



Sonja Lavrov Marinković

MSc CEng, REV



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Birth date: 8th August 1975, Čačak, Serbia
Education: **2005** - Graduated from Faculty of Civil Engineering, University of Belgrade, Modul: Construction and Urban Management (MSc CEng); Graduation Thesis: Waste Management of Sanitary Landfill Duboko in Užice, Serbia
Licenced Specialization: **2013** - Valuation License REV (Recognized European Valuer), issued by TEGoVA; **2014** - Court Expert License; **2017** - National Real Estate Valuation licence
Professional accomplishments: **2009** - Colliers University Canada - Prize competition - Presentation, Assessment and Negotiation skills - Won the first prize in competition made of 60 teams consisted of worldwide managers employed in Colliers International;
Language: Serbian (native), English (professional)
Various: Valid driving license (B category);

Professional experience:

Period: **2011 – Present**

Company: **Solidity Real Estate doo**

Position: **MANAGING DIRECTOR**

- ❖ Managing Director from 2017
- ❖ Head of Valuation & Investment department from 2011-2017

Investment consulting references:

- ✓ Preliminary Business Plan for development of mixed use project of 112,000 sq m GBA in New Belgrade
- ✓ Pre-feasibility analysis and land valuation of construction land plot 8,600 sq m designed for development of mixed use project of 50,000 sqm GBA in New Belgrade
- ✓ Analysis of urban potential and future development of industrial location „PHONIX“ of 425,658.00 sq m in Kragujevac
- ✓ Feasibility study for residential project Airport Garden of 47,500 sq m in New Belgrade
- ✓ Feasibility study for residential project A Blok of 110,000 sq m in New Belgrade
- ✓ Highest and Best Use analysis of land plot of 38,520.00 sqm with Delhaize retail center located in Belgrade
- ✓ Feasibility study for re-development of old retail and distribution center Delhaize of 14,759.00 sq m located in Belgrade

RE Valuation references:

- ✓ Valuation of various hotels such as Hilton, Crowne Plaza, Putnik, Tulip Inn, Klub A etc.
- ✓ Valuation of various car sales and service properties in Serbia
- ✓ Valuation of 330,5 ha of modern orchard and ULO cold storage properties in Serbia
- ✓ Valuation of various A and B class office buildings in Belgrade
- ✓ Valuation of modern shopping center in Niš
- ✓ Valuation of shipyard in Zrenjanin
- ✓ Valuation of numerous retail units in Belgrade
- ✓ Valuation of numerous office premises in Serbia
- ✓ Valuation of numerous industrial and production warehouses in Serbia
- ✓ Valuation of many land plots - potential for development of different kind of properties

Notable Due Diligence reports:

- ✓ Environmental and Technical Due Diligence of food testing complex of 2,780 sq m situated over land plot of 12,000 sq m in Serbia
- ✓ Technical Due Diligence of shopping center Ušće of 117,000 sq m in Belgrade, Serbia
- ✓ Technical Due Diligence of two Adidas retail store in Polgar and Budapest, HU
- ✓ Technical Due Diligence of two Adidas retail store in Hradec and Prague, CZ
- ✓ Urban and Technical Due Diligence of retail development of 84,000 sq m in Novi Sad

Summary facts: Over 20 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 10 employees, able and willing to deliver projects professionally and on time, responsible and organized, 49 years old, married and beloved mother of two children.



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

- ❖ Restructuring and manage the existing Valuation and Market Research department
- ❖ Supervision/preparation of valuation reports and cost analysis, H&BUA and feasibility studies for all types of residential, commercial, industrial projects and hotels
- ❖ Entered into official mentoring programme of Colliers International with one of the team-valuers, providing the valuer extra time and knowledge in the area of real estate legislation, urban, technical and legal knowledge and cost analysis

Valuation portfolio:

- ✓ 1,910,000.00 sqm of construction land analysis – mixed use projects' potential
- ✓ 340,000.00 sqm of building analysis

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

- ❖ Start up new department for Building Consultancy in coordination with office in Poland, providing Lender's Supervision and Cost Advisory services
- ❖ Parallely worked in valuation team as Valuer

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

- ❖ Banks' professional consultant in the process of the real estate financing of new projects (UniCredit Bank, Raiffesisen Bank, Volksbank) - technical and financial monitoring over ongoing real estate projects (zero reports, site supervision, monthly reports reflecting the current status of construction, technical, legal and urban documentation analysis)

Lender's supervision portfolio:

- ✓ Retail Center Cash & Carry TEMPO, 16.000 sq m, Belgrade
- ✓ Retail Center Cash & Carry TEMPO, 10.100 sq m, Novi Sad
- ✓ Retail Center Cash & Carry TEMPO, 8.120 sq m, Niš
- ✓ Retail Center Pevec, GBA = 32.500 m², Banja Luka
- ✓ Residential-Office Building, 2UGF+GF+8+At, GBA= 7,105 sq m, Belgrade
- ✓ Residential building, GBA = 3.070 sq m, Belgrade
- ✓ Residential building, GBA = 2,670 sq m, Belgrade

Period: 2005-2006
Company: EC Harris LLP
Position: PROJECT MANAGEMENT JUNIOR

- ❖ 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.
- ❖ 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

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