

MISLITI UNAPRIJED

PENSARE AVANTI



THINKING AHEAD

VORAUSS DENKEN

F.O. / DEVELOPMENT

REAL ESTATE DEVELOPMENT AND MANAGEMENT

REFERENCES

WWW.F-O.HR

OUR REFERENCES:**2001 – 2017**

In following we are presenting our references and short overview of each project in our reference sheet. Projects are grouped in timely manor and include projects we worked on behalf of the end client as well as projects we have worked as sub-contractor of Redserve d.o.o. in which our managing partner and CEO Denis Čupić was holding a function of CEO. These projects were serviced under the cooperation contract between Redserve d.o.o. and F.O. Development d.o.o.

Location and Project development for Billa (REWE Group)

Period: 2001 - 2003

Client: Billa nekretnine d.o.o.

Services conducted: Location and Project development, Preparation of project and obtaining of permits

Milestones achieved: Development of Billa stand-alone, development of infrastructure, obtaining of all permits for infrastructure and object, construction, usage permit

Project description: F.O. Development conducted location and project development for expansion of Billa. First international grocer store in Varazdin was developed and permitted.

Construction management on residential project on Island Krk (36 units)

Period: 2002 - 2005

Client: D / C Development / Construction

Services conducted: Construction management and Commercialisation

Milestones achieved: Construction of 6 objects with 36 units, selling out of units

Project description: For D / C Development / Construction in cooperation with Grading d.o.o. we managed a construction of tourist and residential project on island of Krk with 36 units. We were also contracted with commercialisation of the units.

Project development and fitout concept of hospital Alma Ata for Mundus d.d. (furniture producer)

Period: 2004 - 2005

Client: Mundus d.d.

Services conducted: Consultancy on hospital fit-out

Milestones achieved: Fit-out concept

Project description: For Mundus d.d., furniture producer, which was amongst other product lines producing specialised furniture for hospital fit-outs we conducted consultancy and fit-out concept for fit out of hospital in Alma Atta Kazakhstan. Special products were defined and incorporated in fit-out concept in cooperation with medical doctors as members of our expert team.

Property management for D/C Development / Construction

Period: 2005 - ongoing

Client: D/C Development / Construction

Services conducted: Property management

Project description: For a Croatian family office we are managing a mixed portfolio consisting of: 3 residential houses, 1 vacation house, 1 cafe, 2 smaller retail properties, 9 apartments, 28.000 sqm of construction land, 23.000 sqm of forest, 35.000 sqm of agricultural land with old structures

Location development for logistic project in Varazdin for D/C Development /Construction

Period: 2005 - 2008

Client: D / C Development / Construction

Services conducted: Acquisition, Location development

Milestones achieved: Acquired location, master plan, changes in urban plans

Project description: We were contracted for acquisition of land plots on railway junction for further development of logistic and distribution center in Varaždin. After successful acquisition we developed location and drafted master plan which was basis for changes of urban plans. We represented the client in process of changes to urban plans and brought to successful dedication of location in urban plans. Location development brought to master plan which for first time has focus on sustainable development of inter-modal logistic location using the existing transit route connecting Hungary - Croatia - Serbia.

Due diligence of locations, projects and objects for K.I.D. Ulaganja in the expansion of Hofer (Aldi) in Croatia

Period: 2006 - 2007

Client: K.I.D. Ulaganja d.o.o. for Aldi (development and bridge financing partner for expansion of Hofer)

Services conducted: Due Diligence

Milestones achieved: Due Diligence reports on locations under surveying, Decision proposals

Project description: For K.I.D. Ulaganja d.o.o. which was development partner of Aldi for expansion of Hofer chain in Croatia we conducted Due Diligence on locations which were in survey for acquisition. For our client we were evaluating urban, traffic, infrastructure situation and legal status as well as value of land plots.

Due Diligence and Valuation of location in Čakovec for Čateks d.d.

