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Company Presentation

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KENTRIKI





Savills is a global real estate services provider offering a broad range of specialist advisory, management and transactional services to clients in Greece and all over the world.

In Greece and abroad, Savills is renowned for selling some of the world's most desirable properties and I would like to invite you to visit our website in order to find a selection of genuinely unique properties.

We would be delighted to assist through our services to one or more of your property requests, so please, don't hesitate to contact us!

Dimitris Manousakis
Head of Office

KENTRIKI

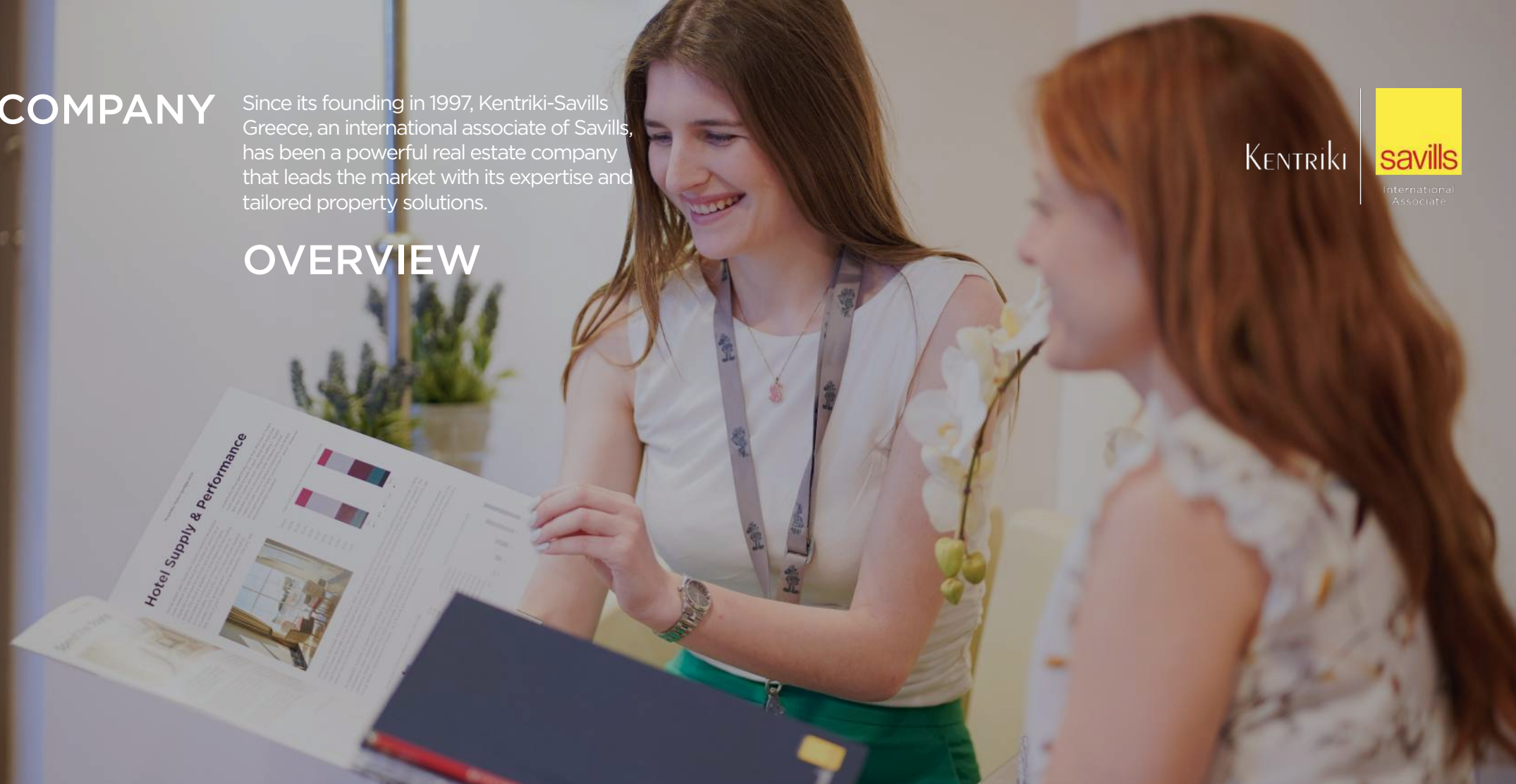


COMPANY

Since its founding in 1997, Kentriki-Savills Greece, an international associate of Savills, has been a powerful real estate company that leads the market with its expertise and tailored property solutions.

