

EC HARRIS
BUILT ASSET
CONSULTANCY

EC HARRIS IN ASIA PACIFIC

HELPING YOU MAKE THE MOST FROM YOUR BUILT ASSETS IN CHALLENGING MARKETS



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BECAUSE WE CAN BE EVERYWHERE, WE ARE NEVER FAR FROM WHERE OUR CLIENTS NEED US

Who are we?

EC Harris is a leading international Built Asset Consultancy, advising clients in the planning and execution of strategies that deliver the best possible business results from the money spent on built assets.

We have over 3,000 employees in 28 countries connected by one clear concept; that the best possible outcomes are generated when global best practice is customised and seamlessly integrated with local understanding. EC Harris has been operating for 100 years.

Our approach is very simple - we are ambitious for our clients and we focus on providing the best solutions to meet our clients' built asset needs.



▪ 1970s - first Asia commission

▪ 1991 - first office in Asia Pacific

▪ Operating across Asia Pacific including China, Hong Kong, South Korea, Macau, India, Malaysia, Singapore, Taiwan and Vietnam

▪ Over 550 highly-trained professionals based in Asia Pacific

▪ US\$18 billion of construction each year

▪ Managing or advising on over 1 million m² of facilities globally.

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BUILT ASSET CONSULTANCY IS AT THE CORE OF EVERYTHING WE DO

What is Built Asset Consultancy?

Built Asset Consultancy integrates leading professional service provision with specific, client sector know-how, asset class and industry knowledge, to drive the maximum amount of business value from the use, ownership, operation or development of a built asset.

Clients who work with built asset consultants tend to be top performers in their industries, they see opportunity in this, and realise that extracting further value from their assets can be key to gaining competitive advantage. EC Harris delivers this through a combination of market knowledge, professional skills, experience and technology.

As the leading experts, we have helped over 1,500 clients around the world to achieve better business performance and to outperform their competitors.

What makes us different?

Our people.

Leading experts in their field, our consultants are passionate about making a difference to their clients' results.

A mobile, international workforce, they have built their expertise from involvement in built assets big and small, technical and strategic, across the world and for leading client organisations in many different sectors.

Our approach to developing our teams starts with the 'EC Harris Way', a unique combination of client understanding, sector knowledge, processes, best practice service delivery and the passion of our people for results. Coupled with our bespoke technology, this ensures our clients receive the same excellent service wherever they are in the world.



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BUILT ASSET CONSULTANCY, DELIVERED - BAA INFRASTRUCTURE PROGRAMME

The Challenge

BAA required a transformation in approach to delivering the capital programme and significantly reduce their capital expenditure.

The vision was to develop an internal 'Intelligent Client' function supported by a programme management approach to the whole capital spend. This involved an extensive change to the organisation; re-aligning roles, developing capability and introducing new processes and skills. A new approach to contracting was adopted.

The Programme

The US\$ 1.2 billion infrastructure programme was chosen as the pilot to re-engineer into a new high performing capital delivery model, founded on a programme management approach. Our Strategy and Transformation team led the design and subsequent implementation of the new organisation model. The right balance between implementing the changes and delivering the capital investment programme was key to its success.

The Benefits

- US\$9.5 million of a US\$85 million benefits case delivered off the bottom line in first three months of implementation
- The change programme and the organisation design have become a blueprint for change in BAA's Capital programme, with the Infrastructure Programme being seen as pathfinders of change
- Greater transparency of programme issues through knowledge gleaned from a new working model at programme level
- Improved efficiency following clarity of roles and responsibilities.



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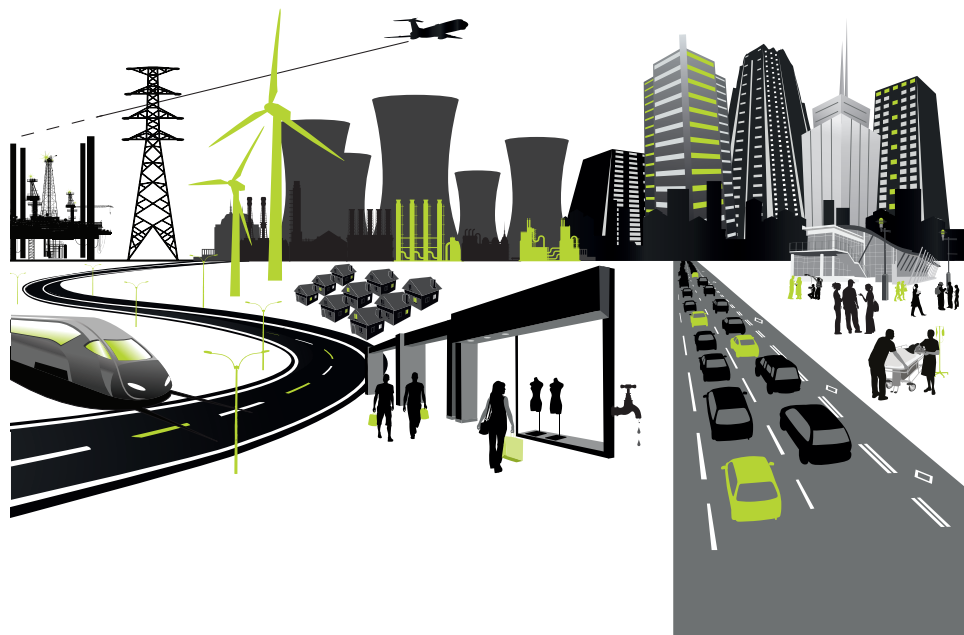
WE ARE EXPERTS AT OPTIMISING THE MONEY SPENT ON BUILT ASSETS

One size shouldn't fit all

Whether it's a hospital, a railway, an oil production platform or corporate real estate, we understand the complexities behind extracting value from your investment in built assets.

