



UNITED WORLD INFRASTRUCTURE

Fact Sheet

United World Infrastructure (UWI) is a privately owned global infrastructure investment and development company that plans, funds, and manages next generation cities. UWI's operations are headquartered in Washington DC, United States. The company also has a significant presence in Dubai, UAE. UWI was founded in 2004 as an infrastructure advisory firm, known as Jumeirah Capital, by current principals Vafa Valapour and Imran Markar.

Today UWI is owned and managed by four principals, including Vafa Valapour, Imran Markar, Mostafa Salim, and Joe Reeder.

UNIQUE APPROACH TO URBAN DEVELOPMENT

UWI works with governments to plan, fund, and manage new cities that are established using its signature Economic Clusters. UWI adopts an end-to-end solution to deliver self-sustaining urban developments. With its public sector partners, the company acquires land to establish a new environment that integrates the needs of residents. Within these environments, it designs, funds, and develops sustainable built environments with resilient infrastructure systems which provide high-quality intelligent city management services. To further drive economic activity, UWI helps identify anchor operators and tenants. These large-scale catalyst developments include Legoland and Gleneagles Hospital in UWI's flagship city, Medini, Malaysia.

UWI approaches this value chain through a holistic urban ecology which integrates the components from each stage in a way that is consistent with the company's commitment to delivering healthier, happier, more prosperous, and sustainable cities.

2004

UWI was formed, initially named Jumeirah Capital

2006

Jumeirah Capital expanded into Washington DC, whereupon its name was officially changed to UWI and the business broadened its horizons

2007

UWI established Medini Iskandar Malaysia

2013

Mitsui & Co. Ltd acquired 20% of the shares in MIM to support the development of Medini's smart city infrastructure and services

2016

UWI launched Ghana Gold City in Kumasi, in the Ashanti region of Ghana

BUILT ENVIRONMENTS

Integrating infrastructure and real estate

UWI designs and develops yield-driven masterplans using its in-house technical and financial professionals. Each new built environment is thoughtfully integrated within the existing urban environment to impact the surrounding economic activity in a continuous cycle. The design of the masterplan supports economic growth, personal well-being, and environmental sustainability for the developing community. The complete plan integrates the natural environment with the built environment to connect the community with its surrounds.

Each plot is allocated a fixed building usage and built up area, with pre-calculated utilities consumption values that are in accordance with international standards. This facilitates provision of building permits and ensures a highly livable, mixed-use, 24-hour development for residents, workers, and visitors.

Medini delivered 17.4 million square meters of gross floor area and fully completed infrastructure systems for up to 400,000 citizens, including 60 kilometers of roads and a 500,000 population equivalent sewage treatment plant, on time and under-budget.

URBAN ECOLOGIES

Fostering prosperous, sustainable cities

UWI drives the planning, funding, and managing of its cities through its vision for a cohesive Urban Ecology – the harmonized coexistence of residents with their natural and built environments in a sustainable city. For UWI, sustainability includes environmental, social, and economic consideration for long term viability of the investment, ongoing prosperity for residents and visitors, and environmental preservation and protection. This highly livable city provides access to quality green spaces, pedestrian friendly surroundings, smart infrastructure, jobs and business incubation opportunities, quality healthcare, and training and education services.

UWI's principal offerings include:

1. Smart Cities that employ emerging technologies and practices which increase the responsiveness and efficiency of services and minimize the ecological impact to support wellbeing.
2. Happy cities that consider measures of residents' wellbeing and happiness to identify the infrastructure, services and policies which could have a positive impact.

INVESTMENTS

Enhancing value for land and infrastructure assets

UWI invests in and structures large-scale, alternative investment opportunities which include land development, urban infrastructure development and concessions, and real estate assets. Its approach to produce a yield-driven masterplan between specialized technical teams and investment professionals has a proven track record delivering an IRR of over 30% to its investors over the past decade. The masterplan is designed for stakeholders to have an opportunity to be successful throughout all stages of the project: land development, real estate development, and provision of city management services. Previous projects have attracted investment partners such as Khazanah Nasional Berhad, Mubadala Development Company PJSC, Temasek Holdings (Sovereign Wealth Funds of Malaysia, Abu Dhabi and Singapore), Kuwait Finance House, and Aldar Properties PJSC.

CITY MANAGEMENT SERVICES

Offering world-class solutions

UWI provides high quality City Management Services (CMS) through structured partnerships with world class local and international service providers, activated through infrastructure and commercial concession agreements. Access to improved, reliable, and affordable CMS services – advanced energy savings systems, consistent buildings and grounds maintenance, better sanitation, and eco-conscious practices – contribute to an improved, more sustainable urban environment. Building facilities management and estate management services in Medini oversee essential services such as power and electrical systems, advanced IT-based security services, and specialized event management services, among others. UWI's cities currently serve a population of up to 400 thousand citizens, and in the near future, UWI anticipates increasing its urban population capacity substantially.

POLICY FRAMEWORKS

Providing investor-friendly regulatory environment

UWI collaborates with governments in public-private partnerships to establish a special economic zone which offers an efficient, investor-friendly policy framework with streamlined contractual processes through a one-stop-shop, attractive incentives, and support packages. Customized urban policies can stimulate economic growth by attracting catalyst developments and foreign investors, refine city management services to support local needs, and shape the urban environment, and landscape to boost wellbeing. An example includes recommendations for incentives and tax support alongside Iskandar Regional Development Authority (IRDA) in Malaysia.