



KYRIAKIDES GEORGOPOULOS
Law Firm

Real Estate Development Practice





Kyriakides Georgopoulos (KG) Law Firm dates back to the 1930s and is one of Greece's oldest and most reputable law firms. KG Law Firm is comprised of 96 highly skilled lawyers, dedicated to advisory and litigation. KG Law Firm is the first in Greece and largest full-service law firm, with a very long track record handling complex legal matters in the most efficient way, always guided by ethos and professionalism. .

KG Law Firm Real Estate Development Practice continues the firm's decades-long tradition in a variety of real estate, public and private assets with a dedicated team of experienced lawyers across disciplines (corporate and real estate law, public law, enforcement, taxation, financing). It is the go-to firm in Greece for complex and challenging real-estate matters, with an extensive internal and external network of associates covering all the country and all aspects of interest (incentives laws; technical, forest and urban planning issues; accounting support). In a challenging economic environment, we provide pragmatic advice on how to maintain value in real estate assets and how to reposition these assets in order to maximize opportunities.

KG Law Firm is a founding member of [South East Europe \(SEE\) Legal Group](#), a regional alliance of 10 leading independent law firms, covering 12 jurisdictions in South East Europe (such as Albania, Bosnia and Herzegovina, Bulgaria, Croatia, Greece, Kosovo, Montenegro, FYROM, Romania, Serbia, Slovenia and Turkey). Working together on cross-border transactions, the group is the largest legal force in South East Europe numbering over 450 lawyers, organized in cross- jurisdictional practice groups. Each of the firms has been ranked as leading firm in its jurisdiction and with a presence in capital cities and a number of satellite offices. Over the years, KG Law Firm has had the opportunity to work with many of the firms participating in SEE Legal and has forged strong ties and a good communication network amongst all.

> Real Estate Development Practice Overview

We typically act on the buyer/investor side of real estate transactions and development in a wide range of transactions, including private acquisitions (high net worth individuals/golden visa program), private equity funds (with a recent focus on distressed assets) and foreign States. We have also acted for the Hellenic Republic Asset Development Fund in the maturing of a number of unique assets (including natural springs, golf clubs and previously state-owned hotels), as well as for local and European banks and institutions, as well as IFIs in the land due diligence of assets subject to financing.

Our real estate practice also covers the drafting and negotiation of construction contracts (FIDIC and privately developed agreements), operation and maintenance contracts, hotel management and commercial lease agreements. Our corporate and project finance teams also cover all financing aspects of a real estate transactions, including drafting and negotiation of the finance agreements as well as the relevant collaterals.

Finally, our litigation teams have significant experience in real-estate litigation in all jurisdiction levels.



>How can we help?

Our services in the field of specialized legal real estate services include:

- Investment structuring (considering tax, regulatory, statutory or other asset restrictions) – structuring of the real estate development.
- Performing thorough land due diligence.
- Specialized advice in relation to the acquisition, management and operation of hotels and leisure facilities.
- Drafting and negotiation of commercial leases agreements, time sharing contracts, and sale and lease back agreements.
- Drafting and negotiation of conveyance agreements e.g. purchase, lease transactions and shares purchase agreements.
- Drafting and negotiation of Construction and Operation and Maintenance Agreements (EPCs, DCCs, O&Ms etc.).
- Land related litigation, extrajudicial disputes or enforcement proceedings (e.g. auctions).
- Advising on special land ownership regimes (e.g. expropriations, public land, cross-border areas, forests, private islands, seashores).
- Drafting and negotiation of finance and security contracts.

- Acting for the Greek State and performing a legal feasibility assessment of all real estate key assets, eligible for privatizations; assisting the Greek State in tender and award processes; drafting and preparation of the relevant concession agreements or any other real estate transaction agreement.
- Setting up Real Estate Investment Companies.
- Golden visa program support (A to Z).
- Providing full advice towards foreign real estate holding companies on the acquisition of real estate leisure and hotel properties in Greece.
- Advising on planning and implementing efficient and compliant tax structures for the reorganization of personal investment portfolios, funds, foundations, real estate investments as well as family businesses.

>Experience

- We have acted as legal advisors to the Hellenic Republic Asset Development Fund (TAIPED) in relation to all key real estate assets eligible for privatizations.
- We have provided advisory services to a major foreign real estate holding company, owner of a portfolio of real estate leisure and hotel properties in Greece.
- We have assisted private investors in the acquisition of a majority shareholding stake in the company assigned with the construction of a marina in the Dodecanese islands.
- We have acted for the development of the only Greek naval industrial area in Greece.



>Further Experience

- We provide full legal support to a private equity fund in the acquisition of landmark buildings in the historical center of Athens as distressed assets in Athens.
- We provide full legal support to a hotel complex owner in Mykonos, including new land acquisition, expansion, agreements with operators etc.
- We support a REIC in the reorganization of its portfolio of assets, including confirmatory legal due diligence on all assets.
- We regularly act as lenders' legal advisor in the financing of projects with significant real estate elements (including extensive forest / quasi-forest land).
- We act for a REIC in the reorganization of its portfolio of assets, including confirmatory legal due diligence on all assets.
- We regularly act as legal advisors to private clients in the acquisition of luxury properties (island summer houses).
- We have acted for RES private equity funds in the acquisition and investment planning of large-scale solar PV projects.
- We have advised a leading oil storage company with strategically located storage terminals re real estate development of oil storage tanks.
- We have represented a glassworks Company, owner of two large industrial facilities in Attica through the SPA transaction including conveyance of real estate properties.
- We have acted as lenders' legal counsels in relation to the financing of a cluster of wind parks on the island of Evia.
- We regularly provide advisory services to an international anchor bottler Company and all companies of the group in Greece in relation to the relocation of all their real estate projects.
- We are regular legal advisors to a leading supermarket retailer in a wide range of matters, including real estate purchase and development, expansion of outlets, construction operations and leasing arrangements.
- We are representing foreign Embassies in relation to the relocation of their premises, the acquisition or lease of land and assist in the implementation of the construction of their premises.
- We have advised on the regulatory matters for the creation of a digital real estate auction platform in Greece (covering brokerage, valuation, real estate agency services).



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