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Sonja Lavrov Marinković BSc CEng, REV

Birth date:	8 th August 1975, Čačak, Serbia
Education:	2005 - Graduated from Faculty of Civil Engineering, University of Belgrade, Modul: Construction Management, Informatics and Technology (BSc CEng);
Licenced Specialization:	2013 - Valuation License REV (Recognized European Valuer), issued by TEGoVA; 2014 - Court Expert License;
Professional accomplishments:	2009 - Colliers University Canada - Prize competition - Presentation, Assessment and Negotiation skills - Won the first prize in competition of 60 teams of worldwide managers from Colliers;
Language:	Serbian (native), English (professional)
Various:	Valid driving license (B category);

Professional experience:

Period: 2011 – Present
Company: Solidity Real Estate doo
Position: PARTNER, HEAD OF VALUATION & INVESTMENT ADVISORY

- ❖ Established and manage the Valuation & Investment department, organized with five valuers (architect, two ecomics, agroclutural and mechanical engineer)
- ❖ Financial/Cost analysis of RE projects and preparation of feasibility studies, business plans, highest and best use analysis and market research reports for special purpose properties (an island, football stadium, hospital and hotels) and all types of commercial, residential, retail, industrial, mixed-use projects and construction land plots, located in Serbia and Montenegro;
- ❖ Development services such as Technical Due Diligence, Lender's Supervision etc.

Notable Due Diligence projects:

- ✓ Technical Due Diligence of two Adidas retail store in Polgar and Budapest, HU
- ✓ Technical Due Diligence of two Adidas retail store in Hate and Prague, CZ
- ✓ Urban and Technical Due Diligence of retail development in Novi Sad
- ✓ Team Member in preparation of the Technical Due Diligence for an office building in New Belgrade
- ✓ Team Member in preparation of the Technical Due Diligence for Tobacco factory in Senta

Personal valuation and Investment portfolio in period from 2012 up to 2016 comprises:

- ✓ Valuation of island Saint Marco in Montenegro - 301,600.00 sqm
- ✓ Valuation of football stadium and sport complex "Crvena Zvezda" in Belgrade
- ✓ Valuation of private hospital in Podgorica
- ✓ Valuation of location for hotel Hilton development and future hotel Hilton
- ✓ Valuation of hotel Crowne Plaza
- ✓ Valuation of hotels Putnik and Klub A on Kopaonik
- ✓ Valuation of BMW car sales and service properties in Belgrade and Podgorica
- ✓ Valuation of location and project Sirius in New Belgrade and over 100,000 sqm of other office buildings
- ✓ Feasibility study for residential project Airport Garden in New Belgrade
- ✓ Feasibility study for residential project ABlok in New Belgrade
- ✓ Valuation of 330,5 ha of modern orchard and ULO cold storage properties in Vojvodina
- ✓ Valuation of slaughter house Franco in Bijelo Polje and IM Goranovic in Nikšić
- ✓ Valuation of real estate portfolio for Sava Osiguranje
- ✓ Valuation of over 1,400,000.00 sqm of various construction land
- ✓ Valuation of of over 50,000.00 sqm various farms and agricultural land
- ✓ Valuation of over 300,000.00 sqm of commercial and industrial building analysis
- ✓ Valuation over 100,000 sqm of other residential properties

Summary facts: Over 10 years of experience in Real Estate Valuation and Investment Advisory, worked on managing positions in international companies, cofounder in local real estate company, have legal, urban, technical and financial knowledge in the field of real estate industry, experienced in establishing departments and manage business and teams up to 6 employees, able and willing to deliver projects professionally and on time, responsible and organized, 41 years old, married and beloved mother of two children, love interior design, traveling and shoes.

Period: 2008-2011
Company: Colliers International Serbia
Position: GENERAL MANAGER OF INVESTMENT AND CORPORATE ADVISORY SERVICES

- ❖ Restructuring and manage the existing 3-member valuation and research department into 6-member-department
- ❖ Supervision/preparation on valuation reports and financial/cost analysis, highest & best use analysis and feasibility studies for all types of residential, commercial, industrial projects and hotels, located in Serbia, Republic of Srpska and Montenegro.
- ❖ Entered into official mentoring programme of Colliers International with one of the team-valuers, providing the valuer extra time and extra knowledge in the area of: real estate legislation, urban urban, technical and legal knowledge and detailed analysis of total investment cost for all types of real estate developments.

Personal valuation and Investment portfolio in period from 2008 up to 2011 comprises:

- 1,910,000.00 sqm of land analysis
- 340,000.00 sqm of building analysis
 - 80,000.00 shopping centers and retail units
 - 80,000.00 office buildings
 - 85,000.00 residential properties
 - 12,000.00 hotels
 - 85,000.00 warehouses and storages

Period: 2007-2008
Company: King Sturge LLP
Position: REAL ESTATE CONSULTANT AND VALUER

- ❖ Start up new Building Consultancy department in the Belgrade office in coordination with Regional Project Manager, providing new services within the company:
 - Lender's Supervision and Cost Advisory
- ❖ Parallely worked in valuation team as Valuer

Period: 2006-2007
Company: EC Harris LLP
Position: LENDER SUPERVISOR

- ❖ Banks' professional consultant in the process of the project financing (UniCredit Bank, Raiffesisen Bank, Volksbank)
- ❖ Lender's Supervision Consultancy includes technical and financial monitoring for ongoing real estate projects (zero reports, site supervision, monthly reports reflecting the current status of construction, technical, legal and urban documentation analysis).

Period: 2005-2006
Company: EC Harris LLP
Position: REAL ESTATE CONSULTANT-TECHNICAL DUE DILIGENCE & PROJECT MANAGEMENT

- ❖ GTC Avenue in block 19 - Residential/Office development of 62.000 sqm in New Belgrade – tender organization for Main Developer, quantity surveying, checking technical documentation.
- ❖ GTC Park Apartments in block 19 - Residential development of cca 20.000 sqm in New Belgrade - preparing a show room for future buyers, communication with suppliers for fit out equipment, collection of bids for interior works.
- ❖ Societe General - New A class office building of 20.000 m² in New Belgrade - Preparation of the Cost Estimate and weekly check lists (if completed interior works meets designed).
- ❖ Ocean Atlantic - Residential complex "Galerija apartmani" of 18.000 m² in Francuska Str. – Projection of Total Investment Costs
- ❖ Office building of 6.000 m² in New Belgrade - Team Member in preparation of the Technical Due Diligence.
- ❖ Tobacco factory in Senta - Team Member in preparation of the Technical Due Diligence.