OVERVIEW

KENTRIKI



Savills Hellas Ltd. has undergone dynamic growth in previous years establishing itself as a powerful player on the local property scene. Savills advises clients on commercial, agricultural, residential and leisure properties.

The team of the Greek office provides advice and support to help companies and investors to maximise the benefits

and efficiency of property marketing, property management. The Company carefully employs professionals all suitably qualified to offer advisory and agency services of high quality always in the client's best interest.

Our staff is qualified through the Royal Institution of Chartered Surveyors (RICS) one of the largest professional bodies of Britain which is also acknowledged all over the world.

They are also qualified in the relevant Greek Professional Chambers i.e. the Technical Chamber (TCG) and the Economic Chamber of Greece (ECG).

The Athens office offers professional real estate consultancy services to both Greek and international companies as well as

Public Organisations of the Hellenic Republic and although is primarily focused on the Greek market, the company also undertakes to provide advice on neighbouring markets such as Cyprus and the Balkan countries.

BRAND STATEMENT

Vision

Our vision is to be the real estate adviser of choice in the markets we serve. We do not wish to be the biggest, just the best (as judged by our clients). Savills advises corporate, institutional and private clients seeking to acquire, lease, develop or realise the value of prime residential and commercial property in the world's key locations.

Goal

Our goal has always been to be trusted and known as an integral firm and experts at our field. That is why, we employ a highly skilled and qualified team and cultivate a healthy work environment, that drives the team to grow individually and at the same time helps the firm to grow as a whole.

Strategy

Combining entrepreneurial spirit and deep understanding of specialist property sectors, we have always worked hard and smart in providing best-in-class services to our clients in order to maximize their benefit and ensure that they reach the smartest decisions. We make bold actions, we always stay up-to-date and utilise all the means available to promote our brand and our services.

Savills Greece offers an extensive range of integrated services, including the following:

- Valuation (commercial & mortgage) & Development Appraisal
- Agency (acquisitions, disposals, lettings)
 - Investment & Due Diligence
 - Property Management
 - Project Management
- Public Procurement Projects (PFIs, PPPs)
 - Corporate Advisory Service
 - Research & Market Feasibilities



VALUATIONS

We are specialized in property valuations for all types of commercial, retail, hotel and residential properties as well as valuation of plant and machinery undertaken in accordance with the guidelines set down by the Assets Valuation Committee of the British Royal Institution of Chartered Surveyors (RICS), which in turn have been drawn up in accordance with international valuation standards.

Our services include:

- Valuation of individual assets
- Valuation of property portfolios
- Valuation of development schemes
- Cash flow analysis
- Due diligence
- Focused market analyses
- Feasibility studies

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CASE STUDIES

Lamda Development Portfolio including: shopping centres (THE MALL ATHENS, GOLDEN HALL, MEDITERRANEAN COSMOS), office buildings, parking spaces and land plots. Biannual Valuations on the instructions of LAMDA DEVELOPMENT S.A. for IFRS reporting.



Market value valuation of the Amanzoe Luxury Hotel & Resort, a 38 all-suite luxury resort and spa located close to Porto Heli in Peloponnese. The valuation was conducted for the acquisition of the asset by its current owner.



Office Building in Kallithea: This valuation of rental value was prepared for income tax purposes.



Costa Navarino Integrated Tourist Development Valuation and Feasibility Study of the existing and proposed luxurious hotels and residences on the instructions of LAMDA DEVELOPMENT.



COMMERCIAL & RESIDENTIAL AGENCY (SALES, ACQUISITIONS, LETTINGS)

Our Agency team works with investors, landlords, developers and tenants, to maximise the value of their real estate assets and to identify and procure the best solutions. Our extensive presence on the marketplace, extending throughout the commercial and residential sectors, includes office, retail, industrial/warehouse and prime residential assets, and is coupled with our in-depth knowledge and marketing expertise.

