

# Track Record and References

1994 – 2021



# Special Economic Zone investments and EU Structural Funds

Between 1994 and April 2021, CORE was able to obtain permits to operate in the SEZ for projects with total minimum investment amount of above € 300 million and acquired for its customers grants for a total amount of € 100 million.

# Special Economic Zone investments – selected track record



- **JFG Composites Sp. z o.o.** investment in Euro-Park Mielec SEZ
- Sector: production of aerospace and automotive parts
- Grant obtained: exemption from income tax payment
- Year 2020



- **Union Industries Polska Sp. z o.o.** investment in the Lodz SEZ, Radomsko subzone
- Sector: production of nonwovens
- Grant obtained: exemption from income tax payment
- Years 2019, 2016 and 2014



- Market analysis and location search for **Cromodora Wheels SpA** investment
- Sector: production of wheels
- Grant obtained: N/A
- Year 2018



- **Texsus Poland Sp. z o.o.** investment in the Lodz SEZ, Radomsko subzone
- Sector: production of nonwovens
- Grant obtained: exemption from income tax payment (two grants)
- Years 2018 and 2017



- **Roboplast Sp. z o.o.** investment in the Tarnobrzeg SEZ, Radom subzone
- Sector: production of plastic packaging for the food industry
- Grant obtained: exemption from income tax payment
- Years 2017 and 2013



- **Sponcel Sp. z o.o.** investment in the Łódź SEZ, Kleszczów subzone
- Sector: production of cellulose sponge blocks
- Grant obtained: exemption from income tax payment
- Year 2013

## Special Economic Zone investments – selected track record



**Mayenne**

- **Mayenne Sp. z o.o.** manufactures pipes for gardening
- Grant obtained: exemption from income tax payment
- Year 2012



**PULVERIT®**

- 2 investment projects by Pulverit Polska Sp. z o.o. in Katowice SEZ, Tychy subzone
- Sector: system to supply a full range service to the surface coating market
- Grants obtained: exemption from income tax payment
- Years 2011-2012 and 2000-2001



- Gruppo Mazzucchelli 1849
- 2 investment projects by T&P Spa in the Wałbrzych SEZ, Żarów subzone
- Sector: production of electrical household appliances
- Grants obtained: exemption from income tax payment
- Years 2008 and 2005



**Indesit**  
company

- Indesit Company Polska Sp. z o.o. investment in Łódź SEZ, Radomsko subzone
- Sector: household appliances
- Grant obtained: exemption from income tax payment
- Year 2006



**Ferrol**

- Gruppo Ferrol investment in the Katowice SEZ, Sosnowiec and Dąbrowa Górnicza subzones
- Sector: heating products and industrial boilers.
- Grant obtained: exemption from income tax payment
- Year 2005



**SEGU**  
SYSTEMELEKTRIK

- **Segu Systemelektrik GmbH** investment in the Katowice SEZ, Sosnowiec and Dąbrowa Górnicza subzones
- Sector: components for automotive industry
- Grant obtained: exemption from income tax payment
- Year 2005

## Special Economic Zone investments – selected track record



- **Gruppo Mapei** investment in the Katowice SEZ, Gliwice subzone
- Sector: chemical products for building & construction sector
- Grant obtained: exemption from income tax payment
- Year 2000



- **Sest Luvu Group** investment in the SEZ of Katowice, sub-zone of Gliwice
- Sector: manufacture of non-domestic cooling and ventilation equipment
- Grant obtained: exemption from income tax payment
- Years 2000-2001



- Investments by **Manuli Rubber Industries** in the industrial areas of Katowice, Katowice SEZ (Special Economic Zone), Tychy subzon and Łódź
- Sector: automotive components
- Grant obtained: exemption from income tax payment
- Years 1998-2000

# EU Structural Funds

In February 2010, Core Sp. z o.o. led the newest annual independent ranking of EU grants consulting companies, prepared by the prestigious bimonthly *Fundusze Europejskie*. The ranking's results can be perceived as a rational measure of a company's service quality and performance efficiency. Core's activity was particularly commended in the following categories:

