



**kmzgroup**

# 2021 Corporate Factbook



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## Editorial Policy

This corporate brochure was comprised by the KMZ Group (the Group) for the purposes of presenting the group's achievements, structure and to highlight our mission, vision and references. It also seeks to obtain the full understanding of our stakeholders by incorporating all key information about matters relevant in presenting the company to interested parties.

## Covered Period

2007 - 2021. Some content may include activities out of the stated period of coverage.

## Scope Of Activities

This overview includes activities of the KMZ group and its member companies. Some content may include activities out of the stated scope of activities.

## General Disclaimer

This document contains forward-looking statements. These statements are based on the current views, expectations, assumptions and information of the management, and are based on information currently available to the management. Forward-looking statements shall not be construed as a promise for the materialisation of future results and developments and involve known and unknown risks and uncertainties. Actual results, performance or events may differ materially from those described in such statements due to, among other things, changes in the general economic and competitive environment, risks associated with capital markets, currency exchange rate fluctuations, changes in international and national laws and regulations, in particular with respect to tax laws and regulations, affecting the the Group and/or its members, and other factors. Neither the the Group nor any of its members or affiliates assumes any obligations to update any forward-looking statements.

## The Group / History

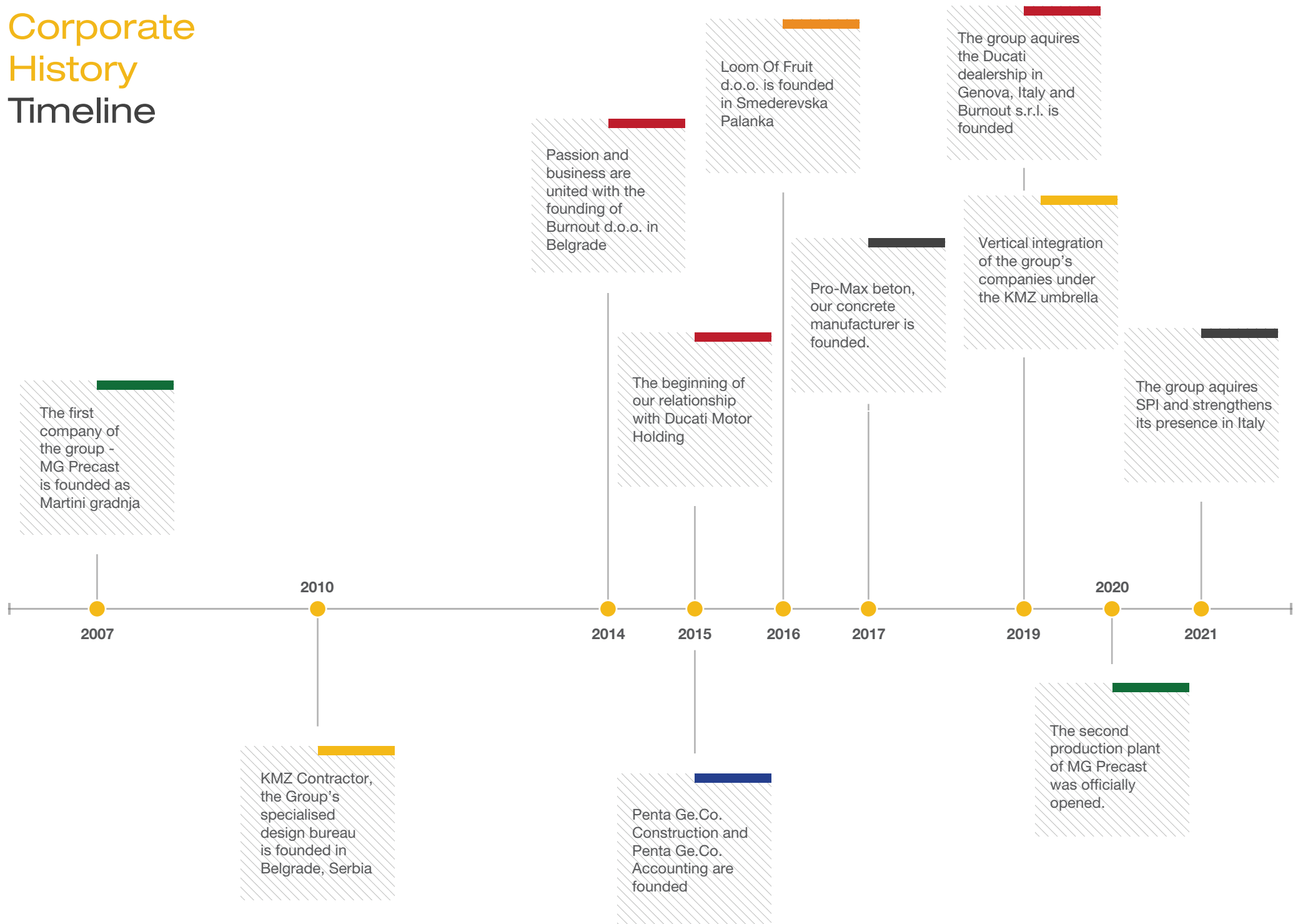
The KMZ Group is a **vertically integrated, diverse holding** of various companies with a **focus on construction, agricultural technologies and motorcycle distribution**. Our history dates back to 2007 and the foundation of Martini gradnja (now known as MG Precast) - the Adria Region's leading manufacturer of precast concrete structures.

