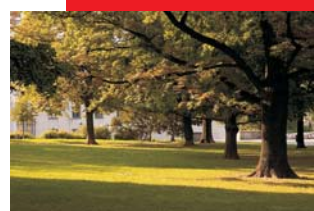


Regional Real Estate Solutions



COMPANY INTRODUCTION

EFG Property Services Ltd. Belgrade was founded by EFG Eurobank Ergasias, third largest bank by assets in Greece with strong retail, corporate and private banking; and Lamda Development, a public holding company with international experience in development projects and one of the leading development companies in the Balkans. EFG Property Services is an exclusive advisor to a number of real estate investment funds operating throughout Europe.

Belonging to the Latsis Group of Companies, EFG Property Services is constantly strengthening its presence in Southeast & Central Europe with a network of offices in Greece, Romania, Bulgaria, Poland, Ukraine and Serbia, with over 100 employees working closely together as one regional company.

The company boasts a unique combination of local expertise and international know-how drawing on the capabilities and services of its shareholders. EFG Property Services covers all aspects of real estate operation, investment development and management, both for individual properties and extended portfolios, provided to individual clients and organizations of the public and private sector with the aim of maximization of property value and return.

SERVICES PROVIDED

Advisory Services

- o Feasibility and Viability Studies
- o Market Research
- o Sale Leaseback Evaluation & Execution
- o Project Evaluation

Real Estate Appraisals

- o In-house appraisal team
- o Court experts and licensed valuers according National Law
- o Application of International Valuation Standards (IVS)
- o RICS approved and licensed appraisals
- o Members of TEGoVA

Real Estate Brokerage

- o Property sales and leases
- o Experts in retail leasing and consulting

Project management

Real Estate portfolio management

Property management

Advisory Services

A wide range of advisory services are offered relating to real estate including: development appraisals, market research studies (demand and supply), determination of optimal uses and-or mix of uses, feasibility and viability studies on real estate development projects, alternative options appraisals, sensitivity analysis , monitoring, research and interpretation of economic and market indicators and others. Some of the most often provided services include:

Feasibility Studies will often determine the viability of a real estate development. EFG Property Services has the know-how in preparation of financial proposals for acquiring financing or for promotion purposes to potential investors. It also has the knowledge to advice investors on appropriate project financing, finance restructuring and refinancing.

Market research is performed on targeted local market where demand and supply are determined to ensure best investment strategy.

Sale-Leaseback structure and execution enables our clients to re-invest their capital to core business operations while continuing to occupy premises as long-term tenants with full control over the property.

Project Evaluation on a risk-return basis, objectively analyzing investment opportunities to examine risk and returns associated with diverse portfolios.

Real Estate Appraisals

Knowledge of the market value of an asset is essential condition for defining any investment strategy. EFG Property Services and its staff possess a long-standing experience in the provision of real estate valuation services on behalf of EFG Eurobank and third party clients. Operating according to International Valuation Standards, full appraisals services are provided, including plant machinery and equipment valuation of properties for sale or purchase, mortgages as collateral for loans, insurance, mergers and acquisitions; valuation services offered to third parties, asset valuations for financial accounting, due diligence etc.

Real Estate Brokerage

Agency services include promotion and identification of commercial property for purchase or lease, depending on the client's needs, in close collaboration with major agencies throughout Serbia and Montenegro and with EFG Property Services office in the region. EFG Property Services also provides legal and technical support and supports negotiations between involved parties. We use our experience and expertise to create the best possible strategy to deal with our client's rent reviews and lease renewals, which ensures we achieve the most favorable results.

Being the Leading Agents for two largest shopping centers in Greece and one in Belgrade, as well as several shopping centers throughout Serbia and Montenegro, EFG Property Services is the leading retail consultants in the region.

Project Management

Project Management includes contract management for development projects, coordination of preliminary planning and planning approval, supervision of cost and time parameters in order to ensure delivery of the end product at the agreed cost, standard and on time.

Real Estate Portfolio Management

Property portfolios are recorded in detail and their technical, physical and financial characteristics are evaluated, in relation to market levels. Yields and returns are monitored over time and valuations are carried out periodically, supported by market research for the sectors and locations of interest. New property investment opportunities are examined according to the existing strategy and property development options are appraised.

Property Management

Professional Property Management services are offered which include rent collection, recording of operational income and expenses, organization of facilities management and technical building infrastructure support services.

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