



# TROIA Group

Design | Build | Real Estate

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## Who We Are

TROIA Group is a family business that was initially founded in 1987 as an Architecture and Engineering practice. Gradually it has successfully developed to incorporate construction management, real estate and property investment services.

We operate in many parts of Greece including Athens, Halkidiki, the Greek islands – like Santorini, Mykonos, Naxos, Syros, Corfu, Crete, Corinth, Mani and Pylos/Messinia are in the Peloponnese. We are also active in London, Bucharest and China, where have contacts and clients.

Through our strong established network and contacts in Greece, we have access to a number of unique, highly profitable real estate opportunities.

In addition, we have carried out, for our clients, residential and hospitality projects from concept to completion for which we have received rave reviews over the years.

Some examples include Foinikia Tourist Apartments in Santorini, Kamari Villas and Helydorea Country House in Corinthia that received honorary awards from the Greek Ministry of Development and Competitiveness and has been published in books and magazines.

## Our Vision

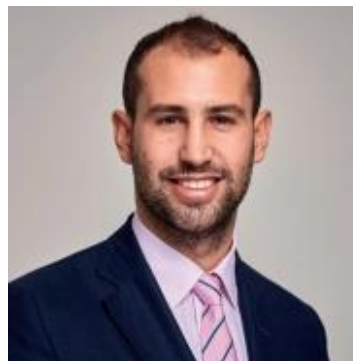
- Link global markets & opportunities
- Make the purchase of a property in a foreign country a simple process
- Create new, effective and simple ways to offer people what they are looking for, whether it is a vacation house, a real estate investment or a place where they can relax, have fun or retire

## The Team



### Stathis Triantafyllou, Civil engineer, Contractor, Construction Manager

Stathis is a civil engineer registered in the Technical Chamber of Greece (TEE) with over 30 years of experience in designing and constructing anti-seismic buildings all over Greece as well as managing and supervising their construction process. Over the years he has helped numerous clients to invest in beautiful properties in Greece. From finding the right plot of land, to dealing with the local authorities and planning committees until the final product.



### George Triantafyllou, Civil Engineer, Corporate Finance, MBA

George is a civil engineer with experience at SNC-Lavalin's Atkins and Carey Group, both in London. George also holds the Managing Director role at Edelweiss Corporate Finance in Germany, with strong focus on the European market, striving to bring EU closer to the Russian, Middle East and Asian market, combining best global practices with latest financial & digital instruments, particularly focusing on M&A and Real Estate. George holds an engineering degree from City University London and an MBA from Frankfurt School of Finance & Management as scholarship holder with focus on strategy consulting.



### Stefania Triantafyllou, Registered Architect in Greece and the UK

Stefania is an architect registered in the Technical Chamber of Greece (TEE), in UK's Architects' Registration Board (ARB) and in the Royal Institute of British Architects (RIBA). She has more than 8 years of experience at the award winning internationally acclaimed Hopkins Architects Ltd practice in London on Hospitality, Residential, Office, Retail and Sports projects. Specializing in Hospitality design she held lead position in the design and implementation process of the 5\* Peninsula London Hotel, which is currently under construction. She has recently returned to Greece and continues to focus on Residential and Hospitality projects across the country.



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## Collaboration

Our goal is to **create synergies**, and benefit from a Greek real estate market that is on the rise. We **personalize** every request to **meet the customer's needs**.

We offer properties categorized as per the below:

- Flats & Apartments
- Luxury Options
- Residential Buildings
- Commercial & Hotel Investments

Furthermore, plots of land are available upon request for the development of personalized projects.

## Value Added – Methodology

With TROIA, you can offer your customers an **additional service**, **maximizing your profit** in the meantime. In case the customer needs something more than just buy a property, we are able to:

- 1 Find available **plots of land or assets** in their desired location within Greece
- 2 Implement and propose an **architectural design** study for the chosen assets that meets their needs and taste
- 3 Take all the necessary steps to granting the **building planning approval** by the local authorities and committees
- 4 Undertake the **construction or renovation** of the approved design and **manage the process until practical completion**

In the meantime, TROIA provides a **costing proposal** of the project for each service as well as a detailed and **broken-down analysis** of the proposed construction cost.