Since 2007, **we have been at the forefront of economic expansion in Serbia and the region**, involved in the most significant direct foreign investments in the Region, while at the same time developing good cooperation with local investors and clients.

**When we say diverse, we truly mean it.** Passion met business through the Burnout companies in Serbia and Italy. In this operating segment, we are among leading motorcycle distributors in both markets, **representing world famous brand such as Ducati and Benelli**, as well as motorcycle equipment manufacturer SW-Motech in Serbia.

In the agricultural technology sector we are active with our companies Loom of Fruit d.o.o. and Bacca Blu d.o.o. The first being one of **Europe's leading manufacturers of precast concrete anti-hail poles**, and the latter being a very developed and technologically advanced blueberry orchard. These two companies alone are **active in over 10 markets, across Europe**.

# Corporate History Timeline



# Milestone Projects Timeline

## Legend

- MG Precast d.o.o.
- Penta Ge.Co. Construction d.o.o.



**LIDL**  
Lidl Serbia  
Logistics Facility  
57.000 m<sup>2</sup>  
Lapovo, Serbia



**ctp**  
CTP Novi Sad  
Logistics Facility  
26.000 m<sup>2</sup>  
Novi Sad, Serbia

**Milbo**  
Albo  
Production Facility  
15.000 m<sup>2</sup>  
Batajnica, Serbia



**CapitolPark**  
Capitol Park  
Commercial Development  
25.800 m<sup>2</sup>  
Belgrade, Serbia



**LIDL**  
Lidl Serbia  
Logistics Facility  
46.000 m<sup>2</sup>  
Nova Pazova, Serbia



**CALZEDONIA**  
Calzedonia  
Production Facility  
19.000 m<sup>2</sup>  
Apatin, Serbia



**BOSCH**  
Robert Bosch  
Production Facility  
20.000 m<sup>2</sup>  
Pecinci, Serbia



**DELHAIZE**  
Delhaize Serbia  
Logistics Facility  
82.000 m<sup>2</sup>  
Novi Banovci, Serbia



**ZAP**  
Square 43  
Residential complex  
14.000 m<sup>2</sup>  
Belgrade, Serbia



**Jokey**  
Jokey  
Production Facility  
11.000 m<sup>2</sup>  
Nova Pazova, Serbia



**Kronospan**  
Kronospan  
Production Facility  
8.000 m<sup>2</sup>  
Belgrade, Serbia



**Kolubara Bridges**  
Infrastructure Project  
Belgrade, Serbia





Penta Ge.Co. Construction d.o.o.



