



GREECE

American Appraisal (Hellas) Limited combines worldwide experience with local expertise. Every day, in every country and major financial center throughout the world, we provide Clients with accurate, reliable and insightful valuation and valuation-related services.

This is our only business.

We are independent. Our global foot-print is unequalled in the valuation profession. Our consultants have extensive experience with all classifications of tangible and intangible assets. In real estate advisory, you can depend on us, whether you are a property owner or an investor.

We are not real estate agents or brokers.

As an employee-owned organization, we are uniquely committed to our profession; dedicated to anticipating Clients' changing needs.

We invite you to discover the American Appraisal (Hellas) Limited difference in Greece.

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A STRATEGIC PARTNER
DUFF & PHELPS
A **KROLL** BUSINESS
FOR GREECE & CYPRUS





American Appraisal (Hellas) Limited

Global

American Appraisal is the founder of the appraisal profession in the United States in 1896 - the forerunner in the valuation profession. Today more than 110 years later American Appraisal continue to lead the appraisal profession through chairmanship or significant participation in many of the profession's governing bodies and is the largest independent valuation consulting firm in the world, with global execution and compliance capabilities and an international presence. American Appraisal' commitment to leadership means that it provides the most informed, forward looking perspectives.

American Appraisal has a network of more than 60 offices around the Globe. It operates in North & South America, in Europe, in Asia, in Russian Federation & C.I.S. countries and in Australia.

"AA" specializes in providing independent multi-disciplined valuation & consulting services covering real estate, machinery & equipment, business enterprises, intangible assets, intellectual property, equities and other financial instruments. It has substantial experience of working for both local and multinational companies on a variety of purposes, co-operating whenever required with auditing, legal, financial and other advisory firms.

In addition to valuations, American Appraisal provides leading services of Transaction Consulting, Real Estate Advisory and Fixed Asset Management. Its clientele includes major companies in every industry sector, including approximately 50% of the global Fortune 500.

American Appraisal is the only company of its size that focuses exclusively on valuation and valuation-related advisory services. **That independence guarantees its greater objectivity.**

Strategically situated in the Globe, American Appraisal offices are staffed with its own consultants; employees dedicated exclusively to valuation and valuation-related advisory services. **This means provision of global reach together with local expertise.**

All American Appraisal operations are wholly or substantially owned by American Appraisal Associates Inc, are locally staffed with professional valuation consultants and advisory specialists who have been with the firm an average of 10 or more years and **provide uniform high standard of services and consistency around the world.** Their daily interaction ensures continual refinement of their professional capabilities. Their diverse educational and professional backgrounds combine to create an extremely broad perspective.

American Appraisal isn't merely involved in valuation; it is totally committed to meeting the valuation and valuation-related advisory needs of its clients. When you explore the realities, you discover that American Appraisal is uniquely differentiated from any other company offering comparable services.



American Appraisal (Hellas) Limited

In Greece

American Appraisal has a presence in Greece since 1990. The local entity, American Appraisal (Hellas) Limited, the subsidiary company of American Appraisal Associates Inc. was established in 1998.

With an experienced multi-disciplined team of professional valuers and real estate experts, the firm provides valuation and valuation-related advisory services to a wide range of national and international clients, in all classifications of tangible and intangible assets. The firm's highly qualified professional staffs include, Chartered Surveyors, Accredited Appraisers, Architects, Civil & Mechanical Engineers, Urban Planners, Economists, Financial and Market Analysts, as well as IT experts.

American Appraisal (Hellas) Limited is not engaged in any auditing, business brokering, auctioneering or real estate brokering activity. By avoiding the real or perceived conflicts that accompany professional service offerings such as audit, brokerage, investment banking or securities rating, we eliminate real and/or perceived conflicts-of-interest. That ensures the independence that is essential in today's local and international business environment.

American Appraisal (Hellas) Limited is structured into two main Groups:

- I. The **Valuation Group** that includes three specialized divisions, the Real Estate, the Plant & Machinery and the Financial Valuation Division;
- II. The **Real Estate Advisory Group – REAG**, the specialized group of American Appraisal (Hellas) Limited, that provides a full-range of real estate services, excluding brokerage, to maximize value and/or benefit on a real estate transaction or ensure, between others, profitability on a real estate investment.

American Appraisal (Hellas) Limited offers in-depth understanding of the local market and the country's complicated regulations. The existing investment opportunities or threats are the local firms' daily business. American Appraisal (Hellas) Limited provides to its client the most informed, forward looking perspectives and is ready to tackle with any assignment and/or opportunity within its line of business.

