



20 Years  
ANNIVERSARY

# Investment Teaser

[www.kami-profit.sk](http://www.kami-profit.sk)

March 2025

# Introduction

## Company

KAMI PROFIT is one of the top Slovak real estate development companies, providing a full range of construction activities for building and infrastructure projects since 2005, within the countries of EU. So far, we have implemented 340 projects with value over € 1 billion of managed investments.

Our advantage is the successful search, analysis and development of premium projects that guarantee optional ratio of return to risk.

**20 Years**

of Experience

**6**

Countries

EU: SK, CZ, AT, HR, FR

+ USA

**450 +**

Projects  
realized

**EUR 1 billion**

Value of  
managed Investments

**EUR 300m**

Turnover of realized  
Projects

## Services

The company provides professional services in the field of **investment development**, mostly **project management** from land acquisition, through case studies, arrangement of permits to the very **construction** and handover of the project to the use of the final customer. We build and count on high quality professionals who passed the tests of professional ability for selected activities in the field of development with specialization for investment, project and realization activity.

# Investment Summary

## Investment Proposal

KAMI PROFIT is seeking for an **equity partner** to strengthen the company's capital base by a capital increase and materialize the potential for development projects.

In addition, joint real estate projects can be realized within the framework of a **partnership**. Specific terms and conditions can be negotiated.

## Investment Highlights

- **Type of Investment:** Investment in development projects located in Slovakia, EU and USA
- **Minimum Investment:** Typically EUR 3m/5m/10m+  
(separate SPV for each project with individually agreed investment)
- **Bank financing:** Typically 20-30% of investors equity and 70-80% of bank loan
- **Preferred Project Funding:** Equity Partnership, Loans, Bond Issues, etc.
- **Average Investment Term:** 24/36/48 months
- **Average Return of Investment:** 22% - 27% (ROI)
- **Average Return on Equity:** 110% - 130% (ROE)



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# Investment Summary

## Key Investment Considerations

### Market

Construction industry progressing positively at a high level  
Real estate industry growing steadily  
Construction services portfolio is a key market driver



### Company

Strong growth shown in the past – additional potential to be realized  
Niche positioning within an attractive segment  
Successful further development of the value chain



### Strategy

Growth will continue: Apart of residential (outside the major centers with considerable potential) also real estate development  
Construction services still in demand



### Transaction

Preferred transaction structure is a partnership model  
The owners will remain active as shareholder of the company  
Both parties will profit through economies of scale and growth



### Development

Successful construction projects  
Development projects defined  
Extensive know-how available



### Certificates

Management System Certificates  
ISO 9001, ISO 14001, ISO 45001



### Awards

Numerous awards  
Excellence as a main differentiator

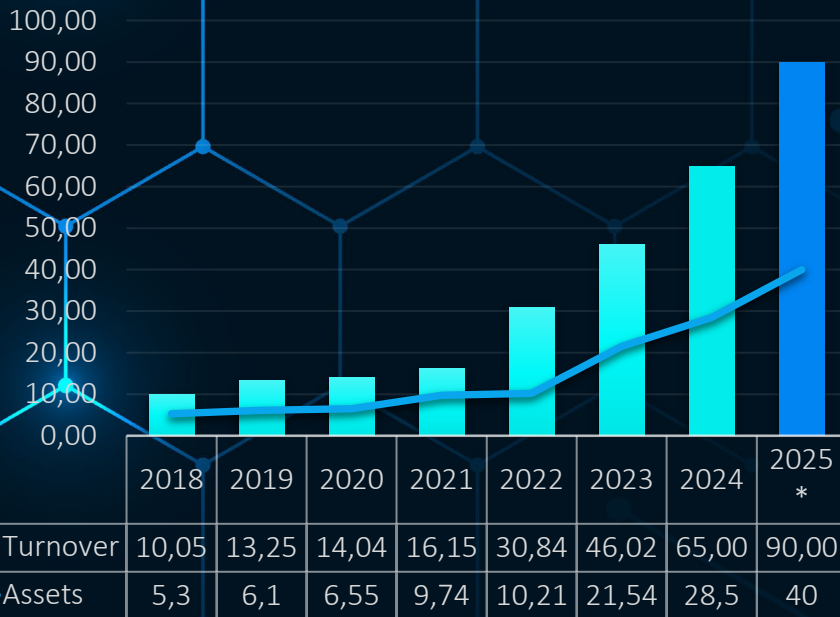


### Track Record

20-year track record  
Extensive list of references, various international customers  
Successful participation in private and public tendering procedures