**Turnkey General Contractor**

Pivljanina Baja 9, Belgrade - Serbia  
 KMZ Group Share: 85%  
 Year of Establishment: 2015.  
 Number of Employees: 27  
 2019 Turnover: 21.906.130,00 EUR  
 2020 Turnover: 24.121.283,00 EUR  
 2021 Turnover: 24.000.000,00 EUR  
 2022 Turnover forecast: 28.000.000,00 EUR

MG Precast d.o.o.



**Precast Concrete Structures**

Vojvode putnika bb, Indija - Serbia  
 KMZ Group Share: 50%  
 Year of Establishment: 2007.  
 Number of Employees: 150  
 2019 Turnover: 14.581.196,00 EUR  
 2020 Turnover: 12.418.494,00 EUR  
 2021 Turnover: 20.000.000,00 EUR  
 2022 Turnover forecast: 23.000.000,00 EUR

ProMax Beton d.o.o.



**Concrete Manufacturer**

Batajnički drum bb IV deo, Batajnica - Serbia  
 KMZ Group Share: 30%  
 Year of Establishment: 2017.  
 Number of Employees: 22  
 2019 Turnover: 3.741.494,00 EUR  
 2020 Turnover: 4.395.878,00 EUR  
 2021 Turnover: 3.500.000,00 EUR  
 2022 Turnover forecast: 4.200.000,00 EUR

Società Prefabbricati per Infrastrutture S.r.L.



**Precast Concrete Structures**

Via Mameli 27, Casale Monferrato - Italy  
 KMZ Group Share: 49%  
 Year of Establishment: 2018.  
 Number of Employees: 9  
 2019 Turnover: 4.896.868,00 EUR  
 2020 Turnover: 5.109.510,00 EUR  
 2021 Turnover: 1.200.000,00 EUR  
 2022 Turnover forecast: 9.000.000,00 EUR



Loom Of Fruit d.o.o.

**Concrete Anti-Hail poles**

Majora Gavrilovića bb, Smederevska Palanka - Serbia  
 KMZ Group Share: 30%  
 Year of Establishment: 2016.  
 Number of Employees: 23  
 2019 Turnover: 1.760.651,00 EUR  
 2020 Turnover: 1.815.438,00 EUR  
 2021 Turnover: 2.100.000,00 EUR  
 2022 Turnover forecast: 2.300.000,00 EUR



**Specialised Design Bureau**

Pivljanina Baja 9, Belgrade - Serbia  
 KMZ Group Share: 100%  
 Year of Establishment: 2010.  
 Number of Employees: 13  
 2019 Turnover: 666.868,00 EUR  
 2020 Turnover: 450.664,00 EUR  
 2021 Turnover: 580.000,00 EUR  
 2022 Turnover forecast: 660.000,00 EUR

Penta Ge.Co. Accounting d.o.o.



**Accounting Firm**

Pivljanina Baja 9, Belgrade - Serbia  
 KMZ Group Share: 100%  
 Year of Establishment: 2015.  
 Number of Employees: 2  
 2019 Turnover: 38.591,00 EUR  
 2020 Turnover: 55.572,00 EUR  
 2021 Turnover: 52.000,00 EUR  
 2022 Turnover forecast: 62.000,00 EUR

Bacca Blu



**Blueberry Orchard**

Miloja Đaka 16, Belgrade - Serbia  
 KMZ Group Share: 50%  
 Year of Establishment: 2014.  
 Number of Employees: 2  
 2019 Turnover: 99.251,00 EUR  
 2020 Turnover: 142.280,00 EUR  
 2021 Turnover: 170.000,00 EUR  
 2022 Turnover forecast: 200.000,00 EUR

Burnout d.o.o.



