

---

# Fair Value Valuation Report of

---

A chilled warehouse, in the area of “Psari”,  
Municipality of Aspropyrgos, Regional Unit of West  
Attica, Region of Attica

Valuation date: 31-12-20



# Fair Value Valuation Report of

A chilled warehouse, in the area of “Psari”, Municipality of Aspropyrgos, Regional Unit of West Attica, Region of Attica

Valuation date: 31-12-20

---



KENTRIKI

An International  
Associate of  
**Savills**

## Table of Contents

<b>1. Description, statutory and legal aspects</b>	<b>1</b>
1.1. Valuer details.....	3
1.2. Extent of due diligence enquiries and information sources .....	3
1.3. Location.....	3
1.4. Description .....	4
1.5. State of repair.....	7
1.6. Statutory requirements .....	8
1.7. Tenure.....	8
1.8. Environmental considerations .....	9
<b>2. Market Commentary &amp; Valuation Advice</b>	<b>11</b>
2.1. COVID-19 implications .....	13
2.2. Approach to valuation.....	15
2.3. Valuation .....	17
<b>3. Appendices</b>	<b>19</b>
3.1. Appendix 1 .....	21

## Fair Value Valuation Report of

A chilled warehouse, in the area of “Psari”, Municipality of Aspropyrgos, Regional Unit of West Attica, Region of Attica

Valuation date: 31-12-20

---



KENTRIKI

An International  
Associate of  
**Savills**

## Fair Value Valuation Report of

A chilled warehouse, in the area of “Psari”, Municipality of Aspropyrgos, Regional Unit of West Attica, Region of Attica

Valuation date: 31-12-20

---



KENTRIKI

An International  
Associate of  
**Savills**

---

### 1. Description, statutory and legal aspects

---

## Fair Value Valuation Report of

A chilled warehouse, in the area of “Psari”, Municipality of Aspropyrgos, Regional Unit of West Attica, Region of Attica

Valuation date: 31-12-20

---



KENTRIKI

An International  
Associate of  
**Savills**

# Fair Value Valuation Report of

A chilled warehouse, in the area of “Psari”, Municipality of Aspropyrgos, Regional Unit of West Attica, Region of Attica



KENTRIKI

An International  
Associate of  
Savills

Valuation date: 31-12-20

---

## 1.1. Valuer details

The property was inspected on 23-10-20 by Linos Perhanidis MRICS (6581628), MEng Rural and Surveying Engineer, MSc in Real Estate, TCG member (140632) and Nikol Papastefanou APC RICS (6729414), MSc in Construction Project Management and MSc in Real Estate Management and Investment. We were able to inspect the property both externally and internally. Our inspection was limited to those areas that were easily accessible or visible.

The valuation was undertaken by Panagiotis Manoussakis APC RICS (6917494) and reviewed by Dimitris Manoussakis MRICS (1152810), Architect, MSc Econ, TCG member (54167) and Registered Valuer of the Greek Ministry of Finance (57).

## 1.2. Extent of due diligence enquiries and information sources

According to the agreed Terms of Engagement we have not conducted any legal and technical due diligence, a building survey, any indicative measurements or any enquiries to pertinent Authorities.

The sources of the information we have relied upon for the purpose of our valuation were provide by you and are as follows:

1. Purchase contract with number 20068/ 03-06-08 of the Elefsina Notary Evangelia Pilichou-Zacharopoulou.
2. Purchase contract with number 20069/03-06-08 of the Elefsina Notary Evangelia Pilichou-Zacharopoulou.
3. Deed for the creation of a car park with number 20070/03-06-08 of the Elefsina Notary Evangelia Pilichou-Zacharopoulou.
4. Construction Permit 243/2008 of Elefsina's Planning Committee
5. Construction Permit 52/2012 of Elefsina's Planning Committee
6. Site topographic plan, with scale 1:500, of the Architect Engineer Eugénias Tsiklou, dated October 2013
7. Property's Technical Report
8. Land use certificate with protocol number 2784/18-11-16
9. Lease agreement between “NOE METAL CONSTRUCTIONS” and “METRO S.A. Commercial and Industrial Company of Food and Household Goods” dated 07-01-20.
10. Land use certificate.

Where reports and other information (i.e. technical drawings etc.) have been provided, we summarise the relevant details in this report. We do not accept responsibility for any errors or omissions in the information and documentation provided to us, nor for any consequences that may flow from such errors and omissions.

