



Country: Greece, Athens
Industry: Real Estate
Responsible Architect: Vichente Iovita
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 17122

Opportunity to form a Strategic Partnership

with a Team of Architects / Realtors in Multi Apartments Buildings –Construction & Sales

Investment Highlights

- Buying land plots, constructed, selling the apts
- For a specific land at a most beautiful and greeny suburb of Athens.
- We seek loan financing. The loan will be given against mortgage and managed through an SPV company through which all cash in & out would be managed by the Lender.
- Equity structure of SPV should be mutually agreed.
- Alternatively, we can discuss instead of paying standard interest to share the profit at a range of mutually agreed between for lender & debtor

Construction Overview



Land plot Area: 356,80 sq.m.
 Buildable: 1070,4 sq.m. 8 Floors with piloti & underground parking
 Analysis: per floor apartment 125 m2 with living room kitchen
 dining room 2 bathrooms 1 toilet 3 bedrooms
 terraces - corner apts
 With a pool in the terrace -
 And gym in the piloti with area of 70 m2:

LOCATION : Nea Smyrni

Coordinates: 37°57'N 23°43'E
 Country:Greece
 Administrative region: Attica
 Regional unit: South Athens
 Area
 • Municipality:3.524 km2 (1.361 sq mi)
 Elevation:50 m (160 ft)
 Population: (2011)
 • Municipality:73,076
 • Municipality density:21,000/km2 (54,000/sq mi)

Nea Smyrni



Alsos Neas Smyrnis

Alsos Neas Smyrnis (Alsos meaning 'grove' or 'small wood') has an area of fifty acres and is bounded by **Eleftheriou Venizelou**, Ephesou, Kordeliou and Patriarchou Ioakeim III Avenues. The Alsos consists mainly (20%) of woodland trees (Aleppo pine, stone pine, cypress etc.) and ornamental trees (20%). In addition, most of this green space is covered in shrubs (cranberry, velvetleaf, myoporum and pyracantha). Today, conifers make up about 60% of the plant capacity. The plant material of the Alsos consists mainly of monoculture and introduced plants planted in very high density. Two fountains complete the architectural makeup of the area. The whole park is surrounded by iron railings.

Climate

Nea Smyrni, owing to the proximity to the Athens Riviera, has a hot semi-arid climate. It has mild winters and hot summers, with particularly warm summer nights. The driest months are July and August while the rainiest period is during the fall. According to the National Observatory of Athens station, Nea Smyrni records the highest mean annual temperature in Continental Europe the past few years. Alsos Neas Smyrnis

Climate data for Nea Smyrni (N.O.A 2012–2021)													[hide]
Month	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Year
Average high °C (°F)	14.7 (58.5)	16.0 (60.8)	18.2 (64.8)	22.1 (71.8)	26.6 (79.9)	30.8 (87.4)	33.7 (92.7)	33.8 (92.8)	29.6 (85.3)	24.7 (76.5)	20.1 (68.2)	15.8 (60.4)	23.8 (74.8)
Daily mean °C (°F)	11.7 (53.1)	13.0 (55.4)	14.9 (58.8)	18.2 (64.8)	22.7 (72.9)	26.8 (80.2)	29.8 (85.6)	30.0 (86.0)	26.0 (78.8)	21.3 (70.3)	17.1 (62.8)	12.9 (55.2)	20.36 (68.65)
Average low °C (°F)	8.8 (47.8)	9.9 (49.8)	11.5 (52.7)	14.4 (57.9)	18.8 (65.8)	22.8 (73.0)	26.0 (78.8)	26.2 (79.2)	22.4 (72.3)	17.9 (64.2)	14.2 (57.6)	10.0 (50.0)	16.9 (62.4)
Average rainfall mm (inches)	52.2 (2.06)	42.4 (1.67)	31.2 (1.23)	21.5 (0.85)	16.3 (0.64)	27.2 (1.07)	7.9 (0.31)	4.0 (0.16)	19.1 (0.75)	29.5 (1.16)	71.8 (2.83)	73.0 (2.87)	396.1 (15.6)

Nea Smyrni (Greek: Νέα Σμύρνη, Néa Smýrni, "New Smyrna") is a municipality and a southern suburb of Athens, Greece. At the 2011 census, it had 73,076 inhabitants. It was named after the former Greek city Smyrna (today's Izmir in Turkey), whence many refugees arrived and settled in the Nea Smyrni area following the 1922 catastrophe of Asia Minor and the Great fire of Smyrna, as a result of the Greco-Turkish war.

