

SYSTEMA GROUP

Reference List

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01. PROJECT MANAGEMENT

A faint, light gray architectural line drawing of a modern building's structural frame, showing multiple levels, columns, and beams, serving as a background for the slide.

BELGRADE TOWER, ST REGIS; BELGRADE WATERFRONT

The Belgrade Tower, a 168-meter mixed-use skyscraper and part of the Belgrade Waterfront, was our most challenging project, undertaken in collaboration with the Pizzarotti Group.

We provided a wide range of services, including outsourcing the local purchasing team and project management consulting for the Italian management, covering an expansive area of 75.000 m² during the project's construction from 2019 to 2021.



INDUSTRIAL COMPLEX SOMBOR (KERING GROUP)

From 2022 to 2023, we managed the first phase of a 13.000 m² development project, which involved:

- Built-to-lease deal structuring,
- Design optimization,
- Advisory to the general contractor,
- Project management, and
- Overseeing the permitting procedures.



ONDAPLAST, SUBOTICA

Effective project management by our team ensured the successful transformation of a 12.000 m² brownfield commercial space in Subotica into a factory for polypropylene twin-wall sheet production in 2018.

Video link:

<https://www.youtube.com/watch?v=U3rQTioWCak>



CAMINADA, SUBOTICA

Expertly managed by our team, the construction project in Subotica from 2017 to 2018 oversaw the transformation of a 10.000 m² space into a factory for manufacturing molds for plastic production and stamping, as part of a Greenfield new plant in Subotica in 4 phases.

Video links:

