



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 Management, Informatics and Technology (MSc CEng);
Licensed: 2013 - Valuation License REV (Recognized European Valuer), issued by TEGoVA;
Specialization: 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-Present
❖ Head of Valuation & Investment department from 2011-2017

Notable Due Diligence & Lender Supervision projects:

- ✓ Zero Report & Valuation for development of warehouse complex Milanović Inženjering of 9,800 sq m in Kragujevac, Serbia
- ✓ 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 Haste and Prague, CZ
- ✓ Urban and Technical Due Diligence of retail development of 84,000 sq m in Novi Sad

Investment references:

- ✓ Analysis of urban potential and future development of industrial location „PHOENIX“ 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 ABlok 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

Valuation references:

- ✓ Valuation of island Saint Marco in Tivat, Montenegro - 301,600.00 sqm
- ✓ Valuation of football stadium of 52,000 seats and surrounding sport complex FK “Crvena Zvezda” in Belgrade
- ✓ Valuation of private hospital in Podgorica
- ✓ Valuation of location for development of 4* hotel Hilton
- ✓ Valuation of newly opened 4* hotel Hilton in Belgrade
- ✓ Valuation of 4* hotel Crowne Plaza
- ✓ Valuation of 3* hotel Putnik in Belgrade and 3* hotel Klub A in Ski resort Kopaonik
- ✓ Valuation of BMW car sales and service properties in Belgrade and Podgorica
- ✓ Valuation of location and office buildings - project Sirius 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

Summary facts: Over 15 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, 45 years old, married and beloved mother of two great 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 land analysis
- ✓ 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, Resavska str., 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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