## 1.3. Location

The subject property is situated in the Municipality of Aspropyrgos, in the western sector of Attica. The municipality of Aspropyrgos is located approximately 20-25 km from the historical city centre of Athens, and It borders on the north with the Municipality of Dervenochoria, on the south with the Municipality of Chaidari, on the east with the Municipalities of Fili and Ano Liossia and on the west with the Municipalities of Magoula, Elefsina and the Gulf of Elefsina. According to the 2011 census, the Municipality of Aspropyrgos has a population of 30,251 inhabitants and covers an area of c. 101.9 km<sup>2</sup>.

Aspropyrgos has a mixed planning policy in the uses of land. Except from the residential part that is part of the section between the Athens-Corinth National Road and the ‘Attiki Odos’ Highway, in Aspropyrgos other uses of land exist, such as industrial. The latter are located in the section of Aspropyrgos that surrounds Nato Avenue and the Athens-Corinth National Road. A significant number of warehouses have been developed with significant intensity during the last 15 years in various parts of Aspropyrgos, mainly in close proximity to ‘Attiki Odos’ (north and south of it). Although Aspropyrgos is considered one of the most degraded

# Fair Value Valuation Report of

A chilled warehouse, in the area of “Psari”, Municipality of Aspropyrgos, Regional Unit of West Attica, Region of Attica

Valuation date: 31-12-20



KENTRIKI

An International Associate of Savills

areas of Attica for residential use, as it mainly attracts to industrial uses such as distribution centres, logistics etc. In fact, the area is one of the most attractive areas for such uses, mainly due to the easy accessibility to and from the network of national highways (via ‘Attiki Odos’) and the port of Piraeus via the new railway line that connects the port with the Thriasio field.

Access to Aspropyrgos is mainly achieved by road and secondarily by the Suburban Railway. Regarding the access, the area is served by main roads of the Attica basin such as ‘Attiki Odos’, Athens-Corinth N.R, the Egaleo Peripheral road and NATO Av. Furthermore, the area is served by the network of the Suburban Railway (Aspropyrgos station), located at a point in Aspropyrgos close to both ‘Attiki Odos’ and NATO avenue.

More specifically the property is located in the area of “Psari” northern of ‘Attiki Odos’ and in close proximity from the highway approximately 250m. The nearest junction is that of Magoula located c. 3.5 km away from the property. With regards to NATO Av. (western part of it north of Elefsina Airport) it is located at a distance of 1,200 m. From the property. OSE Aspropyrgos Station and the National Road Athens - Corinth are 7 and 9.5 km away respectively. As mentioned above in the area we observe concentration of industrial buildings/craft uses and storage uses.

We enclose below a map showing the location of the property in its wider context.



## 1.4. Description

Subject to this valuation is a chilled warehousing facility. The property consists of reinforced concrete foundation, while the superstructure consists of metal construction. During our inspection in the premises, construction works were carried out, in order to transform a large area of the building into a chilled room.

According to document 6 the land plot has a surface of 11,096 m<sup>2</sup> and has a frontage on the street measuring c. 104.66 m. Its shape is irregular while no slopes are observed along its surface. The stadium is fully fenced around its perimeter with a concrete fence at the base and a metal railing above the base, while at the top there is a metal rotating anti-burglary fence with sharp edges. At the entrance of the plot there is a metal sliding door and next to the open area of the plot a prefabricated hut (ISOBOX) has been installed adjacent to the side of the entrance which is used as an entrance/exit control post.



## Fair Value Valuation Report of

A chilled warehouse, in the area of “Psari”, Municipality of Aspropyrgos, Regional Unit of West Attica, Region of Attica



KENTRIKI

An International  
Associate of  
Savills

Valuation date: 31-12-20

---

The building consists of a ground floor with a large storage space and small office area and a 1st floor which consists of solely office areas. The surfaces of the building according to document 6 are shown in the following table:

Level	Total areas (m <sup>2</sup> )
	4,429.15
Ground floor	4,111.25
1st floor	317.90

The subject property has been developed of metal construction with reinforced concrete foundation and exterior masonry of alfabloc 10 cm with special coating. sheet metal of trapezoidal cross section. The frames are aluminum with thermal break and crystals with double thermal insulation and energy reflectors.

