



Systema Capital
Partners

About Us

Systema Capital Partners (SCP) is an international boutique M&A advisory firm headquartered in Belgrade, founded by senior partners with decades of cross-border experience.

We help companies attract strategic investors and navigate complex transactions through a partnership approach. Our work spans Mergers and Acquisitions (M&A), Corporate Finance, Debt Structuring and Restructuring, as well as Governmental and Institutional Advisory. We support ambitious company owners in their growth, transformation, and succession planning.

What sets Systema apart is how we work: every mandate is senior-led, personally managed, and grounded in our core values - **expertise, integrity, and creativity**. We exclusively defend the company owners' interests in the transaction.



Expertise, Integrity & Creativity

With a deep understanding of the local and international markets, our team of seasoned experts is committed to delivering strategic advice and practical solutions that drive sustainable growth and value for businesses across Southeast Europe and beyond.

Systema Capital Partners benefits from the infrastructure and support of Systema Group - a group of international experts offering comprehensive services in Accounting, Foreign Direct Investment (FDI), Project Management and Taxation, both for local and foreign companies who want to develop their projects in SEE region.



Our Services



M&A Advisory

We specialize in guiding clients through strategic M&A transactions, from strategy and target identification to due diligence, negotiation, and closure, ensuring maximum value and long-term success.



Corporate Finance

We help businesses achieve their financial goals through expert guidance in capital raising, financial modeling, valuation, and investment analysis, optimizing funding and financial structures for growth.



Debt Structuring & Restructuring

Offering debt structuring and restructuring services, including refinancing, consolidation, and creditor negotiations, to improve liquidity, reduce costs, and strengthen financial stability.



Governmental & Institutional Advisory

Providing strategic advisory services to government and institutional clients, helping design and implement policies that drive economic development, fiscal efficiency, and regulatory compliance.



Fundraising & Due Diligence

Clients are supported in securing capital for expansion and strategic initiatives through targeted fundraising, with thorough due diligence to ensure sound investments, risk mitigation, and maximized opportunities.

Our Track Record

Our team has participated in many transactions both as advisors, or part of the investment team.

We have direct Private Equity (PE) experience in managing buy-side and sell-side transactions in the Western Balkans region. Notably, we have 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, served as principals in investments, or served on investment committees.

Our experience extends into strategic advisory, which includes:

1. Government for PPP Feasibility study in the 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.

SCP Roles

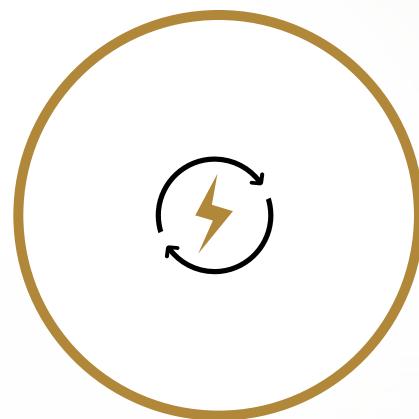
Buy-Side Roles

- 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 an SPV owning industrial assets in Šimanovci - Serbia (2024);
- Sale of 52MW solar power plant in Serbia (2025);
- Expected to close the sale of a solar power plant to a major renewable energy player by the end of 2025.

Industries Served



Renewables



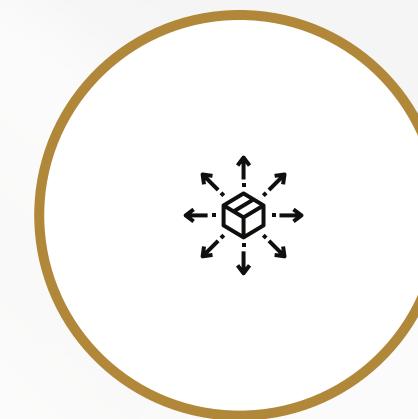
Infrastructure



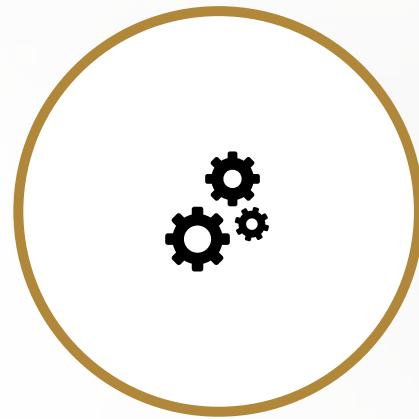
Food & Beverage



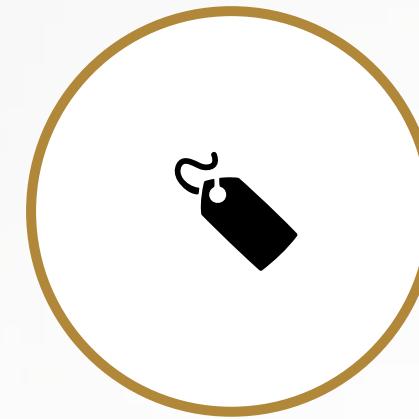
Real Estate



Wholesale Distribution



Manufacturing



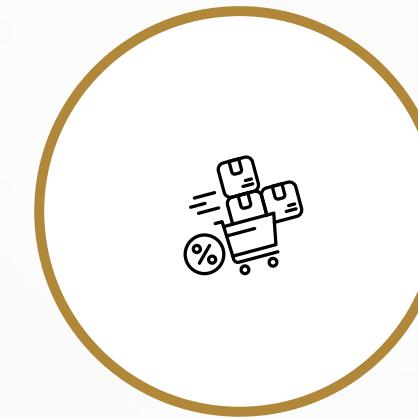
Retail



Engineering &
Construction



Pharmaceutical



FMCG

Our Partners

Christophe Nègre

Senior Partner & Director



- With over 35 years of experience in finance and investment, including 30+ years at the European Investment Bank (EIB), Christophe has advised on and executed transactions across emerging markets, working with governments, financial institutions and private-sector sponsors. He started his career as an Avocat in Spain, the United States and France.

- At Systema Capital Partners, he leverages his institutional and entrepreneurial experience to support clients in strategy, capital raising, and complex cross-border situations.

Simone L. Apolloni

Senior Partner & Director



- A veteran of the FDI and M&A landscape, Simone has spent over twenty years advising international corporations on their most critical investment decisions. From the privatization of heavy industry to strategic market entries for global brands like Kering, Heineken, Swarovski, Grant Thornton, Elica Corp and Cimolai Group, Simone is an expert in navigating the complexities of the Serbian and regional markets.

- At Systema Capital Partners, he leads with a focus on strategic foresight and operational excellence, ensuring that foreign investors and local enterprises alike achieve their defining corporate objectives by delivering tailored solutions that enhance their strategic objectives.

Lazar Vujaklija

Partner



- Lazar Vujaklija is a dynamic figure embodying a blend of innovative entrepreneurship and strategic vision. His expertise, demonstrated as M&A Manager at BDO Serbia, is complemented by his diverse experience as Management Consultant at Tecla Industries in Europe, focusing on industrial SMEs, and as Business Development and Strategy Manager at DJ Meca by WhiteTech. Also, he has contributed to corporate strategy at Ital Sistemi Spa, an Italian industrial holding, and managed significant projects with Paxton Equity.

- At Systema Capital Partners, Lazar's visionary leadership and robust experience drive the firm's strategic initiatives, fostering growth and innovation in complex markets.

Contact Details



www.systema.rs/scp



scp@systema.rs



Francuska 27, Belgrade
(entrance from "Gospodar Jovanova" street)