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the ELLINIKON

When it comes to investments,
our aim is to seal your best deal.



*Follow
Machas & Partners
on a step-by-step
comprehensive Guide
to buying Real Estate at
The Ellinikon.*



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Find out more about the ways our expert lawyers and specialized collaborators can help you and the services we offer to make your future investments easier and secure, as of today.



From Vision to Reality



The vision for The Ellinikon is to create an urban development model that will combine the natural beauty of the area with buildings with state-of-the-art and cutting-edge architectural design and to upgrade the coastal front with free access for all.

The project will include residential buildings, hotel units, shopping centers, family-friendly entertainment venues, museums, cultural venues, health and wellness centers, sports and leisure facilities and a modern business park that will be a hub for education and R&D.

The Ellinikon project has already attracted significant interest from Greek and international buyers seeking to invest in high-value seaside properties. It is the largest urban regeneration project in Europe, designed to add significant new investments and uses in the fields of tourism, culture, entrepreneurship, innovation, and the environment.

2,000,000 sqm

The Ellinikon
Park

3.5 km

Premium coastline
and beaches

9,000

Residential
units

3

Retail
destinations

400

Marina
berths

3

Hotels

Why we know The Ellinikon better



At **Machas & Partners**, we collaborated with the Hellenic Republic Asset Development Fund (HRADF) on one of the most ambitious transactions ever in Greece. Our law firm served as the external legal advisor to the Greek state for the completion of the transaction with LAMDA Development S.A., contributing significantly to the drafting of all critical legal documents in the largest urban development project in the history of modern Greece.

Our team supported the transfer of the land on which The Ellinikon is being developed on behalf of the Greek state, therefore we have an in depth and thorough knowledge of the title deeds, as well as the laws that establish the rights to the land plot.

We are therefore able to assist you as a potential investor by turning a complex and time-consuming process into a pleasant journey.

One-Stop-Shop services for your investment

Such an ambitious and unprecedented project in Greece requires us to be **able to respond promptly and to provide appropriate solutions at every stage of the sale and purchase**, ie. legal, technical/ construction, insurance, in order to secure your investment.

At Machas & Partners, aiming for a holistic and unique approach to each client's investment, we collaborate with qualified technical advisors. We undertake on behalf of our clients the coordination of all the necessary and often complex processes that such a large investment entails. For this reason, we have entered into a high value-added synergy with leading professionals in their field. In collaboration with Hellinotechniki S.A. and leading insurance consultants of the international market **we offer a comprehensive service package that guarantees your investment is in good hands.**



We turn your boldest vision into a real achievement

Machas & Partners

At **Machas & Partners** we are attentive to our clients' needs and we grow with them, by creating real value for each one of them with innovative legal solutions to achieve their goals. We do this by approaching large-scale issues and new challenges with unexpected and holistic legal solutions.

We are a law firm with extensive expertise in Real Estate transactions.

Our experienced teams have provided advisory services on some of the most significant real estate acquisitions, sales, joint ventures, financings and restructuring projects for foreign and Greek investors in Athens and throughout the country.

We handle all aspects of residential and commercial real estate transactions, always providing high-end legal support. Our experienced lawyers in the fields of real estate, corporate law, bank financing and investment, provide coordinated and comprehensive assistance to our clients in the most challenging matters.

With nearly 15 years of experience and a remarkable transactional track record, **at Machas & Partners we are known for our promptness, immediacy, the trusting relationships we build with our partners and clients**, as well as our attention to detail.

Hellinotechniki S.A.

The company was established in 1965 as an independent Engineering Office providing Project Management, Architectural, Engineering and Supervision services for Building and Infrastructure Projects. In 1991, the legal status changed to Société Anonyme and the company "HELLINOTECHNIKI S.A. – ENGINEERING, PROJECT MANAGEMENT, INFORMATION SYSTEMS" was established.

HELLINOTECHNIKI is a registered member of the Technical Chamber of Greece (TEE) and of the Hellenic Association of Consulting Offices (HELASCO).

They offer services for development projects in the building sector as well as owner's representation for real estate projects through the provision of all required project/construction management,

design, and engineering services, throughout the project cycle, from the due diligence and evaluation phase, up to support during the operation phase.

They provide clients with all up-to-date information on all key factors aimed at guaranteeing the procurement of the project according to the client's business plan. **They offer ongoing support through all the project phases**, together with support and advice to help the project move forward whilst guaranteeing all technical aspects are met in the process.

The company's continuous activity for over 50 years comes as a result of a successful combination of the work of both experienced and younger professionals.