# Investment Summary

Revenues (in EURm)

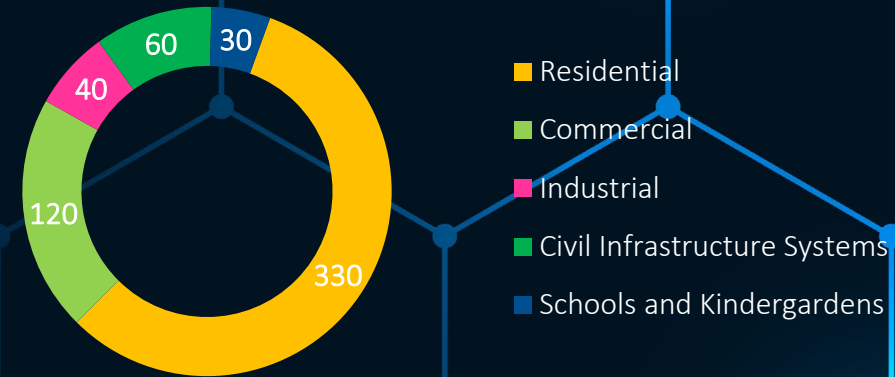


## Comments

Business with construction services for own-initiated project developments is an additional sales driver

The above revenues exclude opportunities that might arise through joint efforts with a dedicated investor (such as larger development opportunities)

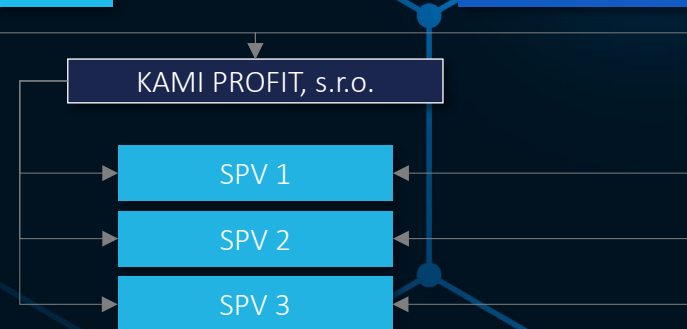
Value of prospective acquisitions (in EURm)



Intended transaction structure

Mr. Kaňuščák – CEO & Owner

Investor/Equity partner



# Company

## History

➤ The experience of the company dates back to 1997

Development of Business incubator center in Presov, building management proces for chain of shopping centers Ahold Retail Slovakia k.s. - Hypernova

1997

2005

➤ Company started management of the investment preparation for residential development of III Towers in Bratislava with 633 apartments and 3.600 sqm of retail

Development of important industrial parks in Slovakia, modern entertain-ment & shopping centers EURO MAX

➤ The company expanded its activities to the Czech Republic and Austria

2015

2022

➤ Successful completion of own development projects  
Apartment Houses Barbora & Merťuky – Poprad, Slovakia  
Sabinovska – Prešov, Slovakia  
Apartments – Ugljan, Croatia

➤ CZ Prague branch opening  
USA branch opening

Construction of the Year Award – Comenius University

Completion of the unique reconstruction of the hospital Na Homolce, Prague Czech Republic

2024

# Company

## Main Business Areas

### Type of construction

- Administration
- Business and services
- Charging stations for electric cars
- Cinema
- Civil infrastructure systems
- Halls and buildings for industrial use
- Petrol stations (including services areas)
- Residence (various levels)
- Schools and Kindergardens
- Warehouses and Logistics



