HELLENIC REPUBLIC ASSET DEVELOPMENT FUND

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1 Kolokotroni & Stadiou Str., 105 62, Athens, Greece

INVITATION TO SUBMIT A PROPOSAL FOR AN

INDEPENDENT VALUATION OF

THE REAL ESTATE PROPERTY situated at “Sampariza” or “Pigadia”, area of Thermissia, Municipality of Ermionida, Peripheral Unit of Argolida, Periphery of Peloponnese.

Athens, July 15th, 2014

A. Introduction

The Hellenic Republic Asset Development Fund SA (**HRADF**) currently runs an international tender process for the exploitation of two (2) seaside plots of land 157.753,40 m² and 13.290 m² of surface (total surface of 171.043,40 m²) separated by a road, which are located in the Municipality of Ermionida, Peripheral Unit of Argolida, Periphery of Peloponnese, in the area of Thermissia and in particular at the location "Sampariza" or "Pigadia" (jointly, the **Property**), by way of sale of ownership to the preferred investor to be selected, as further specified in the relevant request for proposals issued by HRADF on 12.06.2014 (the **Request for Proposals**).

The Property will be developed in accordance with the procedures for urban-planning maturity prescribed by articles 10 seq. of Law 3986/2011, as it is in force, namely preparation of a Special Development Zoning Plan ("ESCHADA"). The ESCHADA will be drafted during the Tender Process and shall be approved as per the procedure described in Law 3986/2011 prior to the closing of the transaction.

According to article 6.2 of law 3986/2011, as currently in force, any assets of HRADF should prior to their exploitation be evaluated by an independent valuer (the **Valuer**), who is appointed in accordance with HRADF's procurement regulation (recently amended and codified by Decision 2/16128/0025 of the Minister of Finance, Government Gazette B/476/2014) (the **Regulation**).

In the above context, HRADF hereby invites experienced and specialized domestic and international valuers to submit a proposal in relation to the scope of work described herein (the **Invitation**).

B. Scope of Work

The Valuer is expected to deliver an independent opinion on the market value of the Property.

The valuation report and the supporting documentation should be prepared in the Greek language, with an executive summary in English, and should include, but not be limited to the following:

- executive summary;

- full description of the property; (photos etc)
- comprehensive supply-demand analysis of the market in which the development of the property is expected to compete;
- detailed presentation of the valuation method(s) applied, including relevant inputs, assumptions and calculations; and
- estimation of the tax assessed value of the property and reasoning of potential difference between the tax assessed value and the estimated valuation.

The valuation report shall be presented by the Valuer to the HRADF's Council of Experts and to its Board of Directors, as well as to any other person or entity as required by HRADF.

The assignment also includes the submission - upon a written request of HRADF - of a valuation update of the property within a period of eight (8) months from the initial valuation date.

The Valuer must complete and properly deliver its work to HRADF **within fifteen (15) days** from the date that HRADF allows for the Valuer to have access to the Virtual Data Room (VDR) with all relevant documentation. If needed and according to HRADF's regulation, an extension may be agreed.

The maximum available amount to be paid by HRADF to the Valuer for the assignment described herein is **EUR 8,000.00 (plus value added tax)**. The above amount includes any and all expenses for the completion of the assignment.

C. Qualification Criteria

It is clarified that, due to the particularities of the scope of work, it is possible for interested entities or persons to participate in the Tender (as described below) as members of a joint venture or consortium.

The Valuer must satisfy the following qualification criteria:

- Track record for the last five (5) years providing sufficient evidence of experience in the valuation of similar, as per type and size, properties.

- At least one (1) leading member of the Valuer’s team that will undertake the valuation must be a certified valuer by a Greek or other European Union member-state regulating body. The certification of the Valuer must be according to RICS or TEGOVA standards. Also the signatory or one of the co-signatories of the valuation must be a certified valuer as described above. Finally, at least one leading member of the Valuer’s Team as well as the signatory or one of the cosignatories of the valuation must also be registered in the List of Certified Valuers held by the Ministry of Finance.
- The Valuer and the members of its team that will perform the valuation must be independent in accordance with the provisions of law 3986/2011. The Valuer and the members of its team that will perform the valuation must declare their independence and that they have no conflict of interest in writing.
- Professional indemnity insurance of an annual minimum of EUR 1 million per incident. The professional indemnity insurance certificate should also be provided.

