



valuecycle  
property investment consultants

**BRINGING WORTH  
IN THE REAL ESTATE  
INVESTMENT MARKET**



## THIS IS VALUE CYCLE | YOUR PROPERTY CONSULTANT



LOCAL EXPERTISE & INTERNATIONAL PERSPECTIVE ARE OUR COMPETITIVE **ADVANTAGE**.

DETERMINATION OF THE VALUE-CYCLE OF EACH PROPERTY ASSET OR DEVELOPMENT PROJECT IS OUR **MISSION**.

CONFIDENCE AND CERTAINTY IN PROPERTY INVESTING IS OUR **GOAL**.



### THE VALUE-CYCLE | NOT JUST ANOTHER BRAND. OUR UNIQUE VIEW OF THE PROPERTY MARKET

VALUECYCLE'S SPECIALIZED AND EXPERIENCED PROFESSIONALS HAVE THE ABILITY TO OVERSEE ALL ASPECTS OF THE PROPERTY INVESTMENT PROCESS, WHICH WE CALL THE VALUE-CYCLE.



### OUR MISSION | TO HELP YOU GROW

TEAM VALUECYCLE'S MAIN OBJECTIVE IS TO ALIGN EACH CLIENT'S REAL ESTATE INVESTMENT EXPECTATIONS WITH A SPECIFIC INVESTMENT STRATEGY, BASED ON THE PARTICULAR CHARACTERISTICS OF EACH PROPERTY MARKET AND THE COMPLEXITY OF THE RESPECTIVE SECTOR.



### WHY CHOOSE US | AT THE END, EVERYTHING IS A MATTER OF PERSPECTIVE

WE LOOK AT YOUR PROPERTY PORTFOLIO FROM AN OWNER'S PERSPECTIVE, IDENTIFYING AND MITIGATING POTENTIAL RISKS, IN ORDER TO DELIVER TIMELY ANY REQUESTED INFORMATION WOULD HELP YOU MAKE YOUR INVESTMENT DECISIONS.

# BRINGING WORTH IN THE REAL ESTATE INVESTMENT MARKET

## MONITORING THE VALUE-CYCLE OF PROPERTY ASSETS



### THE **VALUE-CYCLE** INCLUDES:

- ✓ **PROCUREMENT**
- ✓ **TECHNICAL DUE DILIGENCE**
- ✓ **INVESTMENT AND PROPERTY VALUATION**
- ✓ **ACQUISITION OR DISPOSITION SERVICES**
- ✓ **ENGINEERING CONSULTANCY (BEST SUITABLE USE OF LAND OR BUILDINGS)**
- ✓ **PROJECT MANAGEMENT SERVICES (DURING DEVELOPMENT OF THE PROJECT)**
- ✓ **MONITORING OF THE INVESTMENT INDICES OF THE ASSET THROUGHOUT ITS LIFE**



## MORE THAN JUST SERVICES

WE PROVIDE TAILOR-MADE SERVICES BASED ON YOUR UNIQUE NEEDS, CONSTRAINTS, OPERATIONAL CIRCUMSTANCES AND ECONOMIC REALITIES:



### PROPERTY VALUATION/ DEVELOPMENT APPRAISALS

HIGH QUALITY ASSET VALUATION & DEVELOPMENT APPRAISAL SERVICES TIMELY DELIVERED BY EXPERIENCED, RICS OR REV CERTIFIED PROFESSIONALS, REGARDING ANY KIND OF PROPERTY OR DEVELOPMENT PROJECT OR ASSET.



### PROJECT MANAGEMENT

PROJECT MANAGEMENT SERVICES IN VIEW OF MITIGATING RISKS & ACHIEVING TIMELY DELIVERY OF CONSTRUCTION PROJECTS WITHIN TECHNICAL SPECIFICATIONS AND BUDGET LIMITATIONS.



### TECHNICAL DUE DILIGENCE

HIGH QUALITY ENGINEERING CONSULTANCY SERVICES ASSURING THE VIABILITY OF DEVELOPMENT CONTRACTS AND PROPERTY INVESTMENTS.

## MORE THAN JUST SERVICES

WE PROVIDE TAILOR-MADE SERVICES BASED ON YOUR UNIQUE NEEDS, CONSTRAINTS, OPERATIONAL CIRCUMSTANCES AND ECONOMIC REALITIES:



### ENGINEERING CONSULTANCY

TECHNICAL (ARCHITECTURAL, STRUCTURAL, ENERGY EFFICIENCY) STUDIES, CONSTRUCTION PLANNING, ISSUANCE OF ANY KIND OF CONSTRUCTION PERMITS OR CONSENTS, TAILORED TO YOUR UNIQUE NEEDS.