The customer receives a **high-quality property**  
at their **dream location**

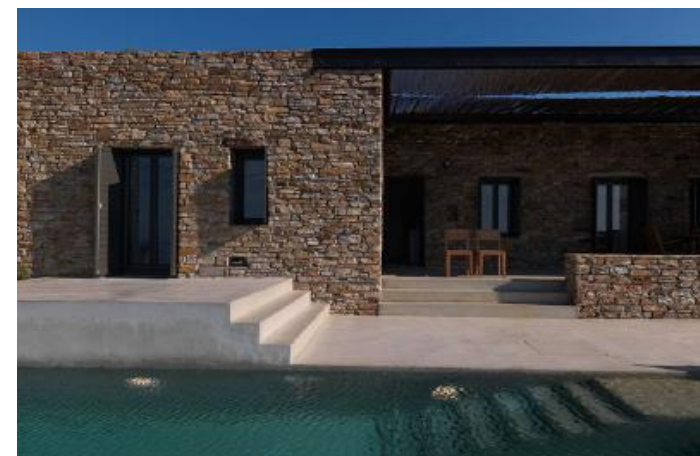
## Previous Projects



London Private Residence (architectural design)



Helydorea Country House, Trikala Corinth



Private Villa, Greek Island



Kamari Villas, Kamari



Foinikia Tourist Apartments, Santorini



Santorini Cave Houses



## Greece – A Rising Star

The Greek economy was hit hard by the financial crisis but entered the recovery stage in 2018. Housing prices suffered from the economic downturn. However, economic indicators before 2008 and the picking up of the economic and real estate market indicate major potential in the country for investors. Investors have already begun to realize this potential as the foreign direct investments in Greek Real Estate have increased sharply in the past 2 years.

