

#### E-REVIEW



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#### MINI INTERVIEW



MINI INTERIEW WITH THE CHAIRMAN OF THE BOARD OF LLC PRO DEV

#### MARIS STAKENS

### Q: What are the major challenges for the industry in the coming years and what changes in legislation would you like to see?

A: Labor shortage! In the next three upcoming years, very large construction volumes need to be captured so that the realization of measures and inflation would not surprise customers' expectations and viability of projects, shortage of qualified specialists and even more. There is no other way out, just to bring in specialists from abroad. From this we are not afraid, as we have already attracted professionals from eastern Europe for more than a year - people are able to work, want to work, work with a high sense of responsibility, and are loyal to the employer and the state. PRO DEV currently employs around 80 foreign staff and in the next few years this number will increase to 200. I have information that in the relatively short period of time a number of our foreign workers, mostly Ukrainians and Belarusians, know the Latvian language, they actively participate in our socio-political life, pay taxes, contribute to the common economy, helps their families at home and this trend will certainly remain in the coming years. If we want a rapid or at least medium economic growth living better - we will need work hands. We have educated, underestimated and laid our hands and minds to Western Europe. The place does not usually remain empty. PRO DEV is one of the first companies in Latvia which filled that emptiness with specialists from abroad, providing with good living conditions and a solid salary. We all will benefit from that, we will be able to maintain the prices and power at the optimal level, as well as for those who came here to work. This process has begun, but it would be good if the public authorities could work together and avoid bureaucratic obstacles, because sometimes one residence permit has to be issued for several months and multi-layered documents are required, such as the experience of builders in Ukraine, as we ourselves can understand, then this the sector in Ukraine is much more gray than we can imagine. Often, a builder with 20 years of construction experience can not prove it, because unfortunately, employers have never paid taxes ...

#### Q: What pleases you and what makes you sad when you look at the industry and the country as a whole?

**A:** We are moving fast towards making us more responsible to the state. The shadow economy is shrinking, what pleases me. People will have official jobs, income, social contributions, and people will have a clearer vision of their own life and the future of the state.

The tax reform, which came into force on January 1, 2018, will affect more or less everyone, including the construction sector. Already last year, an amendment to the law came into force, which envisages the introduction of an electronic time tracking system for new construction projects in the third group of construction works and construction work costs over 1 million euro, which will further push all market participants into the "white zone", for which im delighted.

Reform and economic growth are likely to lead to a rise in prices, which will also affect the cost of construction ...

The final consumer may feel confused wondering why the same service will cost more ... But it is worth looking at from another angle - we as a society will be able to ask and also get more from the government, improved road infrastructure, better education and better quality health care. The total amount of money in the state budget will be much higher, which means that both businessmen and individuals will be able to expect better service from the state. The domestic market will definitely grow, our solvency and the income that will affect the growth of private sector.

The only thing is to encourage our people's servants to treat themselves equally as honestly and responsibly as they require from us!

#### Q: What do you expect from the year 2018 and on what improvements PRO DEV might work on?

A: 2018 (smile) .... We plan that it will be a year of growth for us all, of course, if there won't be any global shocks, I think more political.

We will focus on things we know best - energy efficiency, private house construction, management of construction works, roofs and facades ...

Next year we want to improve the service quality standards and responsibility towards the environment - responsible and equally rigorous sorting of waste in all construction sites, more efficient planning of logistics and preferring more environmentally friendly transportation.