## **CATEGORY: Grants for large companies:**

- **1st place** for Core by criterion: **co-financing ratio**
- **5th place** for Core by criterion: **size of grants obtained**
- **10th place** for Core by criterion: **number of projects that received grants**

## **CATEGORY: Grants within the framework of OP Innovative Economy:**

- **5th place** for Core in criterion: **co-financing ratio**
- **6th place** for Core in criterion: **size of grants obtained**
- **12th place** for Core in criterion: **number of projects approved for grants**

The Foundation for the Development of the Education System awarded „Core Renew” Leonardo project as one of the top 10 Polish best practice for the 2011

# EU Structural Funds – selected track record



- 5 investment projects concerning implementation of new technologies in fruit processing industry
- Rural Development Program
- Grant amount (total): **PLN 7.258.138,55**
- Years 2019, 2012, 2010, 2005



- Development of R&D facilities for SAPA POLSKA Sp. z o. o. enabling research on new technological solutions in the field of thermoplastic materials for the automotive industry.
- OP SG, Measure 2.1
- Grant amount: PLN 672.500,00
- Year 2017



RABUGINO

- Development of export sales of innovative shopping trolleys
- ROP Mazowieckie, Measure 3.2
- Grant amount: **PLN 293 668,45**
- Year 2018



- Construction of Kutno-Krośniewice medium pressure gas piping network together with gas station
- OP IE, Measure 7.1
- Grant amount: **PLN 4.775.023,75**
- Year 2017



- R&D works on the production technology of the periphery of the vehicle door recess in the form of a one-piece extrudate
- OP SG, Measure 1.1.1 & 1.1.2
- Grant amount (total): **PLN 16.101.185,97**
- Years 2018 and 2017



- Innovative components of vehicle safety structures of complex shape, including deep drawn, reinforced components without bonded elements
- OP SG, Measure 3.2.1
- Grant amount: PLN 12.775.000,00
- Year 2016

# EU Structural Funds – selected track record



- Development works on innovative technology for the preparation of mono-material details with a variable structure and mechanical properties, using PHS heat and plastic treatment process
- OP SG, Measure 1.1.2
- Grant amount: PLN 7.318.112,06
- Year 2016



- Development of Research and Development Center of Polmotors Sp. o. o. through investment which enables conducting research for new technological solutions to implement the production of innovative components
- OP SG, Measure 2.1
- Grant amount: PLN 1.066.436,00
- Year 2016



- R&D on the technology of designing and construction of dies for hot-stamping metal processing, based on fluid mechanics computing system, combined heat, coolant flow simulations and taking into account the die stamping hardening strain
- OP SG, Measure 1.1.1
- Grant amount: PLN 3.774.554.39; Year 2015



Institut  
Praktycznego  
Sądownictwa

- Diversification of activities through the implementation of new and significantly improved services in support of sustainable food production
- ROP Mazowieckie, Measure 1.5
- Grant amount: PLN 439.450,00
- Year 2015



- Diversification of production of plastic packaging for the needs of the food industry based on innovative solutions
- ROP Mazowieckie, Measure 1.5
- Grant amount: **PLN 799.693,49**
- Year 2015



- Implementation of B2B system automating the process of employee management, bidding, orders submitting and project accounting and invoicing
- OP IE, Measure 8.2
- Grant amount: PLN 327.740,00
- Year 2013



## EU Structural Funds – selected track record

**BORA**  
POLAND

- Diversification of activities by starting production of a new product for the automotive industry
- OP IE, Measure 4.4
- Grant amount: **9.716.605,00 PLN**
- Year 2013

**EKO**  **-klimat**

- Implementation of innovative stabilization system for precision air conditioning of building surfaces
- OP IE, Measure 4.6
- Grant amount: **PLN 2.238.000,00**
- Year 2013

  
Sponcel

- Sponcel Sp. z o.o. investment project concerning implementation of innovative technology of cellulose sponge production
- OP IE, Measures 4.4 and 4.6
- Grant amount: **PLN 37.531.140,00**
- Year 2013

**Mayenne**

- Implementation of multilayer hoses extrusion technology with the use of new materials and tools
- OP IE, Measure 4.3
- Grant amount: **PLN 3.852.546,60**
- Year 2013