### Activities / Scope

- Contractor
- Design work
- Engineering
- General supplier
- Project management
- Project works
- Site management
- Supervision of construction
- Financial supervision
- Technical supervision



The company provides a wide range of construction activities for building- and infrastructure projects. KAMI PROFIT serves both smaller private clients and large international corporates resp. public authorities



# Company

## Development Focus Residential Real Estate

### Development Profile

- Asset Classes: Residential
- 50-150 flats
- Location focus: A, B-cities Slovakia
- Flats up to approximately 80m<sup>2</sup>
- Developing complex residential projects
- Establishing new urban areas
- Designing and conceptualizing mixed purpose use developments (such as shops and infrastructure)



### Services

- Urban development ideas
- Excellent contacts to the relevant public authorities
- Concept development
- Business plan, resource allocation, feasibility studies
- Financial structuring
- Purchasing land and management until building permission is granted
- Tendering and Architectural Steering
- Selling apartments





# Key Facts - Slovakia

## 1. GENERAL INFORMATION ON SLOVAKIA

- 5,4 mil. inhabitants
- Area of 49 036 km<sup>2</sup>, Capital City Bratislava
- EU, OECD, NATO and WTO member
- Single European Currency EUR adopted as of 01.01.2009
- Schengen member as of 21.12.2007

## 2. TAX

- Income tax rate of 22% for legal entities and 19% or 25% (dependent on income) for individuals.
- DDT (Double Taxation Treaties) adopted with 65 countries, including Germany, Switzerland, France, Czech Republic, UK, USA, Russia, Canada, Japan, China.
- VAT tax rate of 23% (from 1.1.2025) (reduced rate of 10% applies to selected goods).
- No real estate transfer tax.
- No inheritance and gift tax.
- No tax on dividends (for tax residents special health insurance levy imposed).

## 3. UNDERTAKINGS

- Foreign companies and individuals free to become 100% shareholders of Slovak legal entities.
- No local representative in company management required.
- Legal forms: Limited liability company (preferred), Joint Stock Company, General Partnership and Limited Partnership.
- Branch offices of foreign companies established in Slovakia do not have own legal personality/capacity.
- European legal entities (European Company and the European Economic Interest Grouping) recognised as well.
- Trade licences or other entrepreneurial permissions required before start-up.
- Company acquires legal personality/capacity by its registration with the Commercial Register.
- Establishment procedure lasts approx. 4 weeks, dependent on the nature of the business.

## 4. REAL ESTATE

- Ownership title is registered in public records (Real Estate Cadastre). However, ownership title registration can be overruled by court in litigation cases. Thus, ownership title verification recommended before real estate acquisition.
- Both local and foreign persons/entities may acquire real estate.
- Acquisition of forest and agricultural land beyond community/city district is subject to restrictions. Local company can hold the property.
- Zoning regulations determine and limit construction project parameters.
- Financing of real estate acquisition can be effectively secured by mortgage/pledge to real estate.

## 5. VARIOUS

- Slovakia is a parliamentary democracy. Elections of the one-chamber parliament take place every four years.
- Direct election of the president takes place every 5<sup>th</sup> year.
- The capital city of Bratislava is accessible by high-way from Vienna within appr. 60 km.