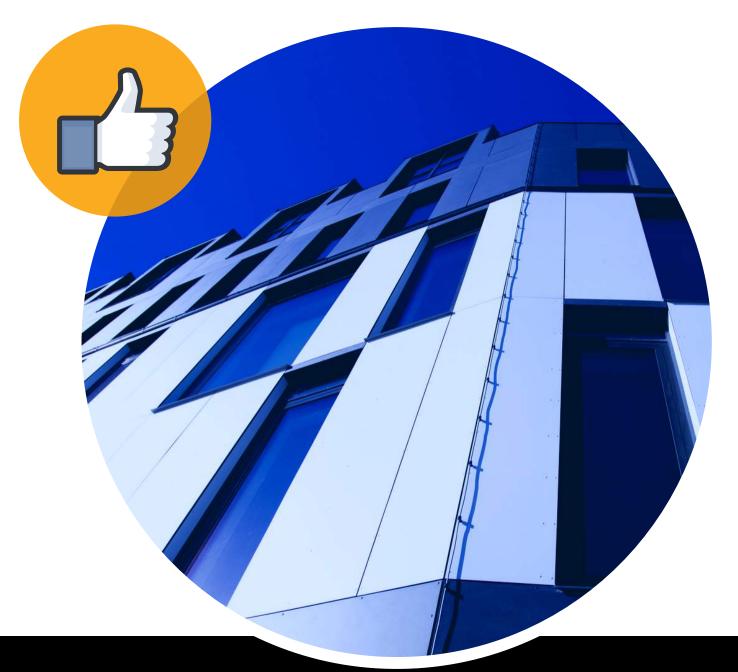
We will work hard to better understand the wishes of our clients, our goal is to ensure our clients during the construction period the chance to be able to keep up with his own business for one hundred percent, and in turn we can turn our attention to our work.

As well as continue our ongoing discussions with the Swedish, German and Swiss counterparts and, if not this year, start operating in any of the countries mentioned above in 2019.

# 2017.

**IN A NUTSHELL** 





CONSTRUCTION OF A NEW OFFICE BUILDING

ENERGY-EFFICIENCY PRIVATE HOUSE CONSTRUCTION





#### **MŪKUSALA BUSINESS CENTRE**

In March 2017 a newly constructed B class office building complex was put into operation, which includes two interconnected office buildings.

The buildings are equipped with modern engineering solutions, which includes a well-designed climate control system for air exchange and other measures to achieve the required energy efficiency of the building.

The interior of the building, uncovering elements of engineering communications, is retained in a modern industrial style to preserve the cultural heritage of the building.





















PRO DEV was attracted at several construction works in Teika, Ropažu Street 14, which included both the interior decoration of the apartment house and the facade work.

We installed partitions and plastered walls with plasterboard, putty and painted, and also we made tiling works in the bathrooms.

In the facade - sandwich panel assembly and insulated facade of the building.





The architectural monument of national significance, the building "Living House" (Mencendorff House) (state protection number 6582) at Grēcinieku street 18, Riga, is located in the UNESCO World Heritage list "Historical Center of Riga", an archaeological monument of national significance "Old Riga Archaeological Complex" and in the territory of the state-owned city-historical monument "Riga City Historical Center".

In the construction process the buildings rain gutters and drains was refrubrished. The "A" part of the roof roofing used a new German producer "NELSKAMP" tiles, on the basis of the historic tile pattern. In the "B" roof part, the recovered tiles, which are part of the old Riga tile collection, they were assembled with a typical flush with a mortar on the historic roofs of Riga ...



Total renewed roof area: 530 m2 Renewable facade area: 400m2





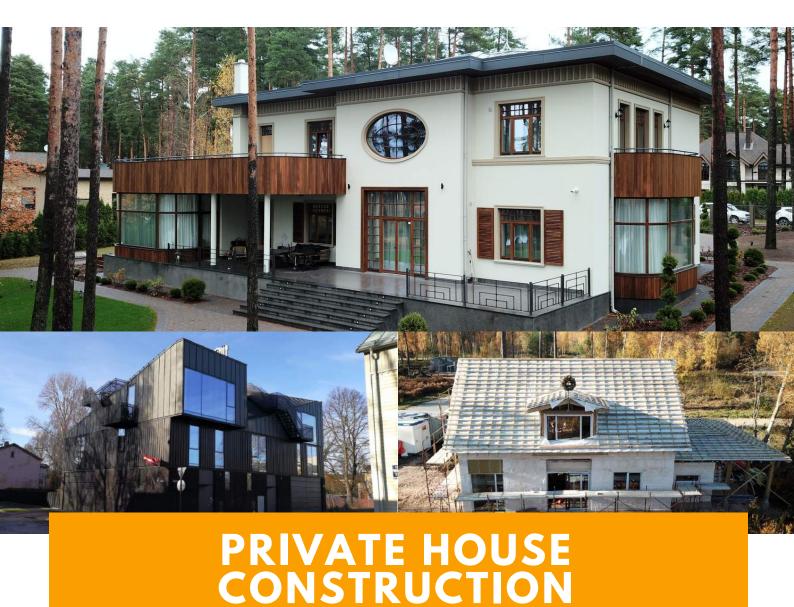
#### **ENHANCING ENERGY EFFICIENCY EVENTS IN 2017:**