Taking a one-dimensional approach is often not the best route to deliver the results required. First and foremost, we work closely with our clients to understand their needs. We have a wealth of international experience but also understand that the challenges they face are very unique.

We provide strategic solutions aimed at optimising value from our clients' built assets. Our solutions are tailored and firmly underpinned by solid technical expertise and international best practice.



Our Sectors

TRANSPORTATION

- Aviation
- Highways
- Rail.

UTILITIES

- Water

OIL & GAS / CHEMICALS

- Upstream
- Downstream.

PROPERTY

- Commercial Development
- Corporate Real Estate
- Hotels, Leisure & Entertainment
- Lenders & Investors
- Regeneration & Growth
- Private Residential
- Retail.

ENERGY & MANUFACTURING

- Manufacturing
- Nuclear
- Power Distribution
- Power Generation
- Renewable Energy.

PUBLIC

- Central Government
- Local Government & Communities
- Health
- Education & Children's Services
- Residential Affordable.

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DELIVERING RESULTS: PLANNING, CREATING AND OPERATING YOUR BUILT ASSET

Our services are designed to deliver better results

Regardless of the nature of your asset, we can help you extract more value at any of the following three stages of the asset life cycle.

Planning the asset

Planning the development of an asset, whether a hotel, school or a highway, can have a direct impact on your return. By combining market and sector insight, deep knowledge of the asset's performance and our business and change management skills, we help you achieve maximum efficiency and effectiveness from the very beginning. Our deep sector knowledge means we understand what drives economic return for any given built asset, and our investment and finance experience appreciates how those returns can be structured to match funding.

Creating the asset

Creating an asset is equally challenging. From programme management to dispute avoidance, we offer a comprehensive range of solutions with one goal in mind: to extract the maximum amount of value with the minimum amount of risk. Our expertise lies in the deep knowledge of the services we offer, delivered by some of the best experts in the industry, and underlined by a solid foundation of leading research.

Operating the asset

We believe that some of the best opportunities, and often the most overlooked, lie within the operation of the asset. Far from being a commodity, operating an asset effectively is of increasing strategic importance. Our clients come to us to turn the operation of their asset from a cost to an opportunity. We have helped 1,500 clients around the world to identify the value hidden in their assets, decreasing cost and increasing certainty and efficiency. We are the Region's leaders in operating business critical assets. We have helped clients operating their assets, winning prestigious awards in the process, such as RFP Awards, Transformational Project and Excellence in Facilities Management of the Year.

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DELIVERING RESULTS: PLANNING, CREATING AND OPERATING YOUR BUILT ASSET

Our services are aligned to the asset lifecycle

Planning the asset

Creating the asset

Operating the asset



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WE LIVE AND WORK LOCALLY

We apply international best practice to local needs

We live and work locally and have intimate knowledge of Asian markets in which we operate. Our first project in the region was completed in the 1970s, and we established permanent offices here in 1991.

Our single entity culture ensures maximum knowledge sharing and allows us to tailor international best practice to local requirements.

We are where our clients need us

Our firm reflects the multi-cultural nature of the region with over 20 nationalities working for us in Asia.

We work in partnership with some of the region's visionary business leaders on projects that will transform landscapes and leave a lasting mark on future generations. We use our technology, our office locations and our people to deliver through a regional platform

Our clients' plans are ambitious and we are here to help them deliver their vision - both now and in the future. We understand the unique social and economic environment of Asia, and the challenges and opportunities that lie ahead. Whether it's building an airport, an energy efficient building or negotiating contracts, we work closely with our clients to achieve their business objectives.



We are now joined by MB Project Management

MB Project Management is a 30 people strong project management company operating from wholly owned offices in Shanghai and Beijing. The firm has an enviable reputation in delivering high quality project management services to Chinese and international clients alike.

The merger between MB Project Management Limited and EC Harris provides both firms with the ability to meet our client's needs more effectively through access to experienced, professional service delivery teams operating from hubs in Shanghai, Beijing, Guangzhou, Hong Kong, with commissions across more than 50 Chinese cities.

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INCORPORATING *mbpm*

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CASE STUDIES

Case study - Singapore Sports Hub

EC Harris is acting as Independent Tester for the Singapore Sports and Leisure Infrastructure PPP which will involve certifying that the construction works have been completed in accordance with the project agreement and requirements of the Singapore Sports Council.

The project involves the development of a new Sports Hub at Kallang Basin where the existing National Stadium and the Singapore Indoor Stadium are situated.

The new Sports Hub will play host to all major sporting events and will include facilities such as; a new 55,000 seat capacity national stadium, multipurpose indoor arena, aquatic and water leisure centre, sports museum, sports medicine and sport science centre, along with commercial development and office space and includes the existing 12,000 capacity Singapore Indoor Stadium.

Case study - Tier One Global Investment Bank

Organisations are striving to invest in Asia in order to grow revenue, and increase market share while having to prioritise their spend as they are unable to fund every request of their business. Corporate Real Estate divisions are under great pressure to improve cost efficiency whilst at the same time there is also the need to tighten governance around spend.

An Investment Bank's Head of Corporate Real Estate Services saw the need to gain better strategic control over his increasing capital spend that would provide flexibility and the ability to prioritise that spend at a regional level. In partnership with EC Harris, The Investment Bank has embarked on developing a Cost and Commercial Model driven by the need for greater cost certainty, speed of response, increasing affordability pressure, greater reliance on the supply chain, cost reduction and the need to create an empowered cost and commercial team.



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