**Motorcycle Dealer**

Bul. Arsenija Čarnojevića 95A, Belgrade - Serbia  
 KMZ Group Share: 100%  
 Year of Establishment: 2014.  
 Number of Employees: 7  
 2019 Turnover: 871.132,00 EUR  
 2020 Turnover: 1.125.000,00 EUR  
 2021 Turnover: 1.800.000,00 EUR  
 2022 Turnover forecast: 2.200.000,00 EUR

Burnout s.r.l.

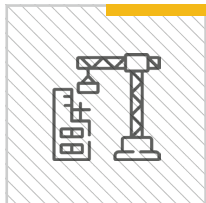


**Motorcycle Dealer**

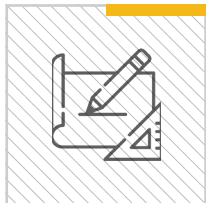
Corso Europa 478, Genova - Italy  
 KMZ Group Share: 100%  
 Year of Establishment: 2019.  
 Number of Employees: 5  
 2019 Turnover: 240.750,00 EUR  
 2020 Turnover: 2.134.885,00 EUR  
 2021 Turnover: 2.600.000,00 EUR  
 2022 Turnover forecast: 3.300.000,00 EUR



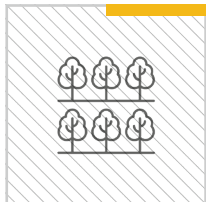
**50 million EUR +**  
was the combined turnover of our  
companies in FY 2020.



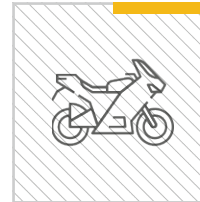
**2.300.000 m<sup>2</sup> +**  
is the total surface area of the  
buildings we have built since the  
founding of our companies



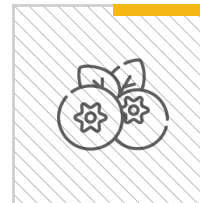
**1.400.000 m<sup>2</sup> +**  
is the total surface area of the  
buildings we designed since the  
founding of our companies



**1.000 ha per year**  
of crops are covered with anti hail  
nets and systems that use our  
prestressed concrete poles



**350 + per year**  
motorcycles are sold in Serbia  
and Italy annually by our  
companies



**100 tonnes per year**  
of blueberries are harvested on our  
orchards annually

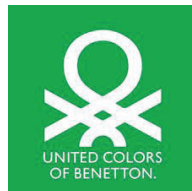


**250 +**  
people are employed in the Group's companies  
across our operating segments in Serbia and Italy



**70 million EUR +**  
is the forecasted combined revenue of the  
Group's companies for FY 2022.

The following are regional and global industry leaders with which we have established successful cooperations and/or partnerships through the group's companies.