**Mayenne**

- Implementation of fully automated system for the production of multi-layer flexible hoses
- OP IE, Measure 4.6
- Grant amount: **PLN 6.006.000**
- Year 2013

**Mayenne**

- Diversification of production through the introduction of innovative flexible hoses and development of the plant
- OP IE, Measure 4.4
- Grant amount: **PLN 8.065.240**
- Year 2013

## EU Structural Funds – selected track record



- Export activities development: implementation of an export plan
- OP IE, Measure 6.1
- Grant amount: **PLN 194.853,00**
- Year 2012



- Training for shift leaders personnel
- OP Human Capital
- Grant amount: **PLN 750.000,00**
- Years 2011-2012



- Diversification of the production by mean of an innovative product
- ROP Masovia, Measure 1.2
- Grant amount: **PLN 763.475,60**
- Year 2012



RABUGINO

- Implementation of B2B system
- OP IE, Measure 8.2
- Grant amount: **PLN 259.000,00**
- Year 2011



- Launch of an innovative line for the manufacture of solar panels
- OP IE, Measure 4.4
- Grant amount: **PLN 19.415.940,00**
- Year 2010



RABUGINO

- Export activities development: implementation of an export plan
- OP IE, Measure 6.1
- Grant amount: **PLN 201.454,00**
- Year 2010

## EU Structural Funds – selected track record



RABUGINO

- Development and implementation of innovative technology in plastics industry
- OP IE, Measure 1.4-4.1
- Grant amount: **PLN 3.636.605,00**
- Year 2010



RABUGINO

- Implementation of innovative technology in plastics industry
- ROP Mazowieckie, Measure 1.5
- Grant amount: **PLN 3.598.000,00**
- Year 2010



ADVANCED INDUSTRIAL TECHNOLOGIES

- Implementation of innovative and environment-friendly mineral wool production technology
- OP IE, Measure 4.5.1
- Grant amount: **PLN 50.520.000,00**
- Year 2009



POLSKA SP Z O.O

- Industry: transport services and logistics  
Diversification of production through the introduction of modern engineering services and assembly
- OP IE, Measure 4.4
- Grant amount: **PLN 35.207.840,00**
- Year 2009



Sp.z o.o.

- Diversification of production through implementation of innovative technology and new products
- OP IE, Measure 4.4
- Grant amount: **PLN 4.801.807,50**
- Year 2009



POLMOTORS

- Industry: Automotive  
Introduction of innovative technology on the sheet metal stamping
- OP IE, Measure 4.4
- Grant amount: **PLN 11.881.250,00**
- Year 2009

## EU Structural Funds – selected track record



- Diversification of production based on innovative production technology for powder paint
- OP IE, Measure 4.4
- Grant amount: **PLN 5.428.500,00**
- Year 2009



- Industry: Steel
- Co-financing for the construction of a smelter to produce aluminum bars
- OP IE, Measure 4.5.1
- Grant amount: **PLN 79.087.500,00**
- Year 2009



- Diversification of production through the launch of an innovative line for the manufacture of brushes in its entirety from recyclable materials subject to the fully recycling process
- OP IE, Measure 4.4
- Grant amount: **PLN 7.397.485,20**
- Year 2008



- Construction of a new factory based on innovative forms of construction technology
- OP IE, Measure 4.4
- Grant amount: **PLN 19.228.126,50**
- Year 2008



- SPO WKP, measure 2.2.1
- Investment concerning purchasing of innovative machines
- Grant amount: **PLN 1.339.500,00**
- Year 2007



- SPO WKP, measures 2.3 and 2.2.1
- Sector: components for automotive industry
- 2 investment projects for enlargement of production site and purchasing of innovative machines
- Grant amount: **PLN 3.876.467,00**
- Years 2007 and 2005

# EU Structural Funds – selected track record



FIRMA ANDRZEJ KACZMAREK

- SPO WKP, measures 2.3 and 2.2.1
- Sector: plastic elements and mould production
- 3 Investment projects concerning purchasing of machines, robots and enlargement of the production site
- Grant amount (total): **PLN 6.538.182,00**
- Years 2007, 2006 and 2005



prodotti in gomma siliconica

- SPO WKP, measure 2.3
- Sector: production of extruded and coextruded silicone rubber parts
- Investments for building a new factory
- Grant amount: **PLN 929.019,00**
- Year 2006