Our services include:

- Letting negotiations
- Acquisitions & Disposals
- Lease renewals and renegotiations
- Timetabling and cost estimate

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INVESTMENT ADVISORY, DUE DILIGENCE & INVESTMENT AGENCY SERVICES

Our investment team has concluded transactions exceeding €500 mil. over the last 10 years. We always offer valuable advisory services to potential institutional and private investors. Our aim is to bring our clients' investment interest to a successful transaction. We have a wide selection of investment opportunities available, with prime properties for our clients to invest in. With our team's investment knowledge, we are able to help clients to optimise returns and minimise risks.

Our investment team can provide clients with comprehensive, bespoke services and independent advice on investing in commercial property. We provide our clients with the expertise to identify opportunities, by analyzing investment proposals through due diligence procedures (commercial & technical). We analyse long term options on behalf of our clients for increasing profitability and have specialized knowledge and considerable understanding of the needs of foreign and domestic institutional investors. Our services include: Cash flow analysis Due diligence.

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E-AUCTIONS

Following the gradual channeling of the Greek banks' NPL portfolios into the market, Savills Hellas has taken a strategic position as an advisor to multiple specialized companies (loan servicers) who are carrying out the electronic auctions, whose objective is the transference of the collateral assets to the aforementioned loans, as real estate properties.

“ With our long experience in the Greek real estate market we undertake the marketing of the e-auctions towards our contacts and the general public. ”

We also provide our expert advice on the correct price positioning of the assets, the optimum sale strategy for each, and the necessary steps towards the maturity and disposal of the complete portfolio.

In this context we are able to provide parties interested in acquiring such properties with all the necessary information for the due diligence of the assets as well as assistance towards their successful involvement in the auction process.

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PROPERTY MANAGEMENT

We always look to establish a very close relationship with our clients to ensure each property is managed to the very highest professional standards, matching our clients' needs.

“ We currently manage assets with a value exceeding €230,000,000. Among the properties we manage are the Praktiker DIY stores in Greece and a number of headquarter office buildings in Athens. ”

Our services are designed to give value for money, providing efficiency and economy to enhance and maintain the value of each asset. We are continually looking at ways to improve the quality of services as well as reduce costs, with the objective of passing these benefits to our clients

We offer professional services of high quality regarding the design, supervision and coordination of fitting out works for all kind of commercial space.

Among other services we offer:

- Cost analysis according to specification provided
- Organization of the project schedule
- Quality control



PROJECT MANAGEMENT

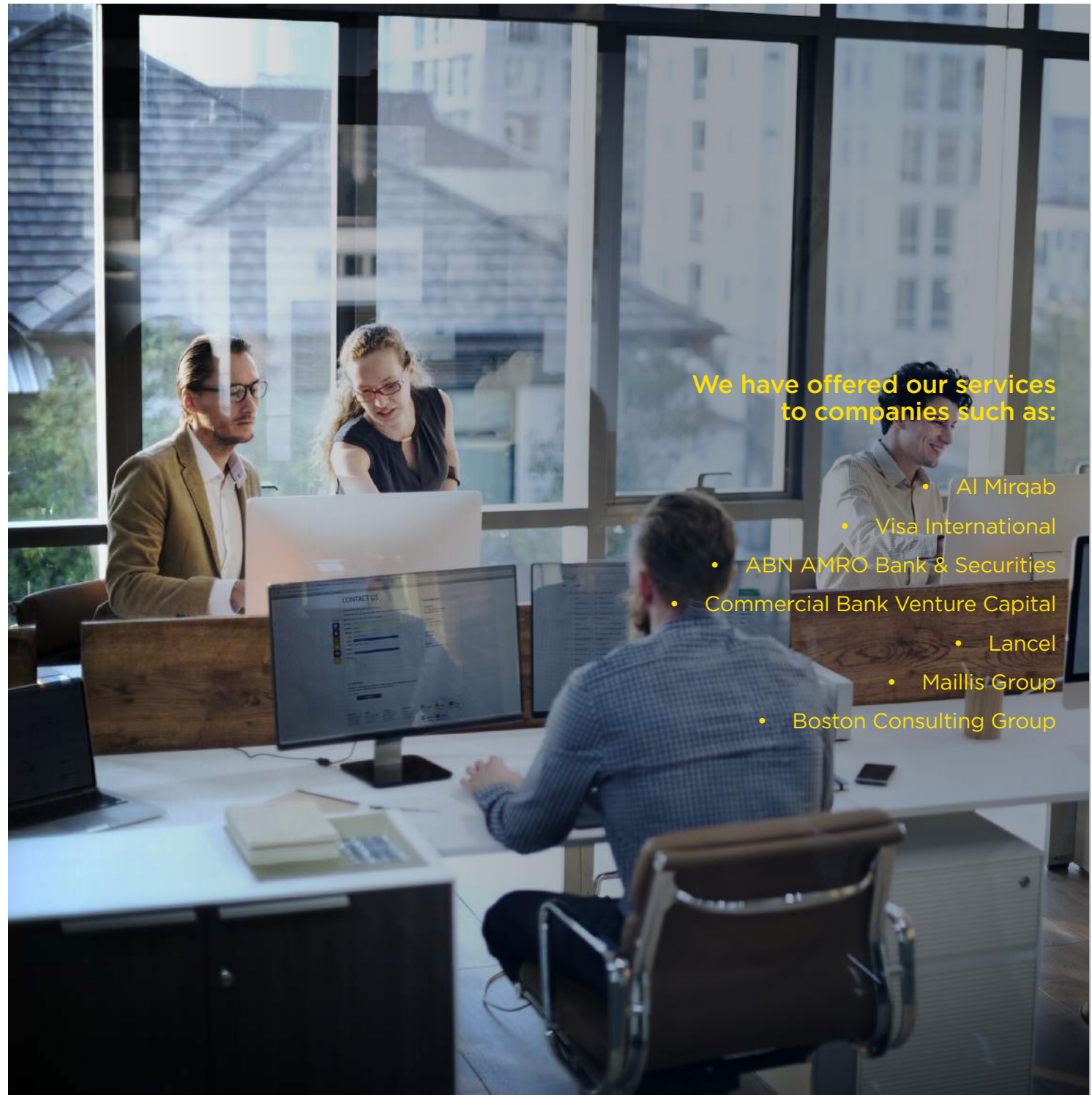
Over our 20 years of experience in Project Management in Greece we have developed a methodological model which is used as basis for our involvement in projects of every scale.