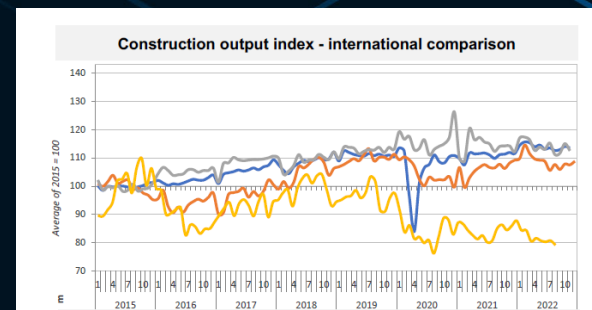
# Construction Sector in Slovakia

## DEVELOPMENT OF THE CONSTRUCTION SECTOR

- The growth in the volume of construction output started in 2000 and the most significant growth in the construction industry in Slovakia was recorded in the years 2005 - 2006. The year 2008 can be called the peak of the Slovak construction industry in comparison to the volume of construction output. At the same time, this year was also a turning point and due to the global financial and economic crisis, construction output started to decline in 2009 and continued its downward trend until 2014.
- During 2015, the value of construction work carried out by construction companies in the country increased by 15.2%, with the largest increase recorded in new construction, including modernisation and reconstruction. From 2015 to 2019, only slight year-on-year increases and decreases in construction output followed. A more significant decline only came in 2020 with the arrival of the COVID-19 pandemic, which after a brief growth hit again in 2022 with the war in Ukraine.



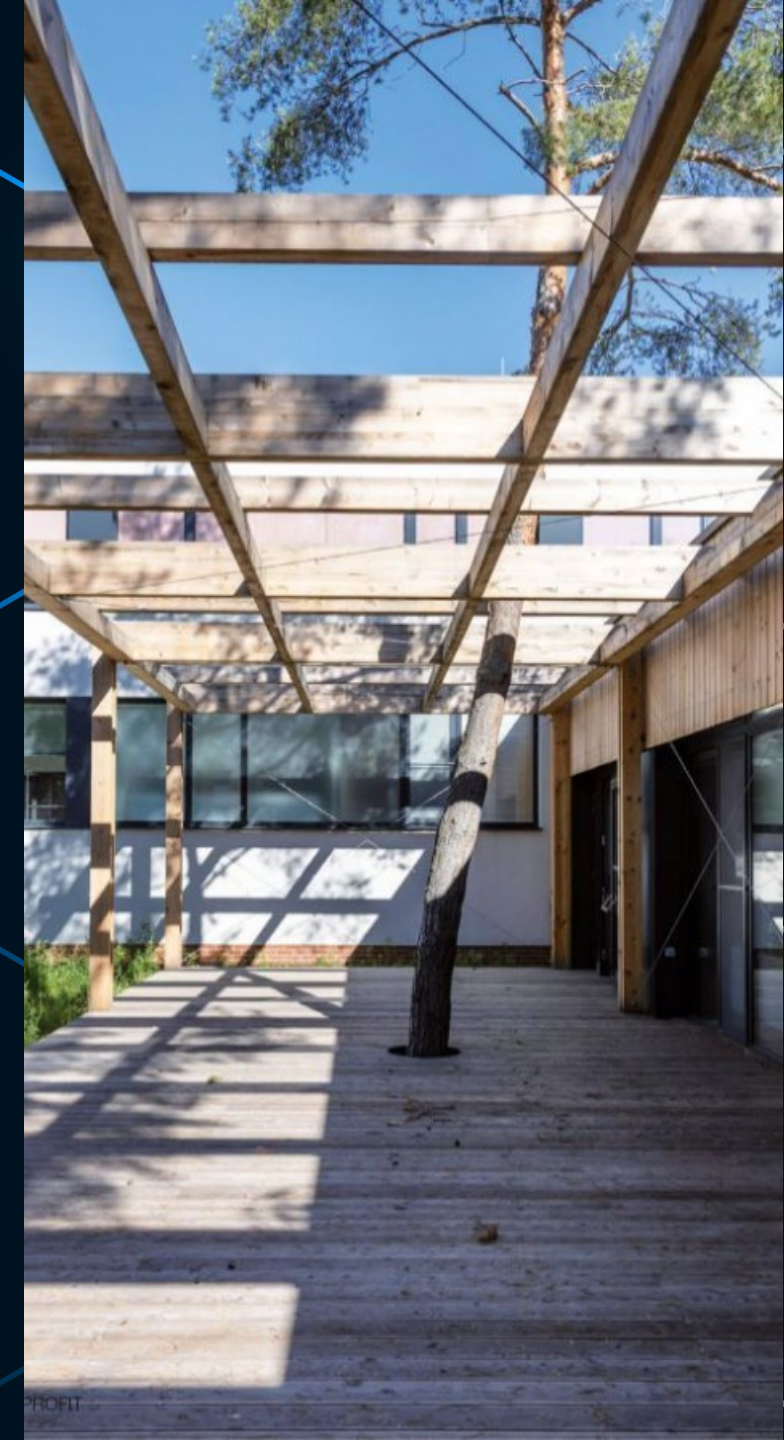
(Source: Construction Yearbook 2022)