Period: 2006

Client: Čateks d.d.

Services conducted: Due Diligence and Valuation

Milestones achieved: Valuation report

Project description: In process of restructuring and plans to sell the part of owned real-estate we were contracted to do the evaluation of premises.

Due diligence and Acquisition for Braunsberger Holding on project Shopping center Varazdin

Period: 2006 - 2007

Client: Braunsberger Holding GmbH

Services conducted: Due Diligence and Acquisition

Milestones achieved: Due Diligence report, successful acquisition of land plots in given budget

Project description: Our first cooperation with Braunsberger Holding our strategic and key-account client resulted in successful acquisition of project land plots after a due diligence screening of urbanistic and legal status was done, given that the land was in ownership of a not listed stock company.

Traffic solution underwent deep and thorough evaluation.

Project preparation (location permits) for K.I.D. Ulaganja in the expansion of Hofer (Aldi) in Croatia

Period: 2007

Client: K.I.D. Ulaganja d.o.o. for Aldi (development and bridge financing partner for expansion of Hofer)

Services conducted: Preparation of projects and obtaining of all permits

Milestones achieved: Prepared Idea projects for acquired plots, after stop of expansion the permit process was stopped

Project description: For K.I.D. Ulaganja d.o.o. which was development partner of Aldi for expansion of Hofer chain in Croatia we conducted project preparation and obtaining of location permits for acquired locations. Further processes were cancelled after the expansion stopped.

Due Diligence of properties for Elektropromet d.d.

Period: 2007

Client: D / C Development / Construction and Elektropromet d.d.

Services conducted: Due Diligence

Milestones achieved: Due Diligence report

Project description: In negotiations between D / C Development / Construction and Elektropromet d.d. about selling and changing of the real estate we did the evaluation of objects owned by Elektropromet d.d.. Technical and legal due diligence was done.

Due diligence of location in Karlovac for acquisition purposes of Zeta GmbH

Period: 2007

Client: Zeta GmbH and Redserve d.o.o.

Services conducted: Due Diligence

Milestones achieved: Due diligence report on land plots

Project description: Our first cooperation with Zeta GmbH and Redserve d.o.o. who were our key-account client for further 3 years. Our CEO Denis Čupić went into management of Redserve d.o.o. after successful cooperation on this project. We did deep screening of urban, environmental and legal status of the plot. We coordinated the geotechnical and geo mechanical survey of the plots to come to results about environmental status as well as soil quality. After this steps Due Diligence report was completed.

Due Diligence of location in Zadar for Braunsberger Holding

Period: 2007

Client: Braunsberger Holding GmbH

Services conducted: Due diligence

Milestones achieved: Due Diligence report of location Gaženica

Project description: Together with CEE GmbH we conducted due diligence screening of land plots on location Gaženica in Zadar. Urban, legal and environmental status was surveyed. After Due Diligence report we advised our client not to proceed with acquisition.

Due Diligence of Split Mejasi / Mall of Split for Braunsberger Holding

Period: 2007

Client: Braunsberger Holding GmbH

Services conducted: Due Diligence

Milestones achieved: Due Diligence report of location Mejasi / Mall of Split

Project description: Together with CEE GmbH we conducted due diligence screening of location Mejaši in Split. Urbanistic, legal and environmental status was surveyed. Thorough survey of traffic solution was done.

Location and Project development Shopping centre Varazdin

Period: 2008 - 2009

Client: subcontractor of Redserve d.o.o. for Braunsberger Holding GmbH and Trgovacki centar Varazdin d.o.o.

Services conducted: Location development, Project development

Milestones achieved: Development of infrastructure, development of shopping centre

Project description: As a subcontractor of Redserve d.o.o. we were contracted to do location and project development of shopping centre in Varazdin we were prior directly contracted with due diligence and acquisition. Location development resulted in master plan and infrastructure concept. Project development resulted with idea project.