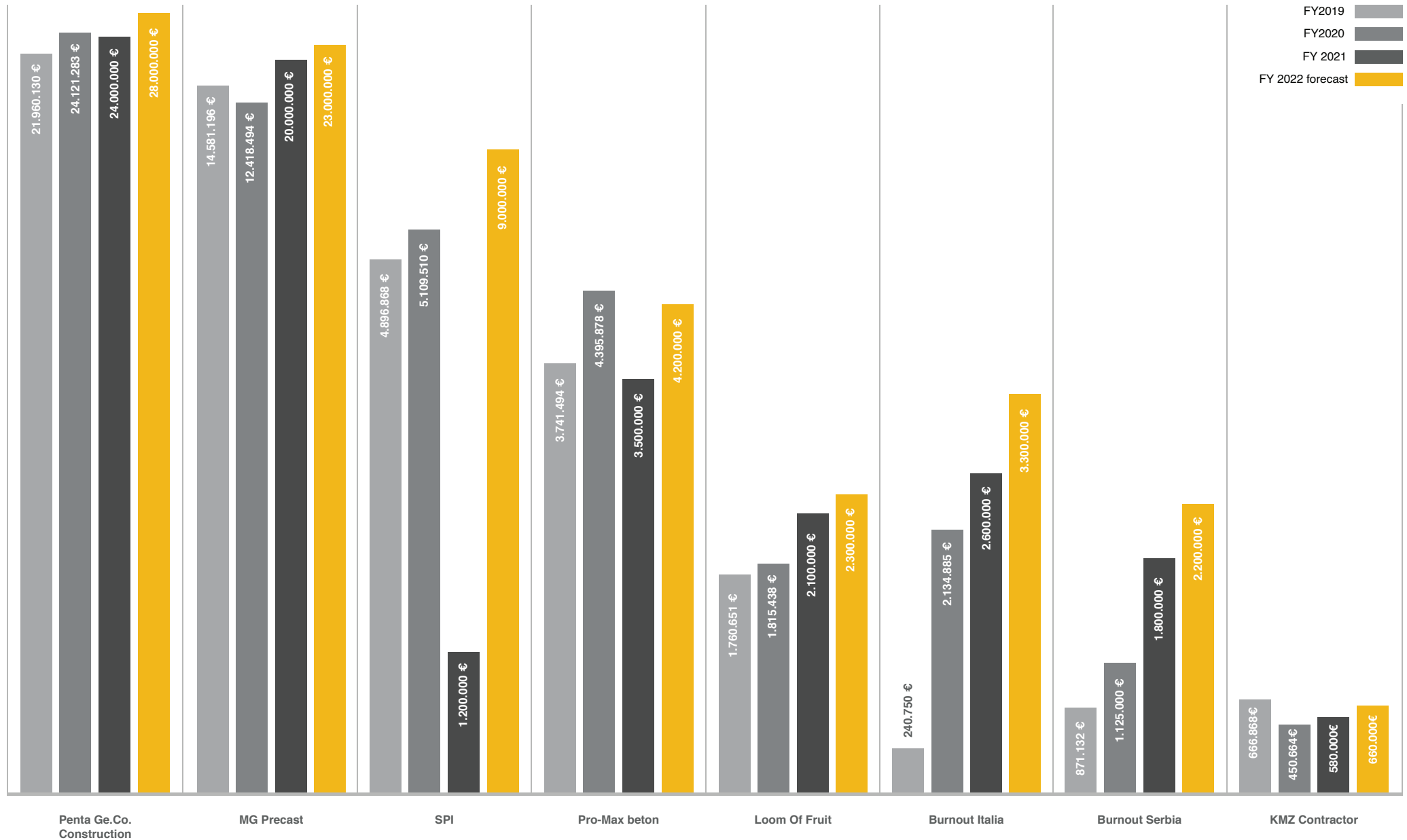


Since our founding in 2007, the group has had a **strong presence in the construction sector**. MG Precast has evolved and has become the **Adria Region's leader in precast concrete structures** with an **expansion into the EU market** - namely Hungary. **Penta Ge.Co. Construction** has become a well respected and highly profitable general contracting company performing construction activities on a design and build or 'turnkey' basis.

The companies of the Group **performed above expectations** during the two most drastic years of the pandemic with every group member reporting stable levels of growth during 2020. along with a **highly favourable forecast for 2021**.

In general, a **strong growth of GDP in Serbia** further underline our optimism with regards to the future performance of our companies. Sustainable diversification, along with **a pragmatic and performance-oriented approach** to vertical integration of the group remains imperative. We believe it to be one of the key pillars of our growth in the coming years.

# Financials / Revenue of group members



## Key Operating segments / Turnkey General Contractor



**PENTA GE.CO.**  
CONSTRUCTION

Penta Ge.Co. Construction is a construction company that deals with the engineering, design and construction based on the turnkey concept. Built on the decade-long experience of our founders, with a motivated, driven and experienced team, Penta Ge.Co. Construction is one of the leading turnkey general contractors in Serbia and the region. Since our founding date back in October 2015, we have had the pleasure to be at the forefront of Serbia's booming construction industry.

