessment Model.	Carry out a mathematical model to determine the investments and operating costs to be applied in 32 locations of the sanitation company ESSAL of the Republic of Chile.	100 %	Independent

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1999	1999	Nicaraguan Institute of Aqueducts and Sewers – INAA Nicaragua	Strategic Advice for the Presidency of INAA Nicaragua.	Advice to the President of the Water and Sewerage Regulatory Agency, to define its functioning	Situation diagnosis. Setting organization and task flow charts. Definition of operational criteria.	100 %	IADB
1997	1998	Costa Rican Public Service Regulatory Authority – ARESEP Costa Rica	Model of Sectoral Regulation of Costa Rica's Water and Sewerage Services. Funded by Inter-American Development Bank	Designing the model of Regulation of Water and Sewerage Services of the Republic of Costa Rica.	<ul style="list-style-type: none"> • Analysis of Sectorial Information. • Definition of the sectorial regulation model • Preparation of General Code for Sanitary Services Regulation and Control. • Capacity Building of ARESEP management for application of a new Regulatory Code 	100%	IADB
1997	1997	Ministry of Planning - Panama	Water and Sewerage Sector characterization, for reorganization, funded by World Bank	Definition of the drinking water and sewerage systems of Panama City, Colón and 15 cities of the Republic of Panama.	<ul style="list-style-type: none"> • Collection and Analysis of Sectorial Information • Diagnosis of the Current Situation. • Definition of the utilities reorganization. • Implementation and Commissioning Plan. 	33%	WB
1997	1997	Public Service Regulatory Authority - Panama	Panama Water and Sanitation Technical Standards Funded by Inter-American Development Bank	Preparation of technical standards for regulation and control of water and sewerage services in the Republic of Panama	<ul style="list-style-type: none"> • Preparation of technical standards, control parameters and information sheets. • Capacity building for application of the new standards 	33%	IADB

STARTING DATE	ENDING DATE	CLIENT	PROJECT IDENTIFICATION AND LOCATION	PROJECT DESCRIPTION	SPECIFIC TASKS	PARTICIPATION	FUNDING SOURCE
1996	1997	Secretariat of Water Resources of the Nation - Argentina	Diagnosis of the situation of the Municipality of San Luis Sanitary Services (San Luis Province). Feasibility study of concession, elaboration of technical and legal documentation, and assistance to the concession process.	Diagnosis of the situation of the Municipality of San Luis Sanitary Services (San Luis Province), feasibility study of concession, elaboration of technical and legal documentation, and assistance to the concession process.	Situation Analysis. Planning of urban sanitary services infrastructure. Collection, analysis and characterization of sewage and industrial liquid effluents. Technical-economic-financial feasibility study. Preparation of documentation.	65% - Leader of the ENE-I/ICM/RECA Consortium	World Bank
1996	1997	Secretariat of Water Resources of the Nation - Argentina	Diagnosis of the situation of the Municipality of Villa Mercedes Sanitary Services (San Luis Province). Feasibility study of concession, elaboration of technical and legal documentation, and assistance to the concession process.	Diagnosis of the situation of the Municipality of Villa Mercedes Sanitary Services (San Luis Province). Feasibility study of concession, elaboration of technical and legal documentation, and assistance to the concession process.	Situation Analysis. Planning of urban sanitary services infrastructure. Collection, analysis and characterization of sewage and industrial liquid effluents. Technical-economic-financial feasibility study. Preparation of documentation.	65% - Leader of the ENE-I/ICM/RECA Consortium	World Bank
1996	1997	Secretariat of Water Resources of the Nation - Argentina	Diagnosis of the situation of the Municipality of Juana Koslay Sanitary Services (San Luis Province). Feasibility study of concession, elaboration of technical and legal documentation, and assistance to the concession process.	Diagnosis of the situation of the Municipality of Villa Juana Koslay Sanitary Services (San Luis Province). Feasibility study of concession, elaboration of technical and legal documentation, and assistance to the concession process.	Situation Analysis. Planning of urban sanitary services infrastructure. Collection, analysis and characterization of sewage and industrial liquid effluents. Technical-economic-financial feasibility study. Preparation of documentation	65% - Leader of the ENE-I/ICM/RECA Consortium	World Bank