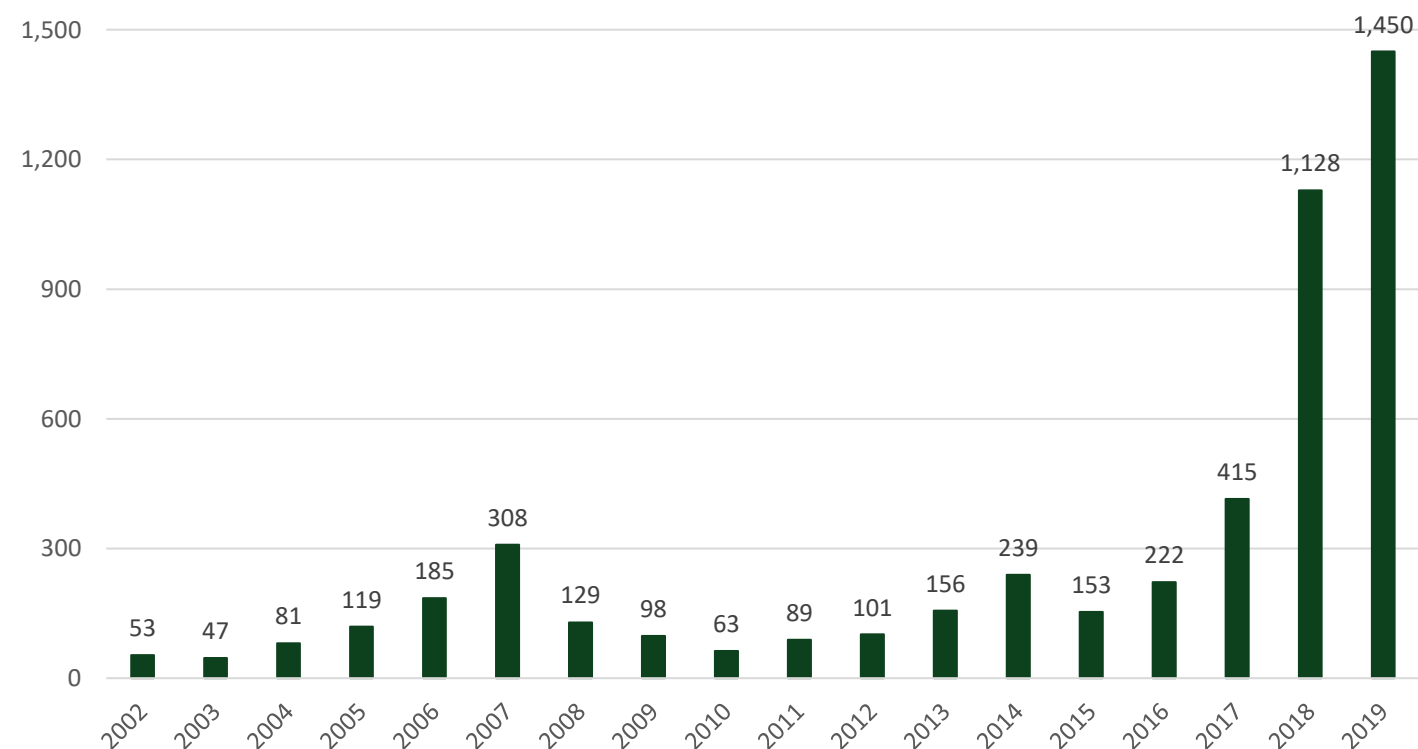


■ House prices will rise year by year



■ Foreign direct investment in increases

## Net foreign direct investment in Greek Real Estate (in € m)



## Supporting factors for Real Estate Investments in Greece

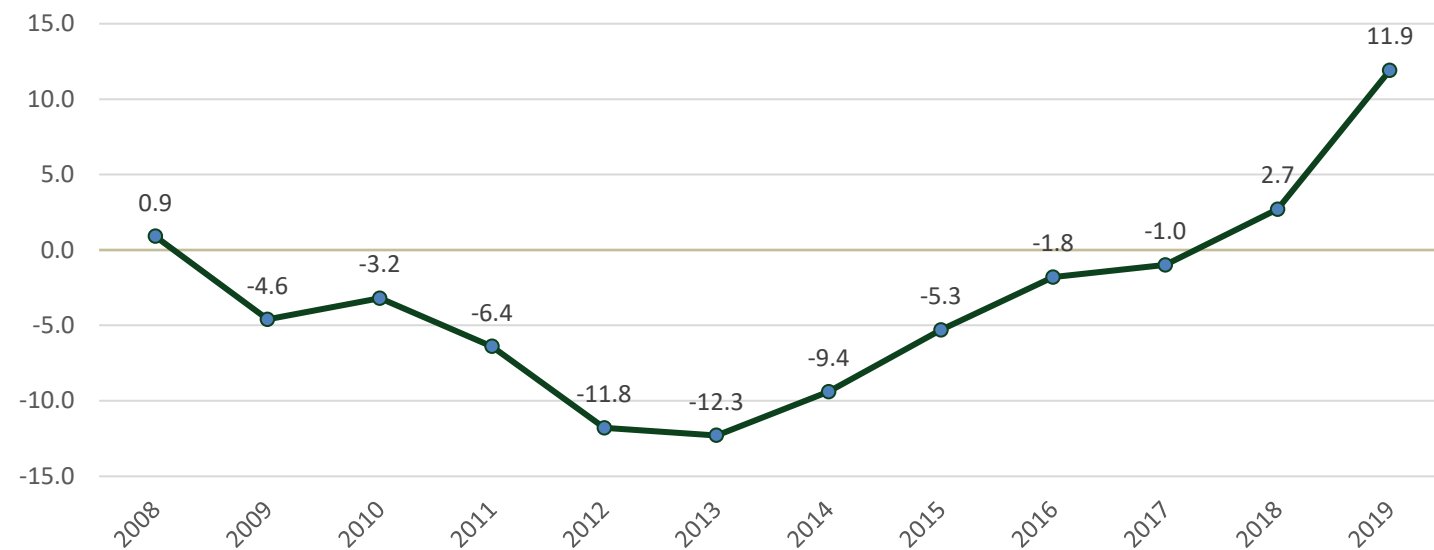
- Prices are still low in comparison to pre-crisis rates
- Demand is surging
- Attractive Golden Visa program
- Low vacancy rates
- Undersupply of lettable area
- Positive outlook on current high yields
- Well-meaning government
  - Temporary suspension on taxes
  - Discount on building repairs/refurbishments