Our experience ranges from complex industrial facilities and infrastructure projects, to highly sophisticated commercial and residential projects, all across Serbia.

**Key number:** 300.000 m<sup>2</sup> + of constructed facilities on a design and build / turnkey basis

Pivjanina Baja 9, Belgrade - Serbia  
KMZ Group Share: 85%  
Year of Establishment: 2015.  
Number of Employees: 27  
2019 Turnover: 21.906.130,00 EUR  
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2022 Turnover forecast: 28.000.000,00 EUR





## Key Operating segments / Precast Concrete Structures



MG Precast is the Adria Region' leading precast concrete structures manufacturer. The company employs over 150 people in two locations - the Indija production facility and the Belgrade design bureau.

Since the founding in 2007, MG Precast has been involved in almost every significant construction project in Serbia, dealing with both regional and international investors.

One of the highlights of the company is the Indija production facility - spread across over 40.000 square meters, it is comprised of two production plants with state-of-the-art automated production processes used in the manufacturing of elements for precast concrete structures.

**Key number:** 2.000.000 m<sup>2</sup> + of constructed facilities

Vojvode putnika bb, Indija - Serbia  
KMZ Group Share: 50%  
Year of Establishment: 2007.  
Number of Employees: 150  
2019 Turnover: 14.581.196,00 EUR  
2020 Turnover: 12.418.494,00 EUR  
2021 Turnover: 20.000.000,00 EUR  
2022 Turnover forecast: 23.000.000,00 EUR

## Key Operating segments / Motorcycles



Burnout d.o.o. and Burnout s.r.l. are the companies representing our Motorcycles segment. Burnout Serbia is the exclusive distributor for Ducati motorcycles in Serbia, Bosnia & Hercegovina and Montenegro. In addition, it is also the exclusive distributor of Benelli motorcycles in Serbia and SW-Motech motorcycle equipment products. Ducati and Benelli together account for a significant part of the market in terms of sold motorcycles.

Ducati Genova dealership and service center, owned and operated by Burnout s.r.l. is another key part of this operating segment. Acquired by the group in 2019, we were able to demonstrate high levels of growth in the first year since taking over.

Since founding, both companies have sold almost 1.000 motorcycles in Serbia, Italy, Bosnia & Hercegovina and Montenegro.

### **Burnout d.o.o.**

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## Key Operating segments / Agriculture



