

Strategic investments as a tool of Greek – Turkish cooperation, 01/11/10.

General

1. Real investment opportunity and project. Mall development in Thessaloniki, Greece.
2. Size of land ~ 50.000 square meters, size of project to be developed 100 – 120,000 square meters, total project size ~ 300 million Euros and ~ 2.500 job opportunities.
3. Site corporate ownership.
4. Location Western Thessaloniki, 2 km from the port, 3 km from downtown, 20 minutes from the airport, 70 km from the borders of Skopja, 100 km from the borders of Bulgaria.
5. Catchment area: 15 minutes 600.000 inhabitants, 30 minutes additional 600.000 inhabitants, 45 minutes additional 300.000 inhabitants, total 1.500.000 inhabitants.
6. GNP/capita ~ 20.000 Euros.
7. Site within city zoning.

Turkish and Greek partner

1. Profitable opportunity.
2. Proximity to headquarters, easy access through Egnatia highway ~ 6 hours by car.
3. Western investment opportunity in European Union with Greece.
4. Thessaloniki is the second biggest metropolitan area after Istanbul, in the Balkans.
5. Due to financial situation, distress pricing of land and development cost.
6. Lack of mall establishment at Western Thessaloniki, due to mall existence of only 10 square meters/1000 inhabitants.
7. Project can be ready when the economy and demand is in the upturn.

Government

1. Both countries governmental political will for cooperation.
2. Good personal relation between the two Prime Ministers.
3. Opportunity for strategic Turkish presence on land site in Thessaloniki.
4. Political decision for investment as a tool of Greek – Turkish cooperation at distressed timing will help relations between two countries.
5. Greek government willing to help through fast track strategic investments new law initiative.
6. Possibility for both governments assistance.

REGIONAL MALL DEVELOPMENT OPPORTUNITY IN THESSALONIKI, GREECE

(In the process of open or closed tender offers - 11/2010)

Area Details:

- Thessaloniki is the capital of Northern Greece and one of the biggest business and commercial centers of Southeastern Europe and the Balkan area.
- It has a population of approx. 1.2 million people, with per. capita income of ~ 20.000 €.

Site and Sales/cost Details:

- Total land size 50.000 m², within urban zoning.
- To be developed ~ 100.000 m² commercial use, or ~ 140.000 m² commercial and /or housing use.
- Approx. value for commercial use 3.000 € m² – total 300 M. €, housing 2.000 € m².

Location:

- Located on the west side of the city, within zoning limits.

Potential Uses:

- Mall center and / or housing

Advantages:

- Site large enough to accommodate mall center.
- Excellent access – adjacent to two main roads, ring and national road.
- Immediate catchment area of 600.000 inhabitants within 5-15 min., another 600.000 within 30 min., and another 300.000 within 45 min, total approx. 1.500.000 inhabitants.
- Area shopping center opportunity with 10m²/1000 inhabitants vs. Greek average 47m²/1000 inhabitants and Europe 189 m²/1000 inhabitants.
- Mall rent rates in Thessaloniki, Greece 20-60 €/m², average 35-40 €/m².

Property ownership:

- Philippou Domika Erga S.A. corporate ownership, Nikos Sp. Philippou President & CEO.