When you need to have clarity, accuracy, thoroughness and fairness on your side, you need the services and the critical thinking of American Appraisal (Hellas) Limited. No other international valuation and real estate consultancy firm operating in Greece can equal our breadth and depth of experience.





We invite you to discover the American Appraisal (Hellas) Limited difference.



Valuation Group

We understand that the valuation questions confronting you, are as individual as you are. Still, all of our Clients have the same ultimate objective: accurate, supportable, professional guidance in effective use of capital and enhancement of asset values.

American Appraisal (Hellas) Limited in Greece provides expertise in all classifications of tangible and intangible assets. Our valuation services focus on four key competencies:

-  Real Estate Valuation
-  Plant & Machinery Valuation
-  Financial Valuation
-  Intangible Asset Valuation

Many firms provide in Greece valuation services as an adjunct to their core business. Only a few of their employees focus on the daily practice of valuation; most of their staff specializes in other fields.

American Appraisal (Hellas) Limited is different. We are not auditors, business brokers, auctioneers, equipment dealers or real estate brokers. As a subsidiary company of American Appraisal Associates Inc. we follow its 110 years inheritance delivering only valuation and valuation-related advisory services.

Valuation is our daily business. Every day, American Appraisal's (Hellas) Limited consultants deliver valuations that are accurate, reliable and insightful. Our reports have withstood the scrutiny of the Greek most discerning regulatory, judicial and taxing authorities and are recognized by leading financial institutions and auditing firms.

American Appraisal (Hellas) Limited has been providing valuation and transaction consulting services in Greece for more than 20 years. American Appraisal (Hellas) Limited would welcome an opportunity to demonstrate its ability to resolve your valuation challenges and to assist you on straight forward or complex transactions.

American Appraisal (Hellas) Limited impartial valuation reports are used for:

- Corporate Planning
- Bankruptcy Related cases
- Business Restructuring
- Dispute Resolution
- Mergers & Acquisitions
- Financial Reporting
- Insurance Purposes
- Sale & leaseback transactions
- Financing & Solvency Opinions

We invite you to discover the American Appraisal (Hellas) Limited difference.

Valuation / Transaction Consulting / Real Estate Advisory / Fixed Asset Management



**(Valuation Group)
Real Estate Valuation**

In Greece

No one matches American Appraisal (Hellas) Limited when it comes to experience in industrial real estate valuation. Our real estate team also includes experts in valuation of retail, commercial and multi-family residential buildings, as well as vacant land.

Whether you own a site in Greece or wish to invest in local properties, your valuation will reflect the insights of our local real estate consultants. They understand regional market forces and the importance of geo-specific, demand-side analysis.

Valuation may involve looking at adaptive re-use. Yesterday's manufacturing facility or an abandoned airport may be tomorrow's distribution warehouse, residential or mixed use complex. You may realize the greatest value through redevelopment of your site for commercial, retail or high-density residential use. Clients rely on our highest and best use analyses to help optimize the value of their real estate portfolios.

American Appraisal (Hellas) Limited is not real estate developer, broker or leasing agent. American Appraisal (Hellas) Limited is a unique resource for evaluation of acquisitions and divestitures, dispute resolution, financing and property tax.

American Appraisal's (Hellas) Limited exclusive focus on valuation and valuation-related advisory services assures you that our advice and conclusions remain totally independent.

We invite you to discover the American Appraisal (Hellas) Limited difference.



**(Valuation Group)
Plant & Machinery Valuation**

In Greece

Many valuation firms take a casual approach to your tangible assets. American Appraisal (Hellas) Limited is different because its:

The American Appraisal (Hellas) Limited consultants who specialize in personal property possess backgrounds in engineering, finance and accounting. Collectively in the Group, they comprise the most diverse and experienced teams of equipment valuation specialists in Greece;

The local operation may benefit from the experience of the consultants of other American Appraisal offices in the world, since it may draw expertise at any time if a project requires specific knowledge not available in the Greek operation;

Experience within most industry sectors enables American Appraisal (Hellas) Limited to value a diverse range of assets from routine items of personal property to highly specialized and/or unique equipment;

Commitment to proven methodology, best practices, and leading edge technology guarantees delivery of sound results, appropriate for your business needs.

Whether your valuation is best developed using existing fixed asset accounting records or, a physical inspection and inventory of your assets is more appropriate, American Appraisal (Hellas) Limited has the right team of specialists to serve your needs.

American Appraisal (Hellas) Limited specialists in Plant & Machinery Valuation are the key consultants for your Fixed Asset Management.