“ We adjust our model and human resources involved according to the particularities of each project, regarding its size, use, location and of course the owner’s objectives. ”

Our PM team is able to offer its services with high standards as well as with the necessary dedication, always to our client’s best interest.

Among other services we offer:

- Cost analysis according to specification provided
- Organization of the project time schedule
- Quality control



We have offered our services to companies such as:

- Al Mirqab
- Visa International
- ABN AMRO Bank & Securities
- Commercial Bank Venture Capital
- Lancel
- Maillis Group
- Boston Consulting Group



MARKET FEASIBILITY STUDIES

Some of our services include:

- Development feasibility studies
- Relocation consultancy
- Demand analysis and forecasting
- Business development strategy
- Data mapping
- Catchments analysis
- Focused market analyses
- Benchmark studies
- Tailor made advisory projects

Our aim is to use our knowledge to help add value to your property interests - whatever they may be. How we can help you: Our Research team operates in every area of real estate.

The team is an established one, with great experience in advising major corporations and quasi-public sector organisations. We work with many clients providing bespoke research which meets their exact requirements.

Our Expertise: Our clients include institutional investors, development companies, land owners, government agencies, local authorities, private individuals, regional development agencies and others.

We have offered advisory services, helping our clients to maximize the benefits and efficiency of their property assets and investments. We have also assisted clients in pursuing expansionary strategies.

Our services are focused on advisory of all types of properties such as offices, retail units, shopping centres, out of town retail schemes, industrial and warehouse facilities etc.

We have also offered advice on strategies related with the efficient development of land plots and property portfolios. We undertake projects both of large and smaller scale so if you have a need for a tailor-made research report contact our specialist team.

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MIRUM





RESEARCH

Savills Greece has a highly respected in-house Research Department. Its views are widely quoted and are acknowledged as being independent, objective and soundly based.

The department works on tracking rental and price movements across all property sectors providing an extensive and transparent means of analysing and anticipating the key elements of the European real estate markets.

Our expertise is used to enhance all Savills services as well as providing bespoke research services to clients.

Our Market intelligence helps in assisting company decision-making in agreeing their real estate strategies and their eventual development and investment policies.

Some of our services include:

- Development feasibility studies
- Relocation consultancy
- Demand analysis and forecasting
- Business development strategy
- Data mapping
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Contact Our Team

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