D. Required Proposal Content

All submitted proposals shall include the following:

- Presentation of the proposed approach to the assignment, critical issues and methodologies, including a timeline.
- Brief description of the Valuer’s organisational structure and activities in Greece and internationally.
- Composition of the team that will perform the valuation:
    1. brief CV of each team member;
    2. description of each team member’s relevant experience.
- A confirmation that neither the Valuer nor any members of its team that will perform the valuation have any conflict of interest with respect to the activities described in the scope of work and the qualification criteria above (such confirmation must also be delivered in case of a valuation update as per B – Scope of Work above).

- Initial list of documents the Valuer considers necessary to be provided for performing the valuation.
- Proof that the Valuer meets the qualification criteria set forth above.
- Proposed fees and fee structure.

E. Selection Process

The tender process for the award of the assignment described herein (the **Tender**) is governed by article 2.3 of HRADF's aforementioned procurement regulation and shall broadly take place as follows:

- Interested valuers must submit their proposal to HRADF, together with any other necessary documentation, via e-mail, to info@hraf.gr, marked **"INDEPENDENT VALUER FOR PROPERTY AT SAMPARIZA, ERMIONIDA, ARGOLIDA"**
- Additionally, a hard copy of such offer may also, at the discretion of the interested valuers, be submitted, in a sealed envelope, at the offices of HRADF (1 Kolokotroni & Stadiou Str., 7th Floor, 105 62 Athens, Greece). Offers must be submitted by no later than **25th July 2014, 17:00**, Athens time, irrespective of the way of submission.
- HRADF reserves the right to request additional documents and/or clarifications and/or information from the interested valuers in connection with any issues related to their proposals.
- Interested valuers that do not comply with any of the criteria set forth herein will not be allowed to participate in the process.
- HRADF reserves the right to enter into discussions and negotiations with the interested valuers for the improvement of the bids received.

F. Evaluation of proposals

HRADF shall assess the duly submitted proposals from interested valuers against the qualification criteria and their financial offer. Upon penalty of disqualification, the professional indemnity insurance certificate should be provided, as well as proof of certification of the interested valuers according to RICS or TEGOVA standards and declaration of no conflict of interest.

For the evaluation, the following criteria will be taken into account:

- Criterion 1: Relevant experience (grading 1-4, 4 points being the highest).
- Criterion 2: Team composition (grading 1-4, 4 points being the highest).
- Criterion 3: Approach to the assignment, methodology, critical issues, timeline (grading 1-4, 4 points being the highest).
- Criterion 4: Financial offer (points awarded as per the formula 4*{1-([offer]-[lowest offer]) /[lowest offer]}, 4 points being the highest, 0 points being the lowest).

The Total Score will be calculated as per the following formula:

Total Score = 25%xCriterion1 + 25%xCriterion2 + 25%xCriterion3 + 25%xCriterion4.

The independent valuation will be awarded on the basis of the highest Total Score.

G. Disclaimers

HRADF reserves, at its absolute discretion, the right to repeat, cancel, suspend, amend or postpone without any prior notice the Invitation and/or the Tender, as well as to terminate any negotiations or discussions at any stage of the Tender, without incurring any liability whatsoever against any interested and/or participating valuer and/or any third party.

The submission of a proposal constitutes full and unconditional acceptance of the terms and conditions of the Invitation and the Tender.

No person acquires any right or claim for compensation or other against HRADF from the Invitation and/or its participation in the Tender, for any reason or cause whatsoever. All proposals become property of HRADF after their submission. Participating valuers give HRADF the right to reproduce and disclose their proposals for any purpose in connection with the Invitation and/or the Tender and/or the fulfillment of HRADF’s legal functions. HRADF may be required to disclose certain information and/or documents relating to the proposals to the Greek Parliament, within the powers and privileges of the latter or within the statutory functions of its officials, to a court during legal proceedings or to any administrative authority or body in relation to the fulfillment of its statutory functions. HRADF may be required to disclose information acquired in response to requests for information, subject to any related exceptions.

Any disputes arising out of or in connection with the Invitation and/or the Tender shall be subject to the exclusive jurisdiction of the competent courts of Athens, Greece, and Greek law shall apply.