We invite you to discover the American Appraisal (Hellas) Limited difference.



**(Valuation Group)
Financial Valuation**

In Greece

Some of American Appraisal' (Hellas) Limited Clients need financial valuation that is limited to a single intangible asset. Others require valuation of an entire business enterprise.

Your own need may relate to due diligence in a proposed merger, acquisition or restructuring. Or, you may require valuation for financial reporting, calculation of tax liability or litigation purposes. Regardless of the need or scope, accuracy and objectivity are essential.

To ensure accuracy and objectivity American Appraisal (Hellas) Limited has limited its business interests to valuation and valuation-related advisory services. For that reason it is a truly unique resource.

American Appraisal' (Hellas) Limited reputation for impartiality is its our valuation opinions are relied upon by the world's most discerning regulatory, judicial and taxing authorities. Financial institutions, boards of directors and stockholders have sought American Appraisal's services in Greece for more than 20 years.

We invite you to discover the American Appraisal (Hellas) Limited difference.



**(Valuation Group)
Intangible Asset Valuation**

In Greece

American Appraisal (Hellas) Limited offers you unparalleled experience in the valuation of intangible assets including copyrights, customer lists, goodwill, patents, research and development, software, trademarks and brands.

Back in 1896 when American Appraisal was founded, assets were predominantly tangible. A company owned land, buildings, machinery and equipment. Even 20 years ago, most publicly traded firms allocated 80 percent of their asset value to those same tangible assets.

Today's knowledge-based economy has changed the balance sheet. Now, intangible assets account for 80 percent of the asset values of publicly traded companies. Senior executives are focusing on intellectual capital as the key to future success. Appropriate, supportable valuation of intellectual capital is becoming more and more important.

American Appraisal (Hellas) Limited has built a global reputation for its expertise in valuing intangible assets. Sure, American Appraisal (Hellas) Limited still does valuations of bricks and mortar, machinery and equipment. But American Appraisal (Hellas) Limited prides itself on staying ahead of the changing needs of our Clients. After all, American Appraisal (Hellas) Limited has more than 110 years of experience in appraising tomorrow's assets, today.

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Real Estate Advisory Group - REAG

In Greece

Pension funds, REITS, institutional investors, private developers and corporations recognize the value of impartial advice that can only come from a totally independent advisor like REAG, the American Appraisal' (Hellas) Limited specialized division. You can depend on its real estate advisory services for objective consultancy, valuation or recommendations, whether you are a property owner or an investor.

Increasingly, your real estate holdings compete with all other asset classifications for investment capital. The dynamic global economy demands that you constantly re-think conventional real estate wisdom. American Appraisal (Hellas) Limited with its REAG specialists can assist you in regularly and rigorously re-evaluating your real estate investments and related expenses.

American Appraisal (Hellas) Limited begins with the basics: studying all available scenarios, developing proactive strategies and maximizing value in transactions. In addition, we can help you ensure efficient management of a single property or an extensive portfolio.

Our real estate advisory services include:

- **Advisory & Portfolio Management**
- **Engineering Due Diligence**
- **Feasibility Studies**
- **Real Estate Portfolio Counselling**
- **Project Management & Technical Advisory**
- **Urban Planning**
- **Valuation**

REAG is not real estate agent or broker. American Appraisal (Hellas) Limited and REAG team focuses exclusively on valuation and valuation-related advisory services in order to avoid any conflicts of interest. The global investment community recognizes the credibility of their impartial valuations and advisories. You can take that to the bank.

We invite you to discover the American Appraisal (Hellas) Limited & REAG difference.





(Indicative Client References)

Consulting Firms – Service Industry

**Valuation
Group**



Manufacturing





(Indicative Client References)

Tourism, Hotel & Leisure

**Valuation
Group**

Entertainment



(Indicative Client References)

**Valuation
Group**

Ports, Marinas & Motorways

Banking & Investment



(Indicative Client References)

**Valuation
Group**

Non - Performing Loans (NPL's)



High Technology



Paper & Packaging





(Indicative Client References)

**Valuation
Group**

Retail Sector



Development & Construction





(Indicative Client References)

Food & beverage

**Valuation
Group**



Telecommunications





(Indicative Client References)

**Valuation
Group**

Energy



Medical & Pharmaceutical





(Indicative Client References)

**Valuation
Group**

Insurance



Air, Sea & Train



Public sector





(Indicative Client References)

Institutions/Museums/Non - profit organisations

**Valuation
Group**



Aquaculture Industry





If you're looking for impartial, substantiated valuations and valuation – related advisory services, make sure you're in the right hands

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