Geography

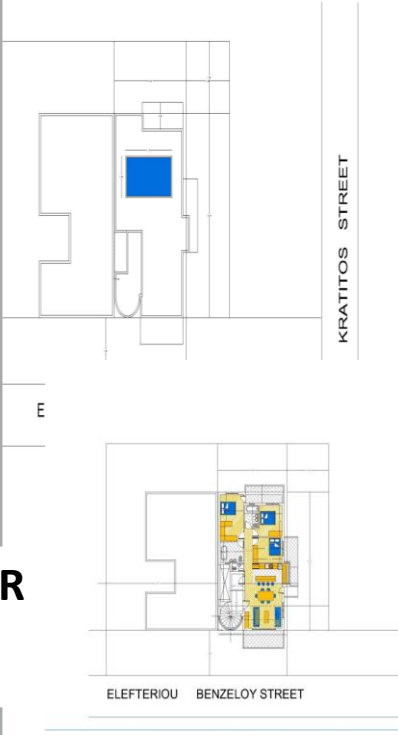
Nea Smyrni is located about 4 km (2 mi) southwest of central Athens. The municipality has an area of 3.524 km2 Its built-up area is continuous with those of central Athens and the neighbouring suburbs. It is the second-most densely populated municipality in Greece, following Kallithea. The main thoroughfare is Andrea Syngrou Avenue, which forms the northwestern border of the municipality and connects it with central Athens and the coast.

- Distances from:**
- Alsos Nea Smyrni 0,4 km
 - Athens Riviera 4 Kms -12 Kms
 - Athens International Airport 34 Kms
 - Acropolis 4 Kms
 - Centre of Athens (Syntagma Square) 4 Kms
 - Piraeus Port 10 kms (Ferry Ships, taxi boats with connections to Greek Islands)





Plans & Environment



FLOOR PLAN

Athens Riviera is the coastal area in the southern suburbs of Athens, Greece from Piraeus to Sounio. It is located about 16 km (9.9 mi) from downtown Athens stretching from the southern suburbs of Athens to the southernmost point of Attica, Cape Sounio.

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Athens
Riviera



Cost & Sales

Cost Development Schedule

Gross Buildable Area of the proposed development scheme (total sq m, main & auxiliary) 1070.4 sm sq m (i.e. inclusive of corridors, , lift shafts, staircases etc.)

Number of Apartments: 8

Costruction cost per square meter 1.400 Euros (incl. pool in the terrace and gym in the piloti of 70 m2)

Total Cost:

Land purchase: € 600,000

Construction: € 1,500,000

Consultants, Lawyers, Intermediaries, Architects: € 300,000

Total : € 2,400,000

Timescale & Phasing Sales

Timescale

Project Start Date June 2022 (Design / Planning / Permitting Phase /Capital Raise)

Duration (months) 12 months (June 2022–May 2023)

Income Flow Duration (months) 12 months (June 2022 – May 2023) (refers to the P&L Forecast) Sale Period Duration (months)

Exit is assumed at the end of Income flow period

Sales Forecast

Time periods	Revenue in Euros
June 2022-July 2022	600.000
August 2022-October 2022	1.050.000
November 2022-January 2023	800.000
February 2023-April 2023	500.000
May 2023 –June 2023	450.000
TOTAL SALES	3.800.000

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-

Sales Strategy

20% of the square meters during drawings will be sold at 3000 € / sq.m., Current price. The price trend is upward.

During construction:

30% will be sold for 3500 € / sq.m.

30% will be sold for 4000 € / sq.m.

Completed stage –ready to deliver:

20% will be sold for 4500 € / sq.m.

STUDIO DUE ARCHITECT

Concept to Creation - Perfect Form & Function

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- ✓ **Apartments sale estimate:**
 - from the drawings ---- 20%
 - during construction --- 70%
 - at completion ----- 10%

Financials

The loan will be given against mortgage and managed through an SPV company through which all cash in & out would be managed by the Lender. Equity structure of SPV should be mutually agreed.