On the ground floor, chilled storage rooms exist, a place for charging machines, and small office spaces. The property has a total of 10 loading and unloading stations and has multiple refrigeration areas and 2 freezer areas. The temperature is electronically controlled with it being around 0°C in the refrigeration areas and -19°C in the freezer areas. There is also a large area in the southern part of the property where conversion works are carried out in a cold room (freezer). The ground floor offers industrial flooring while the interior cladding is suitable for the operation of the cold rooms.

The office spaces extend in two levels, (part of the ground floor and the 1<sup>st</sup> floor). The 1<sup>st</sup> floor is accessible from an internal rotating metal ladder and from an external metal ladder located on the east side of the building. In the office areas the roof is made of false ceiling, with aluminum frame suspended from the metal roof and mineral fiber boards of dimensions 60X60 cm and luminaires 60x60, while the floor is covered with ceramic tiles. The partition walls are made of colored plasterboard with a metal frame inside. Finally, split units have been installed for the cooling and heating of the areas.

For fire protection purposes the property consists of fire compartments with fireproof stone wool panels while it has fire nests powered by a pumping station located outside on the northwest side of the property and hand fire extinguishers. Also, the property is monitored by CCTV. Finally, the property has a medium voltage substation and a generating pair (generator) which supplies electricity to the property in case of power failure.

We note that on the roof of the subject warehouse photovoltaic panels exist for electricity generation, but after a written order from our client they are not included in this report.

Indicative photographs of the property taken on the date of our inspection are provided below.

# Fair Value Valuation Report of

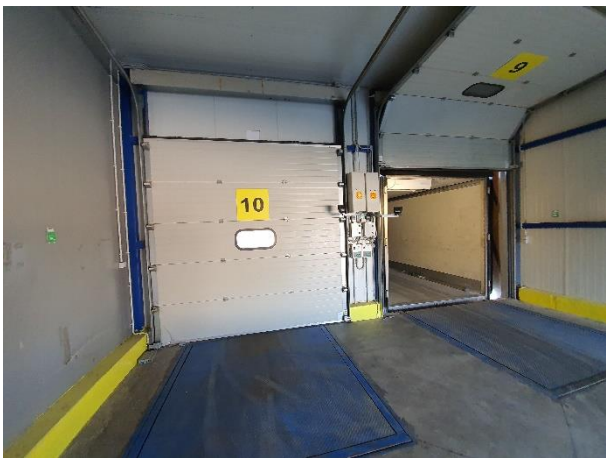
A chilled warehouse, in the area of "Psari", Municipality of Aspropyrgos, Regional Unit of West Attica, Region of Attica

Valuation date: 31-12-20



# KENTRIKI

An International Associate of Savills



# Fair Value Valuation Report of

A chilled warehouse, in the area of “Psari”, Municipality of Aspropyrgos, Regional Unit of West Attica, Region of Attica

Valuation date: 31-12-20



# KENTRIKI

An International Associate of Savills



## 1.5. State of repair

As per our instructions, we have not carried out a structural survey, nor have we tested any of the services. However, we would comment, without liability, that the premises are at a good state of repair with normal wear and tear, subject to the age of the structure and the use. We have not noticed any signs of poor maintenance. This comment is provided without liability and comes from the macroscopic examination of the premises.



# Fair Value Valuation Report of

A chilled warehouse, in the area of “Psari”, Municipality of Aspropyrgos, Regional Unit of West Attica, Region of Attica

Valuation date: 31-12-20



KENTRIKI

An International  
Associate of  
Savills



## 1.6. Statutory requirements

The building has been constructed according to n.52/2012 Building Permit. According to document (10) the property is located outside of the approved town plan (GG 627D/2005), and legal land uses in the area are industrial according to article 7 of 23-0201987 (GG 166D/1987) with an exception of storage of flammable, toxic and fuel goods.

### 1.6.1. Planning framework

According to document (6) we understand that the land plot is developable and is situated outside the approved town plan. The terms and conditions of the plot are exhibited below:

- Minimum Size: 20,000 m<sup>2</sup> (4,000 m<sup>2</sup> for plots existing before 1979)
- Building Coefficient: 0.4 for metal construction
- Coverage Ratio: 40% for metal construction
- Max. Height: 11.00 m plus 1.20 m for the construction of the roof
- Max number of Levels: 2
- Distance from plot boundaries: 15.00 m<sup>2</sup>

### 1.6.2. Compliance

In valuing the property, we have assumed that the premises are used in accordance with its present lawful uses and that the structures comply with current planning laws and building regulations, that they are not subject to any adverse proposals or possible enforcement actions and that it has fully marketable titles.