Legal Support

Machas & Partners offers a complete and inclusive legal service package that fully covers your investment needs. Our experienced lawyers will guide you throughout the entire transaction, from the due diligence of the property to the signing of the purchase agreement and the loan disbursement. More specifically, our team will undertake, on your behalf, the following:



LEGAL DUE DILIGENCE

- We conduct legal due diligence on the title deeds of the land plot. Having knowledge of the background of the plot, we are able to save, in favor of the buyer, the time and costs required.
- We can answer to all enquiries you may have regarding the specific legal background of the property.
- With regard to the Marina Tower, our team is negotiating on behalf of the first buyers with LAMDA Development S.A. over the terms of the Tower's Regulation, while the review of the terms of the Deed of Establishment of Horizontal Properties is ongoing. Thus our team will review all legal documents prior to finalization.
- Therefore, in addition to the plot, we have a thorough understanding of the legal status of the building (Tower) and of each individual apartment.
- We negotiate the terms of the written certificates issued by the banks regarding the release of mortgage prenotations and encumbrances on the property.

As a result of our work on all the legal documents relating to the property, **we are able to provide the buyer an accurate and thorough Legal Due Diligence Report of the property in which they wish to invest, in time and cost-effective way.**

ESTABLISHMENT OF A LEGAL ENTITY FOR THE PURCHASE

Depending on your needs and special preferences, our Corporate/Commercial team can proceed promptly with the establishment of a company in the name of which the property will be purchased, with different alternatives, in Greece or abroad, taking into account the applicable tax regime.

FUNDING

Our team is working with major financial institutions, having already contacted specific agencies that have studied, with our guidance and support, the file of the investment. These banks are willing and prepared to finance buyers based on their needs.

Our team commits to the following, in order to finance your investment:

- **Assist** with the preparation of the loan application file.
- **Negotiate** the specific terms of the loan based on each buyer's objectives.
- **Review** and comment the loan agreements.
- **Provide** legal support for the security to the creditor.
- **Support** each loan disbursement.

TRANSFER

In order to expedite the process and keep costs low for you, our team provides the necessary legal support for the signing of the transfer agreement.

Our approach is simple:

- On behalf of the first buyers, **we are negotiating with LAMDA Development S.A. on the optimal purchase and sale terms** so that they will be reflected in the transfer agreement.
- **We are able to handle your agreement individually**, discussing with the seller the terms that are specific to your case and being present at the signing with you.

Technical Support

Technical/
Title Due Diligence

At Machas & Partners we collaborate with the specialized advisors of Hellinotechniki S.A., who are reviewing the technical file of the property and are familiar with the technical parameters and specific requirements of the project. To this end, the Hellinotechniki team will undertake the following services on your behalf:



PRE-CONSTRUCTION MONITORING

Reviewing the preliminary technical information included in the horizontal property purchase agreement

- Carrying out a preliminary review of the technical specifications to ensure that the property meets the buyer's requirements.
- Reviewing the pre-approval of the building permit.
- Reviewing the time frame set out for the completion of the project.

Reviewing the technical file of the horizontal properties, including:

- the building permit (plans, engineering reports, calculations, supporting documents, tax documents, agreements, etc.).
- approvals by the competent authorities for the permits (fire protection services, substations, tax office, etc.).
- the technical specifications.

Reviewing the detailed timeframe for the completion of the entire project up to its final delivery

Monitoring building permit modification procedures and/or reviews

MONITORING DURING CONSTRUCTION

Ensuring that the timeframe is strictly followed

- Monitoring compliance with the given deadlines based on the time frame set for the completion of the project.
- Supporting the buyer in the implementation of the contractual provisions in case of non-compliance with the time frame.

Certification of completion of intermediate stages of construction and payment of the corresponding settlements

Reviewing the updated information upon technical supervision of the project

- Briefing on the implementation of the project, based on the information submitted by the supervising team during construction.
- Briefing on newly developed project studies, any proposed changes, arising issues, etc.

RECEIPT OF PROPERTY

Inspecting the property at the handover stage and at the signing of the project handover - receipt protocol, pursuant to the sale and purchase agreement.

The protocol shall include, inter alia, the following:

- Project studies
- Snag list
- Project Quality Control Report and Report of Compliance with the Technical Specifications
- Testing and adjustment protocols
- Timetable report.

At the same time, the buyer will receive, in accordance with the Technical Specifications, a complete set of operation and maintenance manuals for the project which will indicatively include:

- a list of the main machinery and equipment used and complete technical forms.
- a list of the suppliers of materials and spare parts used.
- a list of project managers - maintenance officers of the project according to the agreement.
- a folder containing the guarantees on the entire project in accordance with the agreement (defects, machinery/equipment malfunction, as well as any defects or malfunction of other materials).

Insurance Support

For Machas & Partners, securing your investment is a **priority**. When investing in such a unique real estate asset of this class, at the off-plan stage, **you need to be assured that you will ultimately receive what you agreed to and what you are paying for.**



We collaborate with leading insurance consultants and with international insurance companies operating in Greece so that together, we can develop and **provide you with the insurance package that will render your investment risk-free.**

We offer you comprehensive support during the purchase process; legal services, advice on technical issues, assistance in financing, investment, insurance, handling all aspects of the investment.

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**Are you thinking of investing at the Ellinikon?
Look no further than Machas & Partners.
Contact us today.**

Learn more about the ways our experienced lawyers and specialised associates can help you realize your investment securely.

We are at your disposal to provide proper solutions to any enquiries you may have.

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