- Bauskas 2nd Secondary School
- Pirmā str. 23, Ādaži
- Pirmā str. 38, Ādaži
- Vecumnieku str. 5a PII46
- Usamas str. 10 PII2015
- Garā str. 24 PII80
- Garā str. 31 KADIĶĪTIS
- Iļģuciema str. 4 KAMOLĪTIS
- Vircavas str. 2 PII14
- Alīses str. 19 PII62
- Vecumnieku str. 7 PII IMANTA
- Birzes iela str. PII197

During our experience, we have performed energy efficiency measures in different buildings and gained considerable experience. This allows us to perform qualitatively any work on the insulation project, including facade, roof and floor insulation works, etc.







Our customers are very different with different expectations, visions and possibilities. We can realize a wide variety of projects, thanks to the experience gained in building and reconstruction of different buildings.

The ability to adapt to any client's desires and needs is one of the many benefits of PRO DEV. A strong and knowledgeable team at every stage will be able to understand and adapt to each customer's wishes. We offer to realize both standardized and individual house projects ...



PRO DEV ensures the construction of private houses from A to Z, from consulting to a finished building with a gray or white finish, and we can provide any of the necessary steps.

#### TALLINAS STR. 65

CENTER OF RIGA







#### A NEW START

In Tallinas str. 65, Riga, is located an apartment house, which is built in year 1902 and despite the developed surrounding infrastructure, has not undergone any significant improvements.

The affected building of the time tooth is finally given a green light to a new start!

SIA PRO DEV has been selected as a general contractor for the construction works of this building, which means not only the restoration of historical elements, but also a number of other complicated and significant construction works in accordance with the requirements of today's and regulatory laws.

# WE MAKE THE LARGEST PURCHASE OF YOUR LIFE COME TRUE...

We are construction developersmaster craftsmen ensuring not only the management of construction projects, but also doing the majority of the work ourselves.





### BALOZI

SKOLAS STREET 10 & 16

#### BALOZI. PLACE OF NEW HOME.

SIA PRO DEV has been selected as a general contractor for the construction works of Skolas Street 10 and 16 in Balozi, Kekava district.

From the construction point of view, there are many and varied works in front, first we will do the work of the interior and exterior decoration. We will rebuild internal engineering networks in accordance with modern norms, we will also carry out interior decoration and facade restoration works. We will rebuild the terrazzo and waterproofing unit, we will put the cellar floor in the cellar and install glazed structures in the stairway areas. Finally, we will build and improve the territory.

However, the most important thing in this project is that, as a result of the work done, this specific territory will be cleaned up and new apartments will be available, with a family-friendly environment and infrastructure, as both a school and a kindergarten are located next door.

We make the largest purchase of your life come true...







On December 14, 2017 LLC "PRO DEV" received certificates from Bureau Veritas Latvia auditors certifying that the company's quality management and environmental management system has been audited and complies with the standard requirements for the performance and management of construction works in accordance with ISO 9001: 2015 and 14001: 2015. The goal of the Integrated Management System certification was to assert that the processes and execution of the company provides with the highest quality and environmental protection during the implementation of the work.

The compliance of the integrated management system standard with international standards is evidenced not only by certificates but also from previous positive feedback from customers on the quality of the services provided by PRO DEV.

The creation of an integrated management system has put a lot of effort into organizing processes by introducing procedures and system documentation.

















































### THANK YOU