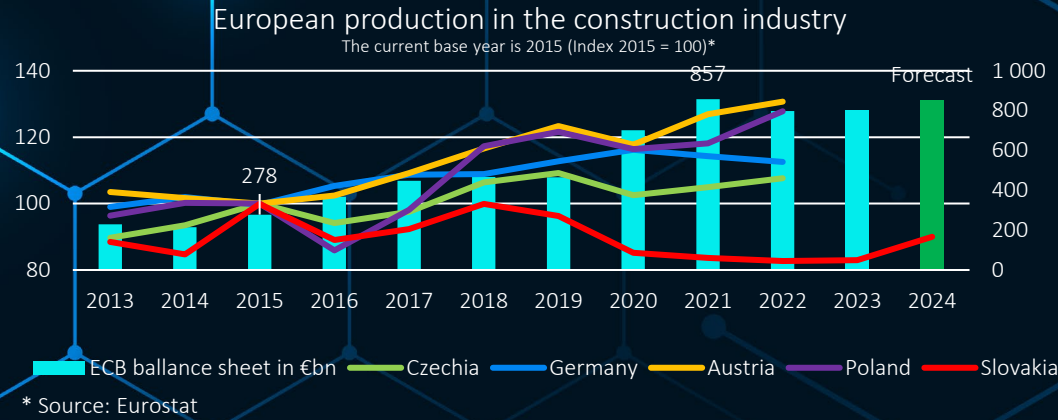
EU27 SK/Slovensko CZ/Česká rep. DE/Nemecko  
(Source: Eurostat, CZSO)

## FORECAST OF FURTHER DEVELOPMENT

- One of the possible ways to support the construction industry and boost the national economy is the proper implementation of the Recovery and Resilience Plan in the coming period. This plan sets out a comprehensive package of reforms and investments to be implemented by 2026 in the form of calls in the context of the European Commission's recommendation to Slovakia on green and digital transformation. It is a temporary and emergency instrument designed by the European Commission to help repair the economic and social damage caused by the coronavirus and thus support economic recovery.
- Another instrument is the drawdown of Structural and Investment Funds from the 2014-2020 operational programming period, which are intended to support economic growth and employment and to properly set the drawdown for the new programming period 2021-2027. These funds should be primarily allocated to pre-consumption investments. The most important change from this year will be the transfer of competences exercised in construction procedures, which includes the establishment of the Office for Planning and Construction, the acceleration of the granting of building permits from 300 days to 40 days.

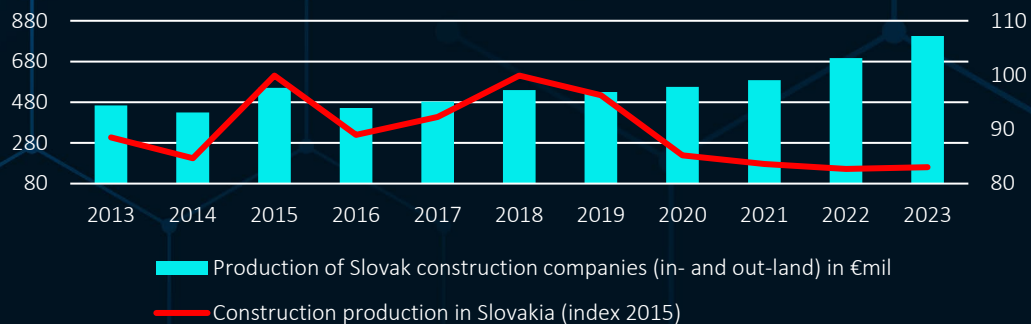


# Construction Sector in Slovakia



- Investments in residential construction has been slightly decreasing in Slovakia in 2023, which is due to the increase in interest rates on mortgage loans and consumer uncertainty.
- A stable EU economy guarantees the absence of sharp drops, but possible positive scenarios in the construction sector significantly depend on the general policy of the European Commission and the economic policies and infrastructure programs of the leading countries.