## Many investors have already profited from the market growth

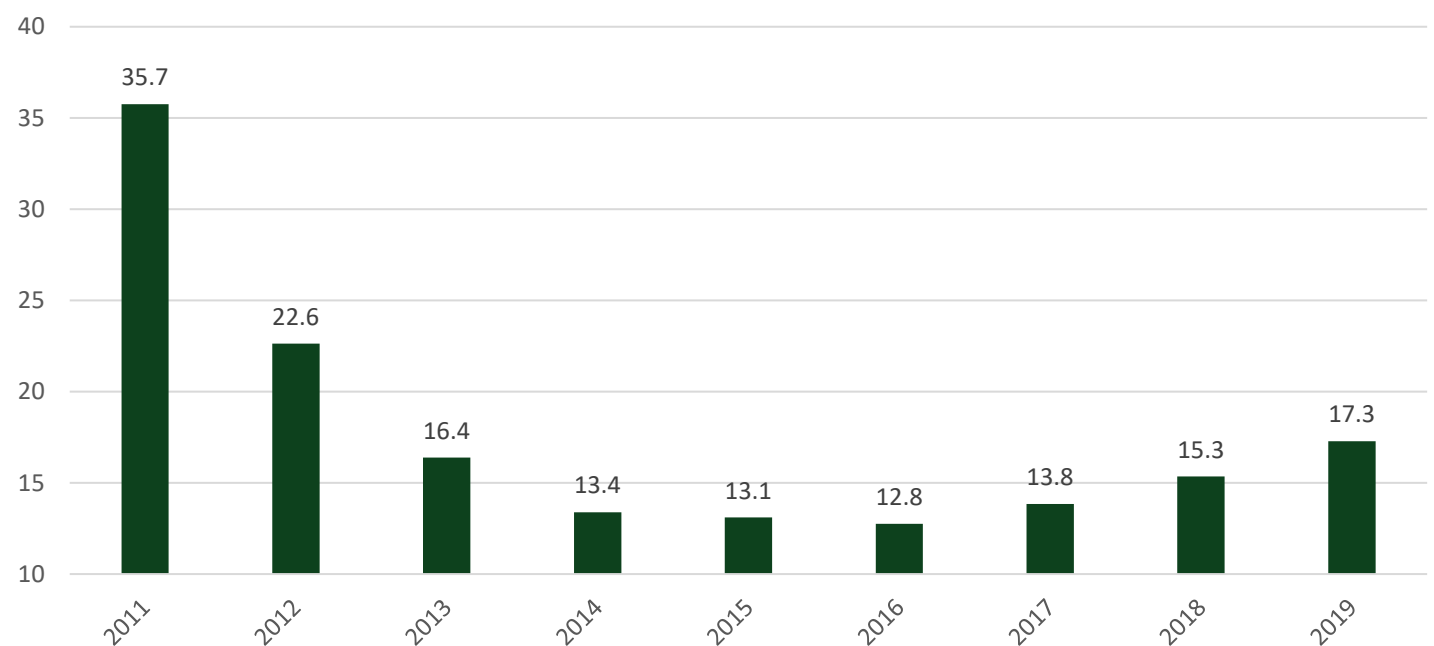


1. Source: Bank of Greece: Non-residents' Direct Investment in Greece in Real Estate: annual/ quarterly data

## Index of Athens apartment prices (in %)

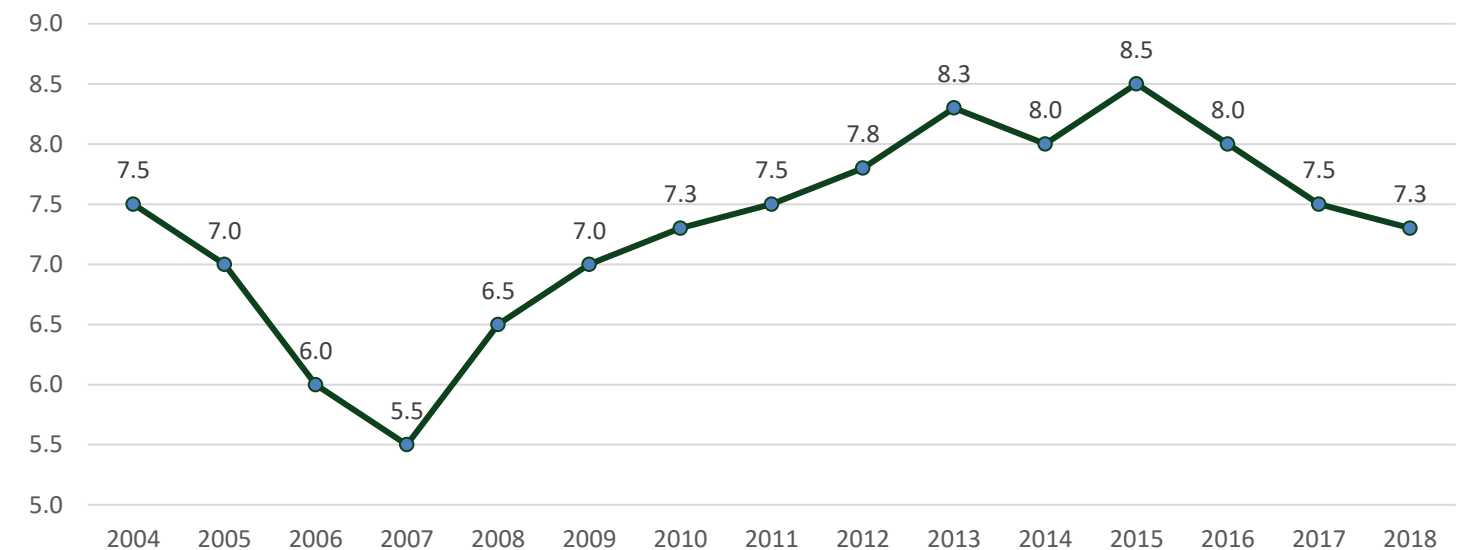


## Total building activity (in '000)



Recovering economic figures after long periods of slack

## Property cap rates (Net Income to Asset Value, in %)



## Real Estate market development

- During recession, **prices of apartments decreased sharply** and lost almost **half of their value** in 2017, in comparison to their peak in 2008
- Residential prices, however, are starting to recover across Greece, especially in Athens, where prices **increased by 11.9% in year 2019**
- The building activity, measured by total building permits, also decreased during the crisis. However, high numbers before the crisis and a continuous increase in permits nowadays indicate a **very attractive opportunity for investors**
- Cap rates before 2008 decreased to values of just 5% but rose during the crisis to up to 8.5% in 2015. Since then, **yields gradually have been decreasing reaching a cap rate of 7.3 in 2018**, which is expected to remain constant

Latest residential real estate developments produce **high return on investments**

1. Source: Bank of Greece, Real Estate Market Analysis Section. 2. Source: Arbitrage Real Estate Advisors, Athens Office Market Report November 2018. 3. Source: Hellenic Statistical Authority, Building Activity Survey



