



KYRIAKIDES GEORGOPOULOS
Law Firm

Real Estate Development Practice





Kyriakides Georgopoulos (KG) Law Firm dates back to the 1930s and is one of Greece's oldest and most reputable law firms. KG Law Firm is comprised of 96 highly skilled professionals actively involved in the provision of legal services to high profile Greek and international clients. The multidisciplinary teams of lawyers are efficient in working closely with clients and in ascertaining innovative and practical solutions to complex situations. The successful handling of our clients' affairs is attributed to our professionalism, efficiency and expertise, all of which are qualities that our firm constantly seeks to promote.

KG Law Firm Real Estate Development Practice continues its significant involvement in the real estate market acting as legal advisor to a number of important real estate development projects, the majority of which require a highly specialized and innovative approach. We do this by offering market-leading advice across a range of practice areas where real estate is at the center of the transaction.

KG Law Firm is the go-to firm in Greece for real estate and for a wide variety of clients and their most complex and challenging matters. Our team is known for its ability to mobilize its extensive internal and external network of associates, as well as to develop innovative solutions on how to best deploy capital into real estate assets, and to provide an understanding of the most cutting-edge market trends impacting the industry. In a challenging economic environment, we provide pragmatic advice on how to maintain value in real estate assets and how to reposition these assets in order to maximize opportunities.

KG Law Firm is a founding member of **South East Europe (SEE) Legal Group**, a regional alliance of 10 leading independent law firms, covering 12 jurisdictions in South East Europe (such as Albania, Bosnia and Herzegovina, Bulgaria, Croatia, Greece, Kosovo, Montenegro, FYROM, Romania, Serbia, Slovenia and Turkey). Working together on cross-border transactions, the group is the largest legal force in South East Europe numbering over 450 lawyers, organized in cross-jurisdictional practice groups. Each of the firms has been ranked as leading firm in its jurisdiction and with a presence in capital cities and a number of satellite offices. Over the years, KG Law Firm has had the opportunity to work with many of the firms participating in SEE Legal and has forged strong ties and a good communication network amongst all.

> Real Estate Development Practice Overview

Our practice focuses on advising and representing high net-worth individuals, private equity funds, international investors, constructors, foreign embassies, RES producers, privatization's funds (e.g. Hellenic Republic Asset Development Fund), European or international bank and credit institutions, corporations, both inward investors and domestic clients with assets in Greece and globally, underwriters as well as the Greek State on the development of public sector land.

We assist a number of international private equity funds in their efforts to make investments in a wide range of opportunities in the real estate and construction sector. Our clients are involved in commercial developments and top-end investment transactions with a particular emphasis in the hotel and leisure sector and in large scale retail developments, including shopping malls. We aid our clients in navigating the complexities of the markets in which they currently, or plan to, operate.

We advise and represent such clients in various real estate activities, including the purchasing of private islands, the conclusion of commercial leases, the development and construction of large scale resorts, the settlement of disputes related to complicated ownership status issues arising from the national cadaster survey procedure and other activities.



>How we can help

Our services in the field of real estate development include:

- Consulting on investment planning (on the basis of tax considerations, regulatory, statutory or other asset restrictions) – structuring of the real estate development.
- Performing land due diligence covering land titles surveys, assessment of ownership rights, liens and encumbrances over properties, litigation, environmental, and land planning issues.
- Providing advisory services to investors in relation to the acquisition, management and operation of hotels and leisure facilities.
- Preparing conveyance agreements e.g. purchase, lease transactions and shares purchase agreements.
- Elaboration of Construction and Operation and Maintenance Agreements (EPCs, DCCs, O&Ms etc.).
- Advising investors in relation to the acquisition and development of commercial, retail or industrial facilities.
- Representation of parties in the course of land related litigation, extrajudicial disputes or enforcement proceedings (e.g. auctions).
- Advising on complicated ownership regimes (e.g. expropriations, public properties, cross-border areas, forests, private islands, seashores).
- Supporting individuals or legal entities through the submission of objections against the content of forest maps and against cadastral survey registrations.
- Representing bank or credit institutions and/or investors in the context of (Project) Finance of infrastructure, PPPs or RES plants.

- Drafting and negotiating property leases (for offices and residential complexes), commercial lease agreements, time sharing contracts, and sale and lease back agreements.
- Acting for the Greek State and performing a legal feasibility assessment of all real estate key assets, eligible for privatizations; assisting the Greek State in tender and award processes; drafting and preparation of the relevant concession agreements or any other real estate transaction agreement.
- Setting up Real Estate Investment Companies.
- Advising third party nationals for their purchase of real estate properties in Greece and representing them upon the submission of an application for the award of a residence permit under the Golden visa program.
- Providing full advice towards foreign real estate holding companies on the acquisition of real estate leisure and hotel properties in Greece.

>Experience

- We acted as legal advisors to the Hellenic Republic Asset Development Fund (TAIPED) in relation to all key real estate assets eligible for privatizations.
- We advised major bank institutions in relation to the construction, development, financing and operation of school buildings in Attica through the PPP structure.
- We provided advisory services to a major foreign real estate holding company, owner of a portfolio of real estate leisure and hotel properties in Greece.
- We assisted private investors in the acquisition of a majority shareholding stake in the company assigned with the construction of a marina in the Dodecanese islands.



- We acted as legal advisors of a Belgian-based private equity fund in relation to the investment planning of large-scale solar PV projects.
- We advised a leading oil storage company with strategically located storage terminals re real estate development of oil storage tanks.
- We recently represented a glassworks Company, owner of two large industrial facilities in Attica through the SPA transaction including conveyance of real estate properties.
- We are currently acting as lenders' legal counsels in relation to the financing of a cluster of wind parks on the island of Evia.
- We provide advisory services to an international anchor bottler Company and all companies of the group in Greece in relation to the relocation of all their real estate projects.
- We are regular legal advisors to a leading supermarket retailer in a wide range of matters, including real estate purchase and development, expansion of outlets, construction operations and leasing arrangements.
- We are representing foreign Embassies in relation to the relocation of their premises, the acquisition or lease of land and assist in the implementation of the construction of their premises.
- We provided full support of Israel VC Fund in the acquisition of landmark hotel in the historical centre of Athens and in further planned acquisitions in Greece, including portfolio of distressed assets in Athens.



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