MARBO®

- SPO WKP, measure 2.3
- Sector: manufacturing of moulded soft polyurethane products
- 2 Investment projects for purchasing innovative production lines
- Grant amount: **PLN 1.431.000,00**
- Year 2006



MARBO®

- IT project concerning implementation of integrated computer system
- PHARE 2003
- Grant amount: **€ 25.990,22**
- Year 2006



- 2 investment projects co-financed by national funds (Programme for supporting investment of major importance to Polish economy and individual negotiations with Polish government)
- Grant amount (total): **PLN 16.367.586,00**
- Years 2004 and 2006



- SPO WKP, measure 2.2.1
- Sector: production and distribution of electrical household appliances
- Investment concerning construction of new refrigerator production plant
- Grant amount: **PLN 11.499.271,00**
- Year 2004

# Legal, Fiscal & HR Services

Since 1994 Core not only has assisted in obtaining structural funds and permits to operate in the SEZ, but also provided a wide range of services for their clients. In Core we provide the highest quality of services by performing tasks with due diligence.

## **Our services include:**

- **Legal and fiscal advisory**
- **Accounting and financial services**
- **Administration**
- **HR**
- **Business consulting**

# Legal, Fiscal & HR Services – selected track record

**autostrade//Tech**

- Sector: motorway operator
- Accounting and administrative services

**CromodoraWheels**

- Sector: automotive industry
- Legal advisory
- Business consulting
- Accounting and administrative services

**ework GROUP**

- Sector: job consulting
- Legal advisory
- Business consulting

**OFAS**

- Sector: metal and mechanical
- Legal advisory
- Business consulting
- Accounting services

**texsus**

- Sector: nonwovens
- Legal advisory
- Business consulting
- Accounting services

**FAGIOLI**  
THE WORLD... OUR PASSION

- Sector: transport/logistic
- Business development.
- Legal and administrative services.

## Legal, Fiscal & HR Services – selected track record

**union**

- Sector: nonwovens
- Legal advisory
- Business consulting

 COLLISTAR

- Sector: cosmetics
- Accounting services

**FERRERO**

- Sector: food industry
- Business consulting



# Mergers & Acquisitions

# Mergers & Acquisitions – selected track record



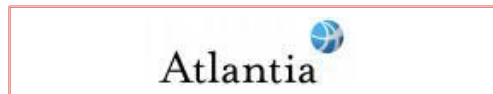
- The listed Polish motorway operator 56.2% owned by Atlantia has divested its Steel Business for total cash consideration of **PLN 138 700 000**
- Core acted as financial advisor to Atlantia in connection with transaction; GFKK and Hogan & Hartson acted as legal advisors.



- Sector of activities: job agency and R&S. Financial, legal and organizational advice
- Due diligence for the acquisition of the Company „Worker”. Total value: **PLN 4 000 000**



- Atlantia Spa has acquired a 56.2% majority interest in Stalexport SA through a two-stage capital increase and mandatory tender offer **PLN 360 000 000**
- Core, West LB AG and Unicredit Markets & Investments acted as exclusive financial advisors; Hogan & Hartson and Bonelli Erede Pappalardo acted as legal advisors.



- Core, in collaboration with Lasanoz Finance and The Royal Bank of Scotland, acted as financial advisor to Atlantia Spa for financing **€ 1 200 000 000** for the project "A2-Stryków Konotopa"



- Advisory to FVH with regard to: **USD 52 000 000**
- purchase of 20% stake of Gdansk Shipyard; Buy-side Advisor.



- Hostile acquisition of 49.7% of Polfa Kutno stake, value: **USD 78 000 000**
- Buy-side Advisor; Sale of Delaware Company by Recordati to Ivax Corporation, value undisclosed; Sell-side Advisor.

