

**INVITATION FOR SUBMISSION OF PROPOSALS TO ACT AS INDEPENDENT VALUATOR TO THE
HELLENIC REPUBLIC ASSET DEVELOPMENT FUND IN RELATION TO THE PRIVATISATION OF A
PROPERTY IN THE AREA OF KASSIOPI, CORFU**

November 1st, 2012

A. INTRODUCTION

In the framework of the implementation of the privatization program of the Hellenic Republic (the "HR"), the Hellenic Republic Asset Development Fund S.A. (the "HRADF"), has decided to exploit a plot of land, of a total surface of five hundred thousand square meters (500,000 m²) approximately, located at the site Artavani (Erimitis), in the area of Aghios Stefanos, in the cadastral area of the former community of Synion and former Municipality of Kassopeon and presently Municipality of Kerkireon of the island and the Prefecture of Corfu (the "Property").

In this context, the Inter-ministerial Committee for Asset Restructuring and Privatizations (the "ICARP") has decided by virtue of its decision no 202/21.02.2012 (Government Gazette B' 656), to transfer ownership on the Property to the HRADF.

HRADF currently runs an open, transparent and competitive tender for the sale of the total share capital of a special purpose vehicle (the "Company") which will be established by HRADF and to which (the real right of "surface" ("*dikaïoma epiphaneias*") (the "Right") over the Property will be contributed (the "Transaction"). The right of surface is provided for in Articles 18 sec of L. 3986/2011.

B. SCOPE OF WORK

According to Article 6.3 of Law 3986/2011, as currently in force, an independent valuation of an asset prior to its privatisation must be available. In this context, HRADF considers the appointment of a specialized firm (the "Valuation Consultant") to perform an independent valuation of the Right of Surface, taking into account that it will be contributed to the Company for a period of 99 years.

The Property is located in the north-eastern coastline of the island of Corfu and at a short distance from the shore-side country road connecting the city of Corfu with the settlement of Kassiopei and at a distance of 38 km from the city of Corfu. Corfu has an International Airport, which serves flights from Athens, Thessalonica, but also international charter flights, while in the summer months it serves flights to other islands of the Ionian Sea. In addition, it features a port with ferry crossings to Paxoi and other islands of the Ionian Sea, as well as to Patra and (via the under construction Patra-Athens-Thessalonica-Evzonoi (PATHE) road network) Athens and Igoumenitsa (via Egnatia Odos). In addition, from the port of Corfu there are ferry crossings to the Italian ports of Bari and Brindisi.

The Property will be developed in accordance with the procedures for urban-planning maturity, prescribed in Article 10 sec. of L. 3986/2011, i.e. preparation of the Special Town Planning Development Plan ("ESCHADA"). The ESCHADA will be approved as per the procedure prescribed in L. 3986/2011 by the financial closing of the Transaction. The process for the issuance of the Presidential Decree that will approve the ESCHADA is currently on-going.

The Valuation Consultant will provide its report directly to HRADF.

The Valuation Report and the support documentation should be prepared in the Greek language, and should include the following:

- executive summary in English;
- full description of the right of surface
- comprehensive supply-demand analysis of the market in which the development of the Right of Surface is expected to compete;

- detailed presentation of the valuation method(s) applied, including relevant inputs and calculations. Given the fact that the Right is only recently introduced to the Greek law and consequently to the Greek property market, a duly documented, thorough analysis of key considerations, assumptions and methodology is considered absolutely essential

Duration of the Engagement: Maximum [4] weeks.

Maximum Budget: The maximum available budget for the assignment is € [20,000] (plus VAT).

C. NECESSARY QUALIFICATIONS

HRADF invites specialized firms to submit their proposals in writing, which should include the following:

1. Proof of experience in the valuation of similar, as per type and size, properties;
2. Presentation of the proposed approach to the assignment, critical issues and methodologies, including a timeline.
3. Proposed team composition including relevant experience of the senior members of the team during the past five (5) years. Emphasis will be placed on the qualifications and experience of the project manager and team members assigned to the project. More specifically, at least one (1) leading member of the team that will undertake the valuation must be a Certified Valuator by a Greek or other European (EU Member State) regulating body. The certification of the Valuator must be according to RICS or TEGOVA standards. Also the signatory or one of the cosignatories of the valuation must be a Certified Valuator as described above.
4. Professional Indemnity Insurance of an annual minimum of EUR 5 million. The Professional Indemnity Insurance contract should also be provided.
5. Proposed fees

Interested parties and the members of the proposed teams must declare in writing that they do not have a conflict of interest. Such declaration as to conflict of interest will be in effect throughout the term of the Adviser's engagement.

D. SELECTION PROCESS

1. The assignment will be awarded in accordance with the provisions of the Procurement Regulation of the HRADF approved by decision of the Minister of Finance (Government Gazette B' 1695/16.05.2012), as well as the provision of article 8 paragraph 4 of Law 3986/2011 in conjunction with articles 5A and 7 of Law 3049/2002. The assessment shall take into consideration the above mentioned in article C qualifications and requirements, the fee proposal, according to the procedure mentioned in the abovementioned provisions.
2. HRADF will evaluate proposals according to the criteria set out in article C above and may require clarifications, additions or adjustments of the submitted offers as deemed necessary. Following the assessment process, up to three (3) candidates may be chosen to present their proposals to the HRADF.
3. Candidates that do not comply with any of the criteria set in Article C hereof will not be allowed to participate in the process.
4. HRADF reserves, at the fullest extent possible and at its exclusive discretion, the right to cancel, suspend, amend or postpone at a later time this procedure, without any prior notice, as well as to terminate any negotiations or discussions at any stage of the process, without incurring any liability whatsoever as against any participant and/or any third party.

Interested parties should submit their offer, together with CVs of the proposed team for the assignment and any other documentation that prove the firm's and the team's experience and expertise via e-mail to HRADF at the e-mail address info@hraf.gr marked "**INDEPENDENT VALUATOR FOR KASSIOPI**". Additionally, a hard copy of such offer may also, at the discretion of the interested parties, be submitted, in a sealed envelope, at the offices of the HRADF (1, Kolokotroni & Stadiou Street, 7th Floor, Postal Code: 105 62, Athens, Greece). Offers must be submitted not later than **November 15th, 2012, 17:00, Athens time**, irrespective of the way of submission.