## 1.7. Tenure

We have not yet received any written form of tenure by our client, but we understand that the subject property is held under freehold possession by PASAL Development S.A.

This valuation is conducted under the assumption that the property has fully marketable title deeds and is free of any restrictive covenant, burden or any other defects, blockages or legal encumbrances that could adversely affect its market value.

## Fair Value Valuation Report of

A chilled warehouse, in the area of “Psari”, Municipality of Aspropyrgos, Regional Unit of West Attica, Region of Attica

Valuation date: 31-12-20



KENTRIKI

An International  
Associate of  
Savills

### 1.7.1. Occupational Leases

According to document 9 we understand that the premises are fully leased to “METRO S.A. Commercial and Industrial Company of Food and Household Goods”. According to the provided data the basic information of the lease agreement are:

		Lease data				
	Tenant / area	Lease start	Indexation date	Lease expiry	Indexation over CPI	Passing rent (€/month)
1	METRO	01.12.04	01.01	31.12.29	0.00%	32,573.37
						32,573.37

### 1.8. Environmental considerations

As per the Terms of Engagement, we have not carried out a soil test or an environmental audit. Based on the general picture of the subject property and the neighbouring area we are of the opinion that it would appear unlikely that land contamination exists. We have also observed that there are not any hazardous or potentially hazardous uses near the property. These comments are subject to the extent of the on-site survey and are made without liability.

Since it appears that land contamination is unlikely, we have valued the property on the basis that it has not suffered any land contamination in the past, nor is it likely to become so contaminated in the foreseeable future. However, should it subsequently be established that contamination exists at the property, or on any neighbouring land, then we may wish to review our valuation advice.

## Fair Value Valuation Report of

A chilled warehouse, in the area of “Psari”, Municipality of Aspropyrgos, Regional Unit of West Attica, Region of Attica

Valuation date: 31-12-20

---



KENTRIKI

An International  
Associate of  
**Savills**

## Fair Value Valuation Report of

A chilled warehouse, in the area of “Psari”, Municipality of Aspropyrgos, Regional Unit of West Attica, Region of Attica

Valuation date: 31-12-20

---



KENTRIKI

An International  
Associate of  
**Savills**

---

## 2. Market Commentary & Valuation Advice

---

## Fair Value Valuation Report of

A chilled warehouse, in the area of “Psari”, Municipality of Aspropyrgos, Regional Unit of West Attica, Region of Attica

Valuation date: 31-12-20

---



KENTRIKI

An International  
Associate of  
**Savills**



Valuation date: 31-12-20

---

## 2.1. COVID-19 implications

### 2.1.1. The international environment

The advent of the COVID-19 pandemic and the global "lock-in" of all economic activity have led to an unprecedented cessation of almost all activities in both Greece and internationally. Having regard to the feedback we regularly receive from market stakeholders, owners and investors, we understand that the effect of the Covid-19 pandemic on the property market is yet to be fully realised on the entire spectrum of the market. This is explained by the fact that the real estate market traditionally is moving at a slower pace in terms of incorporating such large and sudden events, unlike other markets such as stocks and bonds which are immediately hit by shocks in the economic activity. However, as many analysts mention it seems that the pandemic has moved the real estate market in almost all its sectors 5 years ahead.

The most drastic and easily measurable effect was the rent reductions imposed by the government on specific activities, in order to support companies that have lost a major part of their turnover due to the lockdown. Despite this obvious hit in landlords the economic impact of the cessation of the economy has not yet been fully realised, especially not before the magnitude of the decline in tourism is measured, with all the implications that this has conveyed to many other activities of the economic chain related in a direct or indirect form with the tourism industry. There is real danger that this domino effect may cause negative effects to the viability of a large number of suppliers who represent a major part of the domestic economic base, as tourism and related activities represent around 20%-25% of GDP.