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1996	1997	Secretariat of Water Resources of the Nation - Argentina	Diagnosis of the situation of the Municipality of Venado Tuerto Sanitary Services (Santa Fe Province). Feasibility study of concession, elaboration of technical and legal documentation, and assistance to the concession process.	Diagnosis of the situation of the Municipality of Venado Tuerto Sanitary Services (Santa Fe Province). Feasibility study of concession, elaboration of technical and legal documentation, and assistance to the concession process.	Situation Analysis. Planning of urban sanitary services infrastructure. Collection, analysis and characterization of sewage and industrial liquid effluents. Technical-economic-financial feasibility study. Preparation of documentation	65% - Leader of the ENE-I/ICM/RECA Consortium	World Bank
1996	1996	Pan American Health Organization Colombia	Colombian Water and Sanitation Sector Study funded by World health Organization - Pan American Health Organization	Evaluation of private participation in Colombia's water and sewerage services	<ul style="list-style-type: none"> • Diagnostic of sectorial situation • Recommendations for the improvement of sanitary service concessions, as well as their regulation and control. • Follow up of the legal, economic and technical regulations 	100%	PAHO / WHO
1996	1996	Sir Williams Halcrow and Partners Santa Fe-Argentina	Technical-Financial Evaluation of the Aguas Provinciales de Santa Fe S.A. concession - Argentina	Evaluation of the technical and financial conditions of the concessionaire, the concession and the control body, to receive a credit from the Inter-American Development Bank	<ul style="list-style-type: none"> • Evaluation of the services operational-technical conditions and of the concessionaire and regulator capacity for the maintenance of the concession 	25%	IADB
1995	1995	Techint Consortium - International Waters	Concession to the private sector of water and sewer services in charge of DIPOS-Santa Fe, Argentina	Technical Assistance for the preparation of offer for the services concession of 15 cities of Santa Fe.	Supervising the preparation of the technical offer and the investment amounts and operating costs	100 %	Independent
1993	2000	Aguas Argentinas S.A. - By mandate of the Concession Contract for reporting to the Buenos Aires Control Entity Buenos Aires-Argentina	Independent Technical Audit of the Concession of Aguas Argentinas SA for the Metropolitan Region of Buenos Aires - Argentina	Independent technical audit and certification of the Annual Service Level Reports and Expansion Plans of the Water and Sewer Concession of Buenos Aires. (6,500,000 inhabitants).	<ul style="list-style-type: none"> • Permanent independent audit of all technical, commercial and operational aspects of the company. • Certification of Reports to the Regulatory Authority 	50% (Consortium with Sir Williams Halcrow and Partners, England)	Independent

STARTING DATE	ENDING DATE	CLIENT	PROJECT IDENTIFICATION AND LOCATION	PROJECT DESCRIPTION	SPECIFIC TASKS	PARTICIPATION	FUNDING SOURCE
1991	1991	Ministry of Works, Utilities and Housing of Santa Fe Province	Analysis and diagnosis of the Sanitary Services situation, Province of Santa Fe	Analysis, solution diagnosis and preparing of the documentation for sanitary services concession of 15 localities of Santa Fe and Rosario.	Diagnosis and preparation of concession documents	33% (Associated in Consortium)	World Bank

CLIENTS

INGLESE CONSULTORES S.A. counts among its clients the main public and private bodies of Latin America. Some of the main clients are listed below, followed by a complete list of clients.

MAIN CLIENTS

Among the main public and private companies and institutions for which the Firm has been providing its services since 1977, it is worth to highlight:



LIST OF CLIENTS

A.G. Mc Kee Argentina
Acindar S.A.
ACYA S.A.
Administración Provincial del Agua de La Pampa.
Aguas de Mendoza S.A.
Alcalis de la Patagonia S.A.I.C.
Alercon S.A.
All Import S.A.
Alto Palermo S.A.
Alto Paraná S.A.
Antonini, Schon, Zemborain S.R.L. Arquitectos.
Ariel Garzon
Aslan y Ezcurra S.A.
Asociación Civil Educativa Escocesa San Andrés
Atec Sociedad Anónima de Asesoramiento Técnico
Autopistas Urbanas S.A.
Baudizzone Lestard Varas - Estudios de Arquitectura Asociados Sociedad Civil
Benito Roggio
Bolland y Ca. S.A.
Bovis Lend Lease S.A.
C.U.B.A.
Cadia Consultores Argentinos Asociados
Cardales Country Club
Carilo de Guerrero S.A.
Cartontécnica S.A.
Celulosa Argentina S.A.
Central Térmica Güemes S.A.
Ciccione Calcográfica S.A.
CICSA S.A.
Clarín S.A.
Clodinet S.A.
Club de Campo La Martona
COINPA S.A.
Comatter S.A.
Cometarsa S.A.
Compañía General de Fósforos Sud Americana S.A.
Consejo Federal de Inversiones
Consortio Nizao (Santo Domingo)
Consortio Techint Chiquintirca
Constructora San Luis S.A.P.E.M.
Control y Gestión de Servicios S.A.
Cooperativa de Consumo y Vivienda Ltda. de Trelew
Cooperativa Electrica Ltda. de Trelew
Decavial S.A.
Degremont S.A.
Delta del Plata S.A.
Desarrolladora Terravista S.A.
Desarrollo Los Cauquenes S.A.
Dirección Provincial de Obras Sanitarias Santiago del Estero
Dycasa S.A.
Ecopreneur S.A.
El Hogar Obrero S.A.
EMA S.A.
Entidad Binacional YACIRETA
ESSO S.A.P.A.
Estudio DDM Arquitectos Asociados
Estudio Kocourek S.A.
Estudio Labonia y Asoc. S.R.L.
Esuco S.A. - J.C.R. S.A. UTE
Faicsa
Fate S.A.
Federico B. Camba y Asociados - Ingenieros/ Arquitectos.
Fidco S.A.
Fideicomiso Aymuray
Fideicomiso Medal Country Club Pilar
Francisco Abelló y Asoc. S.A.
Grumbaum, Rico y Daucourt S.A.
Grupo 7 S.R.L.
Gurmendi S.A.
Harza Lahmeyer y Asociados
Highland Park
Hnos. de Bary Pereda
Icona S.A.
Iecsa S.A.
Inargind S.A.
Industrias Técnicas Aire S.A.
Ingeniera Integral S.R.L.
Ingeniera Tauro S.A.
Instituto de la Vivienda de la Provincia de Buenos Aires

Instituto Territorial de la Vivienda de Tierra del Fuego
Inter American Asociados S.A.
INVERSORA DEL ACONCAGUA S.A.
IRSA S.A.
Jose Aberg Cobo
Ladrillos Olavarría S.A.
Las Dunas de Pinamar S.A.
LEQ S.A.
LOMANTAR S.A.
Luis Carlos Zonis S.A.
Lurgi GMBH
Marina Rio Lujan S.A.
Mas Consultores S.A.
Masa Argentina S.A.
Massalín y Celasco S.A.
Metro 21 S.A.
Ministerio de Acción Social de la Nación
Ministerio de Obras, Servicios Públicos y Vivienda de Tierra del Fuego
Ministerio Jefatura de Gabinete
Monsanto Argentina
Municipalidad de General Pico, La Pampa
Municipalidad de Zárate
Náutico Escobar Country Club Asociación Civil
Nicanor Cetra
Novasider S.A.
Nuevo Puerto Trinidad
Papel del Tucumán S.A.
Papelería Mitre S.A.
Parque de la Reconquista S.A.
Petersen Thiele y Cruz SA
Petroquímica General Mosconi
Pozzi Cancelleri S.A.
Price Waterhouse & Co.
Propulsora Siderúrgica S.A.
Puerto del Rey
Química Estrella S.A.
Redes y Servicios S.A.
Rigolleau S.A.
Robirosa Beccar Varela S.A.
Roemmers S.A.
Rovella Carranza S.A.
S.C. Johnsons and Son S.A.
Sandoz S.A.
Savant Pharm S.A.
Seefeld Hnos. S.A.
Sepra S.C.A. Sánchez Elía Peralta Ramos - Arquitectos.
Shell C.A.P.S.A.
Sherwood S.A.
Shopping El Solar de la Abadía
Siat S.A.
Sideco Americana S.A.
Sidercolor S.A.
Sociedad de Fomento Golf Club Argentino
Sol de Mateu S.A.
Solares de Santa María S.A.
Sultzer Hnos.
Supercemento S.A
Techint Chile S.A.
Techint Engineering Co.
Techint Perú S.A.
Techint Uruguay S.A.
Tecnobridas S.A.
Tecnor
TGLT / Metro 21
Trapalanda
Tren de la Costa
Tubos de Acero de México S.A.
Turbopen S.A. (España)
UGOFE S.A.
Unidad Ejecutora del Acueducto
Universidad de Buenos Aires
Universidad de Jujuy
Vialco S.A.
ZANARA S.A.
Zollet Ingeniería S.N.C. (Italy)