# SAMPLE OF PROPERTIES

We have illustrated an example from each of our four distinctive categories:

- **Flats & Apartments**
- **Luxury Options**
- **Residential Buildings**
- **Commercial & Hotel Investments**





Project Metaxi Loft

Enjoy a life of vitality, convenience and connection at Metaxi Loft

Project Metaxi Loft	
Location	Athens - Centre
Type of property	Residential
Apt size (in m²)	80
Balcony (in m²)	15
No. of Bedrooms	1
Furnished	Yes
Floor	1 <sup>st</sup> raised
Built / Renovated	2020
Expected annual net rent (in EUR)	12,000
Asking Price (in EUR)	250,000

Features

- 1 Brand New Apartment
- 2 Luxury interiors featuring smart design integration
- 3 Terrace view to Acropolis and Lycabettus
- 4 Individual gas heating system
- 5 Secure ground floor parking and storage
- 6 Disabled-friendly access (Elevator)
- 7 Opportunity to purchase the entire building



Room Detail



Kitchen Detail



Kitchen & Dining



Bedroom



Bedroom



Project Acropolis

One of a kind apartment in the capital’s most significant neighborhood

Project Acropolis	
Location	Acropolis, Athens
Type of property	Apartment
Floor	3 <sup>rd</sup>
Apt size (m²)	150
Balconies (m²)	20
No. of Bedrooms	3
Furnished	Yes
Built / Renovated	1975
Expected Annual Net Rent (in EUR)	25,000
Asking Price (in EUR)	1,900,000

Features

- 1

One-of-a-kind Acropolis view
- 2

Facing also the New Acropolis Museum
- 3

Old Athenian elegance style and decor, with long velvet drapes and ornate furnishings adding finesse
- 4

Acropolis underground station, 1 min walk
- 5

Air condition & Individual gas heating system
- 6

Storage space included
- 7

Disabled-friendly access



Living Room Acropolis View



Living Room



Piano Entrance



Acropolis View





Project Hellinikon Residential

Boutique & Cozy residential building near the greatest sea front development in Europe, the Hellinikon

Project Hellinikon Residential	
Location	Ellinikon
Type of property	Residential Building
Property size (m²)	617
Land size (m²)	1,700
No. of Keys	7
Size of Apartments (m²)	56 - 116
Furnished	Yes
Built / Renovated	2020
Asking Price, per apartment (in EUR)	290 – 480,000
Asking Price, as a whole (in EUR)	Upon request

Features

- 1 Top featured property in Athens, by the sea, and with incredible return on investment
- 2 Private communal swimming pool, and a garden of 250 sqm
- 3 Modern design and chic finishes with great emphasis given to the selection of materials
- 4 Very low carbon footprint
- 5 Modern architectural design and timeless interiors
- 6 Located just 4 mins away from the new benchmark for urban innovation, the Hellinikon Development



External View



Comfort Room



Room View to Pool



External View



The Hellinikon Project





Project Island Concept

One of a kind 5\* approved hotel development plan - upcoming island of the Aegean

Project Island Concept	
Location	Small Cyclades
Type of property	5* Hotel Project
# Keys	57
Plot size (m²)	4800
# small bungalows (40 m²)	10
# medium bungalows (85 m²)	2
# large bungalows (95 m²)	1
Expected Annual Net Rent (in EUR)	Tbd
Asking Price (in EUR) – for plot, permits and right	1,000,000
Total Investment (in EUR)	3,000,000

Features

- 1 One-of-a-kind development of a 5\* hotel
- 2 5 min walk to the beachfront
- 3 Common spaces equal to more than 200sqm, including a restaurant and the reception
- 4 Uniqueness: no other 5\* hotel on the same island
- 5 Spa area of 55 sqm
- 6 Small church and parking spaces included
- 7 Building permission has been granted



Sea Views



External Top View



Top View with Church



Urban Design View



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## Contact



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# Disclaimer

## TROIA Group

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