In this context, it is a positive development that the European Commission and the European Council reacted promptly and vigorously to the crisis, initially approving a package of € 540 bn in April 2020 to address the immediate economic impact of the coronavirus pandemic, mainly to cover the increased costs of healthcare and support financially the employees and the companies, due to travel restrictions. Then recently, after intense and time-consuming negotiations during the EU Summit, an additional package of loans and transfers was approved with the creation of the Recovery Fund entitled "Next Generation EU (NGEU)", amounting to € 390 bn in transfers and € 360 bn in loans. Through the above mechanisms, Greece seems to secure a package of c. € 70 bn in funding from the European Union to address the economic repercussions of the COVID-19 pandemic.

As always, the property market is slow in reflecting the lockdown shocks, with the main hit being observed so far on the leisure, F&B and hospitality sectors but also increasing concerns have occurred in the office acquisition strategies of many investors. For this reason, market participants argue that what we have seen so far is not representative and that the property market has not yet fully reflected the economic downturn caused by the lockdown and the restriction imposed. Retailers have reacted in lockdown downturns by enhancing their e-commerce channels; nevertheless, the volume of sales is far from reaching normal levels.

### Short-term outlook

In the short-term (~next 6 months), we expect that many international investors who had included Greece in their investment strategy, will probably decide to think again in favour of more mature markets; thus, turning their funds in such markets since satisfactory return opportunities may appear again, possibly placing Greece in the background of their investment activity, at least until the first half of 2021. Obviously, this change in strategy will always be affected by the reaction of the other European markets especially after the current second pandemic wave. This positive sentiment of foreign investors towards other markets may not be long lived and at the end of the day this shift of capital may not concern factors limited to Greece only, so a good performance of the Greek economy especially at a macro level but more importantly in the field of structural reforms will convince investors to maintain their interest for our market. However, at this stage it is not easily measurable whether this possible turn may result to

Valuation date: 31-12-20

---

frail demand and lukewarm appetite from the foreign investors side.

On the other hand, the continued interest of domestic players is expected to underpin the market and progressively boost the interest of foreign investors, a situation that is going to become the driver of a new upward circle leading to higher rental levels and to yields compression.

### Long-term outlook

The new environment that was created in the office sector due to the pandemic has pushed the business world to start thinking about forms of work that a few months ago were not widespread adopted. The pandemic is expected to lead to a new reality in the way we perceive modern workspace, while our perception about public space has changed in general. At the moment, and as humanity has not yet escaped the danger of the pandemic, it is impossible to predict how the market will shape in the long run and - most importantly - how companies will change their modus operandi by creating more flexible work patterns and different concepts of workspace, which will rely more on digital rather than physical aggregation. We are of the opinion that the need for physical workspace will never stop, while for some business types it may increase (e.g. business outsourcing services). In any case, it is well-accepted that our perception of public space has changed in order to adapt to the new normality, especially in terms of health and safety standards. The use of new materials, new specifications for MEP equipment, more intense use of sustainable design and construction, all are steps that will support the improvement in the operation of the public space.

#### 2.1.2. Greece

After almost 8 years of depression the Greek economy showed the first signs of recovery in 2017 something which was also reflected in the traditional sectors of tourism and real estate. Between 2017-2019 the Greek real estate market performed well due to the improved economic climate and the return in investor's confidence, a situation that progressively led to increasing investment activity. During the whole of 2019 investment activity in almost all real estate sectors continued growing supported by the strong macro-economic performance in Greece and the rest of the Eurozone something that was also reflected in the returns of the 10-year Greek Government Bond (GGB), which plummeted to historic low levels of less than 1.00% (September 2020). The optimism for the growth prospects of the Greek economy pushed investors in a rally to take positions in good quality real estate assets something that compressed yields to pre-crisis levels while the simultaneous increase in occupier's demand for good commercial space had as implication the rapid increase in rents, especially in the prime sub-markets.

This trend continued during the first two months of 2020 with the market being bullish in terms of both occupier's demand due to new expansion or relocation plans of the companies but also because of the high liquidity of investors who were interested to grow and diversify their portfolios with new income producing properties. At the same time many development plans either greenfield or value-add with promising turnaround prospects were in the pipeline by Greek REICs, foreign private equity funds and other investors (e.g., family offices, developers etc), further underpinning the good climate in the real estate market. The increased market activity and the prospects of growth fuelled the interest of foreign investors who started seeking opportunities for an entry in Greece with sectors such as hospitality and offices to lead the way followed by logistics and retail. The sale of NPLs by Greek banks also continued attracting the interest of large foreign investors such as Apollo, Bain, Fortress, Pimco etc. who have acquired portfolios by placing more than €1.5 bn in the market. This was also a sign of their ongoing confidence in the growth prospects of the Greek real estate market.