<https://www.youtube.com/watch?v=3EDr-QOAtY>

<https://www.youtube.com/watch?v=vWycfng8DcU>

<https://www.youtube.com/watch?v=sPVT0ZVoc1E>

<https://www.youtube.com/watch?v=syDuxcr5D9o>

<https://www.youtube.com/watch?v=H-Sv5mSr-sU>

<https://www.youtube.com/watch?v=CKfw1qPhBXI>

<https://www.youtube.com/watch?v=BdUbxz1KLXc>



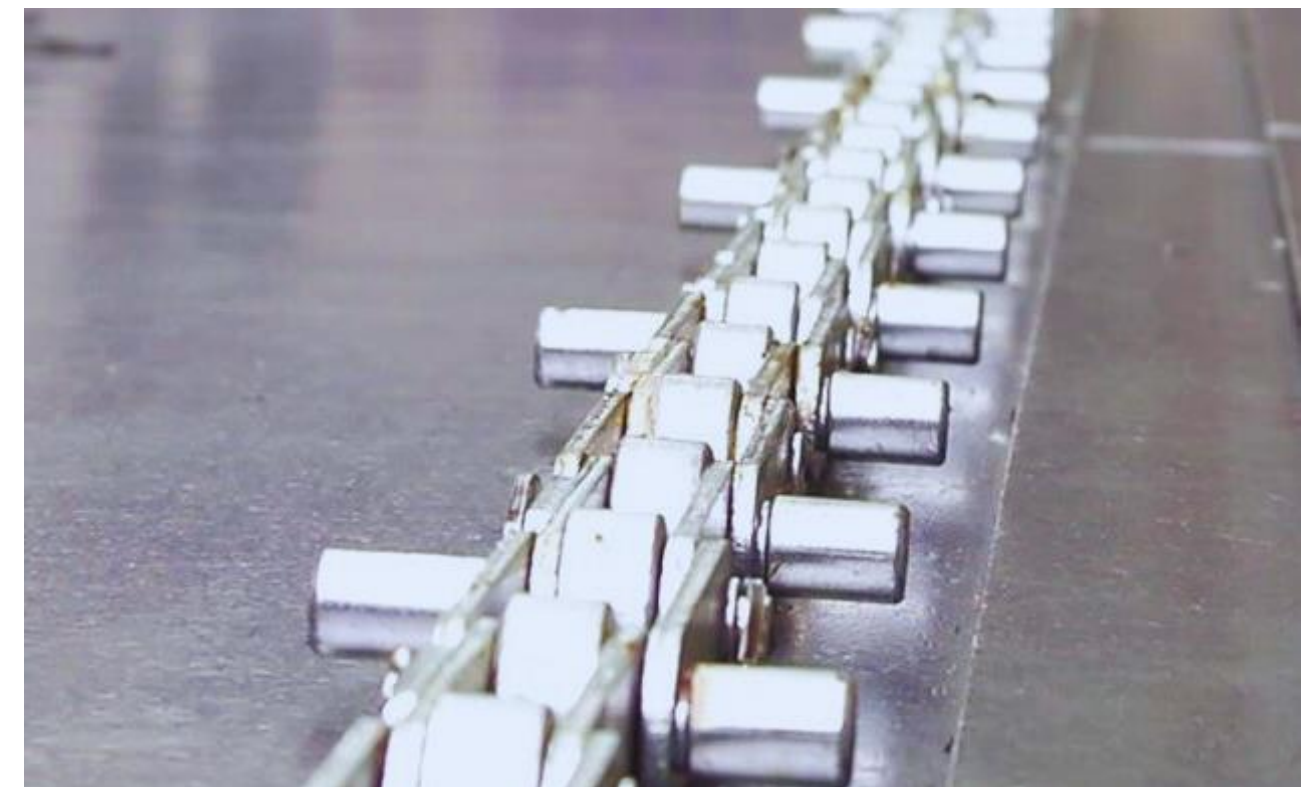
CARBOTECH, SMEDEREVO

Effective construction project management in 2016 resulted in the development of a new 2.500 m² factory for electrical components in Smederevo.



ROSA CATENE, SMEDEREVO

In 2015, our expert project management team oversaw the brownfield reconstruction of a 4.400 m² factory for industrial chain production in Smederevo.



02. CONSTRUCTION ADVISORY

ŽEŽELJ BRIDGE, NOVI SAD

Another crucial project was the Žeželj Bridge, a symbol of Novi Sad.

We provided essential local support during the tender offer preparation for this project, ensuring its success and contributing to the city's infrastructure development.



SWAROVSKI, FREE ZONE SUBOTICA

In this project, we played a crucial role by providing comprehensive local support for the tender preparation process.



FREE ZONE SMEDEREVO PDR NORTH - NORTHEAST

Simone L. Apolloni, our CEO, served as a foreign investment advisor to the mayor of Smederevo providing strategic counsel in the design and development of the industrial zone construction master plan PDR North-Northeast.

Other significant projects in Smederevo include:

- **Rosa Catene** - Project management for this reconstruction project;
- **CCVI International** - Complete design and permitting for the construction of a ball bearing factory;
- **City Hall Smederevo** - Efficient project management to create a public incubator for investors in manufacturing;
- **Želvoz AD** - Full reconstruction of the former rail vehicle factory for Cimolai SPA, managed by our team.



INDUSTRIAL COMPLEX, ĆUPRIJA

Delivered expert advisory services to the general contractor for this 23.000 m² project in Ćuprija (Serbia) from 2020 to 2021.