Investor representation and project preparation obtaining of permits for Shopping centre Varazdin

Period: 2008 - 2009

Client: subcontractor of Redserve d.o.o. for Braunsberger Holding GmbH

Services conducted: Project preparation and obtaining of permits, Investor representation

Milestones achieved: Location permits for infrastructure, location permit for shopping centre

Project description: After location and project management we were contracted with investor representation and project preparation which resulted in location permits for infrastructure, roads and centre. Complex infrastructure needs for electricity and sewage were successfully resolved.

Project development concept for Diamond aircraft on project in Varazdin (commercial part of airport project)

Period: 2008

Client: Diamod aircraft

Services conducted: Project development (concept)

Milestones achieved: Concept

Project description: For Diamond aircraft user of airport Varaždin we developed a concept of commercial part of the airport project with strip mall, stand alone and patrol station.

Technical Due Diligence for HE Puklavec d.o.o. on ITC d.d. and factory in process of take over

Period: 2008

Client: Hrast export Puklavec d.o.o.

Services conducted: Technical Due Diligence

Milestones achieved: Due Diligence report on urbanism and status of objects

Project description: In process of take-over of ITC d.d., furniture producer, HE Puklavec d.o.o. contracted us to over go a technical due diligence of factory premises and urbanistic documents to be able to evaluate sustainability of location. Weak points were identified and reported.

Due Diligence Split Bilice for Zeta GmbH

Period: 2008

Client: Braunsberger Holding GmbH, Zeta GmbH

Services conducted: Due Diligence

Milestones achieved: Due Diligence report

Project description: We have coordinated geotechnical and geo mechanical surveying as well as have screened urban status. Traffic solution was overviewed with traffic planers.

Location and Project development for MdProfil on EastTOWER

Period: 2008-ongoing

Client: MdProfil nekretnine d.o.o.

Services conducted: Location and project development

Milestones achieved: Master plan, concept of project

Project description: For MdProfil we are doing location and project development on office tower project in east of Zagreb. Presently optimisation of project is under development which should result in better feasibility of project.

Location development and environmental study for HE Puklavec d.o.o. upon takeover of ITC d.d.

Period: 2009

Client: Hrast export Puklavec d.o.o.

Services conducted: Location development

Milestones achieved: Location development for master plan, assessment of environmental influences of factory processes, basis for environmental evaluation and study

Project description: After takeover of ITC d.d. we were contracted with location development which resulted in master plan and preparation of necessary documentation and processes needed for further environmental assessments and basis for environmental study due to the complexity of production processes in furniture production and wood treatment.

Location and Project development Shopping city Zagreb (Masterplan, Infrastructure)

Period: 2007 - 2009

Client: Shopping city Zagreb d.o.o.

Services conducted: Location and project development

Milestones achieved: Masterplan with infrastructure, concept of projects, changes of urban plans

Project description: In 2007 we were contracted with location and project development to project Shopping city Zagreb, the biggest commercial development in Croatia as far and successfully changed urban plans and developed infrastructure which allowed further developments in the zone. Later on our engagement was rewarded from City of Zaprešić.

Project preparation Infrastructure Shopping city Zagreb (all permits)

Period: 2007 - 2009

Client: Shopping city Zagreb d.o.o.

Services conducted: Project preparation and obtaining of all permits

Milestones achieved: Location and construction permits (confirmation of main project)

Project description: Further to our engagement on Shopping city Zagreb project we were responsible for project preparation which resulted in issuing of all necessary permits for construction of infrastructure in the whole zone on over 1.000.000 m².

Investor representation and project management in Infrastructure construction of Shopping city Zagreb

Period: 2007 - 2009

Client: Shopping city Zagreb d.o.o., FOCUS Invest

Services conducted: Investor representation and project management

Milestones achieved: constructed infrastructure and developed zone of Shopping city Zagreb

Project description: Further to previous engagements on project our Denis Čupić was named investor representative and head of project Shopping city Zagreb responsible for infrastructure and permits. For his engagement he was awarded with 2009 annual award of City of Zaprešić.