The COVID-19 outbreak which had as a result the imposition of a lockdown in March and April 2020 impacted the economy in a non-symmetric way and drastically affected the real estate market having as a result investment activity grinding to a halt for the

# Fair Value Valuation Report of

A chilled warehouse, in the area of “Psari”, Municipality of Aspropyrgos, Regional Unit of West Attica, Region of Attica



KENTRIKI

An International  
Associate of  
Savills

Valuation date: 31-12-20

---

rest of H1 since most investors adopted a “wait and see” stance.

So far, although activity has almost ceased for several months, we have not observed major changes in rental levels but on the other hand the number of deals was rather limited since on the occupiers end relocation and or/expansion plans were postponed until decision makers have a clearer view on the situation especially with regards of the financial soundness of the companies and the capacity and speed of businesses to adapt while on the investment end portfolio managers prefer to have a clearer view as to the direction that the market will follow in the main real estate sectors. As a result, comparative transactions are very few and trading is minimal and certainly not adequate to provide us with a clear picture as to the direction and trends that will prevail in the different market sectors. In terms of yields, there is currently no measurable decompression trend in the Greek market despite the negative climate and the increased uncertainty caused by the lockdowns about the duration of the current crisis and its impact on the real economy and the property market.

## The logistics sector

The logistics sector is the winner in attracting investment interest during 2020. This is mainly due to the fact that e-commerce surged not only in Greece but across Europe during the lockdown, as it became the safest way of shopping and possibly the only channel for buying non-essential goods. This has led to a dramatic increase in demand for logistics space something which has further enhanced an already existing trend. As a result of this developing trend, we witnessed improved investment volumes especially in H2 2019 and onwards. The Greek logistics market was not an investment priority and therefore did not quite follow the European trend in shifting towards large-scale developments that others countries such as the UK, Romania and Poland witnessed in this sector. Surging online retail sales combined with the fact that consumer footfall still remains markedly down on pre-Covid-19 levels are expected to increase the pent-up investor demand for prime logistics facilities.

The global pandemic has created new opportunities and a shift in demand towards the logistics sector as investors are looking for both warehousing space and distribution centers in prime industrial areas of Athens and Thessaloniki. In this context Trastor REIC closed two transactions in Aspropyrgos when acquired two logistics buildings for a total amount of c. €4.2 mn. We expect that 2020 will end with increasing transactional volumes in the logistics sector compared to 2019 and 2018 respectively. This is also proven by the latest announcements of Pasal and BriQ who have announced the acquisition of large distribution and logistics centres in Aspropyrgos and Mandra respectively, placing more than €65 m in this sector with other established players to follow with investments of similar size. From our market intelligence, we know that both domestic and international real estate investment companies have set new investment strategies focusing on logistics units, situated in industrial zones of Attica. Currently, more than 90,000 m<sup>2</sup> of Grade-A modern warehousing space are under development with at least 35,000 m<sup>2</sup> of additional space being in the pipeline and on the final stage of negotiations; thus, making the investment volume for acquisition and development to approach more than €150 mn during 2020.

## 2.2. Approach to valuation

For the calculation of the Fair Value we have used the Income Approach (Investment) and more specifically the Discounted Cash Flow (DCF) method. According to this method, the value of the property is determined by the income that it will or is expected to produce in the future, subject to several assumptions. We then discount the annual income stream with an appropriate discount rate, which is set in order to reflect a number of factors such as the state of the economy and the general level of interest rates, the type and the location of the property, its future rental growth expectations, the security of the income, the size of the investment and the life and obsolescence of the property.

