



## ASSESSMENT OF RENTAL VALUE, CONFIGURATION AND UPGRADING, FURNITURE, FIXTURES & EQUIPMENT AND OPERATIONAL EXPENSES OF PROPERTY

8 Artemidos St., Paradeisos, Marousi November 15<sup>th</sup>, 2018





## **BACKGROUND**

Elia Constructions S.A. is the owner of an office complex located at 8 Artemidos Street, Paradeisos, Marousi. The complex comprises two office buildings, A and B and a restaurant situated on site between the two buildings.

Building B consists of 3 underground floors with a surface of approximately  $15.000 \, \text{m}^2$ , a ground floor and 3 upper floors with a surface of approximately  $5.180 \, \text{m}^2$ . Close to building B is situated the previously mentioned restaurant, which has a surface of  $420 \, \text{m}^2$ .

The entire Building B, including the restaurant is expected to be rented by MYTILINEOS HOLDINGS S.A. (Mytilineos S.A.). Mytilineos S.A. instructed Axies S.A. ("Axies") and Atria Property Services S.A. ("Atria"), CBRE affiliates for Greece and Cyprus, to provide a rental value and operating costs assessment for the property that it intends to rent.

Mytilineos S.A. appointed Axies to assess the rental value of the property, assuming a market standard fit-out level. Furthermore, Mytilineos S.A. appointed Atria to assess the capital and rentalized cost of special improvements, offices' configuration works and furniture, fixtures and equipment, as an amount that will increase the rent to be agreed over the market rental value that will be estimated by Axies.

Moreover, Mytilineos S.A. appointed Atria to prepare the budget to operate and maintain the facilities and manage all relevant required processes and services including: security, cleaning services, reception services, maintenance, energy consumption, water supply, repairs, landscape management and all customary services and operations that are to be offered in an office facility of this standard and of the specific occupier requirements. For the avoidance of doubt restaurant staff and all catering costs and consumables were not included in the estimation of cost.

Atria and Axies received on October 30, 2018 instructions from Mytilineos S.A. to perform the above services.

## **EXECUTIVE SUMMARY**

Mytilineos S.A. intends to rent from Elia Constructions S.A. an office building with parking and ancillary areas (entire Building B) in addition to a restaurant situated in the surrounding area close to Building B, all of which belong to the latter and are located in an office complex at 8 Artemidos Street, Paradeisos, Marousi, Greece.

We understand that the intended lease agreement will be based on the following key terms:

- A 10-year binding term from handing over
- The property to be handed over to the tenant in a condition to reflect:
  - a. market standard fit-out level (Warm Shell) that includes standard floors, ceilings, Heating Ventilation & Air Conditioning, electrical installations, lighting fixtures, structured cabling (Data & Voice), fire detection, WCs and kitchenettes on each floor.





b. Additional configuration, fit-out, upgrading and fitting, furnishing and equipment in accordance to the requirements of the tenant as provided by it, to constitute the property a customized high standard turnkey furnished space.

A services agreement is expected to be entered into by the parties to cover full property operation, and property and facility management services.

Axies and Atria were instructed by Mytilineos S.A. to provide rental value and operating costs assessment for the property which reached the following conclusions:

- Building B and restaurant rental value (market standard fit-out Warm Shell) based on the comparative method is estimated at €165,000 plus VAT per month, according to the rental valuation report issued by Axies.
- 2. The cost of the internal configuration of the property, fit-out, upgrading and fitting, furnishings and equipment in accordance with tenant's requirements as provided by tenant, is estimated at €6,106,320 plus VAT. Professional, design, project management fees and 10% contingency are included. This amount rentalized over a ten-year period, taking into account appropriate discount and depreciation rates is equal to €85.000 plus VAT per month.
- 3. The cost to operate and maintain the facilities, to manage all relevant required processes and all customary services and operations that are to be offered in the property at the specified standard (excluding catering and restaurant services) is estimated at €1.367.867 plus VAT per annum or €114.000 plus VAT per month. This estimate assumes that the property (building B and the restaurant) operate independently from Building A that is building B with its own administrative, technical and security staff, while management cost has partially offset market consistent management fees.

Estimated monthly basis values therefore are in summary as follows:

Description	Value (€)	Comments
Estimated Monthly Rent (Warm Shell)	165,000	<b>€165,000</b> plus VAT per month, per Axies valuation report.
Estimated "rentalized" cost for the configuration of the internal areas, upgrading of the Warm Shell and fixtures, furniture and equipment.	85,000	The capital cost is estimated to be: €6,106,320 plus VAT. Rentalized amount at an interest rate of 12% over ten years lease term is estimated at €85.000 plus VAT per month.
Estimated monthly cost to operate and maintain the facilities, to manage all relevant required processes and all		The operating, maintenance and management cost as presented based on market terms is estimated to be
customary services and operations that are to be offered in the property at the presented standard (excluding catering and restaurant services)	114,000	€114.000 plus VAT per month.





Management Fee (in addition		~5% as a mark up on the
to assumed management	6,000	annual operational and
costs)		services cost.

## **Conclusions**

- 1. The estimated rental value for the first year of the initial rental term (commencing on handing over) is €250,000 plus VAT per month.
- 2. The estimated cost to operate and maintain the facilities, to manage all relevant required processes and services and all customary services and operations that are to be offered in an office facility of the presented standard is €120,000 plus VAT per month.

For Atria Property Services S.A.

Prepared by

**Manolis Padouvas** Civil Engineer

Manager

Project Management & Technical Advisory

Approved by

Yannis Perrotis **Managing Director** 

For Axies S.A.

Prepared by

Markella Magkou

Director

**Nicholas Chatzitsolis Managing Director** 

