


# HILL International Relies on significant growth in consulting

 *Hill International, a company that provides project management services and construction monitoring for over 20 years in Romania, bases its business plans*

*for the coming years on the favorable development prospects that our country has. Taking into account the strategic start of the 2021-2027 programming of EU funds, but especially the signing and assumption of the National Recovery and Resilience Plan in Romania, but also the Economic Investment Plan for the Western Balkans, Hill International management estimates the increase of major projects of public interest at regional level, at a level comparable to the first years after Romania's integration into the European Union. The consultants rely on the development of all sectors, with a focus on health infrastructure and medical facilities (in the post-Covid era),*

*Hill International has a regional office in Bucharest for all the Balkan countries in which it operates, from where it coordinates activity in Romania, the Republic of Moldova, Serbia, Northern Macedonia, Kosovo, Montenegro and Bosnia and Herzegovina.*

**- What development perspectives do you see for the activity in Romania, in the short and medium term?**

- Romania is accelerating, in 2022, under the pressure of the moment and the accumulation of financing and we expect a significant increase in the field of consulting. This year's estimates exceed the conservative thresholds set for the past two years and we are confident that they will be confirmed. If a constant flow of complex projects is ensured, we will also count on the return of our specialists who, in the last 3-5 years, have sought to develop in other projects from more dynamic regions. After the impact of Covid, many prefer to work with family and will benefit from opportunities with these funding intensifications and limits imposed by 6-7 years for contracting funds. Developing sectors, especially digitalization, will also have a positive impact on living standards, by ensuring working conditions at international standards.



**Silvia Dulgheru (42 years old)**

Director of Business Development Europe and Central Asia

**Professional Experience:** 20 years in the consulting market

Our experience both in the country and in the region, but also in Western Europe, or internationally - in developed countries - ensures the premises for a continuous development and adaptation to changes and new market expectations, the Bucharest office having at its disposal the company's resources globally to support the strategic development plan. We will bring to the forefront the company's experience in renewable energy, data centers and we will continue to be a strategic partner of central and local authorities both for product preparation and access to finance, and for their realization, respecting one of Hill International's motto: "quality, in the time and in the proposed budget".

**- What projects did you work on during this period and what services does it involve?**

- Hill International's portfolio is diverse and complex, covering a variety of project management or construction monitoring services. In Romania and in the Balkans we cover any type of infrastructure: major transport (highways, railways, airports), environment (water, sewerage, waste, climate change), buildings (public and residential, hotels and shopping centers, data centers, urban and marine development), projects for energy efficiency, electricity transmission, gas corridors and stations, light industry and also for the identification of solutions for the IT



**Panagiotis Methenitis (58 years old)**

Vice President and Managing Director Balkans

**Professional Experience:** 30 years in the consulting market

industry designed to meet the growing demand for data storage. We are proud of each project and its importance for the community it will serve makes us take responsibility for their realization in time, to international quality standards and within approved budgets. We recognize that it is relatively difficult for us to list certain projects here, for our teams, over 3,000 professionals in 39 countries, of which over 550 across Europe - each project is special. We are proud of our involvement in some of the largest projects in implementation in Europe, such as: the Glina treatment plant, the regional project for the development of water and wastewater infrastructure in Galati County, the Route 10 railway line in Kosovo, Hellinikon project in Greece - the largest urban regeneration project in Europe, the 4th metro line in Athens, the mosque in Nur-Sultan - the largest in Central Asia, the United Nations office in Geneva, the new airport in Kastelli, the island Chalk,

**- What are the future directions of action, in order to develop the company?**

- Hill International is a strategic partner for many other companies in the country and in the region and we have positioned ourselves as a leader in the project management of programs, therefore such strategic partnerships, partnerships for major projects will continue. The Romanian team is an integral part and even coordinates the teams in the region and together



with them we share the resources. However, given the opening of new markets, the company is constantly investing in people and their training, but also in attracting new talent, young graduates interested in developing a career in a favorable environment.

**- What are the difficulties and challenges you encounter in your activity in Romania?**

- The intensification of the launch and contracting of projects from the last two years has reduced the number of senior experts necessary to maintain quality standards, but each company has in its close network collaborators for whom it adapts the development strategy; these people are the most important resource and the success of both the project and the company depends on the result of their work. The consulting market, and implicitly, our company, pursues with interest the maintenance of the tax exemption for the construction sector in the context of the projects within the National Recovery and Resilience Plan, which can have a considerable impact on the cost forecasts and expectations of the experts involved. these exemptions under other funding programs.

- In terms of inflation, another issue of the moment, unfortunately, many of the current auctions have budgets proposed and approved 2-3 years ago and do not correspond to reality after the post-Covid equipment crisis and do not take into account possible adjustments



for to cover price increases for materials and energy. There are still companies that prefer to lose and participate in such auctions, but the quality decreases both in services and in terms of technology, which will negatively impact the alignment to at least one of the major components of PNRR, namely digitization.

Another difficulty we see in the low interest for relevant studies, coupled with the delay of state institutions to open the possibility of accessing appropriate certificates and authorizations, which limits the development of young resources at the same time as the retirement of the most experienced engineers. In this context, real-time knowledge transfer is not ensured. Here we try to intervene and take on young engineers, who are trained in the workplace and who we support by completing the necessary studies and specialization in the fields in which they excel.

**- What programs and projects have you developed to train specialists?**

- Hill International owns Hill University, an extensive program of studies, trainings, exams in the field of construction, ensuring the connection and facilitating the obtaining of internationally recognized certificates. In addition to these technical studies, Hill International employees and collaborators have a variety of personal development programs available. The company maintains a high-performance academic environment, ensures scholarships and participates in both internal and external training. At the same time, the company complies with international standards for ethics and professionalism and provides training in understanding and complying with international law on anti-corruption, protection of personal data and information, respect for the environment and occupational health and safety. In recent years, Hill International has been voted by employees as a top employer, and the company's Diversity Committee is active in supporting both employees and their communities, ensuring participation in various social and excellence programs. Hill's managers and experts regularly attend various profile conferences to encourage young people and are members of the boards of directors of various institutions and profile centers.