## Fair Value Valuation Report of

A chilled warehouse, in the area of “Psari”, Municipality of Aspropyrgos, Regional Unit of West Attica, Region of Attica



KENTRIKI

An International Associate of Savills

Valuation date: 31-12-20

### 2.2.1. Rental comparables

We have surveyed the local market in order to identify comparable evidence that refer to lettings. Our findings, as well as the relevant adjustments are shown in the following table:

#### Lettings

s/n	Description	Surface (m <sup>2</sup> )	Rent (€/month)	Rent (€/m <sup>2</sup> /month)	Asking	Location	Size	State of Repair	Other	Adjusted rent (€/m <sup>2</sup> /month)
	Subject property			4.4						6.7
1	Aspropyrgos, dry storage warehouse, 4,000 m <sup>2</sup> , in excellent condition	4,000.0	16,000	4.0	-10%	0%	-5%	+5%	+60%	5.7
2	Elefsina, dry storage warehouse, 35,000 m <sup>2</sup> , in good condition.	35,000.0	125,000	3.6	0%	+10%	-5%	0%	+60%	6.0
3	Aspropyrgos, near NATO av., dry storage warehouse, 7,600 m <sup>2</sup> , 9m height, in good condition	7,600.0	33,000	4.3	-10%	0%	0%	0%	+60%	6.3
4	Aspropyrgos, dry storage warehouse, 13,000 m <sup>2</sup> , in good condition.	13,000.0	52,000	4.0	0%	0%	+5%	0%	+60%	6.7
5	Aspropyrgos, dry storage warehouse, 19,000 m <sup>2</sup> , in good condition.	19,000.0	78,000	4.1	0%	0%	+5%	0%	+60%	6.9
6	Aspropyrgos, dry storage warehouse, 16,700 m <sup>2</sup> , in good condition.	16,700.0	72,000	4.3	0%	0%	+5%	0%	+60%	7.2
7	Oinofita, cold storage warehouse, 17,900 m <sup>2</sup> , in good condition	17,900.0	110,000	6.1	0%	+15%	+5%	+5%	0%	7.8

From the comparable evidence we understand that the rents for warehouses in the area range between €6.0/m<sup>2</sup>/month and €7.2/m<sup>2</sup>/month and they refer to warehousing units with similar characteristics (i.e. location, accessibility, age, construction technology, height etc.). We would like to note that only comparable 1 is a chilled warehouse because this type of buildings is difficult to observe as they are very few compared to ambient warehousing facilities. We are of the opinion that an appropriate rental value is in the order of €7.25/m<sup>2</sup>/month, which we adopt in all let areas (warehouse and offices).

According to the above, find below a table showing the estimated rental value of the property.

	Tenant / area	Passing rent (€/month)	ERV (€/month)
1	METRO	32,573	32,111
		32,573	32,111

### 2.2.2. All Risks Yield

Comparing similar properties available in the market, we believe that the Exit Yield should be in the order of 8.00% which we consider to be appropriate. Most transactions of warehousing units in the market reflect Initial Yields in the range of 8.00%-8.50%; however chilled storage facilities are slightly more attractive because they are fewer and tenants compete for such space.

### 2.2.3. Discount Rate

Taking into consideration the characteristics of the subject property, the current market trends the future prospects (supply & demand), the financial adequacy of the tenants to pay the agreed rents (tenant covenant), the terms of existing leases and the fact that the current rents are at the market level or even lower, which provides security for the tenant's stay, we are of the opinion

## Fair Value Valuation Report of

A chilled warehouse, in the area of “Psari”, Municipality of Aspropyrgos, Regional Unit of West Attica, Region of Attica



KENTRIKI

An International Associate of Savills

Valuation date: 31-12-20

that the discount rate should be in the order of 9.50%, which we believe is reasonable and fully reflects the prospects and risks of the Investment.

### 2.2.4. Valuation assumptions

For the calculations of our model, we have used the below:

- Market Growth: 1.5% per annum
- As Consumer Price Index (CPI) projection we have used the average of the projections of Oxford Economics and IMF respectively, which are shown in the following table. Any related figures are calculated accordingly.

	2021	2022	2023	2024	2025	2026	2027	2028	2029
Oxford Economics	+0,80%	+1,90%	+1,60%	+1,50%	+1,50%	+1,70%	+1,90%	+2,00%	+2,00%
IMF	+0,70%	+0,90%	+1,00%	+1,60%	+1,80%	+1,80%	+1,80%	+1,80%	+1,80%
Average	+0,75%	+1,40%	+1,30%	+1,55%	+1,65%	+1,75%	+1,85%	+1,90%	+1,90%

- Management costs: 2.0% of the total income
- Vacancy after lease end: 2 months
- Leasing Agency Fee: 1 monthly rent
- Sale costs: 2.0% of the gross selling price

### 2.3. Valuation

Having carefully considered the property, as described in this report, we are of the opinion that as at 31-12-20 the Fair Value of the freehold interest, subject to and with the benefit of the current lease agreements is € 4,647,661 which is rounded to **€ 4,650,000** (Four Million Six Hundred Fifty Thousand Euros).