Project development and Project preparation (all permits including usage permit) West Gate Shopping city

Period: 2007 - 2010

Client: Trgovački centar Zagreb d.o.o., EKZ Zagreb Entwicklungs GmbH

Services conducted: Project preparation and obtaining of all permits

Milestones achieved: Construction permit, usage permit and confirmation of MTU

Project description: We were contracted with project preparation to completeness of WestGate Shopping city project. This is biggest shopping center project been constructed and up and running in Croatia on GFA of over 215.000 m². We brought project to successful completion with all necessary permits up to operation.

Investor representation and Project management WestGate Shopping city

Period: 2007 - 2009

Client: Trgovački centar Zagreb d.o.o., EKZ Zagreb Entwicklungs GmbH

Services conducted: Investor representation and project management

Milestones achieved: opening of WestGate Shopping center

Project description: Further to involvement on Shopping city Zagreb Denis Čupić was named investor representative of WestGate Shopping city project. He was responsible for project management and representing investors in all phases of project.

This engagement brought to successful completion of the object, all necessary permits for operation and brought until now the biggest shopping centre to croatian market.

Tenant coordination West Gate Shopping city

Period: 2009 - 2010

Client: Trgovački centar Zagreb d.o.o., EKZ Zagreb Entwicklungs GmbH

Services conducted: Tenant coordination

Milestones achieved: Coordination of tenants and issuing of necessary permits for operation

Project description: After certain lacks of coordination of tenants in the WestGate Shopping city arised we were contracted with tenant coordination as narrow engagement according to our project management service.

Due diligence Omis

Period: 2008

Client: Law office Anetter, Klagenfurt

Services conducted: Due diligence

Milestones achieved: Due diligence report

Project description: For law office Anetter we conducted due diligence of urban, traffic and environmental status of location in Omiš.

Location development Omis

Period: 2009

Client: Law office Anetter, Klagenfurt

Services conducted: Location development

Milestones achieved: draft of master plan concept

Project description: For law office Anetter we conducted location development which brought draft of master plan concept for multi-use location with production, logistics and retail.

Evaluation of location for MIV d.d.

Period: 2009

Client: D / C Development / Construction

Services conducted: Evaluation of land plots

Milestones achieved: Evaluation report

Project description: For commercialisation purposes of location around factory compound we conducted deep screening of urban, environmental and legal status of land plots and location. Traffic solution was specially screened.

Due Diligence for 4Development on projects in Croatia

Period: 2009 - 2016

Client: 4Development investment syndicate

Services conducted: Due Diligence of projects and locations

Milestones achieved: Due Dilligence reports

Project description: For 4Development our strategic and key-account client we are constantly doing due diligence of land plots and projects. Our Due Diligence reports are basis for project decisions of their board of investors.

Commercialisation and Property management of Jidruhov Hradec (Czech Republic) for Braunsberger Holding

Period: 2010

Client: Braunsberger Holding GmbH

Services conducted: Commercialisation and Property management

Milestones achieved: negotiations with exit partner ongoing

Project description: Braunsberger Holding contracted us concerning property management and search for an exit partner and commercialisation of their running object of strip-mall in Czech Republic.

Evaluation of project status of Possesi project Pula

Period: 2010

Client: R.M.S GmbH for Investkredit

Services conducted: Evaluation of project status

Milestones achieved: Status report

Project description: For internal preparation of offer for project management we conducted the evaluation of project status of project that is in complex realisation situation. Further involvement is on hold until clarification is made about next steps in project.

Consultancy to investors and management of Shopping city Zagreb

Period: 2010

Client: Shopping city Zagreb d.o.o.

