

MANAGEMENT

COOPERATIVE



COMPANY PROFILE

Grivalia is an exceptional real estate investment, strategy and asset management company, established by the top executives of Grivalia REIC, in 2019

For institutional investors & financial institutions we offer:



Investment strategy



Sourcing, analysis & investment deal completion



Deal structuring



Negotiation



Debt structuring



Financing



Asset management



Fund raising & institutional investor presentations



Project development



Budgeting

MAIN ACTIVITY PILLARS

Total assets
under management:

€ 3.1 b.

Management of
investment real
estate assets

€ 1.87 b.

1,505
assets

1,812,000 sq.m.

Management of real estate
assets from
non-performing loans

€ 637 m.

4,767
assets

1,116,000 sq.m.

Hospitality
& Leisure

€ 500 m.

7
assets

107,500 sq.m.

Contractual
pipeline

€ 92 m.

3
assets

79,000 sq.m.

MANAGEMENT TEAM

Grivalia employs 54 people of all specialties in the field of investments and real estate asset management – economists, analysts, engineers, urban planners, lawyers – necessary for the execution of the entire range of activities.

These are executives with extensive experience in real estate asset management and development, urban planning legislation, institutional framework of capital markets, institution of REICs and alternative investment vehicles.



George Chryssikos
Founder, Managing Partner



Natalia Straffi
Managing Partner - Operations



Paris Varfis
Managing Partner - Finance



Charis Anastaselos
Senior Partner - Legal



Despina Chamilaki
Senior Partner - R.E.O. Portfolio



Katerina Kalfamanoli
Partner - Commercial



Dr. Liana Kyriopoulou
Partner - Technical



Andreas Parmaxis, CIA
Partner - HR & Compliance - Risk



Antonis Chatzikostas, REV
Partner - Portfolio Management

TRACK RECORD

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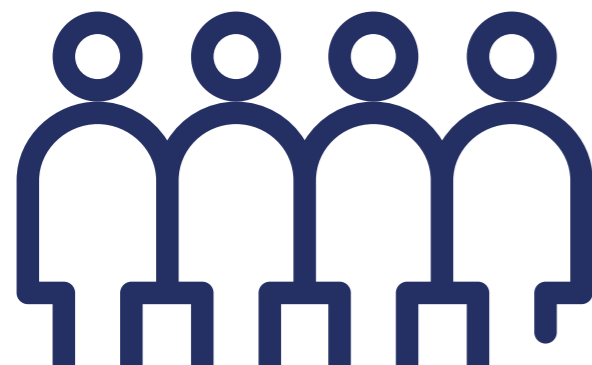
Our team is highly specialized in real estate investment and asset management, having managed the investment real estate portfolio of Grivalia Properties since 2008, one of the leading real estate investment companies in Greece and SE Europe and amongst the strongest in the Athens Stock Exchange until the merger with Eurobank.

From 2006 to 2018, the team managed a total of €743m. of capital, which was raised from high profile Greek and International institutional investors and invested in real estate assets of all classes in Greece and SE Europe. The team managed to create one of the best performing real estate portfolios in Greece, offering strong and stable returns and value for the stakeholders engaged.

In 2019 alone, approximately 1,000 assets were sold with a market value of €90m.

The new executives who joined the team, come with deep knowledge of the real estate assets and their management problems in the banking environment and have experience in their maturity, aiming at maximum returns. They are highly experienced in strategy, marketability and creation of targeted real estate portfolios from non-performing loans.

Grivalia team has extensive experience in real estate applied sustainability and in management of the certification of green buildings, having managed certifications according to LEED & BREAM in commercial assets, of over 296,000sq.m.



In the last decade

Investments of
€ 1.2 b.
in commercial, leisure
& hospitality assets

Shareholder
returns of

€ 263 m.

Financing
of
**€ 250
m.**

achieved

Funds of
€348m.
raised

Disposals of
€ 20,9 m.

JV's of
€ 428 m.
concluded

Realized Equity IRR
c.30%
unleveraged
in Commercial
Real Estate

Expected
Hospitality Equity
IRR 15%

Prestigious investors like
Fairfax , Fidelity, M&G,
Wellington, Brandes, Pimco

Sustainability
Report publication
for 2017 & 2018

Management
of extraordinary technical
& urban planning issues
related to new investments
and existing portfolio under
management

Excellent knowledge of
the regulatory framework of
the Greek Capital Market,
the REIC and alternative
investment vehicles

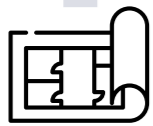
Best practices
in Corporate Governance

Project
management
of assets under
development or
refurbishment

ATHENS CITY CENTER
CASSE
STUDIO

Indicative
redevelopment project
under way

Omirou & Stadiou str.



4.650 sq.m.
of contemporary,
"green" office spaces



300
employees



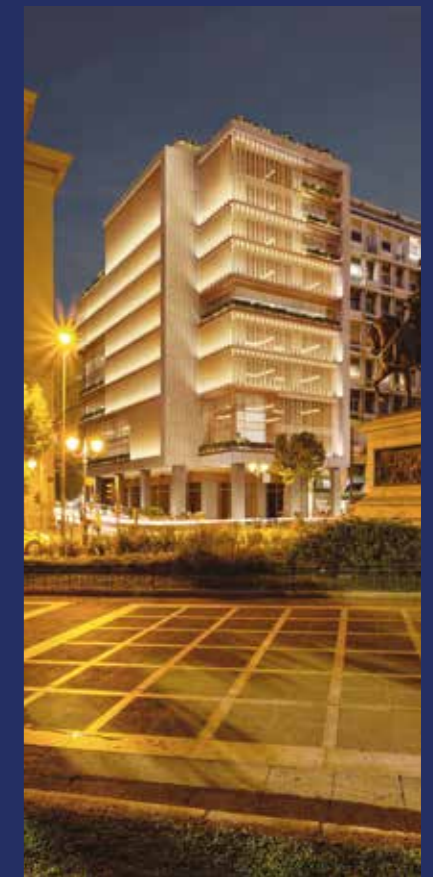
€ 14 m.
total investment



Office building redevelopment at the junction of Omirou & Stadiou str.



The building will be upgraded aesthetically & in terms of energy efficiency, to contribute to Athens city center upgrade



AWARDS



Sustainable approach to real estate with **296,000sq.m.** certified according to LEED & BREAM and **204,000sq.m.** under certification

Energy Efficiency Certificates in place for over **76%** of the portfolio under management

Investments of over **€ 8 m.** for asset energy upgrades through refurbishment works

GRESB:
First Greek company to participate in review and placed in «Green Star» category



EPRA AWARDS:
“Gold sBPR” Award for Sustainability Reports publicized for 2017 & 2018. First company in Greece to receive Gold.




GRIVALIA MANAGEMENT COMPANY S.A.
YEAR OF ESTABLISHMENT
2019

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