### ASSET MANAGEMENT

LET OUR TEAM MANAGE YOUR PROPERTY ASSET ON YOUR BEHALF. CONTINUOUS RESEARCH AND DEEP KNOWLEDGE OF THE GREEK REAL ESTATE MARKET IS OUR COMPETITIVE ADVANTAGE



### REAL ESTATE TRANSACTION SERVICES

JUST LET US KNOW ABOUT YOUR NEEDS, AND WE WILL MAKE SURE YOU FIND THE MOST SUITABLE ASSET FOR YOU. AGENCY & RELOCATION SERVICES ARE OFFERED AMONG OTHERS BY EXPERIENCED REAL ESTATE EXPERTS.



## MORE THAN JUST SERVICES

WE PROVIDE TAILOR-MADE SERVICES BASED ON YOUR UNIQUE NEEDS, CONSTRAINTS, OPERATIONAL CIRCUMSTANCES AND ECONOMIC REALITIES:



### IN OUR WORLD, QUALITY COMES FIRST.

THE VALUECYCLE TEAMS' MAIN GOAL IS TO PROVIDE CERTIFIED HIGH QUALITY SERVICES COVERING ALL THE ASPECTS OF THE CLIENTS' PROPERTY ASSET.

- ✓ MEMBER OF THE TECHNICAL CHAMBER OF GREECE (ENGINEERING SERVICES)
- ✓ MEMBER OF THE CERTIFIED VALUERS' REGISTER OF THE GREEK MINISTRY OF FINANCE
- ✓ R.I.C.S. OR R.E.V. ACCREDITED PROPERTY VALUATION SERVICES
- ✓ R.I.C.S. ACCREDITED PROPERTY MANAGEMENT SERVICES
- ✓ SIX SIGMA GREEN BELT CERTIFICATION (BUILDING MANAGEMENT SERVICES)

## MEET THE VALUE CYCLE MANAGEMENT TEAM



### PAVLOS D. SARANTOPOULOS, MRICS

CO- FOUNDER

CIVIL ENGINEER N.T.U.A., MBA

PAVLOS IS A CHARTERED PROJECT MANAGEMENT PROFESSIONAL WITH 10 YEAR EXPERIENCE IN THE PROPERTY INDUSTRY.

PAVLOS HOLDS AN MENG DEGREE IN CIVIL ENGINEERING AND AN MBA FROM THE NATIONAL TECHNICAL UNIVERSITY OF ATHENS AND IS CURRENTLY FINALIZING HIS STUDIES AT THE HERIOT-WATT UNIVERSITY OF EDINBURGH (MSC IN REAL ESTATE INVESTMENT & FINANCE).

PAVLOS HAS WORKED AS A CIVIL ENGINEER AND A PROPERTY DEVELOPMENT EXPERT FOR A MULTI-ASSET PORTFOLIO GROUP OF COMPANIES, INVOLVING PROPERTY MANAGEMENT RESPONSIBILITIES, DEVELOPMENT & INVESTMENT STRATEGIES, COST CONTROLS AND ASSET VALUATIONS, ENSURING AND ANALYZING THE VIABILITY OF DEVELOPMENT PROJECTS AND PROPERTY INVESTMENTS.

PAVLOS IS ALSO A MEMBER OF R.I.C.S. SINCE 2015.

✔ **AREAS OF EXPERTISE:** ENGINEERING, PROJECT MANAGEMENT, ASSET VALUATION

✔ **YEARS OF EXPERIENCE:** 10

✔ **SPOKEN LANGUAGES:** GREEK, ENGLISH, GERMAN



### LEONIDAS G. PALILIS

CO- FOUNDER

CIVIL ENGINEER N.T.U.A., MSC, MBA

LEONIDAS HAS LONG EXPERIENCE IN A VARIETY OF BUSINESS AND ENGINEERING SETTINGS.

LEONIDAS HOLDS AN MENG DEGREE IN CIVIL ENGINEERING AND A MASTER'S DEGREE IN STRUCTURAL ENGINEERING FROM THE NATIONAL TECHNICAL UNIVERSITY OF ATHENS AND AN MBA FROM BOSTON UNIVERSITY.

LEONIDAS HAS WORKED AS A CIVIL ENGINEER, PERFORMING STRUCTURAL ANALYSES AND DESIGN FOR LARGE-SCALE INFRASTRUCTURE PROJECTS, SUCH AS BRIDGES AND STADIUMS. HE HAS ALSO EXPERIENCE AS FIELD CONSTRUCTION MANAGER IN RES GENERATION PLANTS AND BUILDING PROJECTS.

LEONIDAS HAS ALSO GAINED CONSULTING EXPERIENCE WORKING FOR BIG 4 IN THE ENERGY SECTOR PARTICIPATING IN ENGAGEMENTS INVOLVING WACC ANALYSIS AS WELL AS IN THE BUSINESS AND FINANCIAL PLAN PREPARATION FOR MAJOR ENERGY INVESTMENTS. LEONIDAS ALSO HOLDS SIX SIGMA GREEN BELT CERTIFICATION.