# Mergers & Acquisitions – selected track record



- As a consultant to Seisenbacher GmbH and Ellamp S.p.A. Core conducted target scouting for a potential M&A project



- As consultant to Viasat Group S.p.A., Core conducted a financial and legal due diligence on CMA Monitoring Sp. z o.o. Sp. k.



- As consultant to FAG artigrafiche SpA, Core conducted a financial and legal due diligence on UDS Sp. z o.o.



- Core conducted legal and fiscal due diligence for e-work S.p.A. on Business Partner Sp. z o. o.
- Core acted as an advisor to e-work S.p.A. with regard to closing of M&A project



- Core acted as an advisor to Gi Group S.p.A. with regard to  
**€ 50 000 000**  
acquisition of Work Service S.A.

# Management Consulting

The references listed in this slide are part of the professional know-how of the new Core's Management Consulting Team and acquired in previous operating contexts

# Management Consulting – selected track record

## Food & beverage

- Reorganization of business processes and organizational structure aimed to improve the Segregation of Duties (SOD), control of procurement activities, and adjustment to the Business Process Outsourcing (BPO) requirements
- Organization and launching of the Purchase Department for Sales & Marketing procurement
- Development of the Purchase Requisition and Purchase Order Release Strategy in the IT system
- SAP CRM Solution implementation support

## Food & beverage

- Analysis of Polish dietary market: study of potential customers, competitors, value chain, logistics
- Analysis of company competitive positioning and business model
- Identification of business partners
- Implementation of the Business Plan
- Personnel training
- Operational support in the start-up phase

## Food & beverage

- Pre-opening analysis: gastronomic market research, location evaluation, social trends study, offer and pricing preparation
- Operating support in pre- and post-opening phase: construction works supervision, offer design, marketing support, managerial support
- Development and formalization of procedures
- Preparation and translation of training documentation
- Implementation of procedures and personnel training

## Financial services

- Mapping of internal corporate processes, identifying controls and risks in the fields of Purchasing, Treasury, Delegation of Authorities, Archiving
- Drafting internal regulation
- Adapting group international regulations to the company
- Defining smart solutions for increasing efficiency of internal processes

## Logistics

- AS IS assessment of the functions, roles, dependencies, functions, operational flows, and formal and informal organization processes (co-packing line production)
- Assessment of the support systems in place, information flow requirements and gaps
- Definition and implementation of the TO BE production model based on the analysis of times and methods

## Aviation

- Preparation and translation of SAP User Manuals, Instructions, Training documentation and User Test sheets
- Delivery of series of training to over 2000 production and administrative employees
- Execution of Tests to all training participants

# Management Consulting – selected track record

## FERRERO

- Support in resolution of audit findings in the commercial processes area
- Identification of bottlenecks and reorganisation of commercial processes
- Liaison between business functions and trainings in order to achieve an aligned view of processes and a smooth transition from old to new order

## FERRERO FERRERO IBÉRICA S.A.

- Support in the implementation of Group purchasing policy
- AS-IS analysis of the purchasing process
- Identification of process stakeholders and their roles, identification of local process specifics
- Adjustment of the policy requirements to local specifics
- Delivery of employee trainings

## apILb

- Organisational design and optimisation of business processes
- AS-IS assessment of company processes
- Identification of process risks, bottlenecks, points of attention, potential areas of improvement
- Reorganisation of business processes (Sales, Purchasing, Production, Product Development, Administration & Accounting)
- Development of organisational tools, e.g. reports, procedures, forms

## Plas.co.tech Poland Sp. z o.o.

- AS-IS analysis of the purchasing process
- Identification of process stakeholders and their roles, identification of process specifics and bottlenecks
- Analysis of purchasing data
- Preparation of reports for the management, containing analysis of purchasing trends, categories, potential areas of improvement, etc.

## CORE Sp. z o.o.

### Headquarters:

9/2 Flory Street, Warsaw (Poland) 00-586

Ph. +48-22-586 33 00

info@investmentsgroup.net

### Italian Branch:

International Investment Italia s.r.l.

19 Andrea Solari Street

Milan (Italy) 20144

### Donato Di Gilio

President & CEO

*digilio@investmentsgroup.net*

Mob. +48 608 000 510