Alternatively, we can discuss instead of paying standard interest to share the profit at a range of 60:40 for lender : debtor

Based on this approach, the total profit outcome would be: (considering only Administration costs and Sales commission per year 50.000€)

Semester	%	Revenue	Sales Expenses	Profit before Tax
1 st	20%	600.000	50.000	550.000
2 nd	30%	1.050.000	50.000	1.000.000
3 rd	20%	800.000	50.000	850.000
4 th	20%	500.000	50.000	850.000
5 th	10%	450.000	50.000	400.000
TOTAL	100%	3.800.000	250.000	Operation Profit 3.650.000

Results for the SPV company:

Finance (submitted by The Lender): 2.400.000 euros

ROI 1.250.000 euros for 15 months

EBITDA 52 %

We propose 60:40 sharing between the Lender and the Borrower

PROFITS FOR PARTNERS:

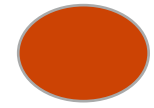
For the lender 750.000 euros -> return on loan 31% over 15 months For the borrower 500.000 euros

IMPORTANT

**THERE ARE MANY OTHER REAL ESTATE OPPORTUNITIES
IT IS SUGGESTED NOT TO ALLOCATE THE PROFITS OF THE FIRST
PROJECT AND REINVEST IN THE SECOND ONE AND THIRD AND
SO ON!!!!.**



COMMUNICATION



Dimitrios Schistocheilis - Business Consultant
Acquisitions-Mergers-Finding Financing for Sustainable Business Plans

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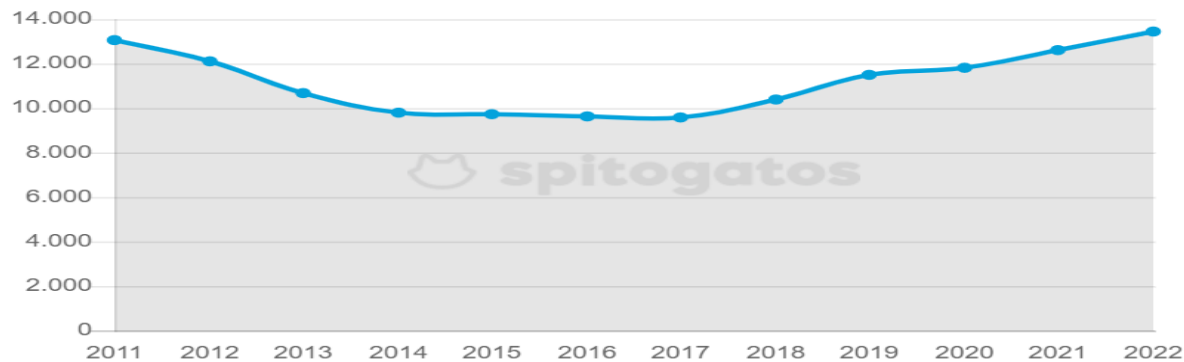
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APPENDIX 1

- **SPI - Houses for sale, Athens – South-Annual changes**
- **Source: Spitogatos real estate quotes show price changes over time**



Google map

<https://www.google.com/maps/place/%CE%9B%CE%B5%CF%89%CF%86.+%CE%95%CE%BB.+%CE%92%CE%B5%CE%BD%CE%B9%CE%B6%CE%AD%CE%BB%CE%BF%CF%85+1,+%CE%9D%CE%AD%CE%B1+%CE%A3%CE%BC%CF%8D%CF%81%CE%BD%CE%B7+171+23/@37.9508264,23.7196373,19z/data=!4m5!3m4!1s0x14a1bdace5919857:0xb04d7624af9ec9ec!8m2!3d37.9508253!4d23.7201845>

April 12th 2022

Private and Confidential

The following tables show the average bid price (€ / sq.m.) in housing for the first quarter of 2022 compared to the previous year. During January-February-March 2022, the average price for houses for sale was higher in the southern suburbs of Athens, at € 2977 per square meter Source: spitogatos **House prices for sale**

Region	A' Semester 2022 (€/sm)	A' Semester 2021 (€/sm)	Diference %
<u>Κέντρο Αθήνας</u>	1.667	1.556	7,10%
<u>Αθήνα - Βόρεια Προάστια</u>	2.542	2.375	7,00%
Athens – south suburbs	2.977	2.706	10,00%
<u>Αθήνα - Δυτικά Προάστια</u>	1.472	1.375	7,10%
<u>Αθήνα - Ανατολικά Προάστια</u>	1.667	1.575	5,80%
<u>Πειραιάς</u>	1.667	1.500	11,10%
<u>Προάστια Πειραιά</u>	1.327	1.250	6,20%
<u>Υπόλοιπο Αττικής</u>	1.711	1.639	4,30%