✔ **AREAS OF EXPERTISE:** ENGINEERING, FINANCE, STRATEGY

✔ **YEARS OF EXPERIENCE:** 8

✔ **SPOKEN LANGUAGES:** GREEK, ENGLISH, FRENCH



## MEET THE VALUE CYCLE MANAGEMENT TEAM



### VALANTIS I. KOUTSIKOS

CO- FOUNDER

CIVIL ENGINEER N.T.U.A., MBA, PHD c.

VALANTIS IS A CIVIL ENGINEER WITH 7-YEAR EXPERIENCE IN PROJECT MANAGEMENT AND INFRASTRUCTURE CONSTRUCTION.

VALANTIS HOLDS AN MENG DEGREE IN CIVIL ENGINEERING AND AN MBA DEGREE FROM THE NATIONAL TECHNICAL UNIVERSITY OF ATHENS. HE IS CURRENTLY WRITING HIS PhD THESIS ON CONTRACT MANAGEMENT AND DISPUTE RESOLUTION IN CONSTRUCTION PROJECTS.

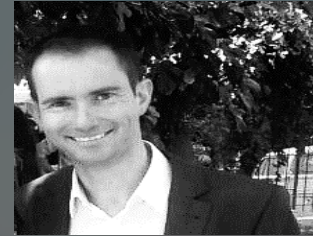
VALANTIS HAS LONG EXPERIENCE IN MANAGING HIGH COMPLEXITY PROJECTS MOSTLY IN THE ENERGY SECTOR. HE IS RESPONSIBLE FOR THE SITE MANAGEMENT AND SITE SUPERVISION, NEGOTIATIONS, COST AND TIME CONTROL, QUALITY MANAGEMENT & HEALTH AND SAFETY STANDARDS APPLICATION FOR CONSTRUCTION IN A VARIETY OF INFRASTRUCTURE PROJECTS.

VALANTIS IS A MEMBER OF THE PROJECT MANAGEMENT INSTITUTE (PMI) AND A CERTIFIED PROJECT MANAGER FROM THE INTERNATIONAL PROJECT MANAGEMENT ASSOCIATION (IPMA).

✔ **AREAS OF EXPERTISE:** PROJECT & CONTRACT MANAGEMENT, DISPUTE RESOLUTION

✔ **YEARS OF EXPERIENCE:** 7

✔ **SPOKEN LANGUAGES:** GREEK, ENGLISH



### PANTELIS I. KOUTSIKOS

CO- FOUNDER

C. Engineer AUTH, RE Consultant

PANTELIS HAS LONG EXPERIENCE IN THE REAL ESTATE (RE) DEVELOPMENT MARKET.

HE HAS WORKED FOR 14 YEARS IN THE CONSTRUCTION INDUSTRY AND HAS BEEN INVOLVED IN THE DESIGN, CONSTRUCTION AND MANAGEMENT OF PUBLIC AND PRIVATE SECTOR PROJECTS.

PANTELIS HAS BEEN INVOLVED IN ALL PHASES OF A VARIETY OF RE DEVELOPMENT PROJECTS, INCLUDING PROCUREMENT, TENDERING, DESIGN, LICENSING, ENGINEERING AND SITE SUPERVISION.

HE IS ALSO HIGHLY EXPERIENCED IN THE ADMINISTRATION OF PROPERTY LEGAL ISSUES AND REAL ESTATE TRANSACTIONS.

✔ **AREAS OF EXPERTISE:** RE TRANSACTIONS, PUBLIC & PRIVATE SECTOR CONSTRUCTIONS

✔ **YEARS OF EXPERIENCE:** 14

✔ **SPOKEN LANGUAGES:** GREEK, ENGLISH



## MEET THE VALUE CYCLE MANAGEMENT TEAM



### **YANNIS D. DASKALAKIS, MRICS**

ASSOCIATE

CIVIL ENGINEER, MSC

YANNIS IS A REAL ESTATE PROFESSIONAL WITH 8 YEAR EXPERIENCE IN THE PROPERTY INDUSTRY.

HIS PROFESSIONAL EXPERIENCE COVERS ALL KINDS OF REAL ESTATE VALUATIONS, STRATEGIC REAL ESTATE INVESTMENT CONSULTING, ALONG WITH INVOLVEMENT IN TECHNICAL DUE DILIGENCE PROJECTS AND SUSTAINABILITY RETROFITS.

HE IS AN ELECTED PROFESSIONAL MEMBER OF THE ROYAL INSTITUTION OF CHARTERED SURVEYORS (R.I.C.S.), AND A MEMBER OF THE ASSOCIATION OF GREEK VALUERS.

YANNIS IS THE R.I.C.S. CERTIFIED VALUER ASSOCIATE OF VALUECYCLE AND IS RESPONSIBLE FOR CONDUCTING THE COMPANY'S VALUATION REPORTS REGARDING ALL TYPES OF PROPERTY ASSETS UNDER THE R.I.C.S. INTERNATIONAL STANDARDS.

✔ **AREAS OF EXPERTISE:** PROPERTY VALUATION

✔ **YEARS OF EXPERIENCE:** 8

✔ **SPOKEN LANGUAGES:** GREEK, ENGLISH



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