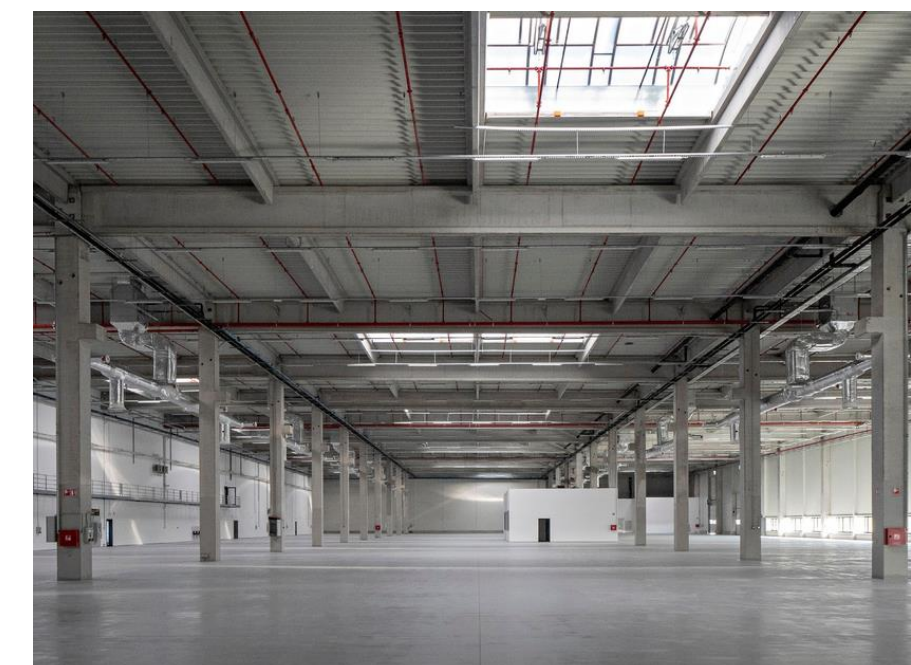
INDUSTRIAL COMPLEX, RUMA

We provided advisory services to the general contractor for this 30.000 m² project in 2015 in Ruma (Serbia).



INDUSTRIAL COMPLEX, NOVI SAD

We provided advisory services to the general contractor for this 70.000 m² complex.



ELICA CORPORATION

In collaboration with Structura Concept, we developed the architectural concept, provided advisory services, and partnered with EY Milano on the Elica project.



LOOM OF FRUIT, SMEDEREVSKA PALANKA

Another successful project was the deal structuring for Loom of Fruit d.o.o., one of Balkan's leading manufacturer of poles for anti-hail nets.

Originally, this site was home to a mannequins manufacturing plant, which we also refurbished back in 2013.



ADDITIONAL REFERENCES

In addition to the references mentioned earlier, we also have other references that highlight our expertise in various industries:

- **Fiat Serbia** - Quality center construction in Kragujevac, covering 11.000m² in 2010;
- **Cappellotto S.p.A.** - M&A consulting for the acquisition of a special vehicle producer in Smederevska Palanka, with a project value of €4 mln in 2010;
- **Heineken Group** - Consultancy for fire protection systems;
- **Gruppo Chateau d'Ax S.p.A.** - M&A takeover of a Serbian upholstery producer, amounting to €5 mln;
- **Lames S.p.A.** - Construction of a new production plant in Sremska Mitrovica, covering 9.000m²;
- **Gruppo Arthema S.p.A.** - Brownfield project in Smederevska Palanka, covering 5.000m²;
- **Amarc Dhp S.r.l.** - Consulting and project management for a combined biomass power plant in Kruševac, with a projected investment of €35 mln (currently on hold);
- **Pessina Costruzioni S.p.A.** - Tender participation for 4 underground garages in Belgrade (currently on hold);
- **Eren Energy Group** - Project management for 4 hydro power plants on the Lim and Morava rivers;
- **Selettra S.r.l.** - Brownfield conversion and new plant design in Šabac, covering 1.500m² and 2.500m², respectively;
- **LGV Tech d.o.o.** - Brownfield conversion and new plant design in Šabac, totaling 1.000m² and 2.500m², respectively.

03. ACCOUNTING & TAX

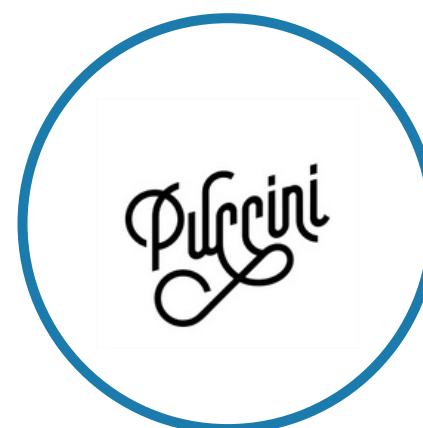
These are the clients we provide accounting and tax services for:



Partizan
Basketball Club



Progetti



Puccini Catering



Fortis Energy



Ondaplast Balkan



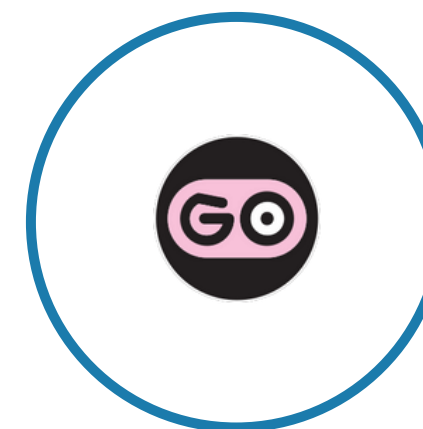
Selettra WB



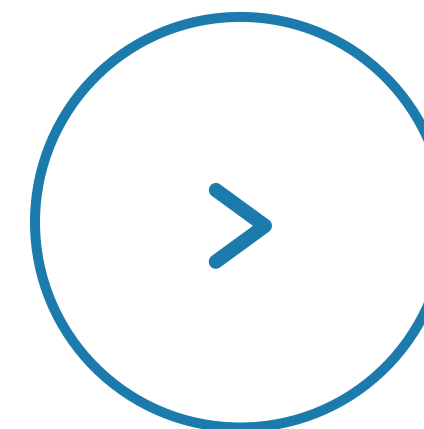
Delta Engineering



Laser Balkan



Go Sushi



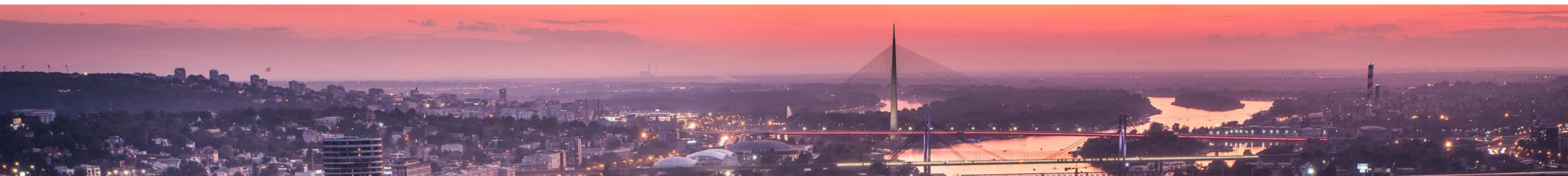
and 150 more

04. M&A ADVISORY



Our team has participated in many transactions both as advisors, or part of the investment team. We have direct Private Equity (PE) experience managing buy-side and sell-side transactions in the Western Balkans region. Notably, we've worked with regional and international PE funds on small to medium sized transactions, and very large ones as well. Below you will find a selection of transactions where members of our team have held advisory roles, been principles in investments, or served in investment committees as well.

Our experience extends into strategic advisory, which includes: (1) Government for PPP Feasibility study in energy sector; (2) Major international Hotel Chain for debt restructuring; (3) Market studies for numerous international clients in Serbia pre and post installation; (4) Analyzed and advised many companies for productivity improvement and more.



Buy-side roles

- Investment team advising French Family Office acquiring 3 manufacturing companies in 1 year.
- Manager of Advisory department leading transactions in the medical, manufacturing, wholesale, and IT sectors;
- Advised Dutch PE buyer acquiring an IT firm. Performed the financial due diligence on Serbian target;
- Invested in and advise a restaurant chain.

Sell-side roles

- Advised client in the renewable energy sector on project financing and investor acquisition;
- Advised client in medical wholesale and pharmacy sector on 100% exit of shares, value of transaction under €30 mln;
- Advised water distribution company of 100% of shares, value of transaction under €10 mln;
- Sale of an SPV owning a steel construction plant for machines parts in Serbia (2025)
- Sale of 52MW solar power plant in Serbia (2025)
- Sale of an SPV owning industrial assets in Simanovci - Serbia (2024)
- Expected to close the sale of a solar power plant to a major renewable energy player by the end of 2025.

CONTACT DETAILS



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