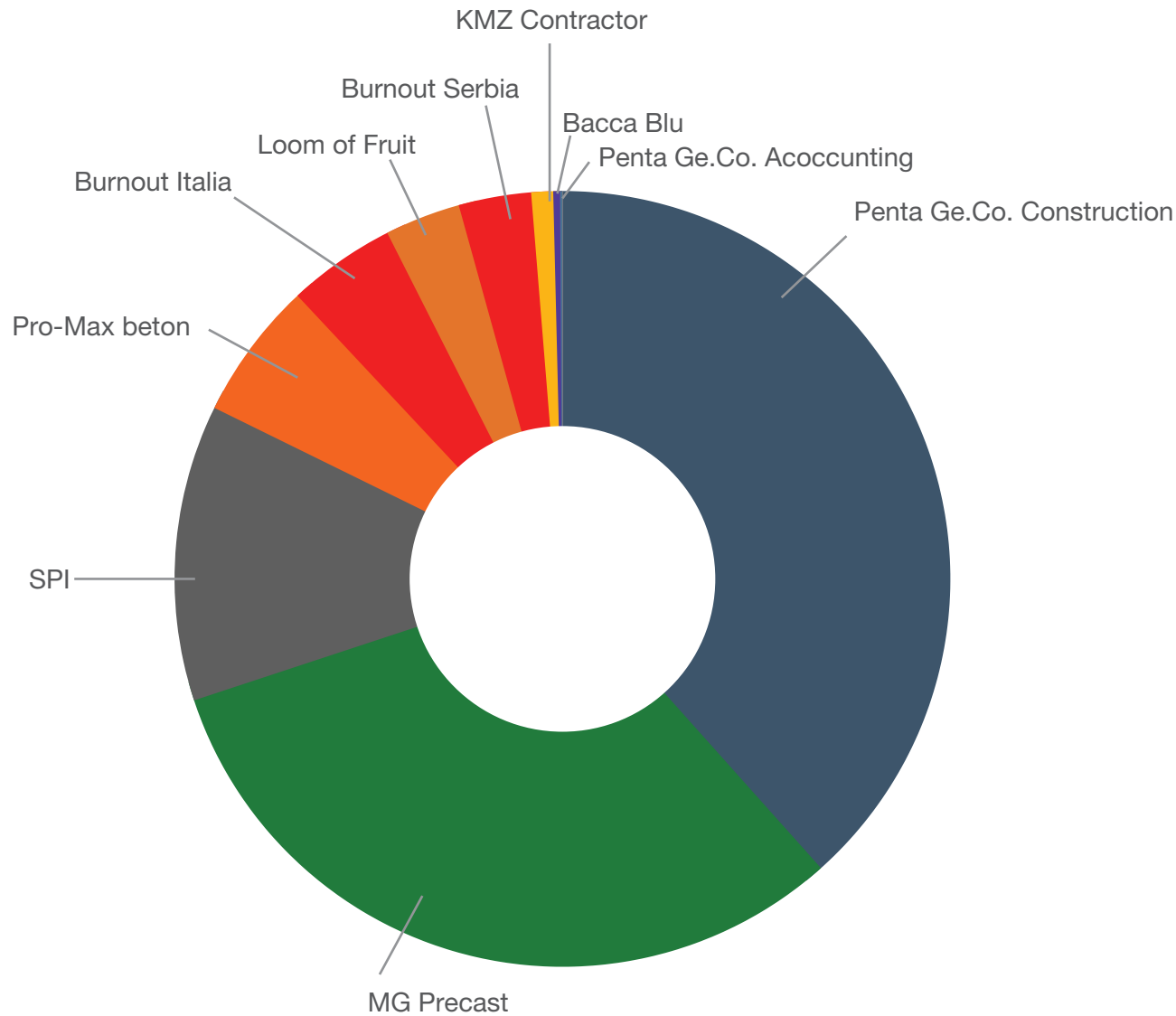
LOOM OF FRUIT  
naturally strong

Loom of Fruit d.o.o. is a company that deals with the production of prestressed concrete pillars, formed from the merger of an Italian company with extensive experience in the area of industrial prefabrication and a Serbian company, with the sole aim of: offering fruit production companies a better quality-to-price ratio in order to match the increasingly competitive foreign market.

The company is located 100 km south of Belgrade, the capital of Serbia, extending over an area of 16.000m<sup>2</sup> with a production hall of 4.000m<sup>2</sup>. The factory is located only 40 km from the city of Smederevo, which is one of the main locations in terms of river transport logistics via the Danube to the large ports of the Black Sea.

Majora Gavrilovića bb, Smederevska Palanka - Serbia  
KMZ Group Share: 30%  
Year of Establishment: 2016.  
Number of Employees: 23  
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2021 Turnover: 2.100.000,00 EUR  
2022 Turnover forecast: 2.300.000,00 EUR

# Operating segments / Revenue share forecast 2022



As shown in the graph, construction related businesses will remain our core business in 2022. with expected strong growth for all group members.

Our newly aquired group members will experience a particularly strong growth compared to years preceding the takeover by KMZ.

Non-construction related operating segments will continue to grow as well.



Casale Monferrato: SPI

Genova: Burnout Italia

Indija: MG Precast

Belgrade: MG Precast, Penta Ge.Co Construction,  
Pro-Max beton, Burnout Serbia

Mladenovac: Bacca Blu

Smederevska Palanka: Loom Of Fruit



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