Services conducted: Consultancy

Milestones achieved: Consultancy

Project description: For investors and management of Shopping city Zagreb we are doing consultancy on project.

Asset and Property Management Shopping city Zagreb

Period: 2007 - 2011

Client: Shopping city Zagreb d.o.o.

Services conducted: Asset and Property Management, Commercialization

Milestones achieved: Management of the firm, obligations, incomes and expenses, commercialization

Project description: Management of the main investment company and property and asset management of land plot of 1 million square meters. Commercialization of the zone and selling the land plot for gas station, starting the retail park project and automotive center project. Financing building of state road and infrastructure.

Consultancy to investors and management of WestGate Shopping city

Period: 2010

Client: Trgovački centar Zagreb d.o.o.

Services conducted: Consultancy

Milestones achieved: Consultancy

Project description: For investors and management of WestGate Shopping city we are delivering consultancy on project.

Asset and Property Management Westgate Shopping City

Period: 2008 - 2012

Client: Braunsberger Holding GmbH / shareholder

Services conducted: Asset Management Property Management

Milestones achieved: Consultancy, controlling operations and fulfilment of firms obligations, controlling of income and expenses

Project description: Asset management for Braunsberger Holding, one of co-owners of the centre, setting up of the property system, billing, tenant relations, lease contract management, coordination of facility management

Location and Project development Shopping centre Varazdin

Period: 2010 - 2014

Client: Braunsberger Holding GmbH and 4Development

Services conducted: Project development

Milestones achieved: optimisation of project

Project description: With new partners in project Braunsberger Holding decided to go into from us proposed optimisation to achieve higher cost-efficiency, better feasibility and certain realisation of the project.

Project management and Tenant Coordination City Point shopping centre Varazdin

Period: 2010-2015

Client: Braunsberger Holding GmbH

Services conducted: Project management

Project description: F.O. Development as local partner to Braunsberger Holding in Croatia conducts overall project management and tenant coordination in development and future construction of City Point shopping centre Varazdin.

Identification and analysis of possible locations for large scale industrial development

Client: Swedspan international s.r.o. Bratislava / INGKA Holding / IKEA Industrial

Services conducted: Analysis of locations

Project description: F.O. Development was appointed to conduct a survey and define possible locations for big scale industrial development on area of 500.000 m². 15 possible and adequate locations were defined. Preliminary due diligence reports were compiled.

Technical and environmental due diligence industrial brownfield

Period: 2010 -2012

Client: Swedspan international s.r.o. / INGKA Holding / IKEA Industrial

Services conducted: Due diligence

Project description: F.O. Development was appointed to conduct a due diligence and to coordinate all outsourced experts, such as geo mechanical surveyor, environmental protection experts and legal advisors.

Redevelopment of industrial brownfield

Period: 2010 -2012

Client: Swedspan international s.r.o. / INGKA Holding / IKEA Industrial

Services conducted: Project management, TDD, Master plan and EIA , Cost controlling and budgeting, Investment business planning, Property management

Project description: Preparation and cost benefit analysis delivered decision basis for stop. Delivered detailed budgets and forecasts for 15 year basis. For 2 years we delivered property management on a distressed property to assure the asset stability.

Project development Strip Mall Gospic

Period: 2011

Client: TRIO Development GmbH

Services conducted: Project development

Project description: Together with TRIO and Delta we are developing, leasing and managing a strip-mall project in Gospic.

Location development Karlovac

Period: 2011

Client: TRIO Development GmbH

Services conducted: Location development

Project description: Together with TRIO and Delta we are developing, leasing and managing a retail and logistic zone in Karlovac.

Project management on preparation of brownfield development in former cellulose plant Plaski

Period: 2011 - 2014

Client: Swedspan International s.r.o. / INGKA Holding / IKEA Industrial

Services conducted: Project management

Project description: F.O. Development was contracted for project management in process of environmental impact assessment and decontamination plans. Also project and tendering for demolition was conducted.