The detailed cashflow projections are shown in Appendix 3.1 below.

## Fair Value Valuation Report of

A chilled warehouse, in the area of “Psari”, Municipality of Aspropyrgos, Regional Unit of West Attica, Region of Attica

Valuation date: 31-12-20

---



KENTRIKI

An International  
Associate of  
**Savills**

## Fair Value Valuation Report of

A chilled warehouse, in the area of “Psari”, Municipality of Aspropyrgos, Regional Unit of West Attica, Region of Attica

Valuation date: 31-12-20

---



KENTRIKI

An International  
Associate of  
**Savills**

---

### 3. Appendices

---

## Fair Value Valuation Report of

A chilled warehouse, in the area of “Psari”, Municipality of Aspropyrgos, Regional Unit of West Attica, Region of Attica

Valuation date: 31-12-20

---



KENTRIKI

An International  
Associate of  
**Savills**



# Fair Value Valuation Report of

A chilled warehouse, in the area of "Psari", Municipality of Aspropyrgos, Regional Unit of West Attica, Region of Attica



KENTRIKI

An International Associate of Savills

Valuation date: 31-12-20

## 3.1. Appendix 1

Psari	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
For the Years Ending	<u>Dec-21</u>	<u>Dec-22</u>	<u>Dec-23</u>	<u>Dec-24</u>	<u>Dec-25</u>	<u>Dec-26</u>	<u>Dec-27</u>	<u>Dec-28</u>	<u>Dec-29</u>	<u>Dec-30</u>
<b>Rental Revenue</b>										
Potential Base Rent	348,000	348,000	348,000	348,000	348,000	348,000	348,000	348,000	432,690	440,484
Free Rent	0	0	0	0	0	0	0	0	-72,346	0
Scheduled Base Rent	348,000	348,000	348,000	348,000	348,000	348,000	348,000	348,000	360,343	440,484
CPI Increases	3,480	9,631	18,214	26,637	36,190	46,371	57,216	68,765	1,304	0
Total Rental Revenue	351,480	357,631	366,214	374,637	384,190	394,371	405,216	416,765	361,647	440,484
Total Tenant Revenue	351,480	357,631	366,214	374,637	384,190	394,371	405,216	416,765	361,647	440,484
Potential Gross Revenue	351,480	357,631	366,214	374,637	384,190	394,371	405,216	416,765	361,647	440,484
Effective Gross Revenue	351,480	357,631	366,214	374,637	384,190	394,371	405,216	416,765	361,647	440,484
<b>Operating Expenses</b>										
Management costs	7,030	7,153	7,324	7,493	7,684	7,887	8,104	8,335	7,233	8,810
Total Operating Expenses	7,030	7,153	7,324	7,493	7,684	7,887	8,104	8,335	7,233	8,810
Net Operating Income	344,450	350,478	358,890	367,144	376,506	386,484	397,112	408,430	354,415	431,675
<b>Leasing Costs</b>										
Leasing Commissions	0	0	0	0	0	0	0	0	36,173	0
Total Leasing Costs	0	0	0	0	0	0	0	0	36,173	0
Total Leasing & Capital Costs	0	0	0	0	0	0	0	0	36,173	0
Cash Flow Before Debt Service	344,450	350,478	358,890	367,144	376,506	386,484	397,112	408,430	318,241	431,675
Cash Flow Available for Distribution	344,450	350,478	358,890	367,144	376,506	386,484	397,112	408,430	318,241	431,675
Property Resale @ 8.00%										5,476,877
PV of Cash Flow @ 9.50%										2,209,998
<b>Total Unleveraged Present Value</b>	<b>330,529</b>	<b>307,136</b>	<b>287,221</b>	<b>268,335</b>	<b>251,304</b>	<b>235,583</b>	<b>221,061</b>	<b>207,636</b>	<b>145,834</b>	<b>183,024</b>
	<b>4,647,661</b>									

## Fair Value Valuation Report of

A chilled warehouse, in the area of “Psari”, Municipality of Aspropyrgos, Regional Unit of West Attica, Region of Attica

Valuation date: 31-12-20

---



KENTRIKI

An International  
Associate of  
**Savills**



