



regional real estate solutions

EFG Property Services Ltd. Belgrade

SERVICES PROVIDED

Advisory Services

- Feasibility and Viability Studies
- Sale Leaseback Evaluation & Execution
- Project Evaluation
- Financial and Investment Analysis

Real Estate Appraisals

- Real estate valuation services
- Valuations of plant machinery and equipment
- Due diligence
- Asset valuations for financial accounting

Real Estate Brokerage

- Property sales and leases
- Experts in retail leasing and consulting
- Market Research

Project management

Real Estate portfolio management

Property management



COMPANY INTRODUCTION

EFG Property Services Ltd. Belgrade is part of Eurobank EFG Group, operating in the real estate sector. The company boasts a unique combination of local expertise and interactional know-how drawing on the capabilities of its shareholders

EUROBANK EFG

is the leader in Greece in consumer lending, mutual fund management, investment banking, equity brokerage and life insurance. It is also the largest lender to small business in Greece and among the largest lenders to large Greek corporates of the private sector. In wider area of Southeastern and Central Europe, Eurobank EFG group ranks among the top banks in all countries where it is present, namely Bulgaria, Romania, and Serbia and is rapidly expanding its presence in Poland, Ukraine and Turkey.

LAMDA DEVELOPMENT

Listed on the main market of the Athens Stock Exchange, is a holding company specialized in the investment, development and management of real estate. Investing in a wide range of real estate development projects in Greece and Central-Eastern Europe. LAMDA Development further strengthens its strategic positioning in the border region, playing a critical role in its development.

EFG PROPERTY SERVICES

Is part of specialized network of real estate companies that form Eurobank Real Estate which boasts a leading presence in Greece, Romania, Bulgaria, Serbia and Poland and over 130 employees working closely together as one company across the borders.

The synergistic collaboration of these companies renders EFG Property Services Ltd Belgrade one of the leading Serbian property companies and total real estate services provider (one stop real estate shop) and thus guarantees that the interests of the company's clients are served in the most efficient and professional manner.

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 aim of maximization of property value and return.

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 advise 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 an 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 Eurobank EFG 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 with EFG Property Services offices 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, EFG Property Services is one of 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, organisation of facilities management and technical building infrastructure support services.



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