Project development and Asset Management Strip Mall Subotica / Republic of Serbia

Period: 2011

Client: TRIO Development GmbH

Services conducted: Project development and asset management

Project description: Together with TRIO and Delta we are developing, leasing and managing a strip mall project development in Subotica (Serbia).

Due Diligence and consultancy on "Magnahrom" project for RHI Ag

Period: 2011

Client: RHI Ag

Services conducted: Preparing decision for further steps of investor. Estimation of demolition and decontamination costs, technical, environmental and spatial Due Diligence

Project description: Due diligence and consulting on project for developing industry as brownfield investment in Kraljevo / Republika Srbija

Tenant coordination on City Colosseum shopping centre

Period: 2012 - 2013

Client: Colosseum gradski centar Brod d.o.o.

Services conducted: Project coordination, building and opening of lease area

Project description: Shopping centre Tenant coordination

Portfolio analysis and field research for a joint offer

Period: 2014

Client: Biding community Bilfinger Real Estate, BTC, F.O. / Development for HETA procurement

Services conducted: Field research of properties in a mixed cross border portfolio of HETA

Project description: For our bidding community we conducted a field research for Croatian, Bosnian, Serbian and Macedonian properties and delivered detailed calculations for an overall turn-key property management binding offer.

Analysis of retail locations and premises Takko and technical due diligence

Period: 2014 - 2015

Client: Bilfinger Real Estate

Services conducted: Technical due diligence, location analysis, premises analysis

Project description: For Bilfinger Real Estate we have conducted portfolio analysis of retail units Takko in Croatia and Serbia and delivered technical reports as well as foot fall frequency in a compiled report with proposals for improvement and basis for technical refurbishment proposal.

Property management and Investor representation for Stipic grupa

Period: 2011 - 2016

Client: Stipic grupa

Services conducted: Property management, Investor representation

Project description: Real estate portfolio of a construction company that went into development. After downfall of financial prospects company came into illiquidity. We have been mandated within first line property management on whole portfolio. Strong emphasis is given to secured costs and reporting towards the financing banks, foremost in pre-bankruptcy settlement procedure. Approximately 58.000 sqm of objects.

Asset, Property and Centre management of City Colosseum shopping centre

Period: 2012 - ongoing

Client: Colosseum gradski centar Brod d.o.o.

Services conducted: Asset Management, Property Management, Centar Management, Marketing Management

Project description: Managing modern shopping centre in city location in Slavonski brod

Project evaluation and development of multiuse development on Paromlinska 2

Period: 2014 - 2016

Client: Stipic grupa / KONOS

Services conducted: Evaluation, Usage concept, Tenancy schedule, Concept, Acquisition of a hotel partner

Project description: A multiuse development for Stipic grupa / KONOS on property located in heart of Zagreb a mixture of a private operated garage, shopping mall, office complex and hotel

Expansion of international non-food retailer in Croatia

Period: 2016 - ongoing

Client: Not to be disclosed / international

Services conducted: Expansion strategy, market overview, location evaluation, identification of possibilities, concept, negotiations

Retail park development Ivanec

Period: 2017 - ongoing

Client: MIPCRO d.o.o.

Services conducted: Redevelopment of an existing property in Ivanec in a retail property of 2.800 sqm of GLA

Retail park development Ludbreg

Period: 2017 - ongoing

Client: Not to be disclosed / local

Services conducted: Development of retail park of flexible scale from 4.500 sqm to 11.000 sqm incorporating a petrol station and motorvehicle inspection station

Identification and analysis of possible locations for large scale industrial development

Period: 2016 - ongoing

Client: Not to be disclosed / international

Services conducted: Analysis of locations for tourism development of stand-alone hotel or resort

Project description: Appointed to conduct a survey and define possible locations for hotel development with minimum 250 keys or a resort type development. Possible and adequate locations were defined, and preliminary due diligence reports compiled.

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