## Production of Slovak construction companies (in- and out-land)



- The growth of total construction production was positively influenced by new construction and significant increase in works on engineering constructions, on the other hand it was negatively affected by the decline in domestic construction of buildings, as well as work carried out abroad.
- More than 90% of construction production was carried out by construction companies in the Slovak Republic.



# Selection of our own development projects

9 own residential projects with value of 120m euro from the total portfolio of realised real estate projects with a total value of 1 billion at the completion.



Park Vesec Liberec – Czech republic  
Residential project – 58 Units  
EUR 17m – Value at completion  
2024-2026  
[www.parkvesec.cz](http://www.parkvesec.cz)



Barbora a Merťuky Poprad - Slovakia  
Residential project – 125 Units  
EUR 15m – Value at completion  
2020-2022  
[www.bytybarbora.sk](http://www.bytybarbora.sk)



Bytový dom Jurkovičova Nitra – Slovakia  
Residential project – 48 Units  
EUR 8,5m – Value at completion  
2025-2027  
[www.jurkovicova.sk](http://www.jurkovicova.sk)

# Selection of our own development projects

9 own residential projects with value of 120m euro from the total portfolio of realised real estate projects with a total value of 1 billion at the completion.



Mrakodrap Ostrava – Czech republic

Residential project – 111 Units

EUR 36m – Value at completion

2024-2027

[www.mrakodrapostrava.cz](http://www.mrakodrapostrava.cz)



Bytový dom Sabinovská Prešov - Slovakia

Residential project – 44 Units

EUR 10m – Value at completion

2020-2022

[www.bytysabinovska.sk](http://www.bytysabinovska.sk)



Bytový dom Liptovský Mikuláš – Slovakia

Residential project – 51 Units

EUR 11,5m – Value at completion

2025-2027

# Selection of our own development projects

9 own residential projects with value of 120m euro from the total portfolio of realised real estate projects with a total value of 1 billion at the completion.



Byty Ružinov Bratislava - Slovakia  
Residential project – 50 Units  
EUR 11,5m – Value at completion  
2024-2026  
[www.bytyruzinov.sk](http://www.bytyruzinov.sk)



Ugljan Apartments Phase I - Croatia  
Residential project – 12 Units  
EUR 6m – Value at completion  
2021-2023  
[www.dev-apart.eu](http://www.dev-apart.eu)



Ugljan Apartments Phase II - Croatia  
Residential project – 6 Units  
EUR 4,5m – Value at completion  
2025-2027  
[www.vilaugljan.com](http://www.vilaugljan.com)

# Meet Our Team



MILÍN KAŇUŠČÁK

CEO & OWNER

Milín is the OWNER and CEO at KAMI PROFIT s.r.o., bringing experience from previous roles at JV Salini Impregilo - Duha as, Ministry of Transport, Construction and Development of Slovak Republic and Ahold. With a robust skill set that includes Contract Management, Construction Management, Project Management, Project Planning, Budget Process and more, Milín contributes valuable insights to the industry.



<https://www.linkedin.com/in/milinkanuscak>



<https://www.facebook.com/MilinKanuscak>



RÓBERT KANDRÍK

ACQUISITION MANAGER

Robert has 17+ years experience in finance, corporate and transaction advisory, real estate development and leading the projects funded by the EU Structural Funds. Strong analytical skills developed during postgraduate studies of valuation and expertise.



<https://www.linkedin.com/in/róbert-kandrík>

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